



Smarter
technology
for all

Lenovo

Lenovo TruScale

Infrastructure as a Service

Lenovo TruScale Infrastructure as a Service

Introduction to TruScale

From the pocket to the cloud, Lenovo TruScale offers everything as a service, and enables you to unleash the power of technology with the simplicity and scalability of a flexible, pay-as-you-go model.

From **Infrastructure as a Service** with converged infrastructure, ThinkSystem Certified Nodes, ThinkSystem Storage and Lenovo Datacenter portfolio; to **Device as a Service** with world-class devices.

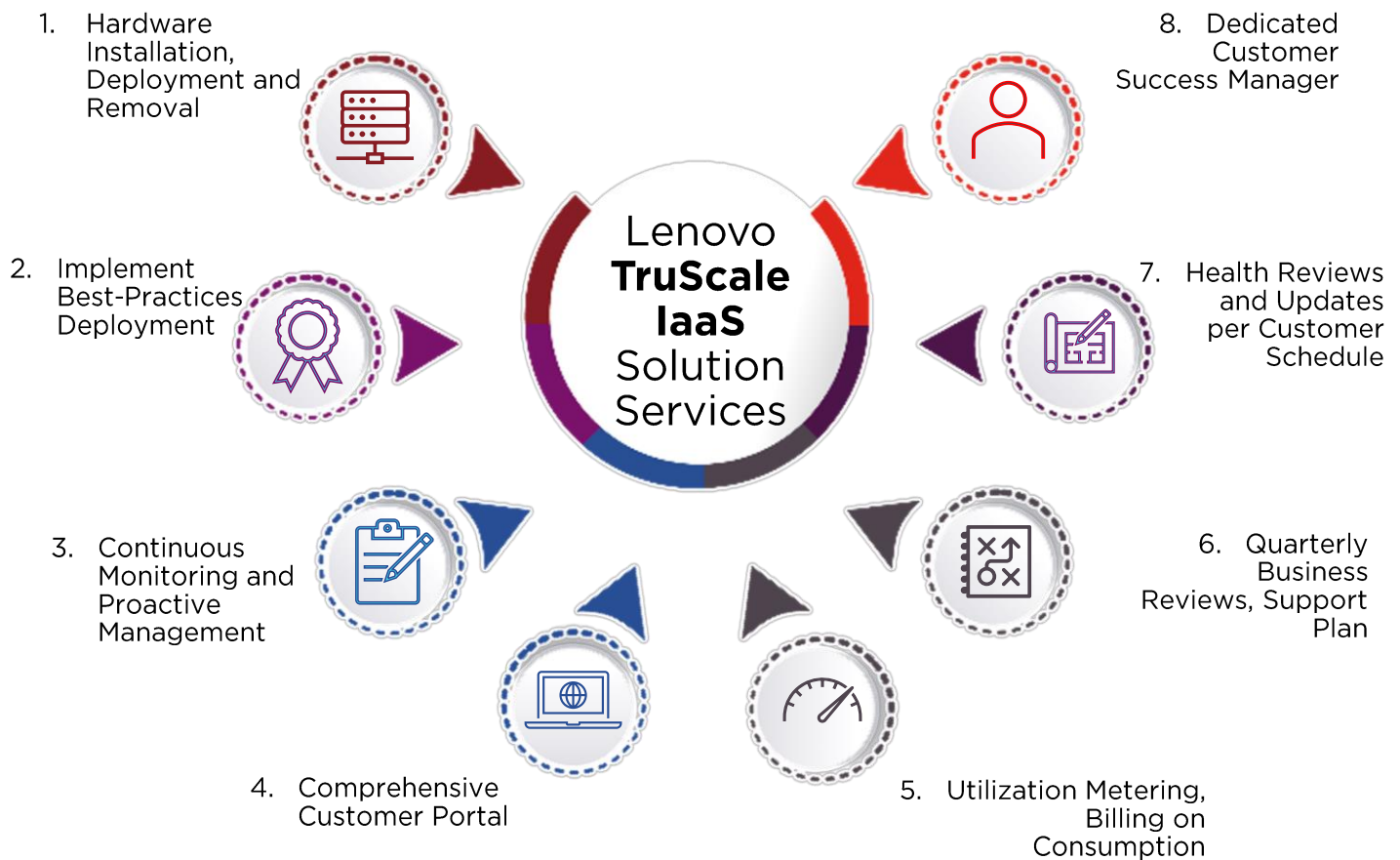
What you love about the Cloud, On-Prem

On-Prem

- Increased security
- Data ownership
- Legacy workloads
- Cost control

TruScale

- Simplicity
- Flexibility
- Time to value
- Global Coverage

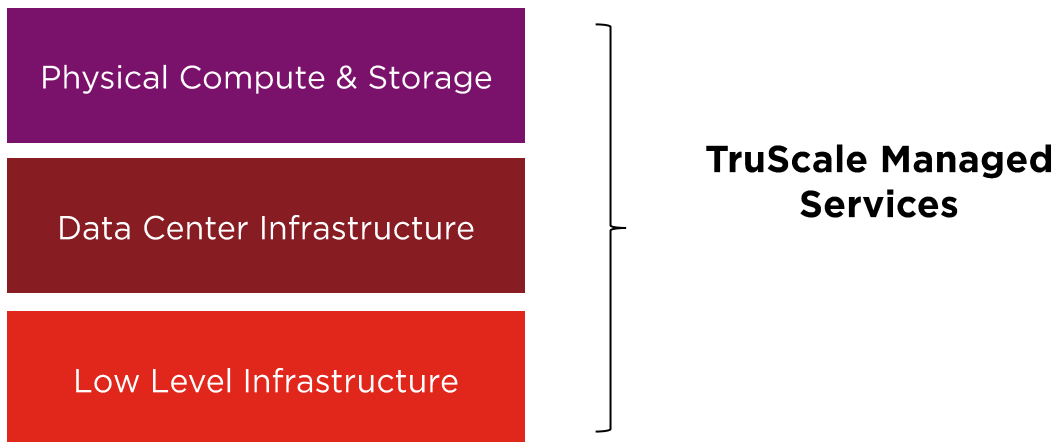


Lenovo TruScale Infrastructure as a service gives you all the power and strategic advantage of the latest data center hardware through a pay-as-you-go business model.

Easily scale without incremental capital investments and focus more on your bigger picture thanks to included 24/7 proactive monitoring, management, and services.

- **Right-sized, all the time** - Enjoy the advantages of on-premises data center hardware and services through a pay-as-you-go model
- **Quickly provision new capability** - Easily scale without incremental capital investments, keeping you ready for peak business performance and growth
- **Stay ahead of change** - Get the latest Lenovo Hardware that meets your evolving needs and enjoy faster refresh cycles
- **Security you control** - Get the peace of mind and the benefit of physical on-premises security, capacity control, and protection of your data

Lenovo TruScale Infrastructure as a Service Components



TruScale Hardware as a Service Solution can be considered in several elements of the Lenovo ISG portfolio such as:

- a) Lenovo Thinkagile Appliances and Certified Nodes:** Products as Thinkagile HX with Nutanix, Thinkagile VX with VMware and Thinkagile MX with Microsoft*.
- b) Lenovo ThinkSystem Portfolio:** 1, 2, 4 and 8 socket rack and tower systems, Edge System i.e. SE350, Dense Systems i.e., SD530 or Flex Systems*.
- c) Lenovo Storage:** DE Series, DM Series* (See also Infinite Storage offering)
- d) Lenovo Software OEM Portfolio:** Microsoft, Nutanix, VMware, Red hat, etc

And some others can be considered on a Pay-as-you grow model.

XClarity Management Node: Centralized resource management component of the solution, aimed at reducing complexity, speeding response, and enhancing the availability of Lenovo systems and solutions

Lenovo TruScale Portal Access: Comprehensive Customer Portal to know infrastructure cost, consumption and performance in real time, at any time

