Lenovo

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, and 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.
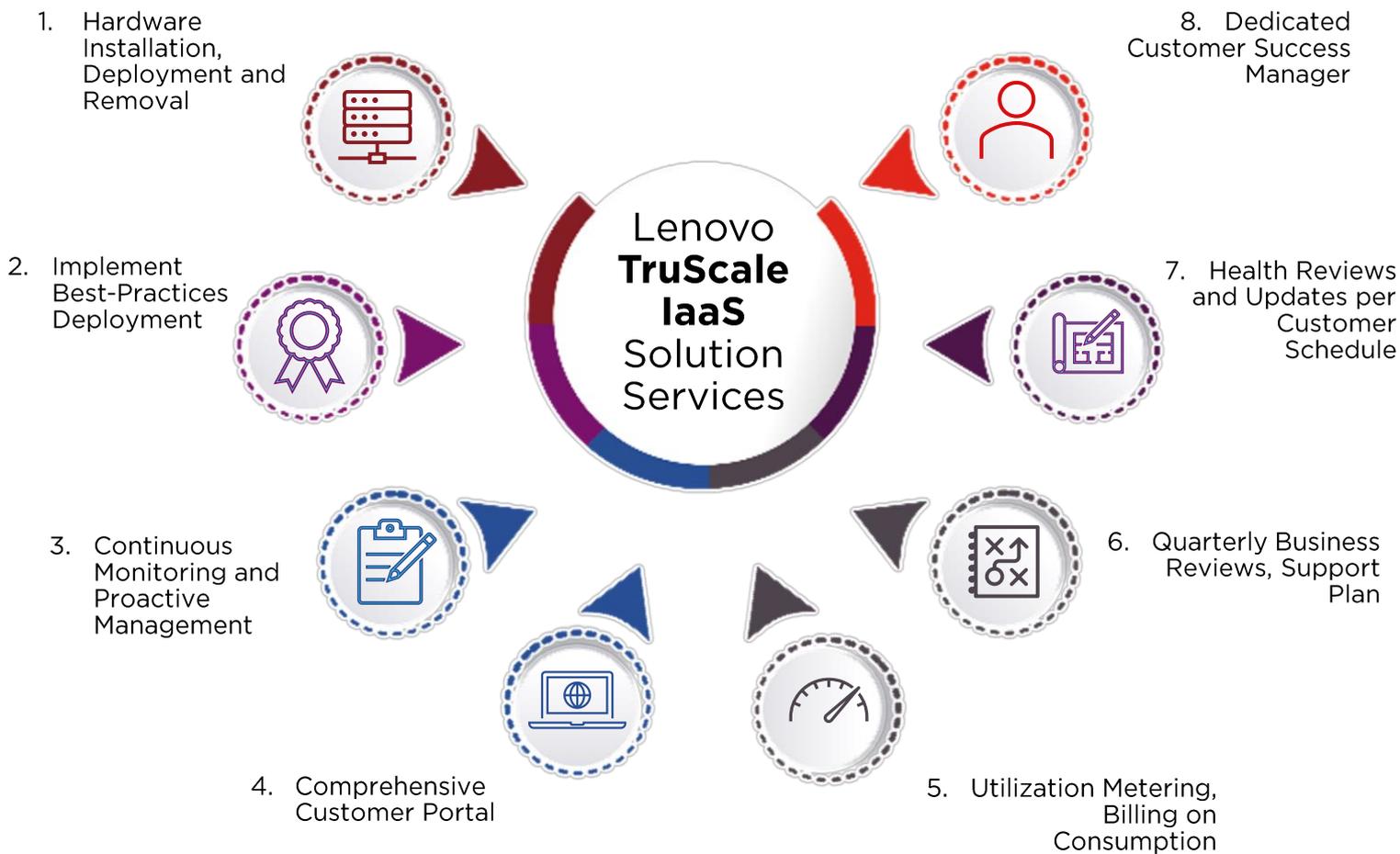
What you love about the Cloud, On-Prem

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

5. Utilization Metering, Billing on Consumption

6. Quarterly Business Reviews, Support Plan

7. Health Reviews and Updates per Customer Schedule

8. Dedicated Customer Success Manager

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 to the latest technology, eliminating forklift upgrades, allowing you to stay focused on your core competency business initiatives.

