

Accelerate time to value and business growth. Now that's smarter.

Modern infrastructure deployments are happening across more platforms and with tighter requirements for security, performance, and uptime. Whether you are implementing new platforms, expanding existing environments, or introducing more specialized infrastructure for AI or other processor-intensive workloads, the deployment phase determines whether you end up with reliable investments or costly rework.

Smarter
technology
for all

Lenovo



Lenovo Infrastructure Deployment Services

Lenovo Infrastructure Deployment Services accelerate time to value by transforming newly installed infrastructure into validated, documented, production-ready environments — using a fast, repeatable deployment model executed by domain-certified experts:

- ✓ **Hyperconverged infrastructure (HCI)**
- ✓ **Private cloud**
- ✓ **Storage**
- ✓ **High-performance computing (HPC)**
- ✓ **Liquid cooling**
- ✓ **Hardware installation**

Lenovo helps you execute with consistency, reduce surprises at install time, and transition confidently into Day 2 operations with:

Production-ready outcomes:

validated installation, acceptance testing, and customer handover

Less risk and rework:

readiness checks, proven implementation practices, and issue resolution

Faster readiness:

coordinated execution that reduces delays and accelerates operational handover

Meeting the challenge of modern deployment

Hybrid infrastructure has become the operating model for most enterprises, and AI is driving new performance demands. That means more deployments, more environments to integrate, and less tolerance for misconfiguration, downtime, and rework.

At the same time, infrastructure teams are being asked to do more with less. As new platforms are introduced, the risk of deployment mishaps grows: a missed prerequisite, a misaligned configuration, or an undocumented change can ripple into performance issues, security gaps, and delays that keep workloads stuck in pilot. The cost is not just time, but also confidence in scaling what works.

Market forces reshaping deployments

Organizations are rapidly shifting to hybrid cloud architectures and more distributed infrastructure.

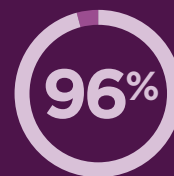
- **Data volumes are growing** quickly, and **performance demands are increasing** to support AI and advanced analytics workloads.
- Teams face mounting pressure to **maintain consistent operations** across on-premises, edge, and cloud environments.
- Many organizations are constrained by skills and bandwidth as **IT teams juggle more platforms** and competing priorities.



of enterprises will adopt hybrid computing architectures by 2028 (up from 8%)¹



of organizations will leverage on-premises or edge deployments for AI workloads²



of organizations plan to increase their investment in AI over the next 12 months²



A repeatable engagement model that reduces risk and accelerates time to value

Modern infrastructure demands more than installation. It requires validation, documentation, and operational readiness from Day 1. A repeatable deployment model brings clarity to complexity — aligning stakeholders, defining roles and dependencies, and establishing measurable handover criteria that ensure environments are ready for production.

Control must be applied where deployments most often break down: coordinating across teams and vendors, confirming readiness across IT and facilities, integrating with existing standards, and validating performance and stability before transition. Built-in verification and clearly defined deliverables minimize post-install troubleshooting and compress the path from deployment to measurable business impact.

Your path to a production-ready deployment

1

Readiness

Confirm prerequisites, validate site and network needs, align scope, roles, and success criteria

2

Implementation

Rack, stack, configure, and integrate with your environment using proven practices

3

Validation

Run functional and acceptance testing, resolve issues, and confirm readiness for production

4

Documentation and skills

Provide as-built documentation, runbooks, and knowledge transfer for Day 2 ownership

5

Handover

Finalize customer sign-off and transition to your operations team

The Outcome:

A production-ready environment with defined handover deliverables. (Ongoing operations, monitoring, and managed services are available separately.)



Lenovo ThinkAgile Deployment Services

Accelerate hybrid cloud adoption with maximum efficiency and scalability

Hyperconverged infrastructure (HCI) is often chosen for simplicity, but real-world deployments still require alignment across networking, virtualization, and operational standards, plus the need to validate clusters before they host critical workloads. We help you establish a clean baseline configuration and confirm readiness through validation so your team can move forward with confidence and scale predictably.

