

Lenovo
TruScale

Device as a Service

**What's the key
to simpler
business
expansion?**



Smarter
technology
for all

Lenovo

The challenge:

Traditional technology payment structures may limit the organization's ability to evolve

Focusing on the user experience is not a request—it's now a hard requirement. And it's also among the more expensive challenges you face.

Yet capital-intensive technology investments often control how organizations like yours support users and drive business initiatives. This is exacerbated by the economic complexity inherent to a global organization.

For example, payment and financing techniques vary by country. Meanwhile, users in different regions tend to have unique productivity requirements, many of which may not be aligned with the hardware and software platforms they currently use. If you lack the flexibility to pivot when needed, strategic projects could be delayed—reducing value to the organization—and you could take on unnecessary costs.

You may have already invested in a specific technology approach and feel locked into the financing structure, and that becomes even more complicated when you're looking at funding across multiple countries.

But when you work with Lenovo, you'll **take advantage of flexible payment options**.

Here's how you'll make it possible...





Work with one vendor for devices, services, and software

Different lines of business, departments, entities, or geographies within the same company may have different payment needs, but that can complicate how you manage contracts and vendors.

With Lenovo TruScale Device as a Service (TruScale DaaS), you'll gain the freedom to choose how you pay. And you'll do it under a single contract framework that fits your business needs. With access to multiple financial options, you'll bring clarity and predictability to your IT spend, making it easier to expand market share, adapt to unplanned changes, and address emerging challenges. Whether you're using direct lending in your geography, a straight lease with a local affiliate, or a hub-to-hub invoicing model, you can centralize billing by country, cost center, or whatever works for you.

With simplified funding that's aligned to your business priorities, you can more easily support new opportunities—despite changing conditions—with minimal effort.



Plan centrally, execute globally

With new opportunities arising in emerging markets, your organization can't be held back by complexity concerns. Yet the prospect of setting up and supporting international operations can be daunting.

But thanks to TruScale DaaS, you'll be able to take a consistent approach in all markets, even small-volume or highly restricted countries. With the worldwide financial coverage offered by Lenovo Global Financial Services (LGFS)—our in-house technology finance specialists—you're empowered to make swift technology decisions that deliver an immediate impact to your staff and customers. For instance, you'll work with our specialists to phase your finance program based on the goals you want to achieve during the contract term. And with support from inception through the end of your term, you'll ensure technology spend stays tightly aligned with use.

With the power to plan centrally and execute globally, you'll tap into flexible financing and payment options on a country-by-country basis, with a model that is adaptable to different countries' regulations.



Lenovo Global Financial Services offers **worldwide financial coverage** that empowers organizations to invest in technology their way.



Our **subscription-based model** allows for unused assets to be returned if they're no longer needed.



Pay for what you need, not for what you don't

It's expensive enough to grow.

But with device availability presenting another potential logjam, it can be hard to simply prepare for growth, let alone afford the effort.

With help from TruScale DaaS, you'll adopt a sound, predictable financing strategy that frees you to pay for the tech you need, when you need it. For example, under our subscription-based model, you'll have the flexibility to return a certain percentage of unused assets when you don't need them, such as with seasonal hires.

When your technology outlay is predictable and tightly aligned with actual usage, you'll be better positioned to manage the ebbs and flows of your workforce.

Take advantage of flexible payment options

Restrictive payment structures don't just limit the technology your employees can use—they could also prevent your organization from executing key strategic initiatives.

But when you utilize TruScale DaaS, you'll increase agility by taking advantage of flexible payment options.

This way, you'll be able to:



Better support important new opportunities



Build payment structures that work for your business



Absorb workforce changes without issue

Connection
we solve IT[®]

Contact your Connection Account Team for more information.

Business Solutions Enterprise Solutions Public Sector Solutions

1.800.800.0014 1.800.369.1047

1.800.800.0019

www.connection.com/Lenovo

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