



Smarter
technology
for all

Lenovo

Lenovo
TruScale

Lenovo TruScale Data Management for Storage

Introducing TruScale

Lenovo TruScale for Data Management streamlines data handling with high-performing storage solutions, offering flexibility and scalability to adapt to evolving business needs. Its consumption-based economics and just-in-time capacity expansion ensure optimal resource utilization, empowering organizations to focus on innovation while maintaining data sovereignty and reliability.

From dynamic pay-as-you-go models to predictable growth management, TruScale simplifies storage operations, optimizing financial resources and liberating IT teams from complex deployments.

What you love about the Cloud, On-Prem

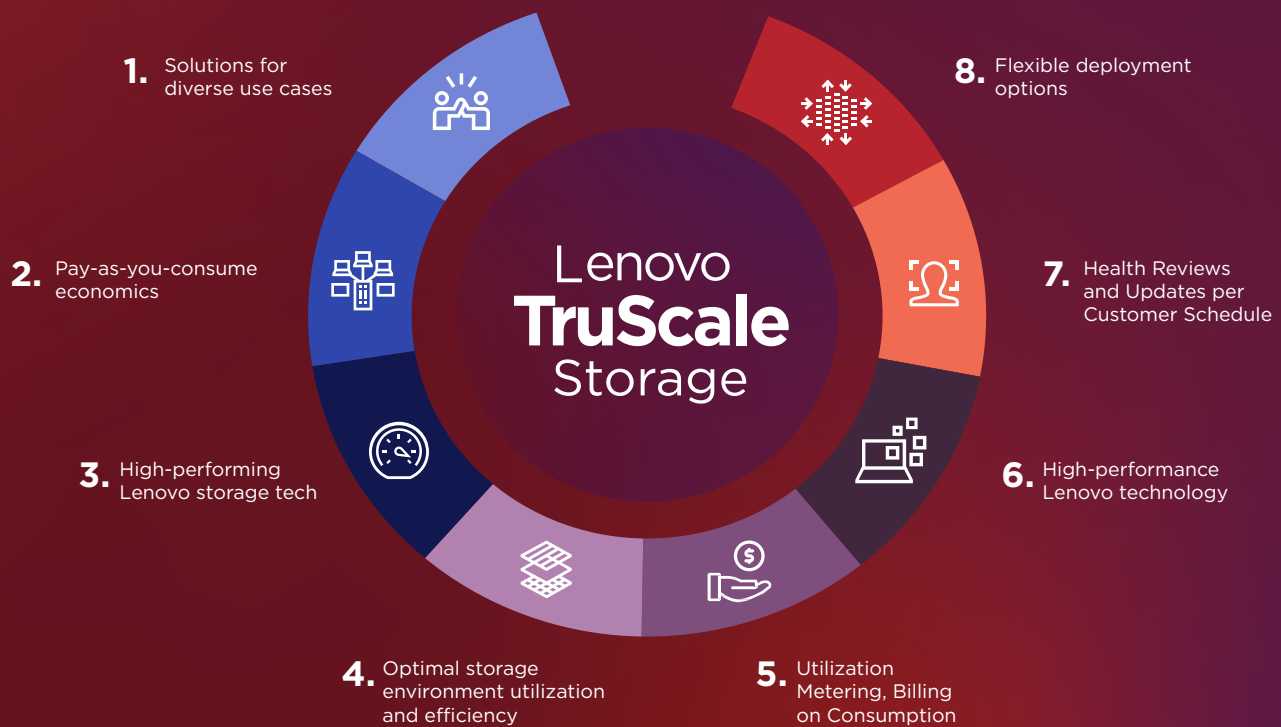
On-Prem

- Increased security
- Data ownership
- Legacy workloads
- Cost control

TruScale

- Simplicity
- Flexibility
- Time to value
- Global coverage

TruScale Storage Coverage

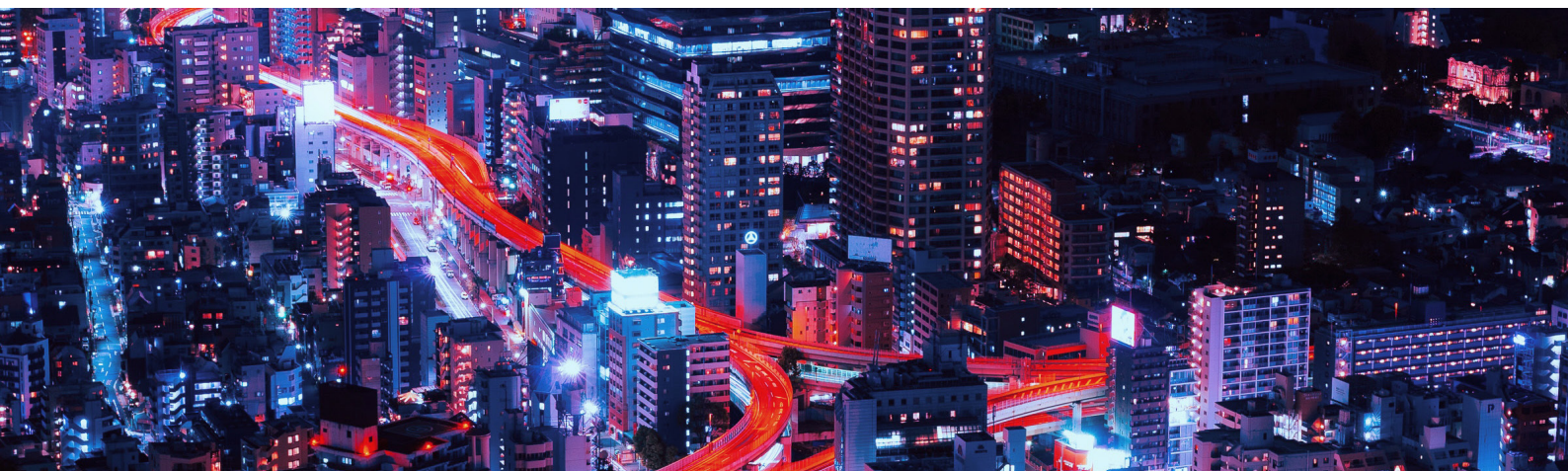


Lenovo TruScale Data Management for Storage

three dynamic solutions for a smarter approach to data management: TruScale Storage on Demand, TruScale Managed Storage, and TruScale Infinite Storage.

These solutions enable you to take advantage of:

- Modern technology that delivers enhanced performance and flexibility
- Pay-as-you-go models with service options for accelerating deployment
- Operational demand reduction options and the elimination of upfront costs
- Built-in scalability that grows capacity to match demand
- Delivery on-premises or via private colocation to ensure data sovereignty





