

Unlocking AI-powered transformation.

ePlus Technology helps organizations accelerate AI initiatives with Lenovo AI solutions and Lenovo TruScale Infrastructure as a Service (IaaS).

A trusted technology advisor to its clients, ePlus empowers organizations to realize their transformation goals. To help clients streamline workflows and keep operations cost-effective, ePlus partners with Lenovo to deliver TruScale IaaS and AI solutions.

This enables:

- Latest-gen infrastructure for future-ready operations
- Cost-effective access to cutting-edge Lenovo hardware
- Efficient operations powered by professional project management services

The result: organizations can step up innovation with AI powered by robust Lenovo technologies, accelerated by a proven, end-to-end methodology from ePlus.

Unlocks

significant cost-savings
for clients.

Supports

impactful productivity
gains.

Responsive

support streamlines
operations.

- Tailored technology
- Flexible financing
- Rapid innovation

“Together with Lenovo, we are helping our customers to evolve from AI Curious to AI Ready and AI Mature—from determining the most impactful use cases to building and managing the platforms that bring those use cases to life.”

Justin Mescher

Managing Director, Strategy, ePlus Technology

Lenovo

The challenge

Scaling rapidly and reliably.

Leading IT integrator ePlus has over 30 years of experience in delivering transformative solutions and services to customers globally.

Unlocking the power of AI.

- Across every industry, organizations are under pressure to deliver AI projects that boost productivity and cut costs.
- Yet, up to 95% of all AI pilots stall and fail to achieve ROI, driving costs and impacting competitiveness.
- In an unpredictable market, planning hardware investments using a CapEx model is becoming increasingly complex.

Streamlining transformation.

- To solve these challenges, ePlus developed a powerful end-to-end AI adoption framework—helping organizations to deploy and optimize AI to deliver results at scale.

The solution

Using trusted partnerships.

To empower organizations to start their AI journeys using scalable, reliable technology, ePlus chooses Lenovo TruScale IaaS and Lenovo AI solutions.

Accelerating innovation.

- The ePlus AI adoption framework helps customers identify and implement effective AI use cases.
- Working closely with Lenovo, ePlus helps customers right-size their infrastructure for the future.

Robust hardware at scale.

- Flexible financing from Lenovo TruScale IaaS ensures customers get powerful, tailored hardware without large upfront capital costs.
- Customers can choose from the wide-ranging Lenovo infrastructure portfolio to meet evolving performance requirements for AI use cases.

Lenovo services and solutions

Services.

- Lenovo TruScale Infrastructure as a Service

Solutions.

- Lenovo AI Solutions

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“We rely on Lenovo for the breadth of what it offers, including open standards, unique power and cooling technologies, and a variety of configurations to fit the diverse needs of our customers.”

Chris Fairbanks

Field CTO, West Region, ePlus Technology

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“Working with the Lenovo sales teams helps us to plan and design the proper solutions for each unique customer need, as well as to tailor a specific rollout schedule that meets their timelines.”

Mike Wasley

Regional Vice President, ePlus Technology



The outcome

Delivering accelerated business value with Lenovo AI solutions.

By teaming up with Lenovo, ePlus delivers a comprehensive methodology to help organizations across industries unlock the value of AI in an accelerated fashion.

The impact is clear:

- **Holistic approach to AI:** Combining ePlus' technology expertise and knowledge of industry requirements with Lenovo's powerful hardware helps customers get AI-ready.
- **Tailored solutions:** Customers work with ePlus and Lenovo to design the optimal infrastructure for their needs—whether one server or thousands.
- **Future-proof agility:** Lenovo TruScale IaaS offers cloud-like scalability while maintaining on-premises reliability, ensuring customers can meet future demand.

“Working closely with our customers, we build a pipeline of AI use cases and prioritize those poised to drive the highest business value,” explains Justin Mescher, Managing Director of Strategy at ePlus Technology.

“The highest ROI use cases often take years to implement. By focusing on quick wins, we avoid sunk cost and help customers start getting the benefits of AI faster, and build the foundation to support longer-term use cases at the same time.”

Lenovo TruScale Infrastructure as a Service and Lenovo AI solutions.

Maximize your IT infrastructure investment.

ePlus and Lenovo are bringing the benefits of Lenovo TruScale IaaS and powerful Lenovo AI solutions to organizations across all sizes and vertical markets.

By partnering with Lenovo and ePlus, you can unlock:

- **Control:** Plan for the future with a reliable supply chain and maintain control over capacity.
- **Predictable pricing:** Reduce total cost of ownership with OpEx financing options.
- **Reliable support:** Enjoy rapid issue resolution globally with ePlus Enhanced Maintenance Services (EMS).

Discover how Lenovo TruScale IaaS can accelerate your path to AI innovation.

[Learn more](#)



AI-ready

portfolio of services and devices to transform operations.

Simplified

management with one vendor for all hardware needs.



Want to know more?

[Explore Lenovo AI solutions](#) or [learn more about ePlus Private AI Infrastructure as a Service.](#)

Lenovo

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