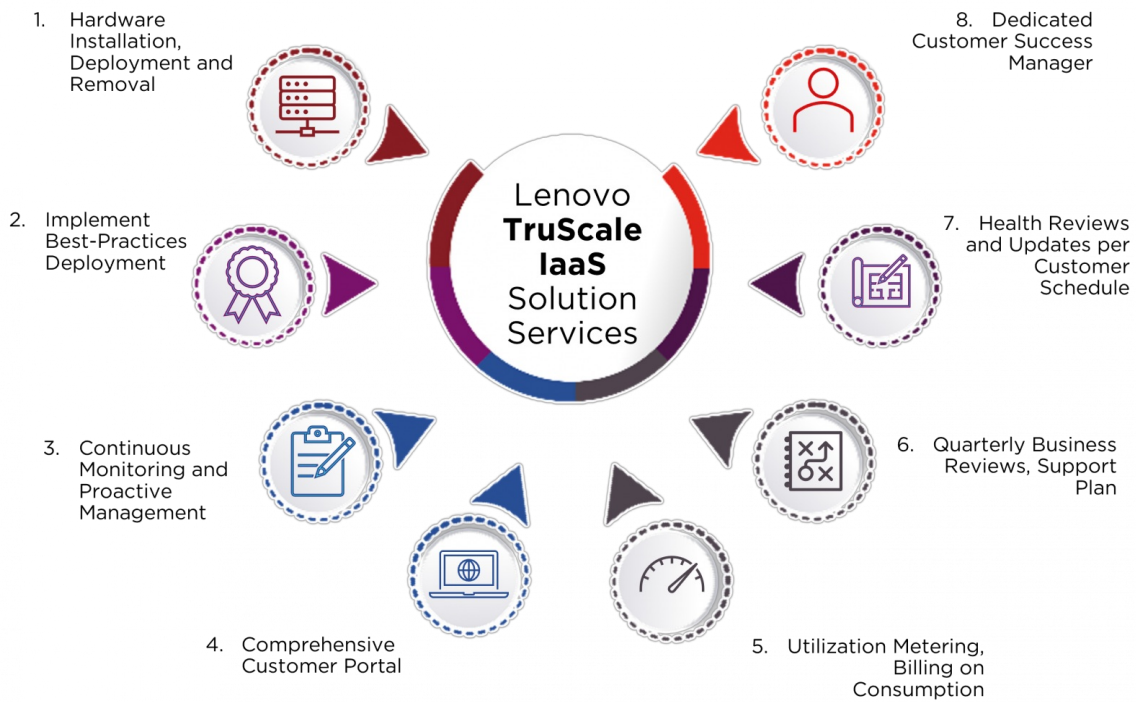


Lenovo TruScale Infrastructure as a Service with Nutanix

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.



Lenovo

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 Infrastructure as a Service with Nutanix

Lenovo TruScale Infrastructure as a Service with Nutanix is a hyperconverged infrastructure cluster solution that hosts virtualized compute, storage and networking and combines the security of on-premises infrastructure with hybrid cloud services. It also 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.

With this hybrid cloud solution hosted on Lenovo's best-in-class ThinkAgile HX HCI platform and powered by Nutanix Cloud software, enterprise customers can now benefit from a fully managed as-a-Service infrastructure with CapEx, OpEx or bring your own license options.

- **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 with Nutanix Specifications

ThinkAgile appliances or certified nodes are available in a fully managed as-a-Service environment with Nutanix licensing available as CapEx, OpEx, or bring your own license options. The Lenovo ThinkAgile HX Series, a best-in-class hyperconverged system with Nutanix's industry-leading Cloud software preloaded on Lenovo platforms, dramatically simplifies data center management, frees up your IT staff, and accelerates your deployment, ultimately reducing your total ownership cost.

Lenovo has engineered, tailored, and validated ThinkAgile HX designs for a wide range of business solutions, so that you have the freedom to run any workload, at any scale, all the time. New refreshed HX series powered by 3rd Gen Intel® Xeon® Scalable processors are now available with 42% more cores and 40% greater GPU density. This As a Service offering can include any of the HX appliance offerings:

- **ThinkAgile HX 1000 Series Appliance** - Intel (1U 1-node form factors) Engineered for light-to-medium workloads (business applications & VDI), optimized for remote office/branch office (ROBO).
- **ThinkAgile HX 2000 Series Appliance** - Intel (1U 1-node form factors). Optimized for small and medium businesses (SMBs).
- **ThinkAgile HX 3000 Series Appliance** - AMD (1U 1-node form factors, (2 socket system only)) Featuring the latest AMD EPYC processors, these appliances are packed with high memory and core density, making it perfect for virtual desktop infrastructure (VDI) and general virtualization workloads (business applications).
- **ThinkAgile HX 3000 Series Appliance** - Intel (1U 1-node, 2U 1-node, and 2U 4-node form factors) Featuring the latest Intel Xeon Scalable processors, these appliances are engineered for compute-heavy workloads (business applications and VDI) and offer rack-dense and GPU (-G) models.

- **ThinkAgile HX 5000 Series Appliances** - Intel (2U 1-node form factor) Engineered for storage-heavy workloads (Big Data and enterprise applications), these appliances offer a high-capacity model.
- **ThinkAgile HX 7000 Series Appliances** - (2U and 4U 1-node form factor). Engineered for high-performance and mission-critical workloads (enterprise applications and in-memory databases (such as SAP HANA) and optimized for I/O intensive operation.

Lenovo TruScale Infrastructure as a Service with Nutanix Solution Scope

Hardware all-inclusive service offering covering the full lifecycle of a system provided by Lenovo:

- Hardware Installation, Deployment and De-Installation*
- Proactive 24x7 Monitoring, Incident & Problem Management*
- Configuration and Change Management*
- Lenovo Premier Support Services*
- Customer Success Manager*

*These services will only cover ThinkAgile HX Hardware and no software installation/management. Software installation, deployment, management needs to be considered as an additional/optional component to the solution.

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

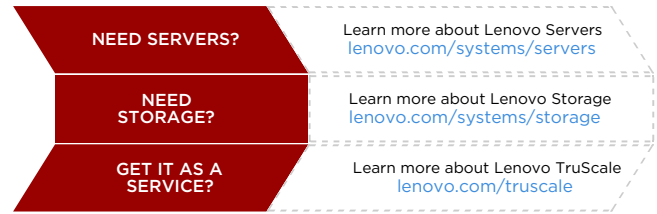
- **One provider** - Plan, procure & run your entire infrastructure simply, with a single point of global accountability and predictable costs.
- **Full Maintenance, Support & Management** - End to end services including installation, deployment, configuration, and managed services.
- **Absolute control** - 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 with Nutanix can help take your business forward, reach out to one of our experts on truscale@lenovo.com



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