Smarter technology for all

Go-To-Market Playbook

Q4FY23

Table Of Contents / Purpose Of Deck

(1) **North America Channel Go to Market Strategy Managers:**

Mission Statement: To provide our partner with a "White Glove" experience through their Lenovo journey by creating cross-portfolio playbooks to directly influence the NA Channel Strategy & drive long-term growth.

- Team Members:
  - Morgan Bodnar (NSP) mmassey1@lenovo.com
  - Michaela Wilkinson (VAR) mwilkinson@lenovo.com
  - Hannah Morgan (Disty) hmorgan2@lenovo.com

(2) **This deck is a compilation of Channel resources, featured product and solution information.**

Favorite Resources / Websites

Website / Title	Description
http://lenovopartnerhub.com	Lenovo Partner Hub –ALL
http://lbp.lenovo.com	Lenovo Bid Portal- ALL
http://smartfind.lenovo.com	Smartfind
Lenovo 360 Guide	Lenovo 360 Information
https://dcsc.lenovo.com/#/	DCSC Data Center Solution Configurator -ISG
https://www.youtube.com/playlist?list=PLs18hw3X0NC7jhqH753iNI_9EvpvGxRjB	NA Channel Chatter Youtube Channel -ALL
http://support.lenovo.com/us/en	Technical support site that can help support technical issues and trouble shooting
https://www.lenovo.com/us/en/compliance/	Information regarding compliance on exports and imports, environmental impacts, and accessibility
https://pcsupport.lenovo.com/us/en/warrantylookup	Warranty Lookup
https://www.lenovosc.com/	Lenovo Solutions Center
https://lenovopress.com/	PSREF- ISG Product Specification Reference
http://psref.lenovo.com/	PSREF- IDG Product Specifications Reference

Who's Who

Partner Concierge Team

VAR
varsupport@lenovo.com

NSP
plynch@lenovo.com

DISTY
mlopez22@lenovo.com

OEM
oemsupport@lenovo.com

MSP
mspsupport@enovo.com

Team Overview

Focuses on improving sales productivity and efficiency by supporting NA Channel sellers through enablement, operations and post sales activities. This teams equips the sales team and external business partners with Lenovo resources, tools, and processes.

How We Can Assist:

Post Sales Support
- DOA's – V.N.D.O
- Returns – V.N.D.O
- Short Ships – V.N.D.O
- After Sale Account Requests – V.N.D.O
- Crit Sits – V.N.D.O

Support Training
- Lenovo Partner Hub – V.N.D.O
- LBP-I & LBP-E – V.N.D.O
- Dynamics (Internal) – V.N.D.O

General Support
- CRM/SAP – V.N.D.O
- Master Contracts – V.N.D
- Price Catalog - – V.N.D.O
- OVP – N.D.O
- Stuck Orders – N.D
- BOM – V.N.D.O
- BPCTO Price Match - V
- PSREF – V.N.D
- Demo Pool – V.N.D

* V=VAR, N=NSP, D=Disty, O=OEM

Support Contact Information

Doaexch@lenovo.com

Defective on arrival, returns, lost & damaged

Bpcto@lenovo.com

Price matching, e-coupon issue, reporting

supporthub@lenovo.com

Business Partner Support

Lenovo Partner Hub/LBP Assistance

Presales/Sales Support

Deal Registration

Coverage Map, Account Lookup, Pipeline Report

Partner Marketing Offerings

Communities: A segment-specific, elite partner experience to support incremental growth for our top Partners in the Commercial, Healthcare, Hi-Ed, K-12, SLG, and SMB segments. Community Partners are equipped with targeted insights, resources, and solutions most relevant to their businesses, streamlining their overall engagement with Lenovo. Contact your Lenovo CAM for more information.

Channel Chatter: Channel Chatter communications delivers the agility, consistency, simplicity, and profitability you need. Simply put, Channel Chatter is part of how we make business better by cutting through the clutter and giving our Partners smarter ways to succeed. Be sure to sign up under preferences in your LPH profile to receive Newsletters, Events, Videos, Podcasts, and more

Co-Marketing: Leverage exclusive campaign content, messaging, and programs to drive awareness, demand generation, and results with new and existing customers

Website / Title	Distributor	NSP	Platinum	Gold	Silver	Authorized
Eclipse (based on nominations)		Only Canada NSPs	✔	✔	Select Silver can participate with Director approval	Select Authorized can participate with Director approval
Intel Premium Rewards	✔	✔	✔	✔	✔	✔
Expand, Enrich, Enhance (OneAffinity)					✔	✔
LEAP			✔	✔	✔	✔
NSP Co-Marketing	✔	✔				
Communities*		✔	✔	✔		
Content Syndication	✔	✔	✔	✔	✔	✔

