



# Lenovo TruScale

Lenovo TruScale - the industry's broadest portfolio, from pocket to cloud, delivered to you as a service, anywhere in the world.

Great IT leaders anticipate change. They see around corners and actively shape their organization's future, not just react to it.

They dare to see it differently, with new ways of thinking about technology. A way that flexes to your needs, unleashing technology as a service and empowering your teams to ignite your business strategy. All with the simplicity of a scalable pay-as-you-go model.

**Smarter  
technology  
for all**

**Lenovo**



# A bigger-picture view of the road ahead.

As an IT leader today, business challenges require you to think bigger. More holistically. More strategically.

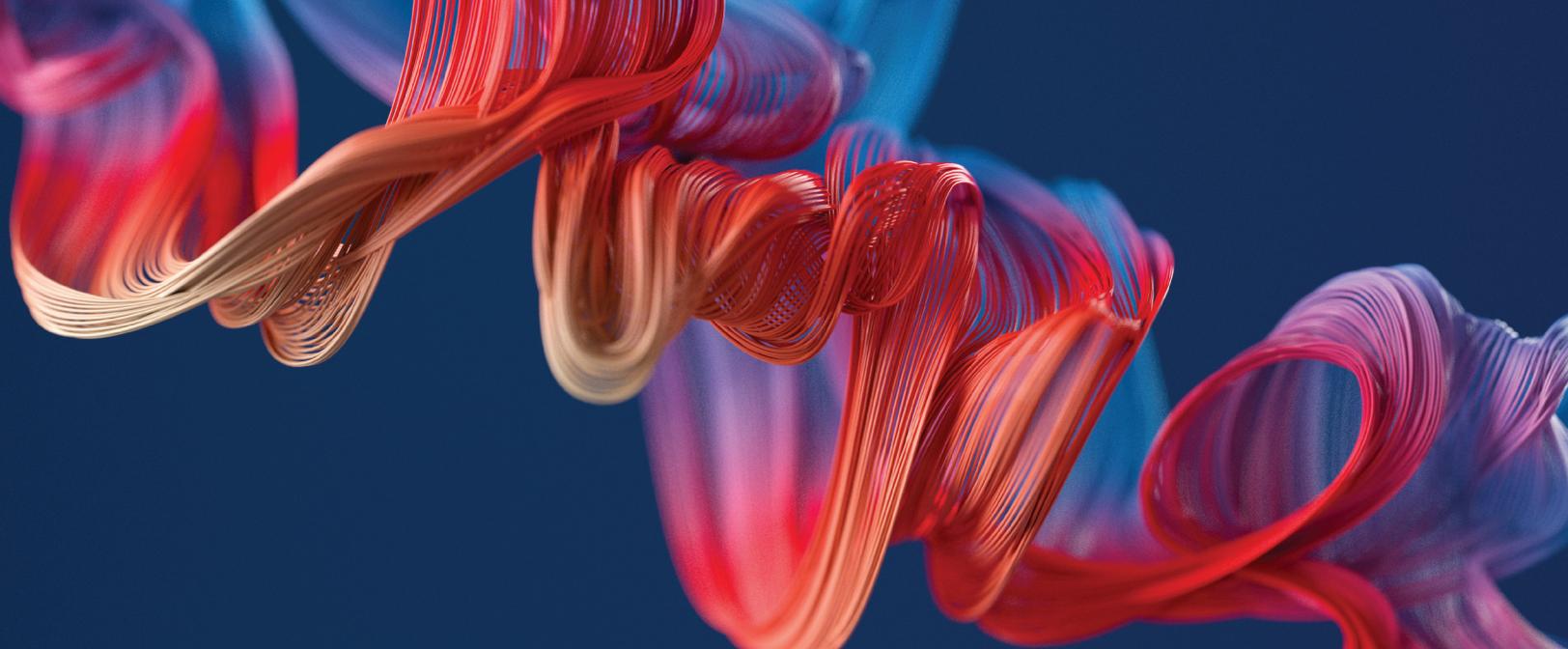
In fact, 89% of your peers say the role of an IT leader is more important now than it was just two years ago. And 88% believe the role is the most critical component of their organization's continued operation.<sup>1</sup> The bottom line — being an IT leader today is more challenging than ever before, but the opportunity to make a meaningful impact on your organization's future has never been greater.



