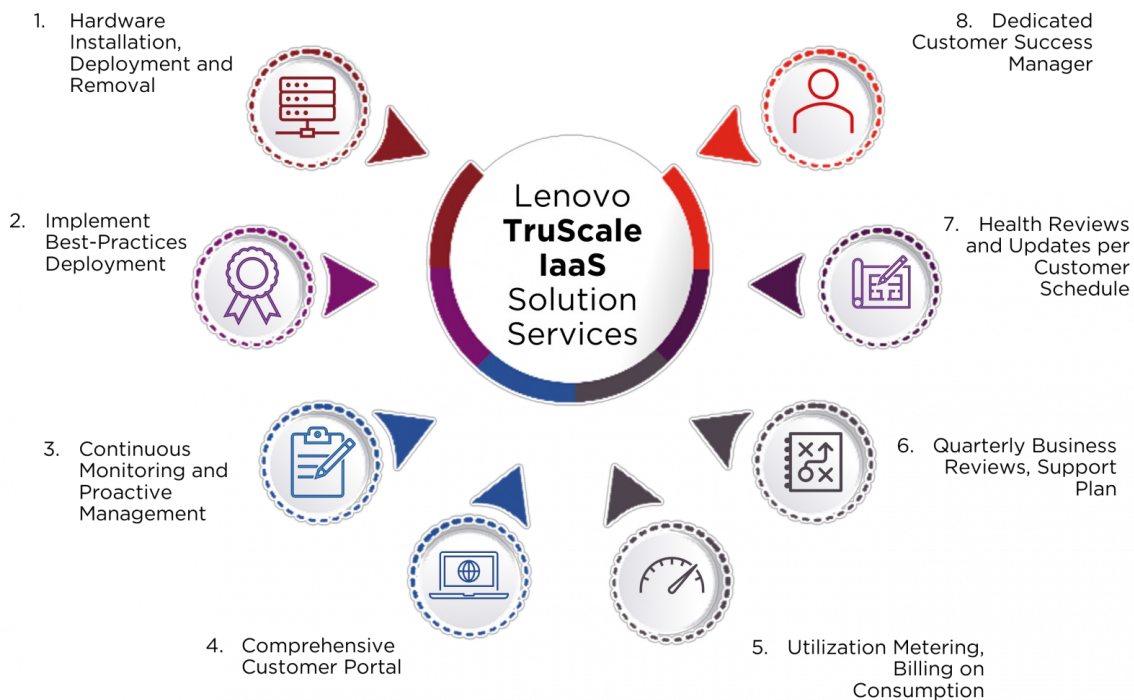


# Lenovo TruScale Multi-Cloud with Deloitte

## 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

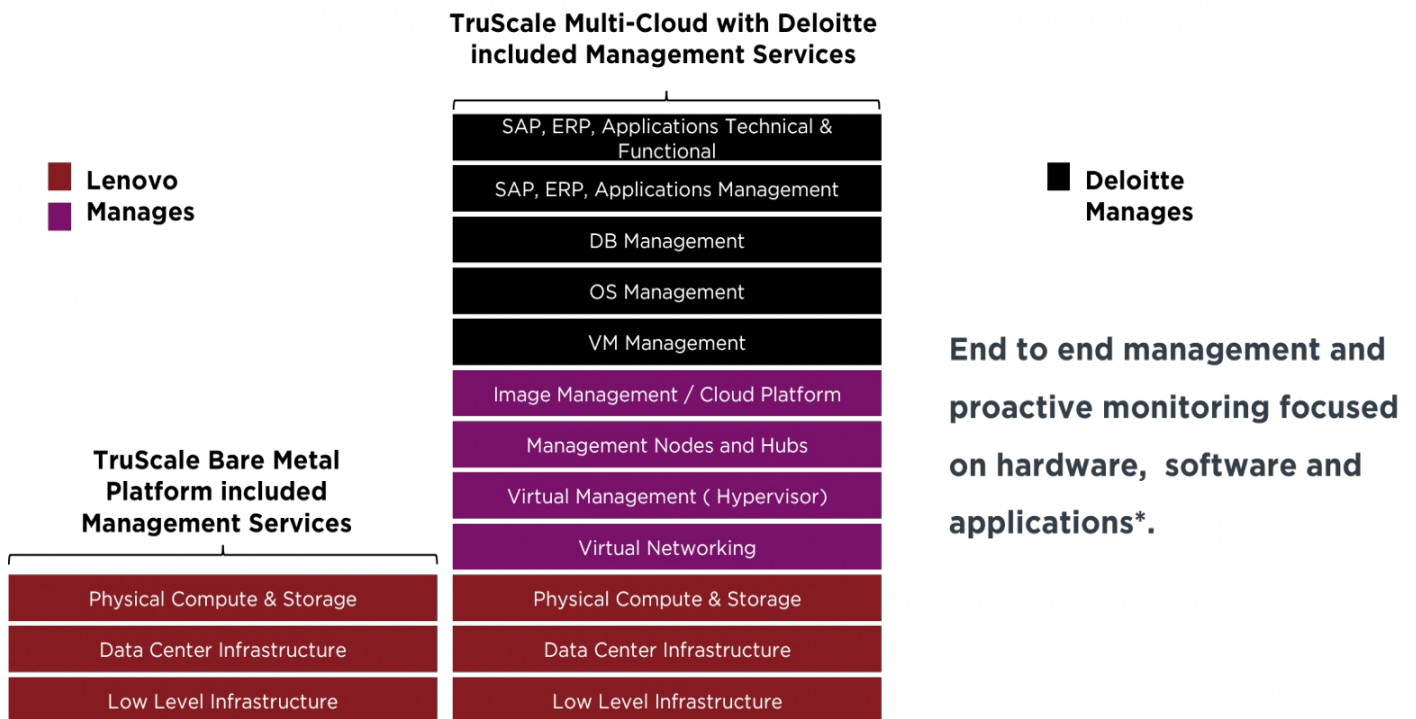
## Lenovo TruScale Multi-Cloud with Deloitte

