Smarter technology for all

Lenovo

Lenovo TruScale
Infrastructure as a Service

Lenovo TruScale Hybrid Cloud with VMware

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.
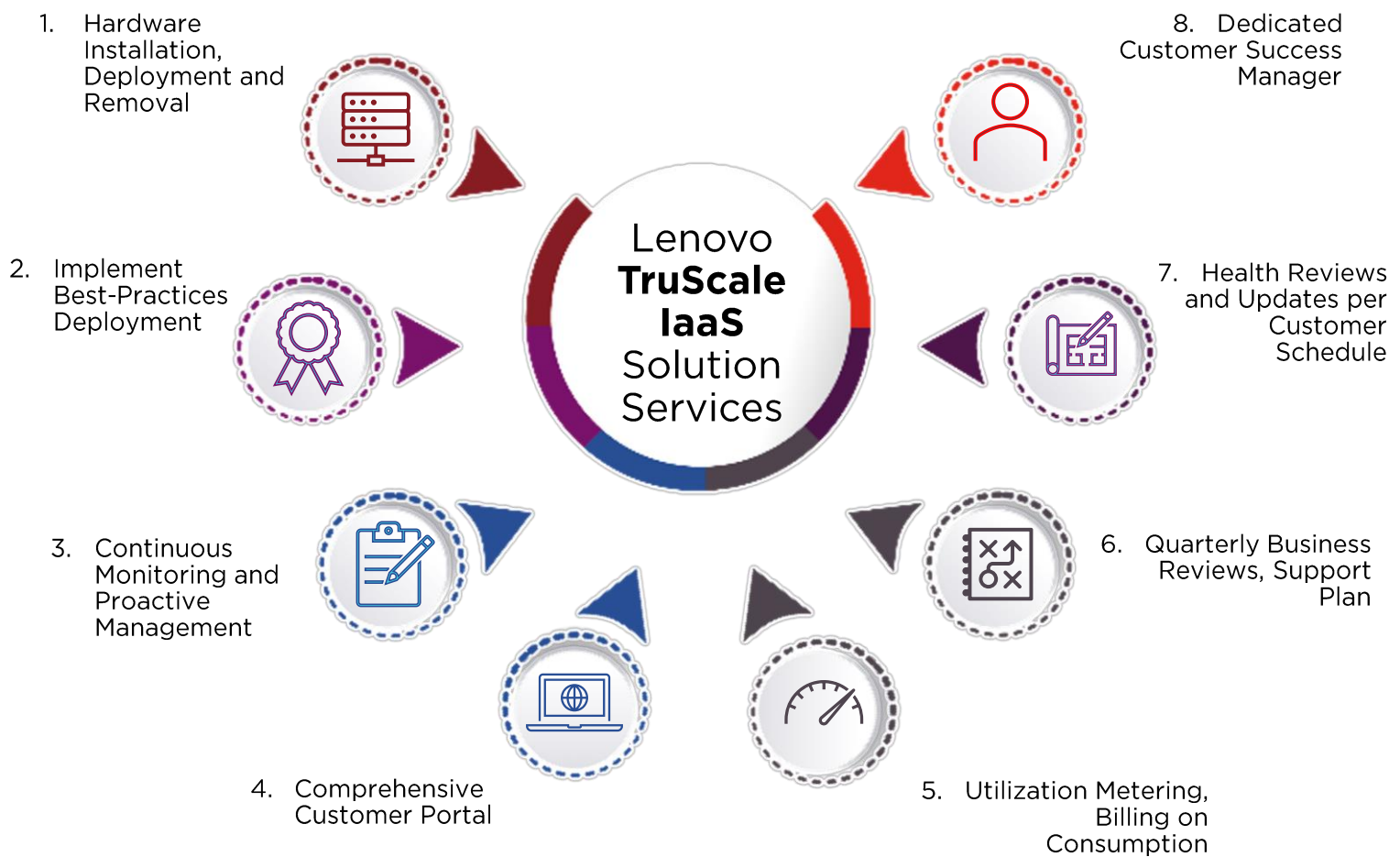
What you love about the Cloud, On-Prem

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

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

Lenovo TruScale IaaS Solution Services

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 Hybrid Cloud with VMware is a fully managed hyperconverged infrastructure cluster solution that hosts virtualized compute, storage and networking and combines the security of on-premises infrastructure with hybrid cloud services.