Lenovo deployment experts lead planning, configuration, integration, and validation for ThinkAgile VX, MX, HX, SXM, and FX environments, coordinating stakeholders and confirming acceptance criteria before handover.

Services include:

- ✓ Remote preparation and deployment planning
- ✓ Program management and coordination
- ✓ Initial configuration of ThinkAgile hardware and software
- ✓ Set up network, software-defined storage, hypervisor, XClarity integration, and monitoring
- ✓ Validation testing to confirm production readiness
- ✓ Skills transfer, handover documentation, and post-deployment support



Ready-to-run deployment
in as little as **2-3 days**



Lenovo Private Cloud Deployment Services

Deploy a secure, scalable private cloud foundation — fast, compliant, and tailored to your environment

From identity and access controls to network segmentation and operational guardrails, private cloud success depends on getting the details right. Implementation aligned to your standards, seamless integration into existing environments, and thorough validation of key functions ensure your private cloud is ready to support real workloads — not just a proof of concept.

Backed by VMware — and Lenovo deployment professionals — you can accelerate production readiness with:

- Reduced deployment risk through validated designs
- Stronger security and governance aligned to compliance requirements
- Simplified integration with existing infrastructure
- Clear documentation and knowledge transfer to enable Day 2 operations
- A scalable foundation built for long-term growth

Services include:

- ✓ Assessment/validation, implementation, and handover
- ✓ Support for VMware-based stacks and other SDI options as required
- ✓ Integration with ThinkAgile and XClarity tools
- ✓ Program management and global delivery capabilities
- ✓ Hardware-software co-optimization with Lenovo infrastructure



Lenovo Storage Deployment Services

Solve the challenges of storage modernization: migration, availability, performance, and data protection

Storage deployments can become complex when integration requirements are evolving, infrastructure dependencies are overlooked, or configurations vary across environments. Without a structured methodology and experienced oversight, these variables can introduce delays, increase risk, and impact long-term performance and stability.

A structured, best-practice approach brings clarity and control. Lenovo deployment experts validate prerequisites, confirm compatibility, and document configurations to establish a stable foundation that supports both immediate performance and ongoing operations. The result:

- A streamlined deployment experience guided by Lenovo experts
- Greater confidence through validated configurations and documented settings
- Seamless integration with existing data center environments
- Flexible delivery options tailored to specific business and infrastructure needs
- Knowledge transfer to support a smooth transition to Day 2 operations

Services include:

- ✓ Scaling requirement assessment
- ✓ Physical installation verification
- ✓ Software and firmware validation
- ✓ Initial configuration and settings validation
- ✓ Documentation and knowledge transfer



Standard storage deployments completed in just 12 hours on average —minimizing your system downtime and speeding up readiness³



Lenovo HPC Deployment Services

Get to a stable, operational HPC environment faster with less risk and less strain on internal teams

For HPC environments, the true finish line is an operational platform you can rely on with confidence. A structured deployment plan, coordinated execution across stakeholders, and comprehensive validation enable a faster transition into operations — without the setbacks that often surface after a cluster goes live. This approach delivers:

- Higher reliability at handover through readiness verification and validation checks
- Fewer avoidable issues at scale with a consistent, standardized configuration across nodes and components
- Reduced strain on internal teams through access to specialized deployment expertise
- Day 2 operational readiness supported by clear documentation and knowledge transfer aligned to ownership

Services include:

- ✓ Pre-deployment readiness review and implementation plan
- ✓ Cluster bring-up and configuration aligned to validated designs
- ✓ Network/fabric integration and functional verification
- ✓ Performance and acceptance testing with customer sign-off
- ✓ As-built documentation, runbooks, and skills transfer
- ✓ Handover to customer operations team (managed services available separately)

Customers report HPC deployment in as little as **1.5 days** and performance boost of up to **35%**³