**Lenovo TruScale Multi-Cloud with Deloitte** is a fully managed hybrid cloud service environment designed for public and private clouds that automates cloud operations, helps to manage performance, cost, security, and compliance, available in a consumption-based price model for a full cloud-like experience.

One solution for all hybrid cloud needs from the edge to the core to the cloud with Lenovo TruScale and Deloitte Cloud Managed Services.

- **End-to-end Support** - Managed services provides global technical expertise and consistent support.
- **Business Alignment** - Unique pay as customers go model to align infrastructure with business demands.
- **Private Cloud Managed Services** - Experience a turnkey solution on-premises with support from the edge to the cloud.
- **Public Cloud and OnPrem private cloud interaction** - Powered by Deloitte Open Cloud and delivered Through Lenovo's TruScale Infrastructure.

## TruScale Infrastructure as a Service vs TruScale Multi-Cloud with Deloitte



## TruScale Multi-Cloud with Deloitte Solution Components

### **Lenovo ThinkAgile VX Infrastructure and/or Thinksystem Servers.**

Offers flexible configuration choices to match workload and customer needs and Lenovo's #1 in reliability for 7 years in a row x86 servers.

### **VMware Software Stack (vCF, vSAN, vSphere, vRealize).**

Generates an integrated software platform that automates a complete software-defined data center (SDDC) deployment and lifecycle management. This will give not only the capabilities to take advantage of on-premises, consumed as a service infrastructure but also to interact with the public cloud (i.e. VMware Cloud on AWS).

### **Deloitte OpenCloud.**

Accelerates and automates best practices across seven multi-disciplinary areas. It provides a one-stop-shop for organizations to Operate, Optimize and Innovate their applications on Cloud.

### **XClarity Administrator.**

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

### **Backup Component.**

A software-defined solution for protecting all data of the infrastructure environment.

The result is a hybrid cloud platform that can span private and public environments, a consistent operational model based on well-known tools and processes and the freedom to run apps anywhere without the complexity of the day-to-day operations.

## Lenovo TruScale Hybrid Cloud with VMware Sizes

Size	Hardware Components	Suggested VMs per Node (vCPU, RAM, Storage)	Total VMs per cluster	More Information
<b>XS</b>	4x Thinkagile VX Appliance Nodes	<b>50</b> (2 vCPU, 8GB, 200GB)	Depends on HA cluster config.	<a href="#">Link</a>
<b>S</b>	3x Thinkagile VX Appliance Nodes	<b>60</b> (2 vCPU, 8GB -16GB, 100GB)	Depends on HA cluster config.	<a href="#">Link</a>
<b>M</b>	5x 2 Socket Server Node	<b>80</b> (2 vCPU, 8GB - 16GB, 200GB)	Depends on HA cluster config.	<a href="#">Link</a>
<b>L</b>	5x 4 Socket Server Node	<b>100</b> (2 vCPU, 16GB - 32GB, 200GB)	Depends on HA cluster config.	<a href="#">Link</a>
<b>XL</b>	5x 4 Socket Server Node	<b>120</b> (2 vCPU, 16GB - 32GB, 250GB)	Depends on HA cluster config.	<a href="#">Link</a>
<b>XXL</b>	5x 8 Socket Server Node	<b>220</b> (2 vCPU, 32GB RAM, 300GB)	Depends on HA cluster config.	<a href="#">Link</a>

Suggested Lenovo Sizes - Specific configuration can be prepared based on customer or workload requirements.

Total number of virtual machines depends on final configuration and real scenario based on workloads.

This recommended VMs per node do not consider any type of HA configuration.