**9/10**

IT leaders say their role now includes non-traditional areas such as:

- 56%** Data and reporting
- 45%** Sustainability/ESG
- 42%** Diversity and inclusion
- 39%** HR/talent acquisition



## Charting a path to success.

It takes vision to see the path ahead where you meet expanding challenges and move your organization forward. Having a vision for your organization's future means knowing where you want to go — a “there” in mind when you set out on your journey of transformation.

It's not surprising that more than half of IT leaders say they make major technology decisions and investments based on their own vision of the company rather than the organization's overall vision.<sup>1</sup> You're not just reacting to changes, you're proactively driving innovation, preparing for the future - setting the stage for your own there.

No matter where your “there” is, having the right technology available will be the key driver of your success. And the model you choose to access the right tech is just as important.

## The as a service opportunity.

As a service procurement options are becoming increasingly popular as IT leaders navigate their path toward their vision. These options deliver scalability in ways that traditional models can't.

They help streamline the refresh of aging technology and expand capabilities without the need for significant capital investments.

# Welcome to Lenovo TruScale. Everything as a service.

With Lenovo TruScale, you can unleash the full potential of your IT transformation and achieve your vision for the future. Lenovo TruScale provides simplified access to our entire portfolio of award-winning technology solutions through a scalable as a service model.

Combining hardware, software, infrastructure, and solutions, Lenovo TruScale gives you single-source convenience for all your technology needs — from the pocket to the data center to the cloud — with one point of accountability.

## Lenovo TruScale

### Everything as a Service

- The tech your business needs, unleashed as a service to empower your teams anywhere in the world.
- Predictable payment models under a simplified contract framework - with minimum upfront costs.
- Standardize procurement with a single trusted, proven partner.
- Industry's broadest portfolio, from pocket to cloud.

### Device as a Service

Digital workplace solutions

#### **Delivering a user experience that matters.**

- Single supplier for deployment of hardware, software, and service solutions.
- Custom, customer-first technology selection.
- Industry-best reliability and device uptime.
- Pay for the tech that's needed, when you need it.

### Infrastructure as a Service

Flexible infrastructure solutions

#### **Flexible IT infrastructure to innovate without limits.**

- Right-sized infrastructure, all the time.
- Seamless integration with other TruScale solutions such as devices.
- Genuine pay-as-you-go approach, adaptable to business conditions.
- Benefit from our industry-leading infrastructure while retaining control over your security.

# Flexibility to thrive. Versatility to win.

The scalable as a service delivery model at the heart of Lenovo TruScale means you can choose the right solutions that fit your needs today with room to grow as your needs evolve.