Lenovo Liquid Cooling Deployment Services

Bring advanced Lenovo Neptune® Liquid Cooling online with less risk and a smoother path to operational readiness

Liquid cooling deployments are cross-functional by nature, requiring tight coordination between IT and facilities. Lenovo experts help you confirm site readiness, coordinate stakeholders, and commission systems to operating parameters, then deliver documentation and training so your teams can support the environment confidently. As a result, you get:

- Reduced installation and commissioning risk with readiness checks and validation before handover
- Safer operations from Day 1 with training, documentation, and knowledge transfer
- A repeatable approach that supports expansion as cooling needs grow

Services include:

- ✓ Project management, remote or in-person, including vendors/contractors, material procurement and logistics
- ✓ Requirements and site readiness review with IT and OT/facilities stakeholders
- ✓ Support installation readiness for liquid cooling hardware including rack-level components and connections
- ✓ System installation and commissioning to certify operating parameters
- ✓ Customer Neptune® training, implementation records, technical documentation, and included knowledge transfer



Over 75% of ITDMs said they would need complete, or a great deal of, support from design through deployment to operations.⁴



Lenovo Hardware Installation Services

Accelerate infrastructure readiness with an expert-led approach

Hardware implementations can quickly become complex, especially when internal IT teams are balancing day-to-day priorities with new infrastructure rollouts. Let our expert technicians manage the physical installation process so you can:

- Accelerate time to readiness with a structured implementation plan aligned to your site requirements and timelines
- Reduce installation errors and misconfiguration risk through expert-led rack, cabling, and connectivity validation
- Free up internal IT resources by offloading complex hardware deployment tasks
- Ensure systems are optimized from Day 1 with server firmware and BIOS updates applied during installation
- Improve long-term serviceability with proper labeling, cable management, and documented configuration
- Deliver a clean, validated handoff with operational verification and removal of packaging and materials

Services include:

- ✓ Project coordination and installation scheduling aligned to customer timelines
- ✓ Unpacking and inspection of hardware to confirm components arrive undamaged
- ✓ Rack, mount, and positioning of servers, storage, and networking equipment
- ✓ Power-on testing and system boot validation
- ✓ Optional OS installation where available
- ✓ IP address assignment (when applicable)
- ✓ Final system validation and operational readiness checks



Why Lenovo for infrastructure deployment services



A partner you can trust

Lenovo brings OEM-backed delivery with certified experts and established enterprise credibility. Recognition as a **Major Player in Hybrid IT Infrastructure Consulting and Integration Services** underscores that credibility.⁵ With deployment capabilities across 96 global markets, your infrastructure is supported consistently — wherever it grows.



A proven path to better outcomes

A repeatable deployment methodology centered on readiness, validation, and documentation helps reduce risk, minimize rework, and accelerate the move to production. The experience is consistent and dependable — reflected in the **43% of customers who return for additional deployments.**³



A future-focused approach

Lenovo TruScale provides flexible financing options so you can scale your hybrid environments and AI-ready infrastructure at your own pace, ensuring today's investments are aligned to tomorrow's growth.

Ready to accelerate your time to value?

Contact your Lenovo sales representative today or **visit us online** to learn more.

Sources

- 1 Gartner, "Top 10 Strategic Technology Trends for 2026," October 2025
- 2 Lenovo, "CIO Playbook 2026: The Race for Enterprise AI," January 2026
- 3 Based on orders received and delivered between April 2023 and December 2024. Numbers reflect estimated agreed level of effort by subject matter experts and measured by time tracking consultants in the field.
- 4 IDC InfoBrief, sponsored by Lenovo, The Role of Liquid Cooling Solutions in AI-Ready Datacenters, Doc #US53966225-IBE, December 2025
- 5 IDC MarketScape: Worldwide Hybrid IT Infrastructure Consulting and Integration Services 2025 Vendor Assessment, #US53312825, April 2025

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