**Smarter
technology
for all**

Lenovo
TruScale
Infrastructure as a Service

Lenovo TruScale
Infinite Storage

Introduction to TruScale

From the pocket to the cloud, Lenovo TruScale offers everything as a service, a private and dedicated environment, that enables you to unleash the power of technology with the simplicity and scalability of a flexible, pay-as-you-go model.

From **Infrastructure as a Service** with converged infrastructure, ThinkSystem Certified Nodes, ThinkSystem Storage and Lenovo Datacenter portfolio; to **Device as a Service** with world-class devices.
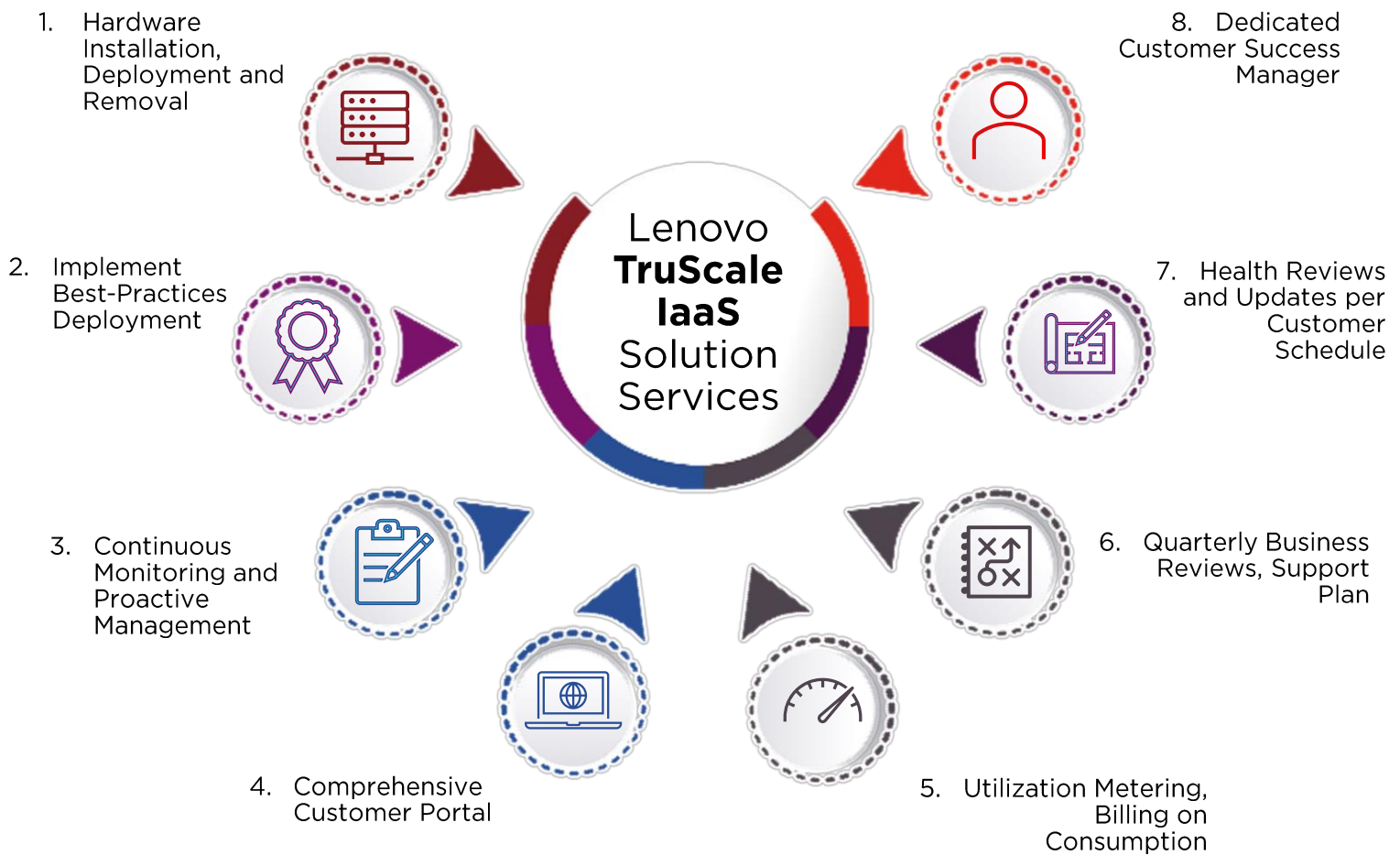
What you love about the Cloud, On-Prem

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

TruScale
- Simplicity
- Flexibility
- Time to value
- Global Coverage

1. Hardware Installation, Deployment and Removal

2. Implement Best-Practices Deployment

3. Continuous Monitoring and Proactive Management

4. Comprehensive Customer Portal

Lenovo **TruScale IaaS** Solution Services

8. Dedicated Customer Success Manager

7. Health Reviews and Updates per Customer Schedule

6. Quarterly Business Reviews, Support Plan

5. Utilization Metering, Billing on Consumption

Lenovo TruScale Infinite Storage is a true pay-as-you-go solution, with built-in technology refresh, deployed at your datacenter or colocation facility with lifecycle management by Lenovo experts.

