

Simplified Infrastructure-as-a-Service models

Smarter
technology
for all



Get the infrastructure you need with payments that work for you

Lenovo TruScale, powered by Lenovo Global Financial Services (LGFS), makes it easier to choose the right infrastructure for your business by removing financial barriers.

Simply select the solution, financing model, and services you need, from hardware and software to deployment and fully managed support. Predictable costs and complete control from day one, backed by advanced infrastructure expertise means you can scale with confidence.



Choose the model that fits your needs today and adapts as you grow	What's included?	TruScale Infrastructure Financing	TruScale Infrastructure with Attached Services	TruScale IaaS with Custom Services
	Technology	✓	✓	✓
	Financing	✓	✓	✓
	Premier Support/Deployment	+	✓	✓
	Advanced Services	+	+	✓
	Managed Services	✗	+	✓

One platform. All your needs.

✓

One agreement:
Finance Lenovo + third-party tech in one place

✓

Custom capital tools:
Sale & leaseback and flexible payment plans

✓

Lifecycle support:
From deployment to decommission, including Scope-3 sustainability reporting

Add services, not complexity

TruScale Infrastructure Financing can be paired with optional attached services to support your IT lifecycle:

- Bundle hardware, software, and services into one monthly payment
- Attach Lenovo or third-party services, including security and sustainability
- Choose contract terms and payment structures to suit your business
- Align cost with usage to improve cash flow and forecasting

TruScale gives you the flexibility to choose the right mix of technology, services, and financing while maintaining on-premises control. With a modular approach and predictable payments, it's a smarter way to adopt a consumption-based model that evolves with your needs.

How LGFS helps you finance and scale smarter

Lenovo Global Financial Services makes it simple to acquire, manage, and scale your infrastructure. With predictable payments and full lifecycle support, we align your financial goals with the technology your business needs.

Once aligned, we'll provide:

- ✓ A detailed proposal built around your technical and business goals
- ✓ Transparent pricing and payment structure
- ✓ Scope of work for any additional or optional services

Step 1	Step 2	Step 3	Step 4
Project consultation and solution design	Quote and credit	Delivery and activation	Lifecycle support and optimisation
Your Lenovo team or channel partner works with you to define the right infrastructure solution for your business. Once the technical requirements are scoped, LGFS steps in to design a tailored financing plan to support your rollout. - Align with annual budgets and cash flow goals - Identify any additional equipment to include in the agreement - Define contract requirements—new or existing frameworks - Add project costs such as deployment or third-party solutions - Select optional services to enhance operational performance and value - Tailor a finance model that fits your needs via Lenovo or our accredited finance partners	When you're ready to move forward, LGFS keeps the process simple: - Accept your quote and complete a straightforward credit application - Sign your finance agreement electronically - Lenovo or your partner places the order for your chosen hardware, software, and services	Your new infrastructure is delivered and your finance plan begins. - Your equipment is delivered directly to your nominated location - You confirm successful delivery by signing an acceptance certificate - Your finance agreement is activated and invoicing begins	LGFS supports your infrastructure investment from day one to end-of-term. - Access ongoing support through Lenovo and authorised partners - Manage technology spend with simple, predictable payments - Plan your next steps; refreshing, returning, extending or (if available) purchasing the solution outright



Contact LGFS

Let's build and finance your solution together

Lenovo Global Financial Services brings together technology, services, and financing under one streamlined agreement. Backed by a global, in-house finance team, LGFS makes it easy to scale across One Lenovo, supporting your entire technology needs—from smart phones to PCs, tablets, and workstations, to infrastructure, AI and storage, as well as third-party solutions.

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truscale.com
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