

Easily Scope, Quote & Deploy Azure Stack HCI Solutions

What do I do? Get started fast with these tips:

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Your Part

Sign up for the free ScopeSys tool today.

Go to <http://bit.ly/ScopeSys> and sign up for this free scoping tool which will give you a fast, easy way to scope your customer solutions. Once your application has been reviewed, you will receive your login details and getting started guide.

Open ScopeSys and input client details.

Determine your customer's needs and gather the data required by the Scopesys tool to configure your customer's solution. When complete, download an XML file that you can use with Lenovo's DCSC configuration tool to generate a quote.

Put ScopeSys configuration into DCSC, generate quote and close deal.

Go to the Lenovo configuration tool: <https://dcsc.lenovo.com>. Click on the "Import a Configuration" tile in the middle of the page and upload your XML file. This will give a quotable solution which you can provide to your customer.

Our Part

Customer receives hardware.

When your customer receives their hardware, the Lenovo deployment partner walks them through install using the Acutech MESH configuration tool that is ordered as part of the overall solution. The Lenovo deployment partner manages ongoing implementation with the customer, so you don't have to.

If there are any issues, your customer contacts Lenovo's deployment partner for help.*

Lenovo and its partners have extensive expertise in deploying and managing Microsoft solutions and can help your customer overcome any technical challenges they may encounter. This also frees you from having to offer any ongoing technical support on your end.

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*Dedicated support is available to customers who purchase the Acutech MESH deployment + Support Management option. See product options for details in the DCSC tool.

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Frequently Asked Questions

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What are the benefits for me?

You'll provide a great solution to your customers while allowing yourself to scale far beyond what was previously possible.

How much technical knowledge do I need?

Our tools are streamlined to allow you to scope, quote and deploy with minimal technical expertise.

What if my customer has a problem?

Any issues can be directed to Lenovo who will help your customer resolve them.

How is this deployment and management service purchased?

The ScopeSys tool includes the services in the configuration export by default. It is licensed per physical node (server), irrespective of hardware configuration.

How complicated is deployment?

Our solution provides an integrated workflow from end-to-end. An onsite technician simply needs to rack and stack the hardware as delivered in the solution bundle. No powershell scripts, Windows setup, or configuration wizards.

What is ScopeSys?

ScopeSys is a free configuration tool used to help scope solutions easily with optimized configurations. No advanced technical knowledge of hardware is needed and it is always updated with the latest hardware and software changes.

What is DCSC?

DCSC is Lenovo's configuration tool which provides options for Lenovo HCI hardware configurations based on Lenovo's guidelines and industry standards.



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