

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

The world has gone subscription!



music streaming



fashion



automobile



enterprise software

THE DATA CENTER IS NO EXCEPTION.
Customers need more flexible, agile, efficient IT solutions.

63% of IT buyers stated the importance of pay-per-use.¹

CIO survey found²:

THE TAILWINDS

78%

IT leaders are quite or very fulfilled in their jobs

49%

Enjoyed budget increases in the last year, highest levels in over a decade

47%

Reported headcount increases, highest levels in over a decade

THE HEADWINDS

55%

Organizations rate their IT/Business alignment as 'moderate' or 'worse'

65%

IT leaders report a lack of talent holding their organization back

46%

Use outsourcing to access skills, despite increased expense

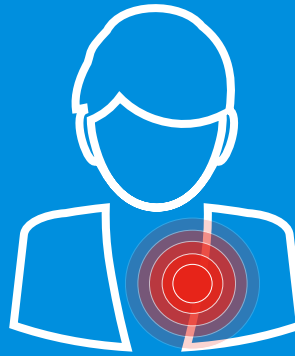
PAIN POINTS

CIO



- Prioritizing digital transformation
- Maintaining data control and security
- Enabling business growth and agility

CFO



- Clarity and control of IT spending
- Avoid paying for Idle capacity
- Flexibility with CapEx and OpEx structures

IT Manager



- Managing a complex, aging environment
- Limited resources to drive tech refresh
- Constant pressure to reduce expenses



LENOVO TRUSCALE INFRASTRUCTURE SERVICES

is a consumption-based, comprehensive subscription offering that allows customers to use and pay for on-premise data center hardware and services without having to purchase the equipment.



NO REQUIRED MINIMUM CAPACITY COMMITMENT

Scale from 0%-100% based on customer needs



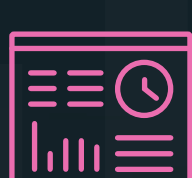
DEDICATED CUSTOMER SUCCESS MANAGER

Consistent service on any commercial, technical or operational issues



PROPRIETARY METERING SOLUTION BASED ON POWER CONSUMPTION

Customer's data plane remains untouched, giving the advantages of cloud-like economics with the security of on-premise hardware



REAL TIME DASHBOARD PROVIDING ACTUAL USAGE, BILLING, ETICKETING SERVICES

Control and predict costs



ENTIRE THINKSYSTEM AND THINKAGILE PORTFOLIOS AVAILABLE AS HAAS DEPLOYMENTS

Flexibility and scalable options

Lenovo TruScale offering is available through Lenovo sales representatives and channel partners worldwide. Lenovo is working with strategic partners to right-size TruScale business models to best fit their customers' needs. For more information, visit TruScale.com.



¹ According to IDC, 63% of IT buyers stated that when selecting an IT infrastructure provider, the availability of flexible payment options or pay-per-use is very important.

² KPMG. Harvey Nash/KPMG CIO Survey 2018. <https://assets.kpmg/content/dam/kpmg/ch/pdf/cio-survey-harvey-nash-report-2018.pdf>.