Scale without limits with non-disruptive expansion – as you consume more, we provision more.

Built-in tech refresh cycle, allowing you to leverage the efficiencies of newer technology available in the market.

Lenovo TruScale Infinite Storage is based in Lenovo ThinkSystem Storage Arrays *

***Click here for More Information**

Lenovo TruScale Infinite Storage Solution Specifications

Storage class	Max IOPs / Systems*	Use Cases
High performance	600,000	- Big Data & Analytics - SAP HANA workloads - Large virtualized environments - Financial / Health care services workloads
Performance	300,000	- Medium sized virtual environments - SQL/MongoDB/Oracle - Artificial Intelligence Workloads
Standard	150,000	- SQL/MongoDB/Oracle - Relational DB - Data warehousing
Capacity	20,000	- Small Databases - UAT/QA test environments - Backup/Disaster Recovery Target - Remote/Branch Office Deployments
High Capacity	80,000	* Hybrid Cloud * Data Archiving * Big Data Analytics * Engineering and Design

Lenovo TruScale Infinite Storage Technical Features:

- **Performance:** Based on selected tier matched to Lenovo ThinkSystem configuration and Lenovo storage experts analysis.

- **Redundancy:** Redundant Storage controllers and storage ethernet switching for cluster configuration included. (Link)

- **Storage Features:**
  - Unified Storage Network Attached Storage (NAS), Storage Area Network (SAN), Object (S3)
  - Active Protocols: CIFS/SMB, NFS, S3, iSCSI, FCP, NVMe/FC, NVMe/TCP
  - Snapshots included
  - Clones included (FlexClone)
  - Recurrent/Periodic Healthchecks including performance reviews

- **Connectivity:** Wide choice of 1/10GbE, 25GbE, and 40/100 GbE NAS and NVMe/TCP, 8/16/32 Gb Fibre Channel, and 32Gb NVMe/FC [1].

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1. Depends on storage tier selection, customer environment, future growth, required configuration and Lenovo Experts analysis
*. Estimated theoretical performance based on the capacity planning for specific configurations and workloads.

Lenovo TruScale Infinite Storage features:

- **Price:** Linear price per Terabyte throughout the agreement.

- **Billing:** Monthly billing in arrears based on used storage capacity, averaged through the month, measured post efficiencies. Flexible minimum commitments that do not change as usage go up.

- **Contract Term:** Flexible terms starting with 1 to 10 years, with options to extend or renew.

- **Monitoring:** Xclarity and ThinkSystem Intelligent Monitoring Software for continuous proactive monitoring, updates, performance analysis.[2]

- **Storage Specific Health Checks:** In addition to Infrastructure Health Check and Monitoring, the solution comes with built-in Storage Health Check from day 1 and options to ongoing periodic checks during the term of the agreement, to maximize the environment performance and efficiency.[3]

- **Tech Refresh:** Built-In Technology Refresh cycles, performed by Lenovo Storage experts and pre-arranged with customers, at no additional cost[4]

- **Growth:** Seamless, non-disruptive, instant scalability from day 1 with right sized environments and additional pre-deployed capacity.

Lenovo TruScale Infinite Storage Services Value Added

ThinkSystem Intelligent Monitoring

Using elementary data, AI, and community wisdom TIM delivers: Proactive Care & Optimization and Simplified Management.

- Premium Unified Software Bundle
- Predictive analytics and proactive management platform for Lenovo ThinkSystem storage by Lenovo experts.
- Actionable intelligence
- Machine learning algorithms that get smarter over time
- Global analytics at your fingertips

All-inclusive service offering covering the full lifecycle of the infrastructure.

- Premier Essential – 24x7 Response Time
- Hardware Installation
- ThinkSystem DM Deployment
- DM Series Health Check Service
- Customer Success Manager
- Built-in Tech Refresh cycle
- Non-disruptive perpetual capacity expansion *

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2. Monitoring platform requires the set up and configuration of 2 Virtual Machines with specific configurations as stipulated on the corresponding Statement of Work. A physical server may or may not be included in the solution, subject to Lenovo's evaluation.
3. Last health check will be provided if there's still 90 more days between the day of the last DM Health Check and the end of the subscription.
4. Tech Refresh co-termed with contract end date and may require a contract term extension for usage continuity* Requires a clustered switched environment. Cluster switches are included in the solution)
* Requires a clustered switched environment (Cluster switches are included in the solution) | Storage analytics portal (TIM) | Dedicated Customer Success Manager (CSM).

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.

- **Customer health checks:** CSM holds regular (quarterly) reviews with the Customer, discussing usage of the platform, assessing any new issues, and resolving any lingering concerns.

- **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.

- **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.

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 Infinite Storage offering can help take your business forward, go to **truscale.com** or reach out to one of our experts on **truscale@lenovo.com**