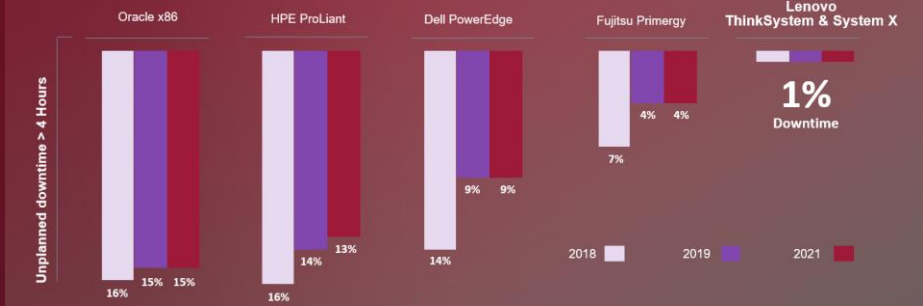# Why Lenovo Servers in the Data Center

Infrastructure Solutions

- Lenovo partners with leading software vendors to deliver flexible, open-choice solutions that work seamlessly within your customers' existing infrastructures —and with their future solutions. No implementation issues, no vendor lock-in, no worries.
- Provides engineered, tested, and certified IT Solutions that are high performance, scalable, and cost-effective
- Lenovo offers the highest number of certified solutions amongst T1 OEMs

Reliability

- **Lenovo is #1 provider of supercomputers in the world**
- Lenovo ThinkSystem servers consistently achieve the lowest downtime
- Lenovo ThinkSystem servers dominate the benchmarks for data center performance with a total of **296** current world record benchmark results (as of November 2022)
    - **135** #1 results set on systems equipped with third-generation Intel Xeon Scalable processors
    - **37** utilizing second-generation Intel Xeon Scalable processors
    - **98** operating the newly launched third-generation AMD EPYC processors
    - **1** using second-generation AMD EPYC processors
    - **25** using first-generation Xeon Scalable processors

Unplanned downtime Across Top Server Providers

Top Ranked Manufacturing & Supply Chain

- Supply Chain is ranked #3 across all high-tech supply chains (Gartner 2022)
- Supply Chain is ranked #9 worldwide (Gartner 2022)
- Present in 180 markets globally
- 35 global manufacturing sites
- Trusted Supplier Program: Documented, auditable supply chain program ensures end-to-end security
- Lenovo's **ODM+ business model** is a proven successful advantage
    - Customer-centric model allows for an end-to-end customer experience
    - Complete in-house capabilities (In-house engineering, In-house supply chain, & In-house services)
    - Investments in full vertical integration allows Lenovo to reduce cost and control outcomes
    - Lenovo is an easy to work with partner that provides customers a one-stop-shop

Channel First

- 85% of Lenovo products are sold via partners
- We care about our relationships with you, and your success
- Lenovo is always investing in and optimizing channel tools and enablement resources (Lenovo Partner Hub, Lenovo Bid Platform, Lenovo Partner Learning Platform)
- Simple Partner Incentive programs that maximize partner productivity and profits

Sustainability

- When you choose Lenovo, you're sharing in our commitment to a smarter, more sustainable future. We are committed to creating technology that will change the world for the better. We are also committed to ensuring products are produced in line with sustainability best practices and corporate social responsibility.
- Lenovo's commitment to more sustainable infrastructure:
    - Neptune liquid cooling technology delivers up to 40% energy savings in data center expenses
    - By 2030, energy efficiency of our servers will be improved by 50%
    - The server recyclability/ consumer recycling program & the Lenovo Value Recovery refurbished server programs further contribute to sustainability efforts
- EPA TOP30 for green energy innovation (Ranked in top 1% of all assessed suppliers and top 2% of all computer/peripherals manufacturers globally)
- By 2026, 90% of operational electricity will come from renewable sources, and 1 million tons of greenhouse gases will be removed from the supply chain

NA Channel GTM