



## Simplify infrastructure with Kyndryl Capital on Lenovo TruScale

Accelerate innovation with a no-surprise, pay-as-you-go model for all Lenovo products and services

### Highlights:

- Excellent flexibility and scalability
- No-surprise, pay-as-you-go business model
- Cutting-edge hardware and management services

Infrastructure requirements vary from enterprise to enterprise. Devices such as tablets and PCs, smarter office environments equipped with edge-specific hardware, access to hybrid and multicloud services, limitless storage capacity, high-performance computing (HPC), and robust on-premises security are all part of the solution. To achieve their goals, enterprises are looking to benefit from:

- Customizable, scalable solutions that support a hybrid workforce
- A pay-as-you-go model that aligns with evolving business needs
- Simplified solutions that enable teams to achieve more with existing resources
- Real-time cost insights that enable efficient, predictable budgeting
- The ability to integrate any compute infrastructure and end-user devices into a single managed service solution

Kyndryl™ Capital on Lenovo TruScale offers a comprehensive as-a-service package that spans from edge to cloud and includes adaptable services based on a customer's needs—all under a pay-as-you-go contract. A baseline level of maintenance and customer care is included, with additional services available if needed. The package is customer-centric and solution-centric, providing the utmost flexibility.

### Excellent flexibility and scalability

Every enterprise's infrastructure requirements are unique and may include edge and office, data center, and cloud environments. Kyndryl Capital on Lenovo TruScale doesn't just sell pre-defined infrastructure-as-a-service (IaaS) packages; it is flexible so it can meet business requirements in a cost-optimized way. From scalable hybrid cloud solutions to edge computing implementations, Kyndryl and Lenovo work together to address customers' unique needs rather than limiting options.

### No-surprise, pay-as-you-go business model

Kyndryl Capital on Lenovo TruScale can help customers maximize savings, convert capital expenditures (CapEx) into operational expenditures (OpEx), and rationalize expenses. Kyndryl works with customers and Lenovo to determine optimal, customized monthly fees; the terms can range from one to five years with the option to extend. Capacity can be optimized to reduce service costs and easily expanded when needed.

### Cutting-edge hardware and management services

Pricing optimization provided through Kyndryl Capital on Lenovo TruScale include automation, optimization, and differentiated IT infrastructure services to help customers meet their mission-critical on-premises and cloud-based distributed application service needs. Kyndryl's managed and customizable services—which include deployment, migration, and optimization (as a service or on-premises)—enable and support the deployment of these joint solutions across customer infrastructure, from end-user devices to the cloud.

## Conclusion

Kyndryl's industry leadership in managed infrastructure capabilities, coupled with Lenovo's extensive portfolio of products and services from the device to the cloud, uniquely positions us to support customers' mission-critical, distributed service applications. Customers enjoy the advantages of on-premises data center hardware and services, with physical on-premises security, capacity control, and protection of data. Lastly, the pay-as-you-go model helps to keep expenses predictable but still accommodates scaling without incremental capital investments.

## Why Kyndryl?

Kyndryl has deep expertise in designing, running, and managing the most modern, efficient, and reliable technology infrastructure that the world depends on every day. We are deeply committed to advancing the critical infrastructure that powers human progress. We're building on our foundation of excellence by creating systems in new ways: bringing in the right partners, investing in our business, and working side by side with our customers to unlock potential.

## For more information:

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For more information about how Kyndryl and Lenovo are partnering to serve joint customers, please visit: <https://www.kyndryl.com/about-us/alliances/lenovo>



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