*SMB Communities only available in Canada

Q4 ISG Highlights

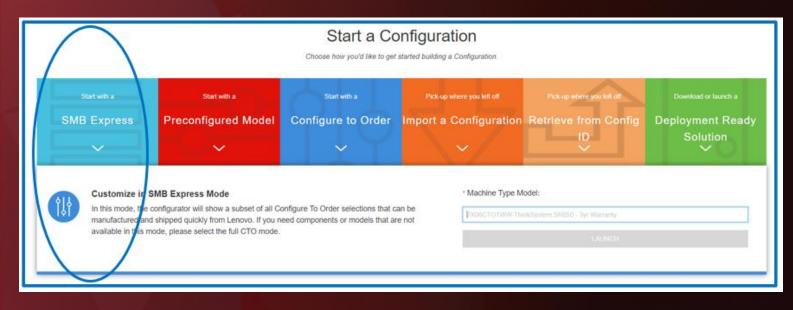# Express – New Configuration Mode in DCSC

- **Express is a quick ship offering of readily available servers**
  - Updated 3 times a day based on real time order/inventory
  - Focused on the top selling options
  - Integrated into the public **DCSC configurator**

- **Starting In Express Mode increases your chance your order will ship faster!**
  - See what (if any) tradeoffs are needed to keep your configuration as SMB Express
  - **NEW:** Seamlessly transition from Express to Regular CTO Mode and keep your current choices
  - Order to ship in 2 weeks!

- **Questions? isglbp@lenovo.com**

*Pricing is estimated end street pricing after promotions applied. Contact your Lenovo Partner for an official pricing quote

Lenovo Data Center Backup & Recovery

ThinkSystem + Veeam Ransomware Solutions

- *Ransomware attacks were Up 62% in 2020*
- *70% of victims were forced to pay the attackers to get back data*
- *75% of victims were running active endpoint protection… and still got hit*

$23,780* List $54,946 56% Discount	$40,972* List $97,951 58% Discount	$51,199* List $121,776 58% Discount
Promotion: 5% Off All Hardware 15% Off Veeam Software		
ThinkServer SR630 • Intel Xeon Silver 4214 • 16Gb RAM • 2x 10GbE Ports	**ThinkServer SR630** • Intel Xeon Silver 4214 • 16Gb RAM • 2x 10GbE Ports	**ThinkServer SR630** • Intel Xeon Silver 4214 • 16Gb RAM • 2x 10GbE Ports
DE2000H • 12 x 8TB = **96TB RAW** • 8x 1/10GbE iSCSI • Grow to 1.8PB	**DE4000H** • 40 x 8TB = **320TB RAW** • 8x 1/10GbE iSCSI • Grow to 3PB	**DE6000H** • 60 x 8TB = **480TB RAW** • 8x 10/25GbE iSCSI • Grow to 4.3PB
Veeam Solution • Veeam 3 Year Universal Backup and Replication Enterprise Edition • 1x License (10x Hosts)	**Veeam Solution** • Veeam 3 Year Universal Backup and Replication Enterprise Edition • 1x License (10x Hosts)	**Veeam Solution** • Veeam 3 Year Universal Backup and Replication Enterprise Edition • 1x License (10x Hosts)
1600 LEAP Points DE2000H	**1600 LEAP Points** DE4000H	**1600 LEAP Points** DE6000H

Any CTO Configuration of DE and SR630/SR650 is Eligible for this Promo

Lenovo Enterprise SR630 Rack Server
Industry Leading Reliability

- Supports 1 or 2 Intel XEON Gen 2/3 Scalable processor
- M.2 SSD for OS (Windows 2019 Server)
- Provides many features to simplify serviceability and increase system uptime
- Multiple #1 <u>World Record Benchmarks</u>

Lenovo Enterprise DE Storage System
High Performance Scalable Storage

- DE platform is based on field-proven architecture that delivers 99.9999% availability with redundant components (controllers, PSU's, fans)
- Advanced data protection – Simplified RAID management
- Complete set of free management tools

Veeam Backup and Replication Software
Secure Backup is the Best Defense

- Scalable to protect environments of any size
- Scalable to hit recovery time objectives including instant recovery options
- Software defined solution that will work in most environments

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*Pricing is estimated end street pricing after promotions applied. Contact your Lenovo Partner for an official pricing quote