## Lenovo TruScale Multi-Cloud with Deloitte Solution Scope

**All-inclusive service offering covering the full lifecycle of a system.**

- Initial Deployment and Onboarding for Hardware Hosts (Servers, Networking, Storage).
- Xclarity Management Implementation.
- Virtual Layer Implementation (VCF, VRealize, NSX, etc).
- Proactive 24x7 Remote Monitoring.
- Maintenance Support and Firmware updates.
- Virtualized Infrastructure Lifecycle Management.
- Proactive 24x7 Incident & Problem Management.
- Proactive Capacity, Performance, and Availability Management.
- Virtualized Infrastructure Lifecycle Management.
- Configuration and Change Management.

## TruScale Multi-Cloud with Deloitte

**Operated by you. Managed & supported by us.**



**End-to-end Support**

Managed services provides global technical expertise and **consistent support**



**Business Alignment**

Unique **pay as customers go model** to align infrastructure with business demands



**Cloud Managed Services**

Experience a **turnkey solution on-premises** with support from the edge to the cloud

**Delivered Through Lenovo's TruScale Infrastructure as a Service**

### Simplified Digital Transformation strategy

- Improved deployment accuracy, quicker provisioning
- Elasticity and Flexibility, full secure infrastructure benefits
- VM lift and shift through standardized VMware architecture

### Lower operating costs & budget management

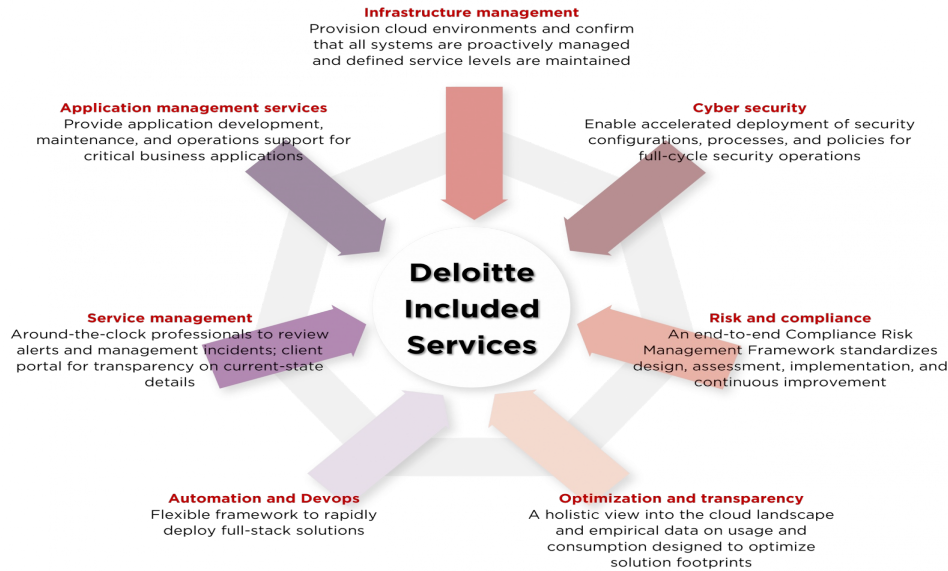
- Single pane of glass for billing & cost views
- Itemized billing and cost trend analysis
- Pay per usage, minimal upfront costs

### Centralized Support, 24x7

- Common platform Support for public & private clouds
- End to End services: installation, deployment, configuration, monitoring and 24x7 monitoring service desk administration

### Security and Regulatory Compliant

- Manage sensible data & workloads from the security of your own data center behind a firewall
- Maintain data integrity & reliability with accelerated full-cycle security operations



### Greater operational efficiencies

- One-stop shop from Lenovo for all Customer's on-premises needs as well as Azure, AWS and Google
- Latest technology, maximum performance, and reliability in the market
- Full-service offering: SLAs up to the OS, DBs & SAP

### Simplify IT Talent procurement

- Your IT personnel focused on strategic initiatives due to TruScale managed services simplifying the tasks of highly skilled professionals, set up and running complex environments
- Deloitte consulting expertise enabling a multi-cloud environment that spans on premises private clouds managed by TruScale to public clouds as Azure, AWS, and Google Cloud

### Accelerate Time to Market & Achieve higher ROI

- Improve IT responsiveness with the latest technology providing maximum performance and reliability in the market

### 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

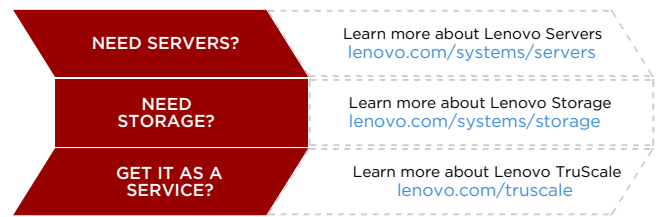
- **One provider** - Plan, procure & run your entire infrastructure simply, with a single point of global accountability and predictable costs.
- **Full Maintenance, Support & Management** - End to end services including installation, deployment, configuration, and managed services.
- **Absolute control**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



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