

Smarter technology for all

Lenovo ISG Resources and Tools for Partners

Lenovo

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- Lenovo Press
- Data Center Solution Configurator (DCSC)

Lenovo Partner Hub (LPH)

<https://www.lenovopartnerhub.com/>

- Sales Summary
- Deal Registrations (LBP-E)
- Bid Requests (LBP-E)
- Announcements
- Upcoming Events
- Training Certifications
- Friday Partner Technical Webinar

The screenshot shows the Lenovo Partner Hub (LPH) dashboard. The top navigation bar includes the Lenovo logo and links for Home, Sales, Products & Services, Solutions, Marketing, Programs, Training, and Help. The left sidebar contains navigation options: Lenovo 360, Performance, Campaigns from Lenovo, User Guides, Feedback & Suggestions, and My Quick Links. The main content area displays 'Company Sales Summary KPIs' with two cards: '19 Deal Regs' (13 Pending action) and '10 Bid Requests' (166 Pending action). Below this is a section titled 'Grow your business with Lenovo' featuring 'Lenovo 360 Marketing Builder' (Automated marketing with a human touch) and 'Services for Channel Partners' (Long-tail Recurring Revenue Opportunities). On the right, there are 'Announcements' (AI Systems with NVIDIA) and 'Upcoming Events (8)'. A 'Live Chat' button is visible on the far right edge.

Lenovo Bid Platform (LBP-E)

Deal Registration

www.lenovopartnerhub.com

Lenovo Home Sales Products & Services Solutions

- Deal Registrations
Manage and track your Lenovo deals
- Register an IDG Deal
- Register an ISG Deal
- Lenovo 360 Sales Performance Dashboard
Track your performance

Lenovo LENOVO BID PLATFORM

PCSD ISG

- Create New Bid Request
- My Bid Requests
- Create Deal Registration
- My Deal Registration
- My Discount Codes
- User Guide
- Login PAQ

Hide Navigator

My Deal Registration

End Customer Name:

Deal Registration Name:

Deal Registration Number:

Deal Registration Status:

Deal Extension Status:

Request Type:

Created By:

Approved Date From:

Approved Date To:

Country:

Reseller Name:

Bid Request ID:

Customer Reference:

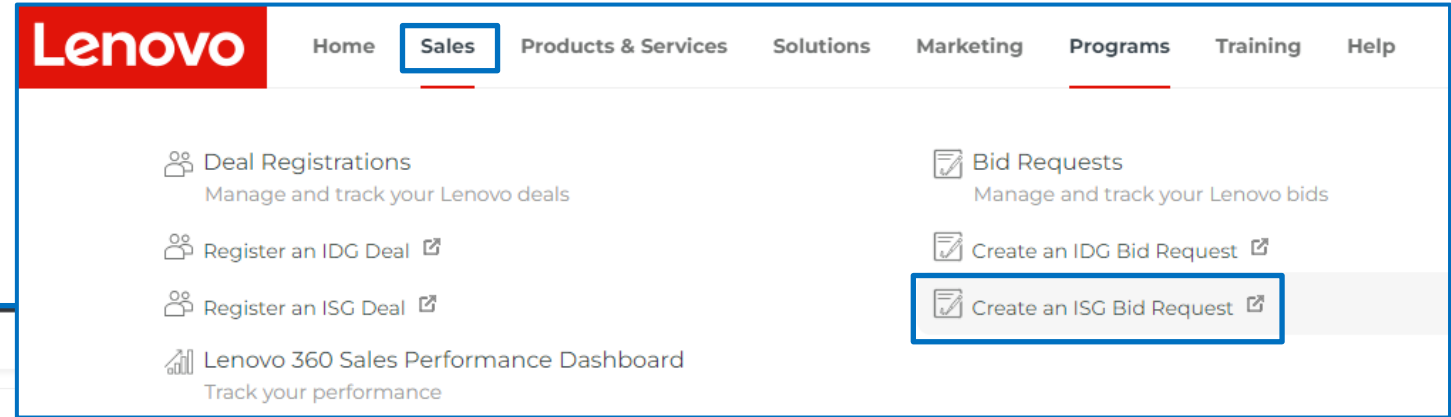
Show Multiple Account With The Same Deal Reg Number:

Action	Deal Registration Number	Deal Registration Name	Customer Reference	Deal Registration Status	Created By	End Customer	New End Customer Status	Country	Bid Request ID	Requested Date	Approved Date	Expiry Date
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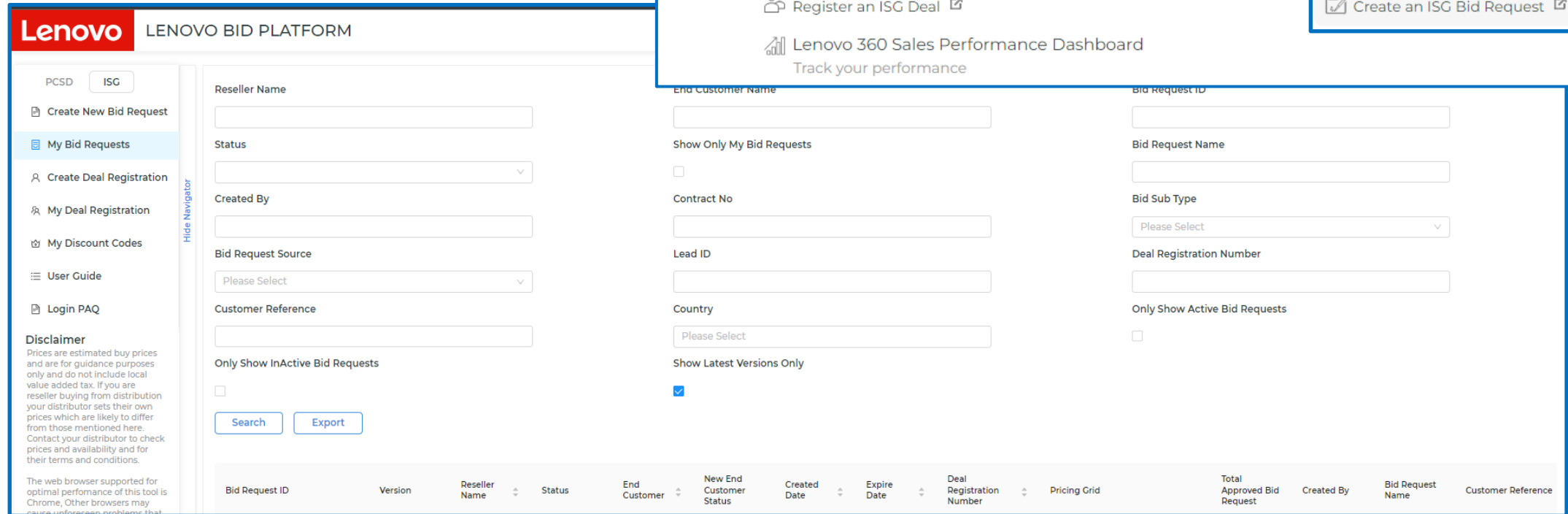
Lenovo Bid Platform (LBP-E)

Quote / Bid Request

www.lenovopartnerhub.com



The screenshot shows the top navigation bar of the Lenovo Partner Hub. The 'Sales' tab is highlighted. Below the navigation bar, there are several menu items: 'Deal Registrations' (Manage and track your Lenovo deals), 'Register an IDG Deal', 'Register an ISG Deal', 'Lenovo 360 Sales Performance Dashboard' (Track your performance), 'Bid Requests' (Manage and track your Lenovo bids), 'Create an IDG Bid Request', and 'Create an ISG Bid Request'. The 'Create an ISG Bid Request' link is highlighted with a blue box.



The screenshot shows the main interface of the Lenovo Bid Platform. On the left, there is a sidebar with a 'Lenovo' logo and 'LENOVO BID PLATFORM' text. The sidebar contains a 'PCSD' and 'ISG' toggle, a 'Create New Bid Request' button, and a 'My Bid Requests' menu item which is highlighted. Below this are links for 'Create Deal Registration', 'My Deal Registration', 'My Discount Codes', 'User Guide', and 'Login PAQ'. A 'Disclaimer' section is also present. The main content area is divided into two columns. The left column contains form fields for 'Reseller Name', 'Status', 'Created By', 'Bid Request Source', 'Customer Reference', and a checkbox for 'Only Show InActive Bid Requests'. The right column contains form fields for 'End Customer Name', 'Contract No', 'Lead ID', 'Country', and a checkbox for 'Show Latest Versions Only'. Below these columns is a table with columns for 'Bid Request ID', 'Version', 'Reseller Name', 'Status', 'End Customer', 'New End Customer Status', 'Created Date', 'Expire Date', 'Deal Registration Number', 'Pricing Grid', 'Total Approved Bid Request', 'Created By', 'Bid Request Name', and 'Customer Reference'. A blue arrow points from the 'My Bid Requests' menu item in the sidebar to the table.