ThinkSystem ST50 V2 & ST250 V2

ST50 V2

End Users/Workloads:

- Small businesses
- Retail
- Educational institutions
- Branch offices
- Home offices

$899* Rebate Price List $2,719	$1,099* Rebate Price List $3,579	$1,659* Rebate Price List $5,909
ThinkSystem ST50 V2 7D8JA02GNA Intel Xeon E-2324G	**ThinkSystem ST50 V2 7D8JA02FNA Intel Xeon E-2356G**	**ThinkSystem ST50 V2 7D8JA02HNA Intel Xeon E-2378G**
4X77A77494 (QTY 1) ThinkSystem 8GB TruDDR4 3200 MHz (1Rx8, 1.2V) No Raid Controller	**4X77A77495 (QTY 2)** ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8, 1.2V) No Raid Controller	**4X77A77496 (QTY 2)** ThinkSystem 32GB TruDDR4 3200MHz (2Rx8, 1.2V) No Raid Controller
4XB7A77445 (QTY 2) ThinkSystem ST50 V2 3.5" 1TB 7.2K SATA 6Gb Non-Hot Swap 512n HDD	**4XB7A77446 (QTY 2)** ThinkSystem ST50 V2 3.5" 2TB 7.2K SATA 6Gb Non-Hot Swap 512n HDD	**4XB7A77446 (QTY 2)** ThinkSystem ST50 V2 3.5" 2TB 7.2K SATA 6Gb Non-Hot Swap 512n HDD
Recommended 5PS7A26355 Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2	**Recommended 5PS7A26355** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2	**Recommended 5PS7A26355** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2
100 LEAP Points	**100 LEAP Points**	**100 LEAP Points**

Your final configuration may contain hardware, software, and services; therefore, accounting implications need to be taken into consideration. A bottom-line price for the package/bundle should only be presented with accounting approval

ST250 V2

End Users/Workloads:

- Small businesses
- Retail
- Educational institutions
- Branch offices
- Home offices

$1,349* Rebate Price List $3,919	$1,689* Rebate Price List $4,689	$2,029* Rebate Price List $6,109
ThinkSystem ST250 V2 7D8FA00WNA Intel E-2334	**ThinkSystem ST250 V2 7D8FA012NA Intel E-2336**	**ThinkSystem ST250 V2 7D8FA013NA Intel E-2378**
4X77A77494 (QTY 1) ThinkSystem 8GB TruDDR4 2666MHz No Raid Controller	**4X77A77495 (QTY 2)** ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8, 1.2V) No Raid Controller	**4X77A77496 (QTY 2)** ThinkSystem 32GB TruDDR4 3200MHz (2Rx8, 1.2V) No Raid Controller
7XB7A00049 (QTY 2) ThinkSystem 3.5" 1TB 7.2K SATA 6Gb Hot Swap 512n HDD	**7XB7A00050 (QTY 2)** ThinkSystem 3.5" 2TB 7.2K SATA 6Gb Hot Swap 512n HDD	**7XB7A00050 (QTY 4)** ThinkSystem 3.5" 2TB 7.2K SATA 6Gb Hot Swap 512n HDD
Recommended 5PS7A26355 Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2	**Recommended 5PS7A26355** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2	**Recommended 5PS7A26355** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST50 V2
100 LEAP Points	**100 LEAP Points**	**100 LEAP Points**

Your final configuration may contain hardware, software, and services; therefore, accounting implications need to be taken into consideration. A bottom-line price for the package/bundle should only be presented with accounting approval

Helpful Resources:

- **Lenovo Press ST650 V2**
- Complete Product Guide
- Lenovo Press ST550 V1
- Complete Product Guide

ThinkSystem ST550 V1 and ST650 V2

ST550

This is an ideal 2-socket tower server with industry-leading performance and reliability. See examples of good, better, best workloads for the ST550 below.