With this hybrid cloud solution hosted on Lenovo's best-in-class ThinkAgile VX HCI platform and VMware's industry-leading software, enterprise customers can now benefit from a as-a-Service hybrid cloud for running their business applications in a consumption-based price model.
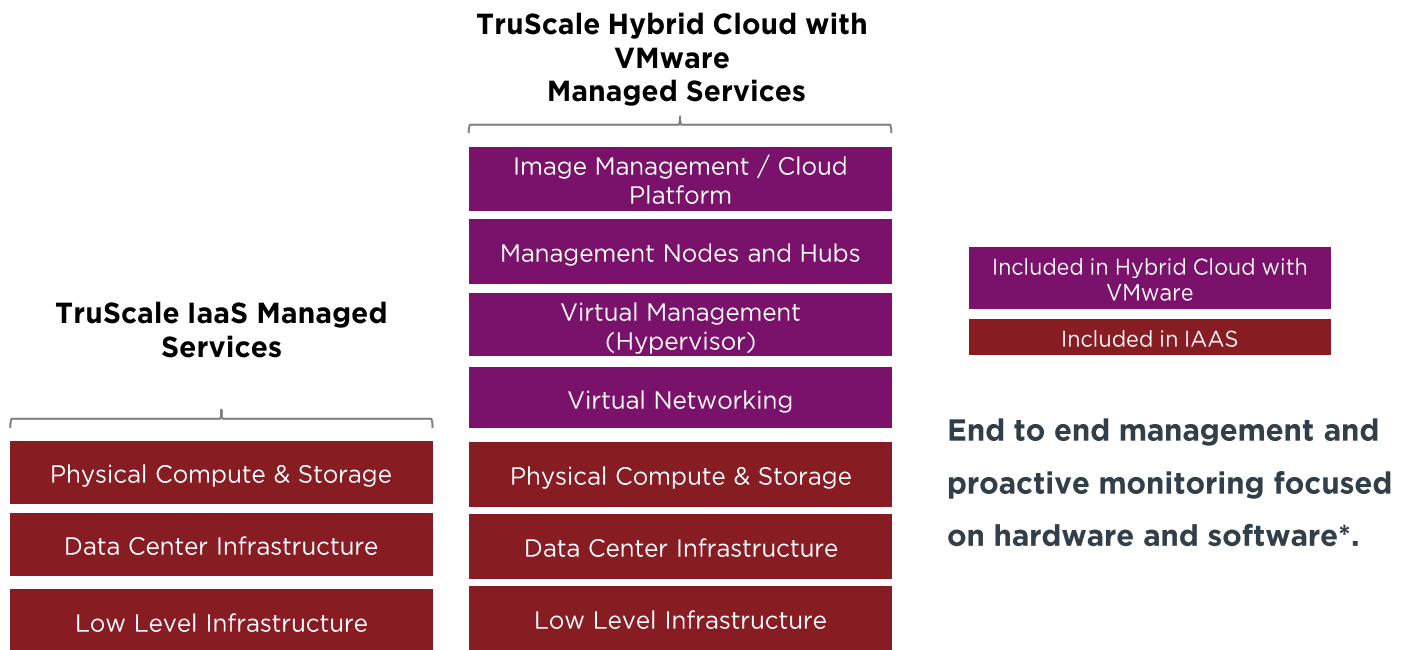
Future Proofed: State of the art Infrastructure technology with the ability to scale out on-premises or to public cloud, balancing the deployment mix.

Simplicity: Virtual machine lift and shift support through standardized VMware architecture. Compatible with Legacy environments and most CSPs.

