

# As-a-Service

## For real flexibility, a pay-per-use consumption model for infrastructure has become a business imperative

It has never been a more challenging and exciting time for an IT Manager. The role has expanded to impact customer service, sales, and even business strategies. Your company is increasingly turning to you as the driving force in all aspects of the business.

You must equip the business with the right technology and tools to support the ongoing digital transformation that can scale based on unpredictable customer demand.

Traditional approaches to acquiring infrastructure with upfront capital expenses and long lead times do not give you the ability to scale up or down on demand without overprovisioning or incurring exponential costs.

It would help if you had the flexibility, convenience, and affordability to the point that a pay-per-use consumption model has become a business imperative.

## Manage your infrastructure solutions as-a-service with Lenovo Truscale™

In an ever-changing environment, we understand the importance of financial agility and the need to free your staff to focus on your business and not your infrastructure. To address this, Lenovo delivers industry-leading infrastructure solutions as-a-service.

When a significant systems integrator wanted to refresh their data center but could not fund the capital, they chose Lenovo TruScale™. The unique metering solution remains outside of the customer's data plane for added security. A portal opens viewing of consumption in real-time, enabling the ability to control and predict costs. Along with an assigned Customer Success Manager, Lenovo TruScale™ allows easy access to any level of detail needed, as well as guidance to drive problem resolution.



## Regardless of your business size, Lenovo has an as-a-service model right for you

With Lenovo TruScale™, you are in control. No minimum infrastructure capacity commitment, from 0% to 100%, can define your consumption plan. You benefit from the latest industry-leading equipment without the initial high investment. The service also includes a dedicated Customer Success Manager who serves as your account advocate.

Lenovo TruScale™ works for large enterprises to small businesses with data center solutions and services for on-premise or at the edge – all without having to purchase equipment. Lenovo TruScale™ can be applied to any configuration to meet your needs – whether storage-rich, server-heavy, hyper-converged, or high-performance computing – and scales as business dictates.

Lenovo ThinkSystem Servers, including DE Series All-Flash Arrays and Lenovo ThinkAgile product portfolios, are available through this offering, which includes hardware installation, deployment, management, maintenance, and removal.



## Experience cloud-like financial agility with the advantages of on-premises infrastructure

With Lenovo, you only pay for what you use, so you can scale up or down to meet your business's needs, with predictable monthly payments based on usage. Lenovo TruScale™ includes easy-to-add incremental capacity, allowing you to upgrade hardware during the contract term to meet changing business needs. The benefit of predictable monthly costs is to eliminating budget surprises, allowing you to allocate capital to higher business priorities.

As a TruScale™ customer, you have constant visibility to your consumption in real-time, enabling you to control and predict costs. This capability, along with an assigned Customer Success Manager, allows access to any level of detail needed, as well as clear paths to drive resolution with any issues encountered.

Smarter  
technology  
for all

Lenovo







## Lenovo allows you to focus on your business instead of your infrastructure

With Lenovo TruScale™, we own the deployment and installation of your assets, speeding time to value, and freeing your staff to focus on your business. You also benefit from physical on-prem security, 24/7 remote monitoring, and full control of your company data.

You own your security policy at the application layer and above, ensuring full control of your environment. We provide “hands-off” infrastructure—plug it in, turn it on, and handle deployment, all with 24/7 remote monitoring and data center management. Lenovo Professional Services experts proactively monitor your system to ensure maximum uptime.

Take advantage of real consumption flexibility, accurate pay-as-you-use billing, and a managed deployment with Lenovo TruScale™. This innovative consumption model manages your infrastructure-as-a-service with 24/7 remote monitoring allowing you to be more productive.

[Learn more about As-a-Service](#)



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