Dedicated customer success manager

Dedicated resource assigned to TruScale customer that helps customers to achieve business goals by Lenovo's offering:

- **Customer onboarding** - Ensures solution capability on time & fully trained customer IT personnel capable to operate Lenovo's TruScale IT Services.
- **Account Follow Up** - TruScale Customer's primary point of contact, advocacy inside Lenovo's operations on his behalf, management of complexities to simplify the Customer's experience.
- **Health checks** - Holds quarterly reviews with customer, discussing usage of platform, assessing any new issues, and solving lingering concerns.
- **Planned Growth** - Primary point of contact to identify growth opportunities aligned to customer needs. Where needed, will bring Technical or Field Sales to assist in the motion.
- **Contract Renewals** - Typically 6 months prior to contract end date, will lead assessment of customer needs against prevailing capability & renewal options.
- **Credit management** - Cycles for credit validation and Credit Card Billing.

One provider - Plan, procure & run your entire infrastructure simply, with a single point of global accountability and predictable costs.

Full Maintenance, Support & Management - End to end services including installation, deployment, configuration and managed services.

Absolute control - Real-time insights that help drive efficiency, with less time in the weeds and more time for the big picture

Secure by nature - Lenovo's foundational security approach protects everything, everywhere, all the time.

Constant ROI - Minimum upfront capital costs for anything and a completely flexible, cloud-like consumption model, deployed behind the firewall.

A man with glasses and a red shirt is looking at a tablet in a server room. The background shows server racks and blue lighting. The overall tone is professional and tech-oriented.

Lenovo

Smarter
technology
for all

Lenovo TruScale Infrastructure as a Service

Lenovo
TruScale

Want to find out more?

To learn more about how Lenovo TruScale Infrastructure as a Service offering can help take your business forward, go to truscale.com or reach out to one of our experts on truscale@lenovo.com

Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of information but is not liable or responsible for any editorial, photographic, or typographic errors. Images are for illustration purposes only. For full Lenovo product, service, and warranty specifications, visit www.lenovo.com. Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo. Other company, product and service names may be trademarks or service marks of others.

© Lenovo 2022. All rights reserved.