Smarter technology for all

Lenovo ISG Resources and Tools for Partners

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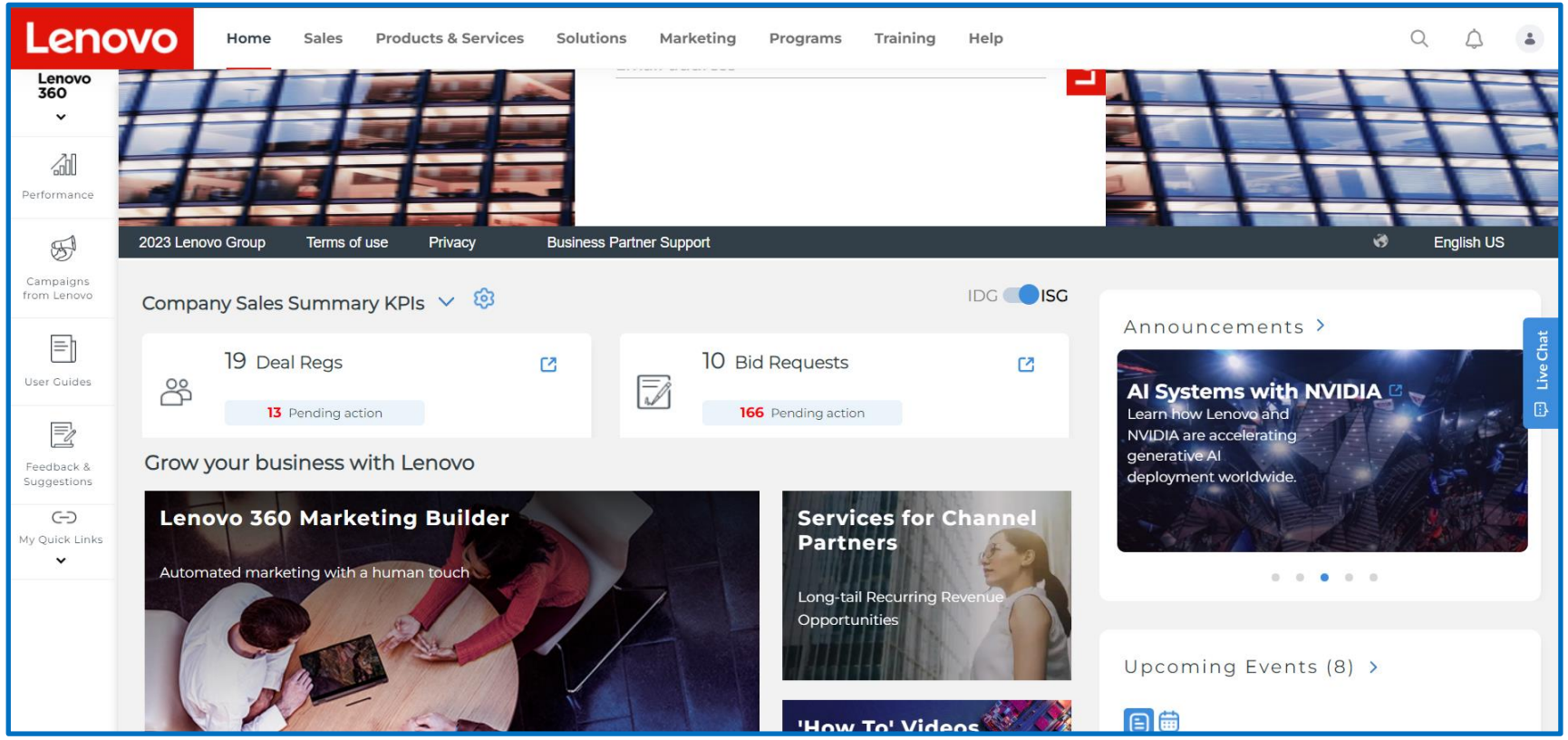
Lenovo Partner Hub (LPH)