End Users/Workloads:

- Small-to-Medium Businesses
- Large Enterprise
- ROBO

$2,099* Rebate Price List $6,069	**$2,229*** Rebate Price List $6,929	**$4,299*** Rebate Price List $14,149
ThinkSystem ST550 7X10A0EGNA Intel Xeon 4208	**ThinkSystem ST550 7X10A0EJNA Intel Xeon 3204**	**ThinkSystem ST550 7X10A0EENA Intel Xeon 5218**
4ZC7A08706 ThinkSystem 8GB TruDDR4 2933MHz (1Rx8 1.2V) RDIMM	**4ZC7A08709 (Qty 2)** ThinkSystem 32GB TruDDR4 2933MHz RDIMM	**4ZC7A08710 (Qty 4)** ThinkSystem 64GB TruDDR4 2933MHz (2Rx4 1.2V) RDIMM
ThinkSystem 4350-8i SAS/SATA 12Gb HBA	ThinkSystem RAID 5350-8i PCIe 12Gb Adapter	ThinkSystem RAID 5350-8i PCIe 12Gb Adapter
7XB7A00051 (QTY 2) ThinkSystem 3.5" 4TB 7.2K SATA 6Gb Hot Swap HDD	**7XB7A00051 (QTY 4)** ThinkSystem 3.5" 4TB 7.2K SATA 6Gb Hot Swap HDD	**7XB7A00051 (QTY 4)** ThinkSystem 3.5" 4TB 7.2K SATA 6Gb Hot Swap HDD
Recommended 5PS7A06899 Premier Essential: 3-year 24x7, 4-hour response + YDYD ST550	**Recommended 5PS7A06899** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST550	**Recommended 5PS7A06899** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST550
200 LEAP Points	**200 LEAP Points**	**200 LEAP Points**

Your final configuration may contain hardware, software, and services; therefore, accounting implications need to be taken into consideration. A bottom-line price for the package/bundle should only be presented with accounting approval

ST650 V2

This is an ideal 2-socket 4U tower server for small businesses up to large enterprises that need industry-leading reliability, management, and security, as well as maximizing performance and flexibility for future growth.See examples of good, better, best workloads for the ST650 below.

End Users/Workloads:

- Small-to-Medium Businesses
- Large Enterprise
- ROBO

$3,229* Rebate Price List $8,889	**$4,029*** Rebate Price List $11,919	**$6,799*** Rebate Price List $20,249
ThinkSystem ST550 7Z74A02LNA Intel Silver 4310	**ThinkSystem ST550 7Z74A02LNA Intel Silver 4314**	**ThinkSystem ST550 7Z74A02LNA Intel Gold 5320**
4X77A08632 (Qty 1) ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8 1.2V) RDIMM	**4X77A08634 (Qty 2)** ThinkSystem 32GB TruDDR4 3200MHz (2Rx8 1.2V) RDIMM	**4X77A08635 (Qty 4)** ThinkSystem 64GB TruDDR4 3200 MHz (2Rx4 1.2V) RDIMM
No Raid Controller	No Raid Controller	ThinkSystem RAID 5350-8i PCIe 12Gb Adapter
4XB7A13633 (QTY 2) ThinkSystem 2.5" S4610 240GB Mixed Use SATA 6Gb HS SSD	**4XB7A38273 (QTY 4)** ThinkSystem 2.5" Multi Vendor 960GB Entry SATA 6Gb Hot Swap SSD	**7XB7A00028 (QTY 8)** ThinkSystem 2.5" 1.8TB 10K SAS 12Gb Hot Swap 512e HDD
Recommended 5PS7A06899 Premier Essential: 3-year 24x7, 4-hour response + YDYD ST650	**Recommended 5PS7A06899** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST650	**Recommended 5PS7A06899** Premier Essential: 3-year 24x7, 4-hour response + YDYD ST650
200 LEAP Points	**200 LEAP Points**	**200 LEAP Points**

Your final configuration may contain hardware, software, and services; therefore, accounting implications need to be taken into consideration. A bottom-line price for the package/bundle should only be presented with accounting approval

Helpful Resources:

- **Lenovo Press ST650 V2**
- Complete Product Guide
- Lenovo Press ST550 V1
- Complete Product Guide

ThinkSystem SR250 V2

A high-value 1-socket 1U rack for growing businesses that need optimized performance and flexibility for future growth, along with enterprise-class reliability, management, and security.

