Smarter technology for all

Go-To-Market Playbook

Q1 FY24

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, VAR Canada, VAR East) mmassey1@lenovo.com
  - Hannah Morgan (Disty, VAR West) hmorgan2@lenovo.com

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

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③
- Resources & Websites (pg 3)
- Marketing Offerings (pg 4-5)
- FY24 NA Channel GTM Roadmap (pg.6)
- ISG Highlights (pg 7)
- IDG Highlights (pg 17)

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=PLs18hw3X0NC7jhqH753iNl_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

Partner Marketing & Incentive Programs

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

L360 Marketing Builder: A Marketing Automation Platform that enables partners to create and execute stronger marketing campaigns, generate and manage qualified leads, and track the success of campaigns

Marketing Programs	Distributor	NSP	Platinum	Gold	Silver	Authorized
Eclipse Level 1			✓	✓		
Eclipse Level 2					✓	
Expand & Enrich						✓
L360 Marketing Builder	✓	✓	✓	✓	✓	✓
Communities*		✓	✓	✓		
Content Syndication	✓	✓	✓	✓	✓	✓

*SMB Communities only available in Canada

Sales Incentives	Distributor	NSP	Platinum	Gold	Silver	Authorized
Premium Rewards			✓	✓	✓	✓
LEAP			✓	✓	✓	✓

NA Channel Marketing Campaigns in a Box

Campaign	Description
Lenovo and Intel HCI Campaign (ISG) New	This campaign aims to drive sales of Lenovo and Intel hybrid multi-cloud, open architecture solutions. As demand for hybrid cloud grows, Lenovo ThinkAgile V3 powered with 4th-Gen Intel Xeon Scalable processors offer significant advantages over competing solutions, such as improved energy efficiency, security ad management as well as increased performance with the most built in accelerators of any processor on the market.
Premium Device with Intel 13th Gen (IDG) New	The Lenovo and Intel campaign helps propel your business with the modern Lenovo devices featuring 13th Gen Intel Core™ processors, bringing enterprise-class performance, security and manageability to organizations of all sizes.. This campaign provides Lenovo partners with a variety of assets to help you promote device refreshes.
Smarter Technology Solutions (Cross BU) New	Through Lenovo 360 and the Smarter Technology Solutions Campaign we want to enable you to tell a complete solutions story to your customers. As a Lenovo Partner you can deliver pocket to cloud technology, add value with managed services, or become the all-in-one partner capable of delivering the full strength of our end-to-end portfolio.
Lenovo and AMD Campaign (ISG)	The Lenovo and AMD Campaign drives awareness and educates the Channel Partners regarding the true value of the joint partnership of Lenovo and AMD. This campaign provides Lenovo partners with a variety of assets to target their prospects and customers and build pipeline and drive sales
Hyper Converged Infrastructure with Vmware (ISG)	This campaign introduces your customers to Lenovo's cloud-enabled HCI solutions. Lenovo's ThinkAgile VX Hyperconverged Infrastructure is the foundational building block to Hybrid Cloud. VMware HCI enables customers to leverage their existing VMware virtualization skills.
Do the Unthinkable Campaign (IDG)	With the help of AMD and Microsoft, Lenovo is proud to unveil our Do the Unthinkable campaign promoting the new ThinkBook Series. A series of three stories tell what happens when unthinkable employee passion meets unthinkably intelligent performance.38
TruScale Campaign (Cross BU)	This campaign includes marketing content based around Lenovo's TruScale which includes the industry's broadest portfolio from pocket to cloud, delivered to you as a service, anywhere in the world.
That's an 11 Campaign (IDG)	Don't let your customers be left behind! Lenovo devices and Microsoft Windows 11 open new frontiers and give your customers' hybrid teams the ability to work collaboratively and efficiently from anywhere. Drive more upgrades to Windows 11 and modern Lenovo devices with ready-to-deploy assets which you can find here.
ThinkSystem V2 with Intel Xeon Solutions Campaign (ISG)	This campaign features the new Lenovo ThinkSystem V2 Portfolio build on Intel Xeon Scalable processors. This next generation of ThinkSystem servers goes beyond the data center with edge-to-cloud compute, showcasing a unique balance of performance, security, and efficiency.
AMD Z Series Campaign (IDG)	This campaign includes marketing content built for the next generation workforce. Lenovo ThinkPad Z Series is built for a connected experience, collaboration, and peace of mind.
Data Center with AMD EPYC Solutions (ISG)	This campaign includes Lenovo's portfolio of ThinkSystem and ThinkAgile Servers powered by AMD EPYC processors. These servers deliver exceptional performance, security features, and efficiency to offer an innovative solution to your customers.
Windows 11 Campaign (IDG)	This campaign comes with assets with reasons to believe that upgrading improves hybrid workflow. Designed for the hybrid workplace, Windows 11 Pro offers the business and management features your customers' teams need to work and collaborate more efficiently, seamlessly, and securely from nearly anywhere.