Cost-Efficient and Predictable cost. Reduce up-front investment and align costs with business needs.

Secure & Reliable: Deployed On-premises, with existing firewall and security controls, controlled by you, managed by Lenovo.

TruScale Infrastructure as a Service vs TruScale Hybrid Cloud with VMware

TruScale Hybrid Cloud with VMware
Managed Services

Image Management / Cloud Platform
Management Nodes and Hubs
Virtual Management (Hypervisor)
Virtual Networking
Physical Compute & Storage
Data Center Infrastructure
Low Level Infrastructure

TruScale IaaS Managed Services

Physical Compute & Storage
Data Center Infrastructure
Low Level Infrastructure

Included in Hybrid Cloud with VMware
Included in IAAS

End to end management and proactive monitoring focused on hardware and software*.

Lenovo TruScale Hybrid Cloud with VMware Components:

Lenovo ThinkAgile VX Infrastructure and/or Thinksystem Servers.
Offers flexible configuration choices to match workload and customer needs and Lenovo's #1 in reliability for 7 years in a row x86 servers.

VMware Software Stack (SDDC, vCF, vSAN, vSphere, vRealize).
Generates an integrated software platform that automates a complete software-defined data center (SDDC) deployment and lifecycle management. This will give not only the capabilities to take advantage of on-premise, consumed as a service infrastructure but also to interact with the public cloud (i.e. VMware Cloud on AWS).

XClarity Administrator.
Centralized resource management component of the solution, aimed at reducing complexity, speeding response, and enhancing the availability of Lenovo® systems and solutions.

Backup Component.
A software-defined solution for protecting all data of the infrastructure environment.

The result is a hybrid cloud platform that can span private and public environments, a consistent operational model based on well-known tools and processes and the freedom to run apps anywhere without the complexity of the day-to-day operations.

* Depends on sizing, implementation and contract terms.

Lenovo TruScale Hybrid Cloud with VMware Sizes.

Size	Hardware Components	Suggested VMs per Node (vCPU, RAM, Storage)	Total VMs per cluster	More Information
XS	4 x Thinkagile VX Appliance Nodes	**50** (2 vCPU, 8GB, 200GB)	Depends on HA cluster config.	Link
S	3 x Thinkagile VX Appliance Nodes	**60** (2 vCPU, 8GB -16GB, 100GB)		Link
M	5 x 2 Socket Server Node	**80** (2 vCPU, 8GB - 16GB, 200GB)		Link
L	5 x 4 Socket Server Node	**100** (2 vCPU, 16GB - 32GB, 200GB)		Link
XL	5 x 4 Socket Server Node	**120** (2 vCPU, 16GB - 32GB, 250GB)		Link
XXL	5 x 8 Socket Server Node	**220** (2 VCPu, 32GB RAM, 300GB)		Link

Suggested Lenovo Sizes - Specific configuration can be prepared based on customer or workload requirements.
Total number of virtual machine depends on final configuration and real scenario based on workloads.
This recommended VMs per node do not consider any type of HA configuration.

Lenovo TruScale Hybrid Cloud with VMware Solution Scope

All-inclusive service offering covering the full lifecycle of a system.

• Initial Deployment and Onboarding for Hardware Hosts (Servers, Networking, Storage).

• Xclarity Management Implementation.

• Virtual Layer Implementation (VCF, VRealize, NSX, etc)

• Proactive 24x7 Remote Monitoring.

• Maintenance Support and Firmware updates.

• Virtualized Infrastructure Lifecycle Management.

• Proactive 24x7 Incident & Problem Management.

• Proactive Capacity, Performance, and Availability Management.

• Virtualized Infrastructure Lifecycle Management.

• Configuration and Change Management.

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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Hybrid Cloud
With VMware

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TruScale

Want to find out more?

To learn more about how Lenovo TruScale Hybrid Cloud with VMware offering can help take your business forward, go to **truscale.com** or reach out to one of our experts on **truscale@lenovo.com**