$1,569* Rebate Price List $3,919	$1,749* Rebate Price List $4,529	$2,499* Rebate Price List $6,512
ThinkSystem SR250 V2 **7D7QA01ZNA** Intel Xeon 2334	ThinkSystem SR250 V2 **7D7QA021NA** Intel Xeon 2336	ThinkSystem SR250 V2 **7D7QA020NA** Intel Xeon 2378
4X77A77494 (QTY 1) ThinkSystem 8GB TruDDR4 3200 MHz (1Rx8, 1.2V) ECC UDIMM	**4X77A77495 (QTY 2)** ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8, 1.2V) ECC UDIMM	**4X77A77496 (QTY 2)** ThinkSystem 32GB TruDDR4 3200MHz (2Rx8, 1.2V) ECC UDIMM
No Raid Controller	No Raid Controller	No Raid Controller
7XB7A00049 (QTY 2) ThinkSystem 3.5" 1TB 7.2K SATA 6Gb Hot Swap 512n HDD	**7XB7A00049 (QTY 2)** ThinkSystem 3.5" 1TB 7.2K SATA 6Gb Hot Swap 512n HDD	**7XB7A00042 (QTY 4)** ThinkSystem 3.5" 2TB 7.2K SAS 12Gb Hot Swap 512n HDD
Recommended 5PS7A06897 Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630	**Recommended 5PS7A06897** Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630	**Recommended 5PS7A06897** Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630
200 LEAP Points	**200 LEAP Points**	**200 LEAP Points**

Add Software: **Get Promotional Discounts on Select Microsoft and VMWare Products**

Benefits & Features

- Intel Xeon Processor Scalable Family (Xeon SP Gen 2) offers
  - Intel Xeon E-2300 Series processors ("Rocket Lakecores-E") up to to 8 and core speeds up to 3.7 GHz
  - Intel Pentium G6405, G6505 and G6605 processors ("Comet Lake Refresh") with 2 cores and core speeds up to 4.3 GHz
- Up to four 3200 MHz DDR4 ECC UDIMMs provide speed and capacity of up to 128 GB
- Offers flexible and scalable internal storage in a 1U rack form factor with up to 10x 2.5-inch drives for performance-optimized configurations or up to 4x 3.5-inch drives for capacity-optimized configurations
- Up to three PCIe slots for I/O expansion, one of which has the new PCIe Gen4 interface to maximize I/O performance

End Users/Workloads:

- IT infrastructure
- Web Serving
- Virtualization
- Edge

Helpful Resources:

- **Lenovo Press**
- Complete Product Guide

ThinkSystem SR630 V2

An ideal 2-socket 1U rack server for small businesses up to large enterprises that need industry-leading reliability, management, and security, as well as maximizing performance and flexibility for future growth.

$3,519* Rebate Price List $8,829	$3,849* Rebate Price List $10,109	$6,349* Rebate Price List $17,089
ThinkSystem SR630 V2 **7Z71A05JNA Intel Xeon 4310**	**ThinkSystem SR630 V2** **7Z71A04WNA Intel Xeon 4314**	**ThinkSystem SR630 V2** **7Z71A06XNA Intel Xeon 5320**
4X77A08632 (QTY 1) ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8 1.2V) RDIMM	4X77A08634 (QTY 2) ThinkSystem 32GB TruDDR4 3200 MHz (2Rx8 1.2V) RDIMM	4ZC7A08709 (QTY 4) ThinkSystem 32GB TruDDR4 2933MHz RDIMM
7Y37A01082 (QTY 1) ThinkSystem RAID 530-8i PCIe 12Gb Adapter	7Y37A01082 (QTY 1) ThinkSystem RAID 530-8i PCIe 12Gb Adapter	7Y37A01082 (QTY 1) ThinkSystem RAID 530-8i PCIe 12Gb Adapter
7XB7A00036 (QTY 2) ThinkSystem 2.5" 1TB 7.2K SATA 6Gb Hot Swap HDD	7XB7A00036 (QTY 2) ThinkSystem 2.5" 1TB 7.2K SATA 6Gb Hot Swap HDD	7XB7A00037 (QTY 4) ThinkSystem 2.5" 2TB 7.2K SATA 6Gb Hot Swap HDD
Recommended 5PS7A06897 Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630	Recommended 5PS7A06897 Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630	Recommended 5PS7A06897 Premier Essential: 3 year 24x7, 4 hour response + YDYD SR630
200 LEAP Points	**200 LEAP Points**	**200 LEAP Points**

Add Software: Get Promotional Discounts on Select Microsoft and VMWare Products

Benefits & Features

- Intel 2nd Gen Intel Xeon Scalable Processor, the SR630 V2 server offers
- Scalable performance, storage capacity, and I/O expansion.
- Supports up to two processors, up to 3 TB of memory, up to 12x 2.5-inch or 4x 3.5-inch drive bays with an extensive choice of drive technologies,
- Flexible I/O expansion options with a LOM slot, a dedicated storage controller slot, and up to 3x PCIe expansion slots.

End Users/Workloads:

- Small to Medium Business
- Large Enterprise
- Government
- Education
- Collaboration/Email

- VDI
- Streaming Media
- Cloud
- Database

Helpful Resources:

- **Lenovo Press**
- Complete Product Guide

ThinkSystem SR650 V2

This is an ideal 2-socket 2U rack server with reliability, management, and security that offers scalable performance and storage capacity.