All Campaigns in a box can be found on Marketing Builder
Lenovo 360 Marketing Builder Link

FY24 NA Channel GTM Roadmap

Q1
- Premier Support Plus
- Workstation
- ThinkPhone One Pager
- Storage Competitive Battlecards
- Quarterly Core and L360 Updates as needed

Q2
- TruScale One Pager ?
- ThinkPad One Pager
- Tower Servers One Pager
- Storytelling (Video)
- Quarterly Core and L360 Updates as needed

Q3
- Storytelling Part 2 (Video)
- Esports One Pager
- Services Updates?
- Accessories/Visuals One Pager
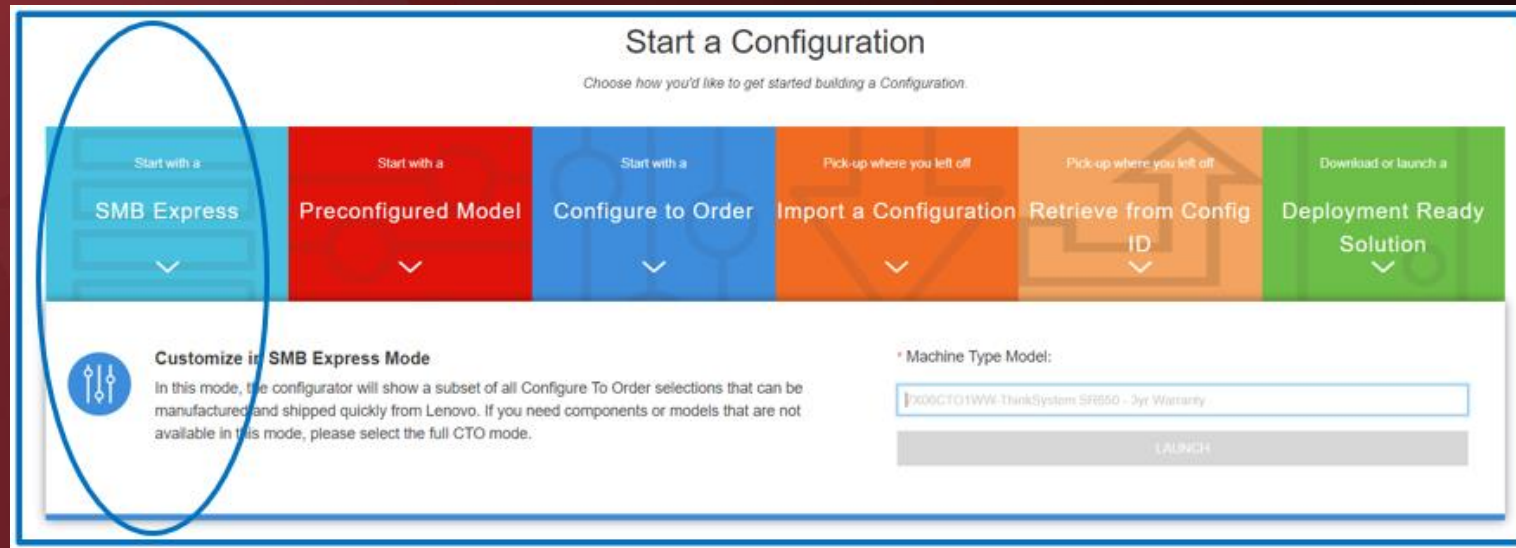- Quarterly Core and L360 Updates as needed

Q4
- Storytelling Part 3 (Video)
- Quarterly Core and L360 Updates as needed

Q1 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 Backup Solution for SMB

ThinkSystem + Veeam Ransomware Solutions

- *3 in 4 organizations (76%) have suffered at least one attack*
- *On average, organizations were only able to recover 64% of their data after a ransomware attack*
- *90% of organizations have an "availability gap" between the SLAs expected and how quickly IT can return to productivity*

