

# ThinkShield & SentinelOne XDR

Lenovo

# Perimeter-less Network



# Growth of cybercrime costs

**\$3 trillion**

**2015**

**\$10.5 trillion**

**2025**

# Unified End-to-End Security

# ThinkShield



## OS-to-Cloud Security

- Ransomware Protection
- Data Security
- Asset Management
- Internet Security



## Below the OS Security

- Self-Healing BIOS
- Firmware Security
- Physical Attack Security
- Privacy Screen



## Supply Chain Security

- Trusted Device Setup
- Transparent Supply Chain



# ThinkShield + SentinelOne – The Lenovo Security message

## Combining World Class Technology With Leading Cybersecurity

### Digital Transformation for the Security Stack

2020 SentinelOne and Lenovo announce a partnership to bring SentinelOne next-gen antivirus and endpoint detection and response (EDR) to their customers. The partnership would help customers modernize legacy AV environments which were ineffective against advanced threats and ransomware.

Fast forward to today where SentinelOne is a publicly traded company with added protection for Cloud Workloads, K8, Mobile devices and Active Directory identity protection under its Singularity XDR platform.

As our SentinelOne partnership continues to grow, the ThinkShield and SentinelOne deliver on the promise of best of breed technology and the security tools customers need to protect their organizations from cyber threats. With SentinelOne customers can be more productive, and safe in this new hybrid work environment without the stress of maintaining cybersecurity in their transformed world

# THINKSHIELD + SENTINELONE



*With SentinelOne – You can secure the ENTIRE Computing Continuum*

**Mobile, Tablets, Chromebooks**

**IoT / OT and  
unmanaged devices**

**Datacenters, Storage and Cloud**

**Windows, MAC, iOS, Linux**

**ThinkShield**

# Selling Lenovo and SentinelOne in the Channel



## **BEST IN CLASS DEVICES and CYBERSECURITY**

***Best in class Lenovo devices combined with Gartner MQ Leader in Endpoint Protection***

- Lenovo and SentinelOne - Exclusive PC OEM cybersecurity partnership
- Integral component of Lenovo's ThinkShield security portfolio
- Can be sold with devices or stand-alone to cover a customer's entire environment
- Can be included with Lenovo DaaS opportunities

## **SALES REP BENEFITS**

***Broaden your solution sale with every account / sell beyond the box***

- Protect your customers entire fleet including MACOS, Linux, Server, iOS, Android, Chrome
- Every dollar counts towards Lenovo Revenue and Services targets and incentives
- Establish recurring revenue stream with annual renewals business
- Leverage Lenovo Deal Reg and LBP special pricing
- SentinelOne Deal Reg completed by Lenovo

## **CUSTOMER BENEFITS**

***Unparalleled XDR platform providing real-time protection***

- Save time and resources with automated threat blocking on or off the network
- Patented one click "rollback" capability to remediate an attack in a matter of minutes
- Procure using same Lenovo financing/discounting terms you are used to.



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