Lenovo ISG Certification Program

The screenshot shows the top navigation bar of the Lenovo website with the following links: Home, Sales, Products & Services, Solutions, Marketing, Programs, Training, and Help. A blue arrow points to the 'Training' link. Below the navigation bar, there is a section for 'Training & Credentials' with the text 'View and manage your training and credential progress'. To the right, a callout box titled 'HELPFUL TOOLS & RESOURCES' contains the text 'Infrastructure Solution Certification Program' and 'Get certified for Lenovo Infrastructure Solutions and learn more about the trainings and exams.' A blue arrow points to this callout box.

The screenshot shows the main content area of the 'Lenovo Infrastructure Solutions Group Certification Program' page. The page features a large image of three people looking at a screen. The text on the page includes: 'Lenovo Infrastructure Solutions Group Certification Program', 'Lenovo Infrastructure Solutions Group offers certifications to validate a candidate's knowledge and expertise with Lenovo data center systems and technologies.', and 'Published date: 10 Apr 2023'. A sidebar on the left contains navigation options: Performance, Campaigns from Lenovo, User Guides, and Feedback & Suggestions. A blue box on the right side of the page contains a list of certification programs.

- [Lenovo Certified Cloud Technical Sales Professional \(LENP-332\)](#)
- [Lenovo Certified Data and Analytics Technical Sales Professional \(LENP-331\)](#)
- [Lenovo Certified Client Virtualization Technical Sales Professional \(LENP-330\)](#)
- [Lenovo Certified Data Center Sales Professional \(LENU-119C\)](#)
- [Lenovo Certified Data Center Technical Sales Professional \(LENU-319C\)](#)
- [Lenovo Certified Cloud Sales Professional \(LENU-118C\)](#)
- [Lenovo Certified Storage Sales Professional \(LENU-120C\)](#)

Lenovo Expert Technical Support (LETS)

