



Lenovo TruScale Infrastructure Services

The flexibility you want, the security you need

Rethink Your Digital Strategy

To thrive in today's competitive business environment, a digital transformation of the data center is the best way to stay ahead of rising IT challenges that slow your growth and your ability to pivot and meet changing market demands.

But juggling strategic planning while reducing budget worries and maintaining long-term economies of scale and flexibility can make it tempting to delay needed hardware purchases.

Fortunately, there's an easier way to meet your growing infrastructure needs and eliminate the time commitment and large investments in hardware, software, and training.

Lenovo TruScale Infrastructure Services are a best-of-all-worlds option that gives you the freedom to control your budget and business priorities, combined with peace of mind knowing you're getting the latest and most efficient hardware environments tailored to your specific business needs.

An Adaptable, Affordable IT Solution

Lenovo TruScale Infrastructure Services are specifically built for your convenience and unique needs, giving you the freedom to meet changing IT demands while ensuring your time and budget are better spent on more important areas of your business. It's the next evolution in meeting the hardware needs of organizations like yours because it's:

Versatile

Choose the solution(s) best suited for your requirements across Lenovo's ThinkAgile and ThinkSystem portfolio. You'll easily adjust capacity or add new hardware as your business needs grow, thanks to our team of experts who will design the system to your company's unique needs. Custom scopes and training are no problem, and we can even offer data and workload migration services, too.

Flexible

Pay only for what you're using, not what you own. Our proprietary power and usage monitoring ensures you're getting the most from your budget, and keeps you ahead of any capacity changes down the road. You'll also get the convenience of a monthly fee instead of the burden of huge up-front capital expense, with flexible utilization commitments.



Simple

We handle full deployment of your new system, and offer continuous 24x7 remote monitoring and proactive data center management by highly skilled and experienced Lenovo services professionals using our state-of-the-art tools, systems, and practices.

This helps ensure maximum uptime, ROI, and achievement of your business goals, and frees your internal staff to focus on more relevant business needs. A dedicated Customer Success Manager also serves as your long-term success partner and handles your issues exclusively.

Five Reasons it's Better for Business

Agile companies like yours are aligning Lenovo TruScale Infrastructure Services to their overall growth and expense management goals. Here are five reasons why.

Minimal Up-Front Costs — Not only do you get the latest industry-leading equipment without initial high investment, a monthly expense structure reduces budget worries, offers tax benefits, and lets you allocate capital to bigger and better business priorities.

Responds to Your Unique Needs — It's easy to add incremental capacity based on the changing market and your evolving needs. You can always upgrade hardware during your contract term to meet changing business goals, too.

About Lenovo

Lenovo (HKSE: 992) (ADR: LNVGY) is a US\$62 billion revenue global technology powerhouse, ranked #171 in the Fortune Global 500, employing 77,000 people around the world, and serving millions of customers every day in 180 markets. Focused on a bold vision to deliver smarter technology for all, Lenovo is expanding into new growth areas of infrastructure, mobile, solutions and services. This transformation is building a more inclusive, trustworthy, and sustainable digital society for everyone, everywhere.

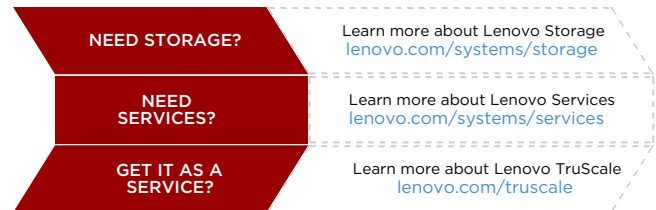
Reduced Risk — Lenovo owns the deployment and installation of your assets, speeding time to value and freeing up internal IT resources for higher-priority projects. There's flexible utilization commitments, you get the ability to make your own decisions about balancing cost and flexibility.

On-Premises Security and Control — Say goodbye to Cloud security worries with the continued benefit of physical on-premises security and control of your capacity and company data. You own the security policy at the application layer and above, ensuring consistent and ultimate control of your environment.

Maintenance, Support and Management Included — A convenient and simple subscription means hassle-free hardware. Lenovo Managed Services experts proactively monitor your system to ensure maximum uptime, and allow you to focus on your business strengths instead of worrying about hardware monitoring requirements.

Build Your Custom Solution Today

Your days of large, expensive IT hardware investments are over. Lenovo has the expertise, the equipment, and the proven business strategies ready to help you take advantage of this exciting new option. For more information on Lenovo TruScale Infrastructure Services, contact your Lenovo representative or Business Partner, or visit lenovo.com/systems/services.



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