



Smarter  
technology  
for all

Lenovo

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**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

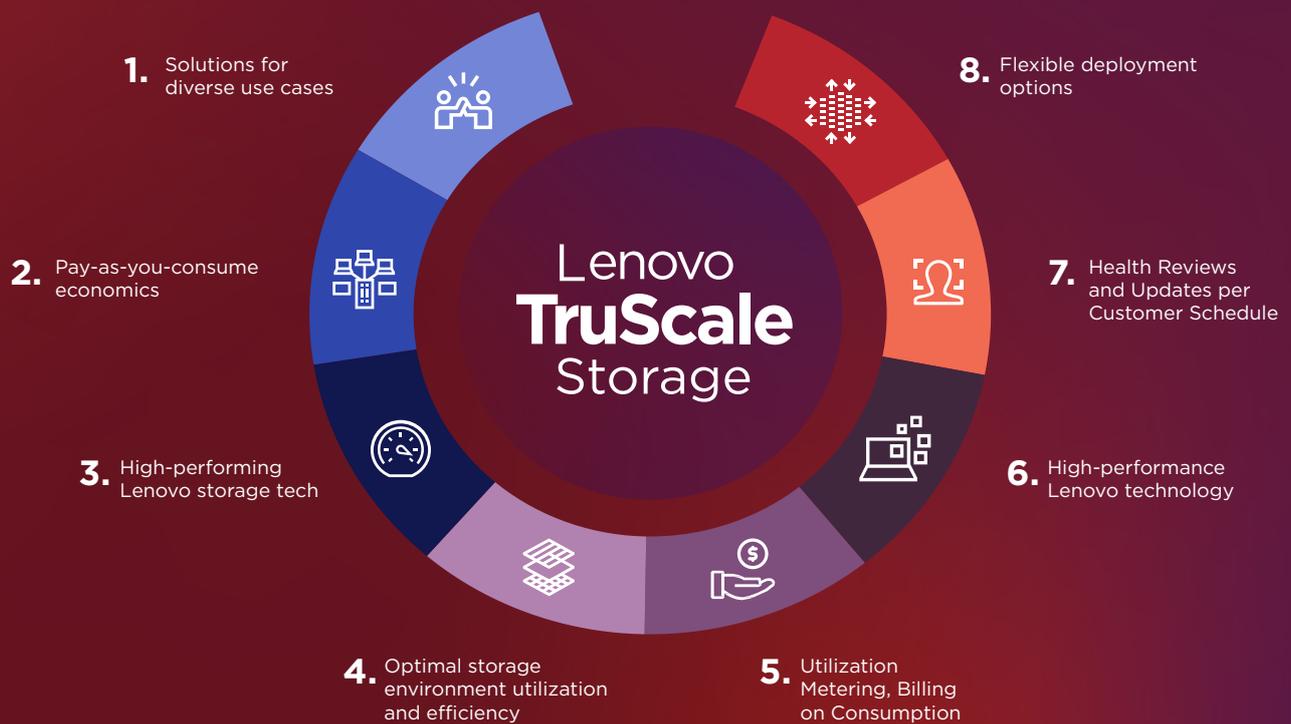
#### On-Prem

- 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

Our dynamic solutions for a smarter approach to data management include 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





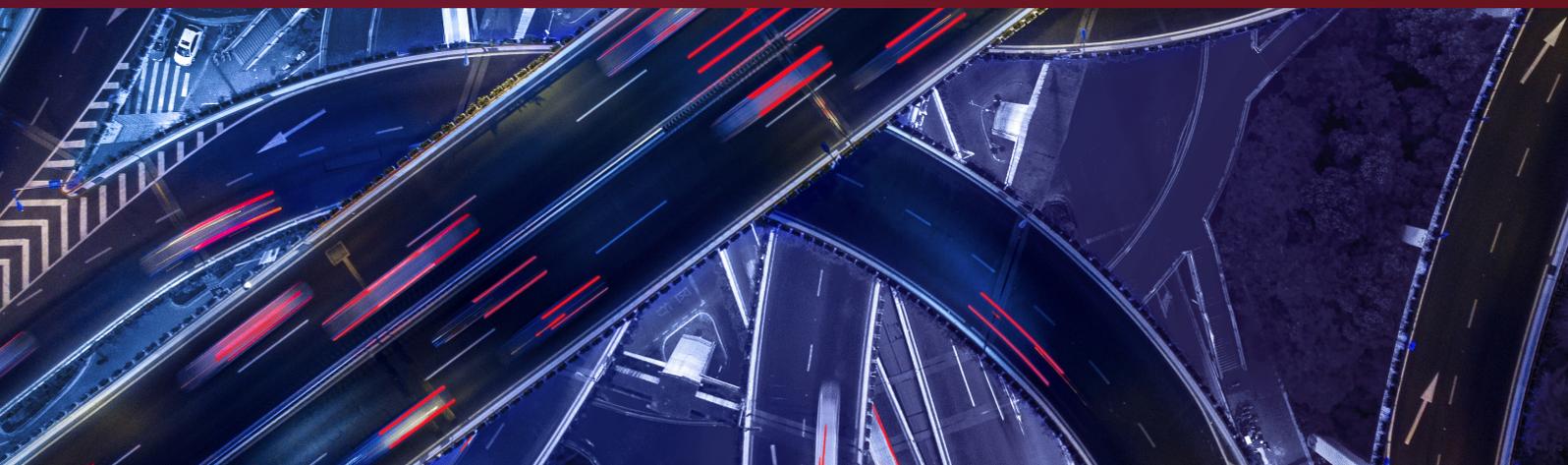
# Storage Classes

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

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

# Lenovo TruScale Data Management for Storage at-a-glance

	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 Managed Storage	TruScale Infinite Storage
	Lenovo Managed Platform Service	Lenovo Managed Platform Service with Infinite Expansion
Consumption-based storage service	Yes	Yes
Billed on an average TB per month	Yes	Yes
Based on Storage class building blocks (Use Class)	Yes	Yes
HW defined by Lenovo	Storage Class Blocks and/or Custom Config	Storage Class Blocks and/or Custom Config
Requires VPN/Persistent Connection	Yes	Yes
Available Terms	3-5 years	3-5, 10 years
TruScale Service	Included	Included
Technology Refresh	@ Renewal	@ Renewal or Year 5
Pricing	Consistent Rate	Consistent Rate
Minimum Customer Commitment (based on forecasted demand)	40% with discounts for additional commit	40% of 5-year forecast
Consumption Metering	Per TB consumed	Per TB consumed



# 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:



### 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.



### 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 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.



### Credit management

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



### Customer health reviews

CSM hold regular health reviews and updates per customer schedule.



# 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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# Lenovo TruScale Data Management for Storage

## Want to find out more?

Visit [Lenovo TruScale for Data Management](#) to learn more or talk with your Lenovo representative to get started.

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