**Want to provision 100 new users in multiple locations by the end of the week?**

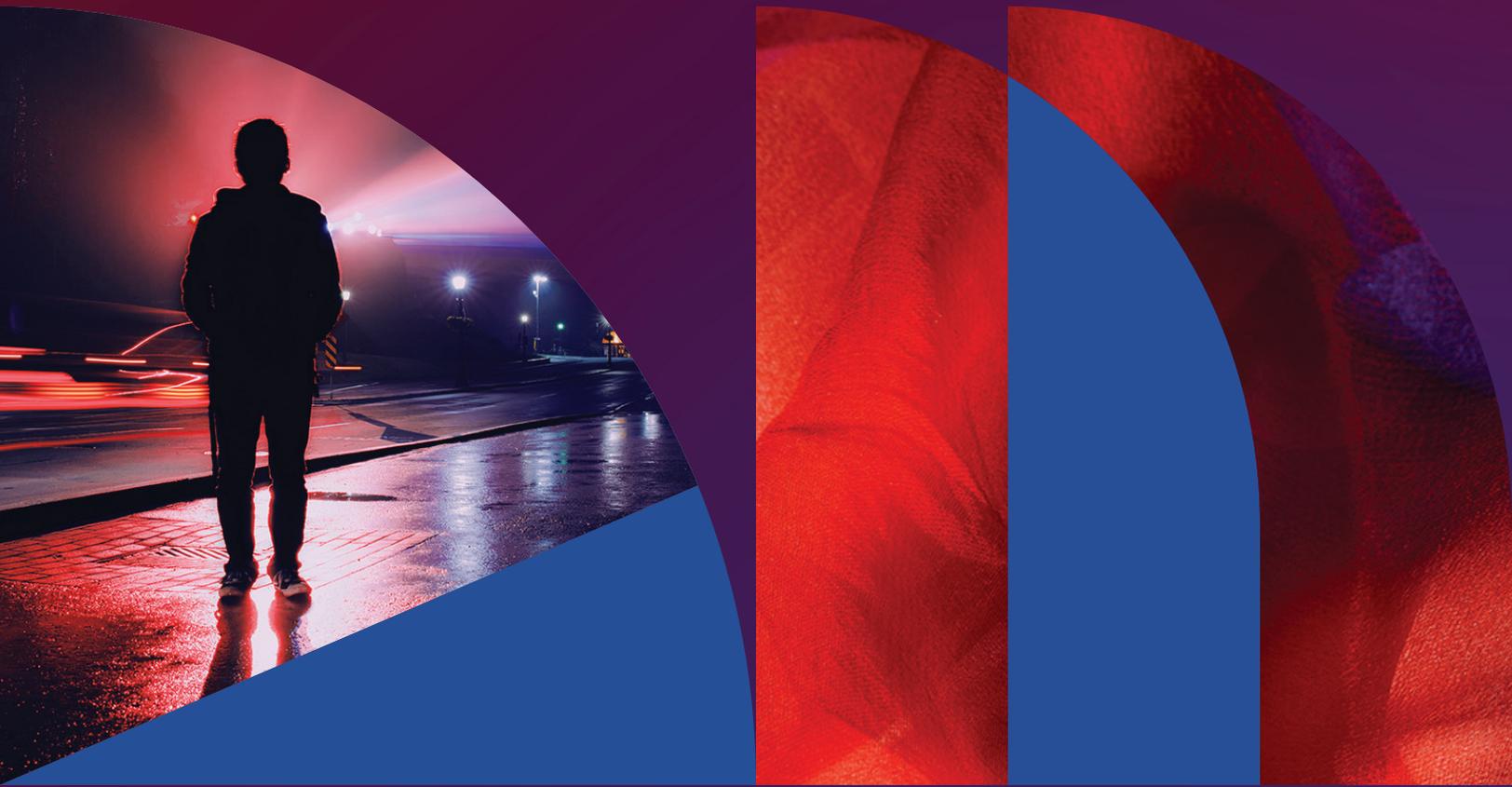
**Need to spin up extra high-availability cloud storage to meet rising demands?**

**Have a mobile sales team that needs stronger endpoint security immediately?**

**Are your AI/machine learning tasks maxing out your cloud processing capacity?**

**Reconfiguring your collaboration spaces for employees returning to the office?**

All these tasks become simple when your technology stops being a transactional investment and becomes a dynamic resource that's always available — however, wherever, and whenever you need it.



# A trusted, proven partner to simplify your access to transformative technology.

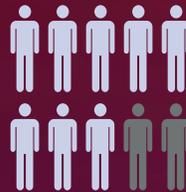
IT leaders rely on technology vendors to increase organizational agility, simplify fleet deployment and management, and optimize costs. Partners that offer comprehensive solutions with one-vendor convenience can add significant value.

We have certifications and coverage in 100+ markets, and we offer a centralized financing/invoicing/delivery model to support complex global deals.

Lenovo understands the needs of IT leaders and teams because we've been serving them for nearly 40 years, and we're committed to supporting your long-term success with this innovative relationship model.



61% of IT leaders consider managing an increasingly fragmented IT vendor ecosystem to be very challenging.<sup>1</sup>



**8 out of 10**

IT leaders say their tech vendors are "so effectively" integrated that it increases their overall productivity.<sup>1</sup>

## The vision is yours. Get there with Lenovo TruScale.

[www.lenovo.com/TruScale](http://www.lenovo.com/TruScale)

### LenovoTruScale\_Brochure\_04-10-2022\_LZ

1 - Lenovo, "SSG Global Study of CIOs," January 2022, 2 - Qualtrics, "Why CIOs will be at the center of future of work strategies," July 2021. 3 - IDG, "2022 Executive Summary State of the CIO," 2022. 4 - Gartner press release, "Gartner Says Worldwide PC Shipments Grew 10.7% in Fourth Quarter of 2020 and 4.8% for the Year," January 2021. 5 - ITIC, "2021 Global Server Reliability Report," June/July 2021.

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