www.lenovopartnerhub.com

- **Solution Expertise**

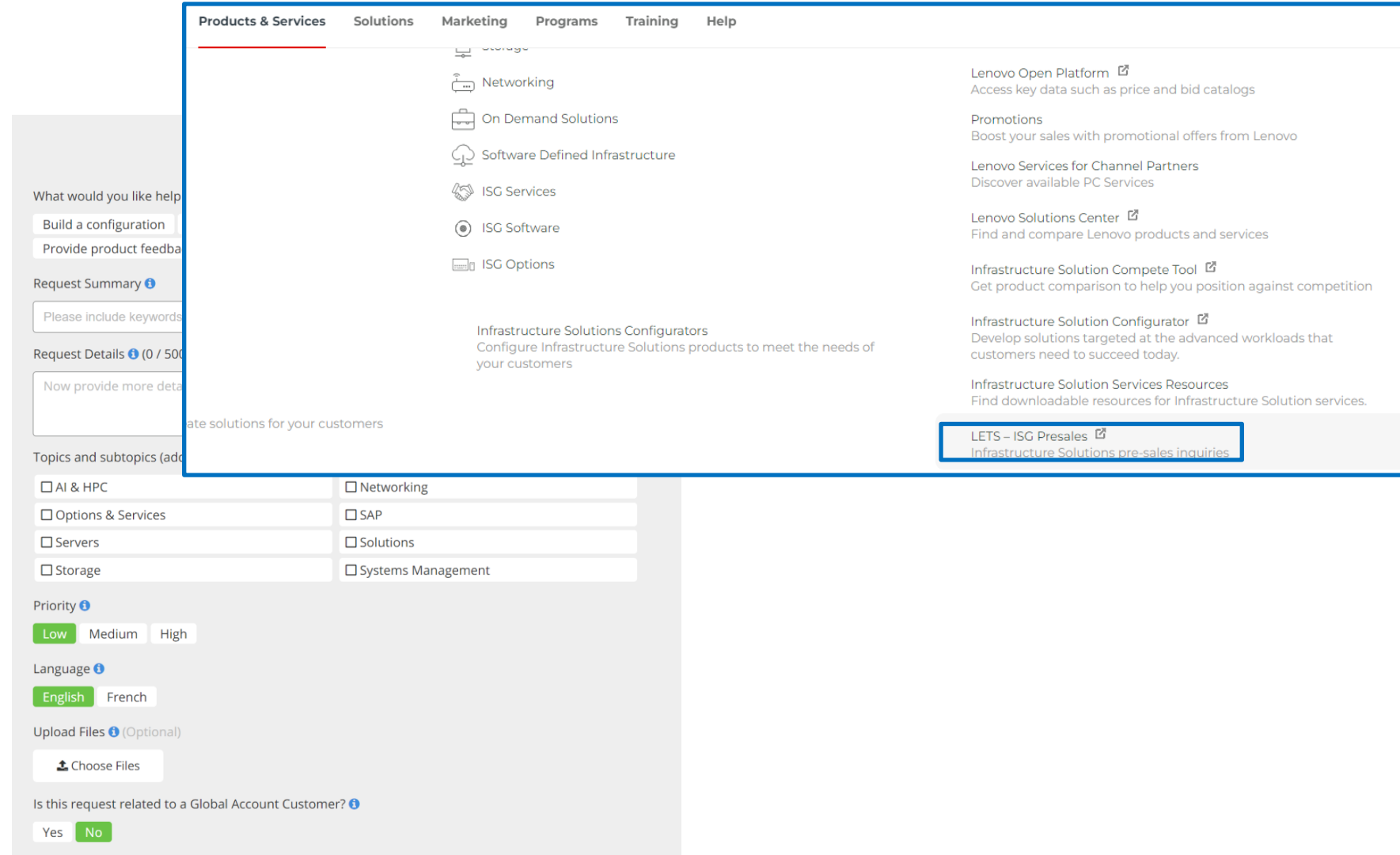
- LETS specialists will help you size, understand & sell Software Defined solutions like Nutanix, ThinkAgile MX, ThinkAgile VX, VMware vSAN & ThinkAgile SXM, as well as Servers, and Storage.

- **Technical Validation**

- Ask LETS your complex technical questions, engage with us to help design & configure Infrastructure Solutions Group server & storage solutions as well as offer advice on config tools.

- **Attach Consultation**

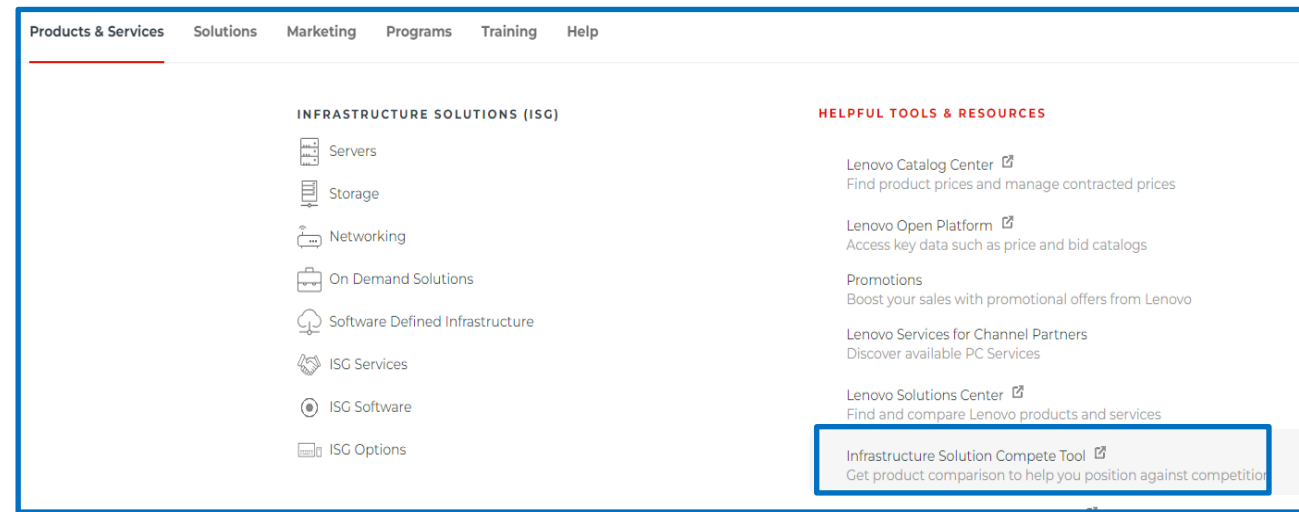
- LETS will advise on attaching Services, Software, xClarity & networking to your sales opportunities and ensure you have the right options to compete.