Backup and Replication		Backup Office 365	
$5,789* List $11,329 49% Discount	**$4,839*** List $9,899 52% Discount	**$4,189*** List $9,569 57% Discount	**$3,839*** List $9,499 60% Discount
ThinkServer SR250 V2 • Intel Xeon E-2378 • 4x 3.5" 4TB HDD • 32Gb RAM	**ThinkServer ST250 V2** • 7D8FA012NA • Intel Xeon E-2336 • 16Gb RAM	**ThinkServer SR250 V2** • Intel Xeon E-2378 • 4x 3.5" 4TB HDD • 32Gb RAM	**ThinkServer ST250 V2** • 7D8FA012NA • Intel Xeon E-2336 • 16Gb RAM
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)	**Veeam Solution** • Veeam 3 Year Universal Backup and Replication Enterprise Edition • 1x License (10x Hosts)
400 LEAP Points	**400 LEAP Points**	**400 LEAP Points**	**400 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

Lenovo SR250 and ST250 Series Server

Industry Leading Reliability

- Multiple #1 [World Record Benchmarks](#)
- Field-proven architecture that delivers 99.999 Reliability
- Veeam Backup

Veeam Backup and Replication Software

- 2021 Gartner Magic Quadrant leader for the 5th consecutive year
- Veeam Backup & Replication Universal License w 3 Years Subscription to protect 10 VM. Additional 7S0L002GWW provides 10 VM each $2,389 (List $2,529.00) for each 10 users.
- Veeam Backup for Microsoft Office 365 3 Year Subscription 24/7 Support 10 User Pack. Each additional 7S0L003TWW provides support for 10 additional users $369 (List $779.00).

<u>Connect</u> with us today to learn more and schedule a demo

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

Lenovo Data Center Microsoft Solution for SMB

ThinkSystem + Microsoft 2022 Solutions

- *Deploy and scale containerized applications with a flexible platform*
- *Cloud ready OS that boosts on-premise investments with hybrid capabilities*
- *Easily extend Azure services, as and when you need them. Use the first cloud-native SIEM*

$3,509* List $8,279	$5,369* List $8,599	$6,319* List $10,539
ThinkServer SR630 V2 • 7Z71A05JNA • Intel Xeon Silver 4310 • 32Gb RAM	**ThinkServer SR630 V2** • 7Z71A04WNA • Intel Xeon Silver 4314 • 32Gb RAM	**ThinkServer ST650 V2** • 7Z74A02LNA • Intel Xeon Silver 4314 • 32Gb RAM
Microsoft Solution • Windows Server 2022 Remote Desktop Services CAL 2022 • 1x License (10x Hosts)	**Microsoft Solution** • Windows Server 2022 Remote Desktop Services CAL 2022 • 1x License (10x Hosts)	**Microsoft Solution** • Windows Server 2022 Remote Desktop Services CAL 2022 • 1x License (10x Hosts)
400 LEAP Points	**400 LEAP Points**	**400 LEAP Points**

Any BTO Configuration of SR630/SR650 are Eligible for this Promo

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Lenovo Enterprise SR630 V2 Rack Server
Industry Leading Reliability

- Supports 1 or 2 Intel XEON 3rd Gen Scalable processor
- Supports up to 12x NVMe drives
- Provides many features to simplify serviceability and increase system uptime
- Multiple #1 **World Record Benchmarks**

Lenovo Enterprise ST650 V2 Tower Server
High Performance Scalable Tower

- 2 Socket 4U Tower
- Small businesses up to large enterprises
- Designed to handle intensive workloads such as software defined networking and grid computing

Microsoft 2022 ROK
De-facto standard for organizations

- Features include AES-256 encryption and protection against firmware attacks.
- Our certified, co-engineered solutions provide everything you need
- Windows Server 2022 will receive support until 2031.

*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 ST50 V2** Complete Product Guide
- Lenovo Press ST250 V2 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**

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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**

Q1 IDG Highlights

Workstation

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

Workstation

	Good	**Better**	**Best**
Mobile Workstation	P14s G3 Intel Core i7-1270P 21AK002FUS List Price $2119	P16s AMD G1 AMD Ryzen 7 Pro 21CK001AUS List Price $2259	P1 G5 Intel Core i7-12700H 21DC004AUS List Price $3189
Desktop Workstation	P360 Tower Intel Core i7-12700 30FM0016US List Price $1479	P360 Ultra Intel Core i7-12700 30G1001AUS List Price $1739	P620 AMD Ryzen Threadripper PRO 5945WX 30E000M9US List Price $3039
Attach Performance Displays	24" P24q-20 61F5GAR1US List Price $432 P24h-2L 62B2GAR1US List Price $559	27" P27h-20 61E9GAR6US List Price $504 P27u-20 62CBRAR6US List Price: $769	32" P32p-20 62A2GAR2US List Price $1484

