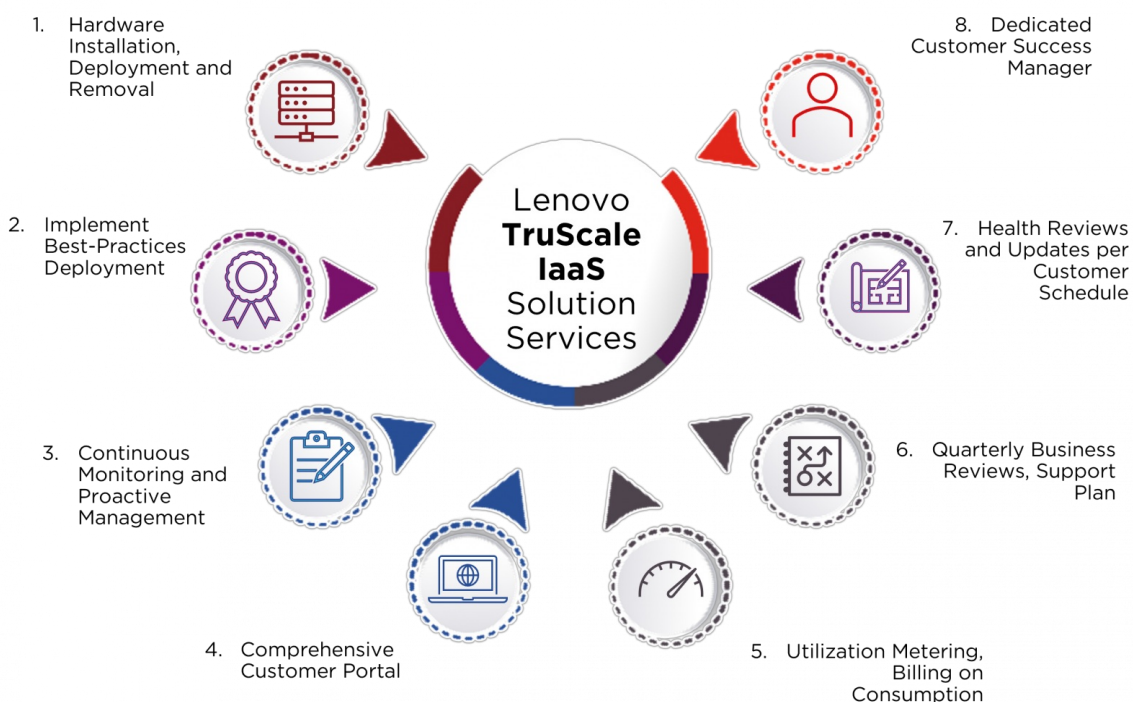# Lenovo TruScale Infrastructure as a Service

Introduction to TruScale

From the pocket to the cloud, Lenovo TruScale offers everything as a service, and enables you to unleash the power of the 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.
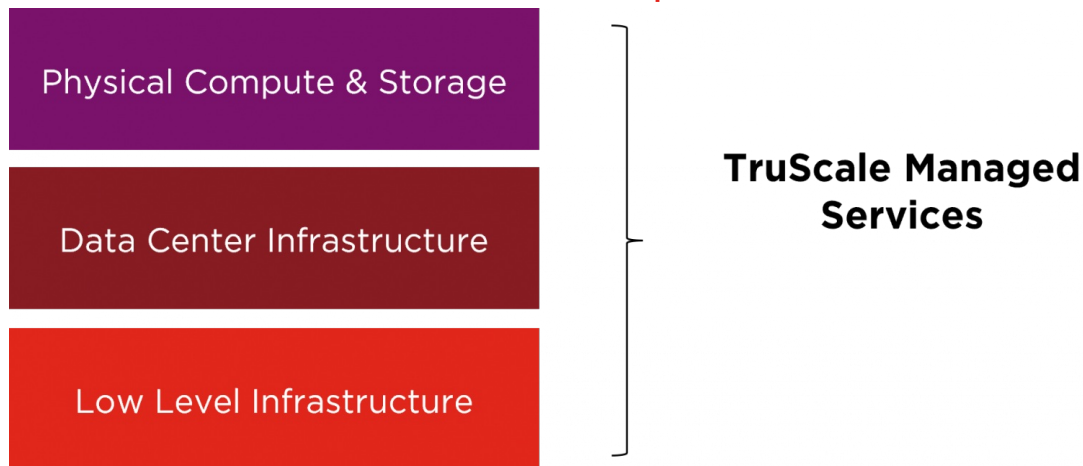

Lenovo **TruScale IaaS** Solution Services

1. Hardware Installation, Deployment and Removal
2. Implement Best-Practices Deployment
3. Continuous Monitoring and Proactive Management
4. Comprehensive Customer Portal
5. Utilization Metering, Billing on Consumption
6. Quarterly Business Reviews, Support Plan
7. Health Reviews and Updates per Customer Schedule
8. Dedicated Customer Success Manager

Lenovo TruScale Infrastructure Services

Lenovo TruScale Infrastructure Services 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 Solution 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, RedHat 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.

TruScale 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.
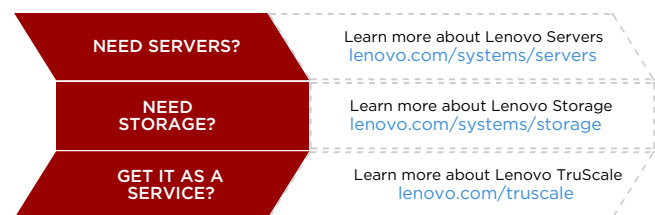
Five Reasons it's Better for Business

- **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.

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.

For More Information

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

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NEED STORAGE?	Learn more about Lenovo Storage lenovo.com/systems/storage
GET IT AS A SERVICE?	Learn more about Lenovo TruScale lenovo.com/truscale