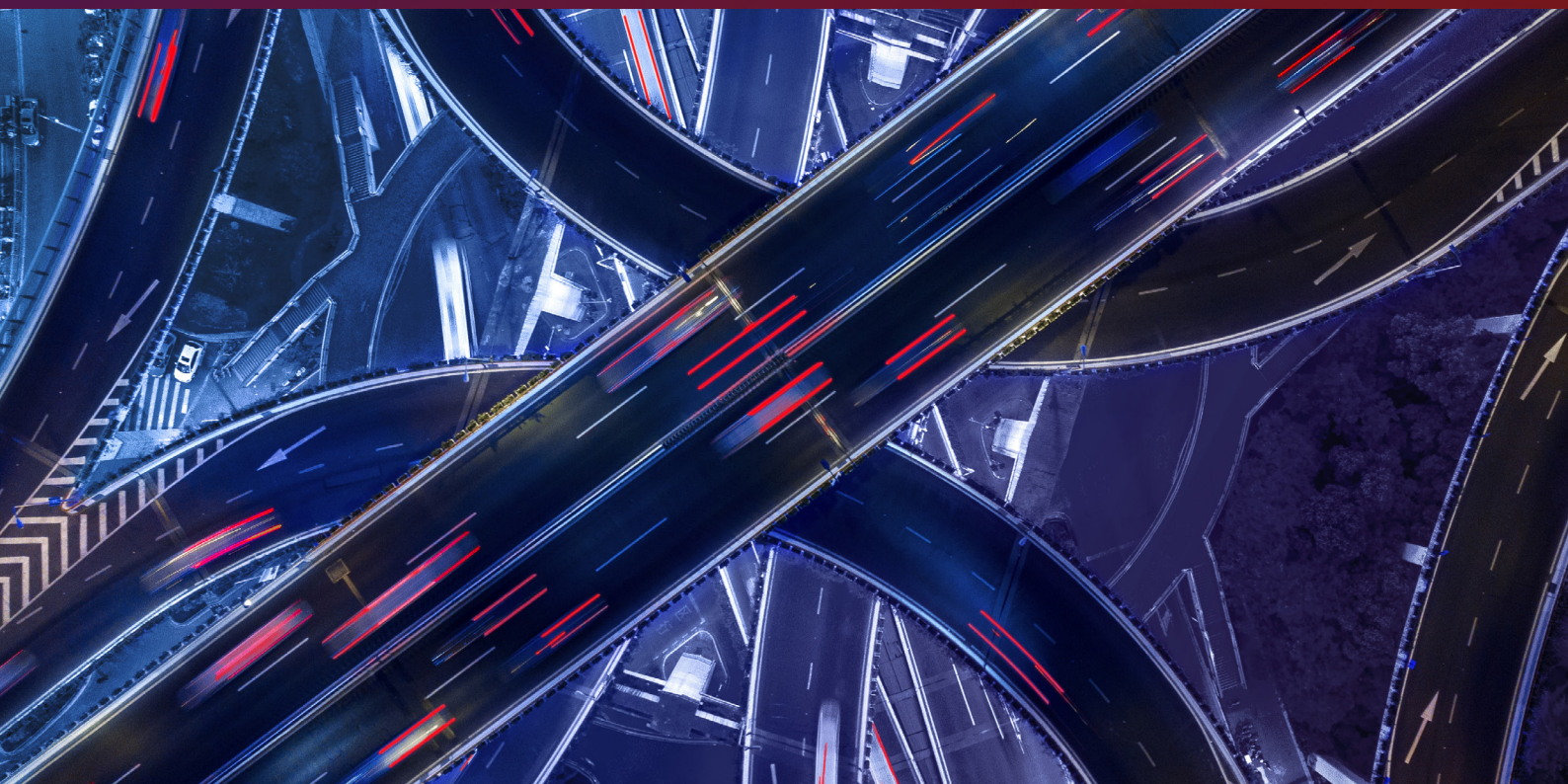
Storage Classes

Storage Class	Max IOPs / System*	Use Cases
High Performance	600,000	<ul style="list-style-type: none">• Big Data & Analytics• SAP HANA workloads• Large virtualized environments• Financial/Healthcare services workloads
Performance	300,000	<ul style="list-style-type: none">• Medium sized virtual environments• SQL/MongoDB/Oracle• Artificial Intelligence workloads
Balanced	150,000	<ul style="list-style-type: none">• SQL/MongoDB/Oracle• Relational DB• Data warehousing
High Capacity	80,000	<ul style="list-style-type: none">• Hybrid Cloud• Data Archiving• Big Data & Analytics• Engineering and Design
Capacity	20,000	<ul style="list-style-type: none">• Small Databases• UAT/QA test environments• Backup/Disaster Recovery Target• Remote/Branch Office Deployments

* Estimated theoretical performance based on the capacity planning for specific configurations and workloads.

Lenovo TruScale Data Management for Storage at-a-glance

	TruScale Storage on Demand	TruScale Managed Storage	TruScale Infinite Storage
Pay-as-you-go	✓	✓	✓
No large upfront capital outlay	✓	✓	✓
No need to overprovision	✓	✓	✓
Surge and growth capacity pre-deployed for seamless operations	✓	✓	✓
Lenovo Sustainability Services, helping customers meet ESG commitments	✓	✓	✓
Fast time to production with Lenovo Deployment Services	✓	✓	✓
Futureproofed storage	✓	✓	✓
Shortened time to production through capacity planning and TruScale Service Delivery	✓	✓	✓
Removes routine tasks so IT can focus on higher value activities		✓	✓
Unlimited capacity growth at a predictable cost			✓



Lenovo Data Management for Storage features

	TruScale Storage on Demand	TruScale Managed Storage	TruScale Infinite Storage
	Lenovo Deployed, Customer Managed Service	Lenovo Managed Platform Service	Lenovo Managed Platform Service with Infinite Expansion
Consumption-based storage service	Yes	Yes	Yes
Billed on an average TB per month	Yes	Yes	Yes
Based on T-Shirt sized building blocks (Use Class)	No (Future)	Yes	Yes
HW defined by Lenovo	Storage Class Blocks and/or Custom Config	Storage Class Blocks and/or Custom Config	Storage Class Blocks and/or Custom Config
Requires VPN/Persistent Connection	Yes	Yes	Yes
Supports Alternative Metering	No	No	No
Available Term	1 - 5 Years	1-5 Years	1-5,10 years
TruScale Service	Deployment and Monitoring included all else is a la Carte	Included	Included