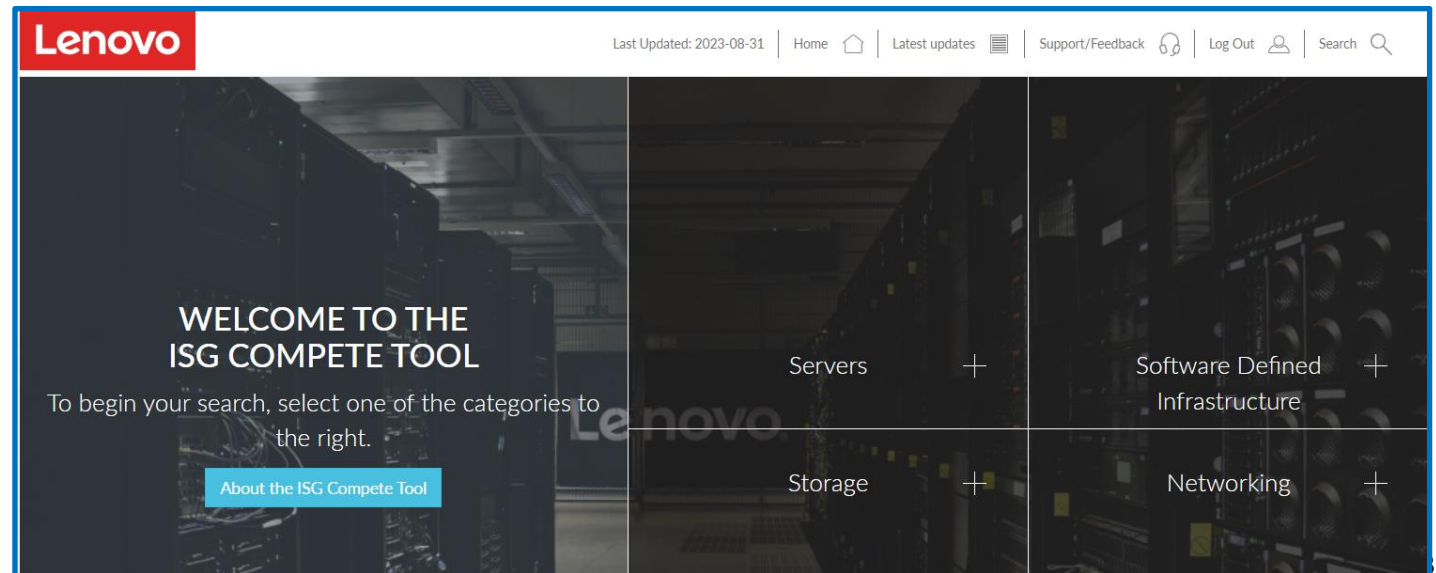
ISG Compete Tool

www.lenovopartnerhub.com

- Access via Lenovo Partner Hub
 - Sign into Lenovo Partner Hub and access via: **“Products & Services → Data Center Compete Tool”**
- Tool Features: (Servers, Hyperconverged, Storage, Networking)
 - Critical Top Specifications and Positioning
 - Strengths and Weaknesses
 - Competitor Strategy
 - Selling Against (Cisco, Dell/EMC, HPE, NetApp)



If you have questions or concerns, please contact DCGcompete@Lenovo.com



Order Visibility Portal (OVP)

<https://ovp.lenovo.com/>

Sales Products & Services Solutions Marketing Programs Training Help

ur Lenovo deals

- Bid Requests
Manage and track your Lenovo bids
- Create an IDC Bid Request
- Create an ISG Bid Request