Workstation Resources

- ThinkPad® P1 Gen 5 External PDF
- ThinkPad® P14s Gen 3 External PDF
- ThinkPad® P16s AMD Gen 1 External PDF

- ThinkStation P620 External PDF
- ThinkStation P360 Ultra External PDF
- ThinkStation P360 Tower External PDF

ThinkPad® P1 Gen 5

Simply Spectacular

ThinkPad® P1 Gen 5 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 processors. NVIDIA® graphics all the way up to NVIDIA® RTX™ A5500 or NVIDIA GeForce® RTX 3070Ti/3080Ti.

- Sleek, thin, and light carbon weave design.

- New 16" 16:10 FHD+/QHD+ (165Hz)/UHD+ display offering 11% more screen "work-space" with low blue light and Dolby Vision. *New high refresh rate on QHD+ display*

Competitive Comparisons

- P1 Gen 5 higher pricing allows delivery of emerging trends in market including:

    - 16" 16:10 FHD+/QHD+ (165Hz)/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 8TB M.2 PCIe Gen4 NVMe SSD Storage and up to 64GB DDR5 4800MHz non-ECC Memory, Pen support.

- HP has bright 1000nit display option, Dell has i5 option and smaller dimensions (heavier starting weight).

ThinkPad® P14s Gen 3

A Step Beyond Ordinary

ThinkPad® P14s Gen 3 External [PDF](#)

Targeted Customers

- Higher Education
- Architecture & Design
- Remote users
- Power office users

For The Power Office Users

The ThinkPad P14s, Lenovo's most mobile workstation, offers on-the-go performance at a comfortable price point, all in a thin and light 14-inch chassis.

- Powerful system that offers a choice of the latest Intel Core processors. NVIDIA® T550 or Intel Iris Xe integrated graphics
- Up-firing speakers with Dolby Voice for exceptional audio and video conferencing.
- New 14" 16:10 UHD+ touch display offering 11% more screen "work-space" with low blue light and Dolby Vision.
    - FHD+, 2.2K also available

Competitive Comparisons

- P14s Gen 3 offers the latest of emerging trends in market including:
    - 14" 16:10 UHD+ touch Display with low blue light
    - 1080p FHD camera for high quality video conferencing
    - 4G LTE equipped with higher wattage power adapters and larger battery [Wi-Fi 6E]
    - Up to 2TB M.2 PCIe Gen4 NVMe SSD storage and up to 48GB DDR4 3200MHz memory.
- HP has bright 1000nit display option, 64GB max RAM without GPU.
- Dell has 64GB max RAM, larger battery.

ThinkPad® P16s AMD Gen 1

Simply Spectacular

The ThinkPad P16s AMD provides a perfect mix of performance, sustainability, and power on the go at a comfortable price point, packed in a thin and light 16-inch chassis.

- Powerful system that offers a choice of the latest AMD Ryzen Pro processors. Radeon DNA2 integrated graphics.
- Up-firing speakers with Dolby Voice for exceptional audio and video conferencing.
- New 16" 16:10 QHD+ display offering 11% more screen "work-space" with low blue light and Dolby Vision.

ThinkPad® P16s AMD Gen 1 External PDF

Targeted Customers

- Higher Education
- Architecture & Design
- Remote users
- Power office users
- Max Battery Life

Competitive Comparisons

- P16s AMD Gen 1 provides the power you need and the mobility you want: AMD Ryzen Pro CPUs offer outstanding cost for performance.
    - 16" 16:10 QHD+ Display with low blue light
    - 1080p FHD camera for high quality video conferencing
    - 4G LTE equipped with higher wattage power adapters and larger battery [Wi-Fi 6E]
    - Up to 2TB M.2 PCIe Gen4 NVMe SSD storage and up to 32GB LPDDR5 6400MHz memory.
- Dell and HP do not have a competitive offering

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 (16GB) 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

ThinkStation P360 Tower
Most Powerful Entry Workstation

Experience the power of a workstation at the price of a desktop. For tasks that require superior reliability and powerful performance.

Features & Benefits

- All new Intel 12th Gen Core-i CPU
- NVIDIA RTX A5000 (24GB) graphics
- 10TB M.2 PCIe Gen 4 storage
- Up to 750W power supply (up to 92% efficient)
- Sustainable materials & certifications

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
- Media & Entertainment
- Education

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