Lenovo TruScale Infinite Storage is based in Lenovo DM Storage Systems*

Click here for More Information

Lenovo TruScale Infinite Storage Solution Specifications

Storage class	Relative performance	Media type	System Offered
High performance	50x	Flash	Lenovo DM Storage Systems* [More Information](#)
Performance	25x	Flash	
Standard	5x	Flash	
Capacity	1x	HDD	

Lenovo TruScale Infinite Storage Technical Features:

- **Storage Capacity:** Ad-hoc initial floor implementation of 50TB on single or multiple storage class tiers. Up to 260TB cluster during contract lifetime.

- **Performance:** Based on selected tier matched to Lenovo DM system(s) configuration and Lenovo storage experts analysis.

- **Storage Type:** Network Attached Storage (NAS), Storage Area Network (SAN), Object (S3) Unified system.

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

- **Storage Features:** ONTAP Unified Premium Bundle, a rich set of standard storage management functions available at no extra cost (i.e. SSD read/write cache, thin provisioning, integrated data protection, snapshots, compression, deduplication, encryption, scale out clustering, replication, file analytics, etc)

- **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.

Lenovo TruScale Infinite Storage features:

Price: Linear price per storage class tier throughout the agreement.

Billing: Monthly billing based on metered Price/Terabyte (TB) consumed starting from 50TB based on physical data stored.

Contract Term: Flexible options from 1 to 10 years subscription options. Per TB price reduction on longer contract agreements.

Monitoring: Xclarity and Unified Manager Software for continuous proactive monitoring, updates, performance analysis.[2]

Health Checks: Periodic DM Health Check service: provided at deployment, then 60 days from deployment and every 90 days after that, until the end of the subscription.[3]

Tech-Refresh: System renewal every 3 years on 4+ year contracts with migration services included, at no additional cost. Same linear price maintained.[4]

Growth: Ad-hoc capacity growth that may include ThinkSystem DM Series additional controllers, expansion trays.[5]

Lenovo TruScale Infinite Storage Services Value Added

ThinkSystem Intelligent Monitoring

- 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 a system.

- Premier Essential – 24x7x4+YDYD
- Hardware Installation (Business Hours)
- ThinkSystem DM Onsite Deployment
- DM Series Health Check Service
- Customer Success Manager
- Tech Refresh every 3 years on 4 year or more contracts.

2. Depends on customer providing a minimum of 2 VMs (used both for billing purposes and health check) to install the software needed to conduct such activities. In the event the customer does not have 2 VMs to provision, the solution can include a Management Node at an additional cost blended into the per TB price.
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 Refreshes are available for terms 4 years or longer. In the event of a co-term renewal, prior years of uninterrupted subscription will count as part of the total number of running years. 'Migration' refers to the act of moving the information from the old system being replaced into the new system. Does not include Legacy data migration from other systems.
5. SAN switches and/or additional software options are available but not included in the base offer, can be purchased as optional.

Dedicated customer success manager

Dedicated resource assigned to TruScale customer that helps customers to achieve business goals by Lenovo's offering:

- **Customer onboarding -** Ensures solution capability on time & fully trained customer IT personnel capable to operate Lenovo's TruScale IT Services.

- **Account Follow Up -** TruScale Customer's primary point of contact, advocacy inside Lenovo's operations on his behalf, management of complexities to simplify the Customer's experience.

- **Health checks -** Holds quarterly reviews with customer, discussing usage of platform, assessing any new issues, and solving lingering concerns.

- **Planned Growth -** Primary point of contact to identify growth opportunities aligned to customer needs. Where needed, will bring Technical or Field Sales to assist in the motion.

- **Contract Renewals -** Typically 6 months prior to contract end date, will lead assessment of customer needs against prevailing capability & renewal options.

- **Credit management -** Cycles for credit validation and Credit Card Billing.

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 Infrastructure as a Service with Nutanix offering can help take your business forward, go to **truscale.com** or reach out to one of our experts on **truscale@lenovo.com**