

## Lenovo Takes on Consumption-Based Datacentres

Written by Alice Marshall  
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Lenovo takes the cue from the likes of Dell EMC, HPE and Cisco to present TruScale Infrastructure Services-- a program enabling customers to use hardware and services either on-premises or at another site without need to buy the equipment.



“Lenovo’s TruScale as-a-Service offering is truly revolutionary, changing how IT departments procure and refresh their data center infrastructure. With our subscription-based model, customers pay for what they use, eliminating upfront capital purchase risk,” the company says. “Our offering can be applied to any configuration that meets the customer’s needs-- whether storage-rich, server-heavy, hyperconverged or high-performance compute-- and can be scaled as business dictates.”

As a consumption-based service, TrueScale requires no minimum capacity commitment, since customers pay only for capacity when workloads are actively running. One can also scale capacity up or down to accommodate business needs, while a "unique" metering solution provides cloud-style economics with the security of on-premises hardware.

The monthly subscription also covers training and workload migration services, together with support, remote monitoring and system health. Customers can view consumption in real-time in order to control and predict costs, while an assigned Customer Success Manager provides access to any level of detail required, as well as paths to resolve any issues.

The TruScale Infrastructure Services are available now globally.

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