

Lenovo TruScale Infrastructure Services

The Pay-For-What-You-Use Data Center

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 in knowing you're getting the latest and most efficient hardware environments tailored to your specific business needs.

Flexible

Pay only for what you're using, not what you own. You'll get the convenience of a monthly fee instead of the burden of huge upfront capital expenses.

Versatile

Choose the solution(s) best suited for your requirements from Lenovo's complete product portfolio. Easily adjust capacity or add new hardware as your business needs grow.

Simple

We deploy, monitor, and install to help ensure maximum up-time, ROI, and achievement of your business goals. A dedicated Customer Success Manager serves as your long-term success partner and handles your issues exclusively.

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 go to: www.truscale.com

Lenovo

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FAQs:

How does TruScale differ from IaaS?

Infrastructure as a Service (IaaS) conventionally refers to public cloud offerings whereas Hardware as a Service (TruScale) is a similar economic model but applies to assets located on the customer's premises. TruScale enables customer's full control of their environment, security policy and their data.

How will Lenovo's TruScale offering compare to public cloud?

Conceptually, the offering will be very similar in terms of economic structure and competitive based on total cost of the solution. Of course, the added benefits of our TruScale offering will be that it enables the customer the same on-premises benefits for security and control policies that they're used to. Additionally, it will ensure that the customers' most valuable asset, their data, stays local to them as well and not trapped in the cloud.

What specific Lenovo hardware is available through this service?

Are there any exceptions in your portfolio?

Lenovo's TruScale offering applies to the full product portfolio of Lenovo.

What standard terms or conditions are required for Lenovo's TruScale offering?

3, 4, or 5 year term.

No option to take title throughout or at end of term

What is the role of the Customer Success Manager?

Customer Success as a function is a dedicated resource to be the Customer's advocate and first point of contact for any issues or questions with the TruScale offering. The assigned Customer Success Manager (CSM) will triage any commercial, technical, or operational issues on behalf of the Customer.

The CSM will escalate any known critical or lingering tickets to closure.

The CSM will host quarterly business reviews covering Customer's adoption of the TruScale platform, usage and issues through the quarter and collective planning.

5 Reasons Why Lenovo TruScale is Better for Your Business

Lenovo TruScale enables you to maximize the benefits of a Hardware-as-a-Service model to fit your unique needs.

1. Avoid up-front costs. Access industry-leading equipment without capital expenditures. Pay only for what you use. Allocate capital to other priorities.
2. Tighten security. Continue to benefit from your own robust on-premises security. Control the security policy of your environment from the application layer on up.
3. Reduce risk. Accelerate time to value and minimize risks by letting Lenovo experts handle infrastructure deployment and installation.
4. Enhance agility. Add incremental capacity as the market and your business evolves.
5. Refocus your resources: Outsource monitoring and management to Lenovo experts. Maximize uptime and free your staff to focus on strategic projects.

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