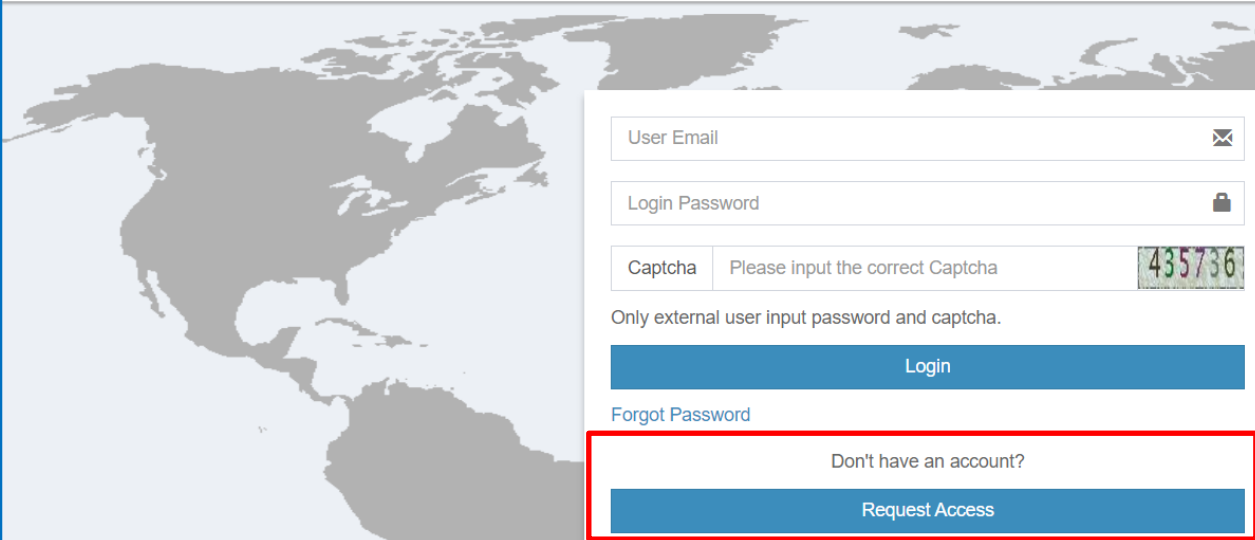
Performance Dashboard

ice

HELPFUL TOOLS & RESOURCES

- End User Reporting
Upload end user sales and inventory data reports
- Reseller Search
Find resellers in your country
- Lenovo Product Ordering System (LPOS)
Place your order with Lenovo
- Order Visibility Portal (OVP)**
Track your orders

Order Visibility Portal



User Email

Login Password

Captcha Please input the correct Captcha

Only external user input password and captcha.

[Forgot Password](#)

Lenovo Order Visibility Portal

Home Search Custom Report Document Download

Home > Search > Show Report Result

Your Search Results (as of 09/07/2023) Date Format:

13 records found match your search criteria.