$3,539* List $9,029	$4,449* List $11,571	$6,589* List $19,719
ThinkSystem SR650 V2 **7Z73A06JNA Intel Xeon 4310**	**ThinkSystem SR650 V2** **7Z73A06FNA Intel Xeon 4314**	**ThinkSystem SR650 V2** **7Z73A08FNA Intel Xeon 4316**
4X77A08632 (QTY 1) ThinkSystem 16GB TruDDR4 3200 MHz (2Rx8 1.2V) RDIMM	**4X77A08634 (QTY 2)** ThinkSystem 32GB TruDDR4 3200 MHz (2Rx8 1.2V) RDIMM	**4ZC7A08709 (QTY 4)** ThinkSystem 32GB TruDDR4 2933MHz RDIMM
7Y37A01082 (QTY 1) ThinkSystem RAID 530-8i PCIe 12Gb Adapter	**4Y37A72482 (QTY 1)** ThinkSystem RAID 5350-8i PCIe 12Gb Adapter	**4Y37A72482 (QTY 1)** ThinkSystem RAID 5350-8i PCIe 12Gb Adapter
7XB7A00028 (QTY 2) ThinkSystem 2.5" 1.8TB 10K SAS 12Gb Hot Swap 512e HDD	**7XB7A00036 (QTY 4)** ThinkSystem 2.5" 1.8TB 10K SAS 12Gb Hot Swap 512e HDD	**4XB7A17125 (QTY 2)** ThinkSystem 2.5" S4620 480GB Mixed Use SATA 6Gb HS SSD
		4XB7A17127 (QTY 4) ThinkSystem 2.5" S4620 1.92TB Mixed Use SATA 6Gb HS SSD
Recommended **5PS7A06897** Premier Essential: 3 year 24x7, 4 hour response + YDYD SR650	**Recommended** **5PS7A06897** Premier Essential: 3 year 24x7, 4 hour response + YDYD SR650	**Recommended** **5PS7A06897** Premier Essential: 3 year 24x7, 4 hour response + YDYD SR650
200 LEAP Points	**200 LEAP Points**	**200 LEAP Points**

Add Software: Get Promotional Discounts on Select Microsoft and VMWare Products

Benefits & Features

- Intel 2nd Gen Intel Xeon Scalable Processor, the SR650 V2 server offers
- Scalable performance, storage capacity, and I/O expansion.
- Two processors and up to 3 TB of memory, up to 24x 2.5-inch or 12x 3.5-inch drive bays with an extensive choice of drive technologies,
- Flexible I/O expansion options with a LOM slot, a dedicated storage controller slot, and up to 6x rear PCIe expansion slots.

End Users/Workloads:

- Medium to Large Enterprise
- Government
- Education
- Analytics
- Machine Learning
- VDI
- Virtualization
- Cloud
- Database

Helpful Resources:

- **Lenovo Press**
- Complete Product **Guide**

ThinkSystem SE350

The ThinkSystem SE350 is a purpose-built server that is half the width and significantly shorter than a traditional server, making it ideal for deployment in tight spaces.

$4,239*
List $6,199

ThinkSystem SE350
7D1XA028NA Intel Xeon D-2143IT 8C

Included
ThinkSystem 16GB TruDDR4 2666MHz UDIMM (QTY 2)

7N47A00130 (QTY 2)
ThinkSystem M.2 128GB SATA SSD

4XB7A17073 (QTY 4)
ThinkSystem M.2 5300 480GB SATA SSD

Lenovo Services
5P37A34998
Premier Essential: 3-year 24x7,
4-hour response + YDYD SE350

100 LEAP Points

Add Software: Get Promotional Discounts on Select Microsoft and VMWare Products

Benefits & Features

- Versatility with options to wall mount, stack on a shelf, or mount in a rack environment
- Able to stand rugged environments up to 55°C
- Increased processing power, storage and network closer to where data is generated, allowing actions resulting from the analysis of that data to take place more quickly
- Wired connections up to 10GbE
- Optionally supports both Wi-Fi and LTE wireless connectivity
- Available technology that encrypts the data stored on the device if it is tampered with, only enabling authorized users to access it.

End Users/Workloads:

- Small-to-medium businesses
- Distributed enterprises
- Retail
- Manufacturing
- IoT
- Smart cities/smart campuses
- Branch offices.