Technology Refresh	@ Renewal	@ Renewal	@ Renewal or Year 5
Pricing	Consistent Rate	Consistent Rate	Consistent Rate
Minimum Customer Commitment (based on forecasted demand)	40% with discounts for additional commit	40% with discounts for additional commit	40% of 5-year forecast
Consumption Metering	Per TB consumed	Per TB consumed	Per TB consumed
Stepped Pricing (based on used capacity)	No	No	No (Future)

Key Feature:

Customer Success Manager

A Customer Success Manager is a dedicated resource assigned to each customer (included in TruScale package) to ensure they can maximize their value from Lenovo's offering and are fully enabled to achieve business goals. Primary responsibilities:



Customer onboarding

CSMs project-manage from Lenovo's side to ensure the Customer's solution is fully capable on time, and Customer personnel are fully trained and capable of operating Lenovo's TruScale Infrastructure Services.



Account escalations

CSM is the advocate of the customer inside Lenovo's operations and is the Customer's primary point of contact for anything related to their use of the offering. The CSM manages any complexity behind the scenes to drive resolution on behalf of the customer and simplify the Customer's experience.



Growth

Either within term or upon renewal, CSM again as the primary point of contact identifies growth requirements aligned to the Customer's intended value-proposition with the platform. Where needed, CSMs will pull in Technical or Field Sales to assist in the motion.



Customer health reviews

CSM hold regular health reviews and updates per customer schedule.



TruScale renewals

CSM through the course of regular business-health reviews will queue up renewal discussions, typically 6-12 months prior to contract end date. CSM will lead assessment of Customer needs against prevailing capability and pricing.



Credit management

Cycles for credit validation and Credit Card Billing managed directly by CSM.

Lenovo **TruScale** Data Management for Storage

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.

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Want to find out more?

To learn more about how Lenovo TruScale Data Management for Storage can help take your business forward, go to truscale.com or reach out to one of our experts at truscale@lenovo.com

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