Double-click on any of the lines below to view more details

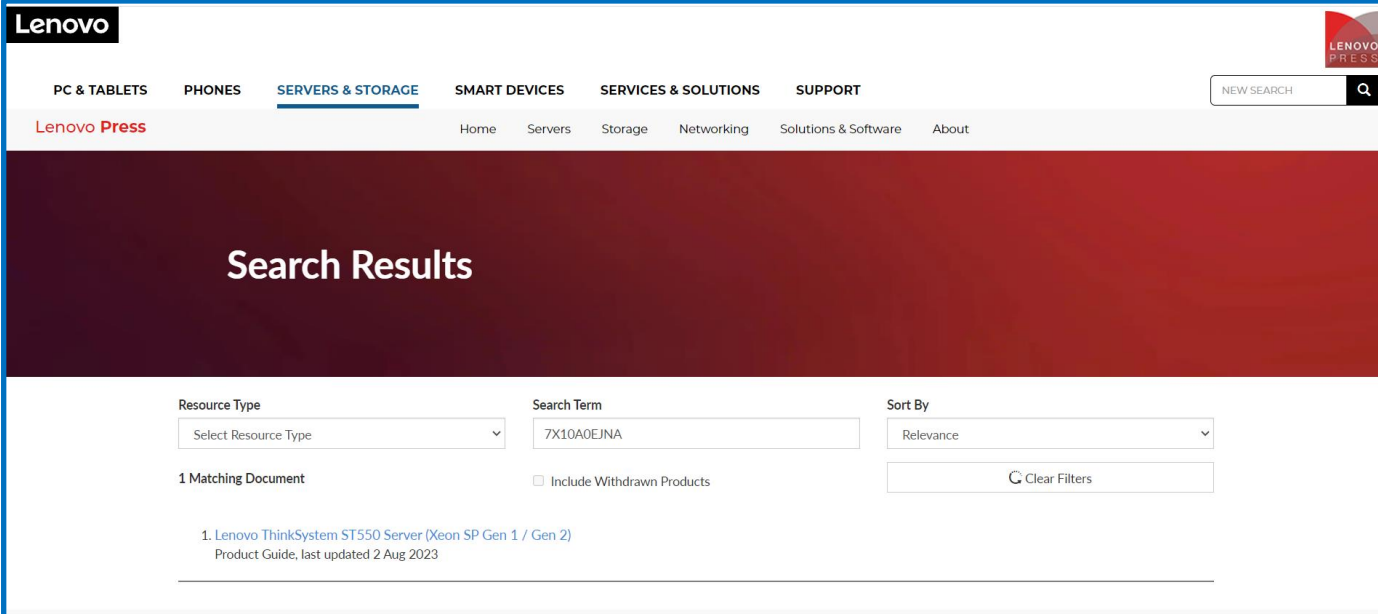
Order Receipt Date	Customer Purchase Order Number	Sales Order Number	Sales Order Line Number	Product ID	Product Description	Order Quantity	Shipped Quantity	Order Item Status
09/06/2023	2078023A	4403443886	000010	00MM860	Intel X550-T2 2x Port 10GBase-T Adapter	2	0	Released to Manufacturing

Lenovo Press

#1 Source for ISG Product / Technical Information

lenovopress.lenovo.com (Public)

- Product Guides
 - Every Server, Storage and Infrastructure offering
 - As well as most Options
- Planning & Implementation Guides
 - Memory, CPU, NVMe, XClarity, etc...
- Reference Architectures
 - Learn from Lenovo Solutions Team “recipes”
- Reference Guides
 - Operating System Interop Guide (OSIG)
 - Use Cases
- Technical videos
 - Lengths range from 3 to 20 minutes
- Benchmark results
 - Get the details on Lenovo’s industry leading position



The screenshot shows the Lenovo Press website interface. At the top, there is a navigation bar with the Lenovo logo and menu items: PC & TABLETS, PHONES, SERVERS & STORAGE (highlighted), SMART DEVICES, SERVICES & SOLUTIONS, and SUPPORT. A search bar is located in the top right corner. Below the navigation bar, the page title "Lenovo Press" is displayed, followed by a breadcrumb trail: Home > Servers > Storage > Networking > Solutions & Software > About. The main content area features a large red header with the text "Search Results". Below this, there are search filters: "Resource Type" (a dropdown menu with "Select Resource Type"), "Search Term" (a text input field containing "7X10A0EJNA"), and "Sort By" (a dropdown menu with "Relevance"). There is also a checkbox for "Include Withdrawn Products" and a "Clear Filters" button. The search results section shows "1 Matching Document" and lists the first result: "1. Lenovo ThinkSystem ST550 Server (Xeon SP Gen 1 / Gen 2) Product Guide, last updated 2 Aug 2023".

Lenovo Press 3D Tours


<https://lenovopress.lenovo.com/3dtours/>

PC & TABLETS PHONES **SERVERS & STORAGE** SMART DEVICES SERVICES & SOLUTIONS SUPPORT

Lenovo Press Home Servers Storage Networking Solutions & Software About


Interactive 3D Tours

ThinkSystem




Servers

ThinkSystem




Storage

ThinkSystem



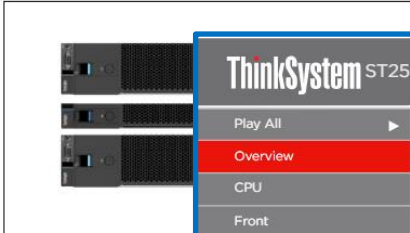
Integrated Switches

ThinkSystem



Infrastructure

ThinkAgile



Hyperconverged

ThinkSystem ST250 V2

- Play All
- Overview**
- CPU
- Front
- Models
- Rear
- Interior
- Management
- Integrated Security
- Services

The Lenovo ThinkSystem ST250 V2 is a robust, single socket, easily managed, rackable, tower server for the expanding business. Providing enterprise-level server power with the next generation Intel® Xeon® E-2300 Processor. It offers a wide range of storage options and seamless integration with Lenovo's XClarity management system. Supports several workloads for enterprise business application and is ideal for managing IT infrastructure, near-side data backup, and Edge Computing.