Helpful Resources:

- Lenovo Press **Product Page**
- Complete Product **Guide**

Q4 IDG Highlights

Smart Collab & Workstation

Smart Collab

Google Meet Room Kits

Small Room Kit	Medium Room Kit	Large Room Kit
List Price $3440	List Price $4406	List Price $5760
Charcoal- 20YW0006US	Charcoal- 20YW0007US	Charcoal- 20YW0008US

Microsoft Teams Room Kits

Small Room Kit	Medium Room Kit	Large/XL Room Kit
List Price $2299 (Hub) + $530 (Cam)	List Price $3800	List Price $2900
ThinkSmart Hub 11H10006US	ThinkSmart Core Full Room Kit 11S30008US	ThinkSmart Core + Controller Integrator 11LR0005US
ThinkSmart Cam 40CLTSCAM1		*(Combine with your customers preferred large room certified peripherals)*

Zoom Room Kits

Small Room Kit	Medium Room Kit	Large/XL Room Kit
List Price $2212 (Hub) + $530 (Cam)	List Price $3800	List Price $2900
ThinkSmart Hub 11H30007US	ThinkSmart Core Full Room Kit 11S50008US	ThinkSmart Core + Controller Integrator 11LT0006US
ThinkSmart Cam 40CLTSCAM1		*(Combine with your customers preferred large room certified peripherals)*

Smart Collab Resources

- ThinkSmart Core Room Kits **Battle Card**
- Google Meet Series Kits **Solution Guide**
- Smart Collaboration **Micro Credential**

ThinkSmart Core full room kit

Features and benefits

The new ThinkSmart Core kits from Lenovo have everything you need to create more immersive collaboration spaces — all in one box.

- **Comprehensive.** Includes compute, camera, audio bar/microphones, and controller
- **Versatile.** Scales easily for any room size — also available as Core + controller only
- **Manageable.** Remote monitoring and touchless troubleshooting with ThinkSmart Manager
- **Secure.** Lenovo ThinkShield end-to-end security solution and Intel vPro® platform
- **Compatibility.** Versions to support Microsoft Teams and Zoom Room
- **Single Vendor.** Industry solution that is fully sourced from one vendor
- **Affordable.** Most cost-effective full room solution

Core Full Room Kit for Microsoft Teams - **11S30008US**

Core Full Room Kit for Zoom - **11S50008US**

ThinkSmart Hub

All-in-one room system

Perfect for:
• Hybrid team collaboration
• Room sizes from small to large
• Use cases from business to education to healthcare

Available UC platforms
• Microsoft Teams Rooms - **11H10006US**
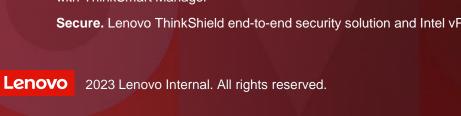• Zoom Rooms - **11H30007US**

Features and benefits

Streamlined. 20% smaller footprint than previous generations; innovative One Cable mechanism to reduce clutter

Convenient. One-touch meeting start/join

Immersive. Richer audio and ultra-low noise certified for more inclusive and productive collaboration

Manageable. Remote monitoring and touchless troubleshooting with ThinkSmart Manager

Secure. Lenovo ThinkShield end-to-end security solution and Intel vPro® platform

Google Meet Series One room kits from Lenovo

Turnkey meeting room solutions

Small room kit

Perfect for huddle rooms and small conference rooms, this kit comes with compute system, smart camera, smart audio bar, remote control, and high-quality cabling.

Charcoal - **20YW0006US**

Medium room kit

Ideal for medium-sized conference rooms, this kit comes with compute system, smart camera, smart audio bar, mic pod, touch controller, and high-quality cabling.

Charcoal - **20YW0007US**

Large room kit

Designed for large conference rooms or boardrooms, this kit comes with compute system, Smart Camera XL, smart audio bar, add-on audio bar, two mic pods, touch controller, and high-quality cabling.