Lenovo Press Newsletter


lenovopress.com/newsletter – Weekly alerts to stay informed of important updates

Lenovo Lenovo Press

Happy Monday! Here are the documents that have been added or updated on the [Lenovo Press web site](#) in the past week. We've grouped them by document type.

Have comments? If you have any feedback, we'd love to hear it! Email us at comments@lenovopress.com. Did you receive this newsletter from a colleague? Subscribe on our [Newsletter signup page](#).

Want more? Follow the Lenovo data center team on social media channels: [Facebook](#), [Twitter](#), [YouTube](#), [LinkedIn](#), and the [Lenovo Xperience](#) Data Center Newsroom.



Activity for the week of September 20 - September 27

In this week's newsletter:

- [New Planning / Implementation Documents](#)
- [New Product Guides](#)
- [Updates to Reference Information](#)
- [Updates to Product Guides](#)

New Planning / Implementation Documents

Analyzing the Performance of Intel Optane Persistent Memory 200 Series in Memory Mode with Lenovo ThinkSystem Servers
New
[View Online](#)
[Download PDF](#)

Microsoft Azure SQL Edge with Lenovo ThinkSystem SE350 Solution Guide
New
[View Online](#)
[Download PDF](#)

New Product Guides

New Product Guides

Lenovo ThinkServer SR590 V2 Server (7D53CTO2WW)
New
[View Online](#)
[Download PDF](#)

Updates to Reference Information

ThinkSystem and ThinkAgile GPU Summary
Updated: 24 Sep 2021
[View Online](#)
[Download PDF](#)

Lenovo Server Operating System Interoperability Guide
Updated: 24 Sep 2021
[View Online](#)

Updates to Product Guides

Lenovo ThinkSystem DE4000H Hybrid Storage Array
Updated: 23 Sep 2021
[View Online](#)
[Download PDF](#)

Lenovo ThinkSystem DM5000H Unified Hybrid Storage Array
Updated: 23 Sep 2021
[View Online](#)
[Download PDF](#)

Lenovo Scalable Infrastructure (LeSI) Solutions
Updated: 22 Sep 2021
[View Online](#)
[Download PDF](#)

Lenovo ThinkSystem SR650 V2 Server
Updated: 22 Sep 2021
[View Online](#)
[Download PDF](#)

ThinkSystem 5200 Mainstream SATA 6Gb SSDs
Updated: 20 Sep 2021
[View Online](#)
[Download PDF](#)

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Data Center Solution Configurator (DCSC)

dcsc.lenovo.com (Public) – Lenovo’s Strategic Configuration Tool

The screenshot shows the Data Center Solution Configurator (DCSC) website. At the top left is the Lenovo logo. The main header reads "Data Center Solution Configurator". On the right side of the header, there are links for "General Purpose", "Stephanie N Casmer", "Find a rep", "Settings", "Resources", "Tools", and a language/currency selector for "English / USD". Below the header is a navigation menu with categories: Servers, Storage, Networking, ON DEMAND Solutions, Software Defined Infrastructure, Deployment Ready Solutions, Software, and Services. A search bar labeled "Part Search" is on the right. A purple banner below the navigation menu contains the text: "To view cost instead of list price in your config session, please go to IAD mode or review [this course](#) and request access via lescops@lenovo.com". The main content area features a large image of server racks with "Lenovo" logos. Below the image is the heading "Start a Configuration" and the subtext "Choose how you'd like to get started building a Configuration.". There are five colored buttons with dropdown arrows: "Start with a Preconfigured Model" (red), "Start with a Configure to Order Includes Express Mode" (blue), "Pick-up where you left off Import a Configuration" (orange), "Pick-up where you left off Retrieve from Config ID" (light orange), and "Download or launch a Deployment Ready Solution" (green). Below these buttons is the heading "Not sure how to start?" and the subtext "Choose how you'd like to get started building a Configuration.". There is one purple button labeled "Start from Catalog of Products". A vertical "Feedback" button is on the right side of the main content area.

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technology
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thanks.