Charcoal - **20YW0008US**

Features and benefits

- Includes compute system with custom mounting options

- Includes controller and audio-visual components depending on room size

- Google TrueVoice™ noise cancellation technology

- 4K-capable AI cameras

- Reliable, durable hardware

- Choice of small, medium, or large room size

Workstation

	Good	**Better**	**Best**
Mobile Workstation	P15s G2 Intel Core i7-1165G7 20W600ENUS List Price $1979	P16s AMD G1 AMD Ryzen 7 Pro 21CK001MUS List Price $1736.10	P1 G4 Intel Core i7-11800H 20Y4S2NG00 List Price $2369
Desktop Workstation	P360 Tiny Intel Core i7-12700 30FA0017US List Price $1399	P60 Ultra Intel Core i7-12700 30G1001AUS List Price $1739	P620 AMD Ryzen Threadripper PRO 5955WX 30E000MLUS List Price $3009
Attach Performance Displays	24" P24q-20 61F5GAR1US List Price $432 P24h-2L 62B2GAR1US List Price $559	27" P27q-20 61EAGAR6US List Price $576 P27h-20 61E9GAR6US List Price $724	32" P32p-20 62A2GAR2US List Price $1484

Workstation Resources

- ThinkPad® P1 Gen 4 External PDF
- ThinkStation P360 Ultra External PDF

- ThinkStation P620 External PDF
- ThinkStation P360 Tiny External PDF

ThinkPad® P1 Gen 4

Simply Spectacular

ThinkPad® P1 Gen 4 External PDF

Targeted Customers

- Finance
- Media & Entertainment
- Architecture & Design
- Remote users
- Engineers

The Power You Need, The Machine You Want

Powerful, mobile, and visually stunning. The ThinkPad® P1 is the perfect combination of form and function designed to be admired.

- Powerful system that offers a choice of the latest Intel Core or Xeon processors. Xeon processors all the way up to NVIDIA® RTX™ A5000 or NVIDIA GeForce® RTX 3070/3080.
- Sleek, thin, and light carbon weave design.
- New 16" 16:10 QHD+/UHD+ display offering 11% more screen "work-space" with low blue light and Dolby Vision.

Competitive Comparisons

- P1 Gen 4 higher pricing allows delivery of emerging trends in market including:
  - 16" 16:10 QHD+/UHD+ Display with low blue light
  - 1080p FHD camera for high quality video conferencing
  - 5G equipped with higher wattage power adapters and larger battery [Wi-Fi 6E]
  - Color calibration for crisp, clear images this robust system is the perfect combination of power, ultra-premium design, and true mobility
  - Up to 4TB M.2 PCIe Gen4 NVMe SSD Storage and up to 64GB DDR4 3200MHz ECC/non-ECC Memory, Pen support, Xeon CPU option.
- HP has high refresh display option, Dell has i5 option and smaller dimensions.

ThinkStation P360 Family

Professional Machines for Advanced Users

ThinkStation P360 Tiny
Small Size- Big Performance

The Lenovo P360 Tiny packs a powerful punch, all in a pint-sized package.

Features & Benefits

- Less than one liter total volume, 96% smaller than a traditional desktop
- 12th Gen Intel® Core® processor
- Supports up to NVIDIA® T1000 graphics card
- 170W or 230W power supply (up to 90% efficient)
- Support for dual M.2 Gen4 PCIe NVMe SSDs
- Sustainable materials & certifications

ThinkStation P360 Tiny combines simple and efficient design with the professional power of a workstation.

Target Customer:

- Engineering & Architecture
- Smart Edge/IOT
- Digital Signage
- Education

ThinkStation P360 Ultra
Redefining the Power of Small

The brand-new workstation featuring a revolutionary form factor that is redefining the power of small.

Features & Benefits

- All new Intel 12th Gen Core-i CPU
- NVIDIA RTX A5000 mobile graphics
- 8TB M.2 PCIe Gen 4 storage
- Uncompromised performance, legendary reliability, and robust usability

This workstation breaks new ground by delivering superior performance and flexibility in a chassis less than four liters in total volume.

Target Customer:

- Life Sciences
- Engineering, Architecture, & Design
- Education

*NVIDIA Quadro RTX 5000 and 500W power supply in P340 Tower only

ThinkStation P620

Limitless Possibilities

Delivering game-changing power and speed, with Lenovo's legendary reliability..
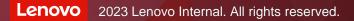
Features & Benefits

- AMD Ryzen™ Threadripper™ PRO Processor
- Up to 2 NVIDIA RTX™ A6000 graphics cards
- Up to 20TB of storage
- Up to 1TB 3200MHz ECC memory
- Gen4 support for PCIe slots and M.2 storage
- Air cooled thermals

Perfect for those who demand more power for multi-threaded applications, the P620 combines Lenovo's legendary reliability, experience and customer driven innovation with professional manageability and enterprise-class support creating a new standard in connectivity.

Target Customer:

- Architects
- Interior Designers
- Engineers
- Facilities & Construction Managers

ThinkStation P620 External PDF

thanks.

Smarter technology for all

Lenovo