https://www.lenovopartnerhub.com/

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



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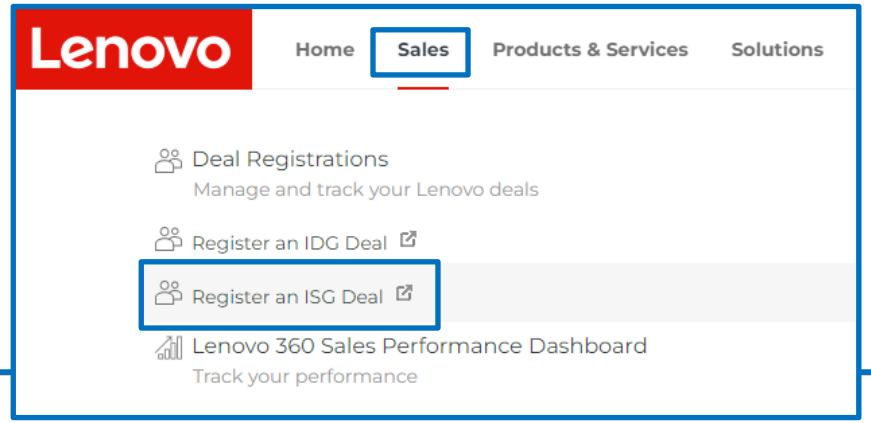
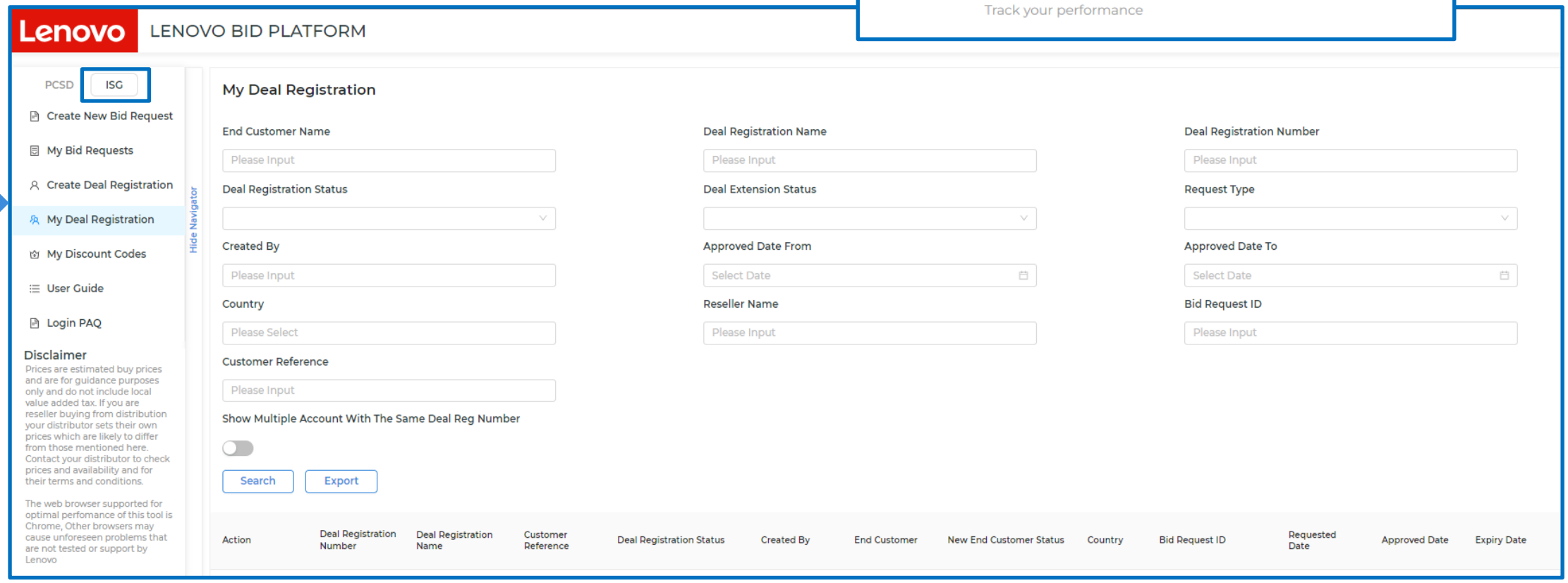
Lenovo Bid Platform (LBP-E)

Deal Registration

www.lenovopartnerhub.com





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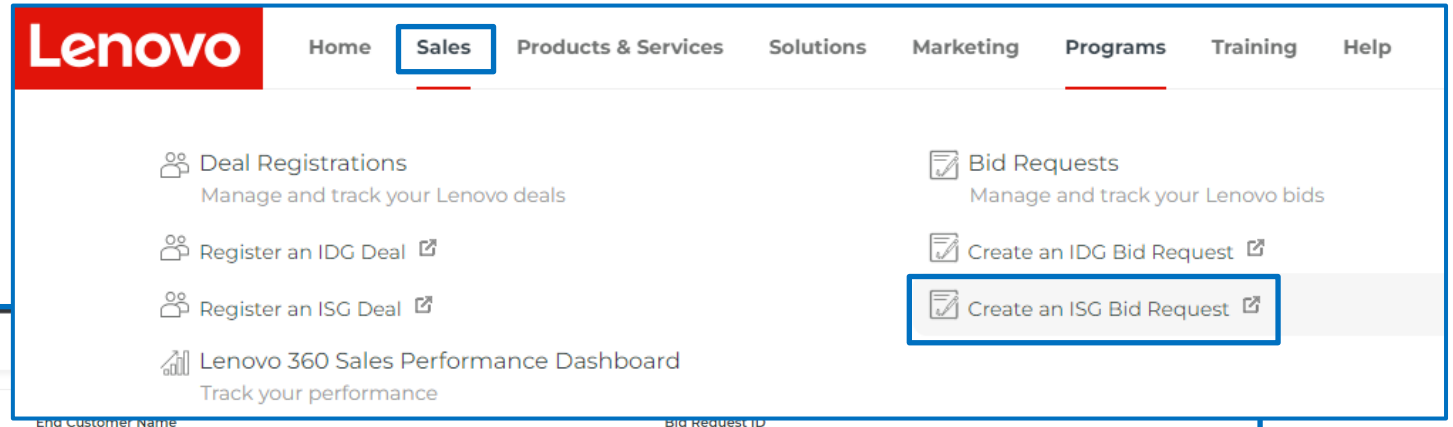
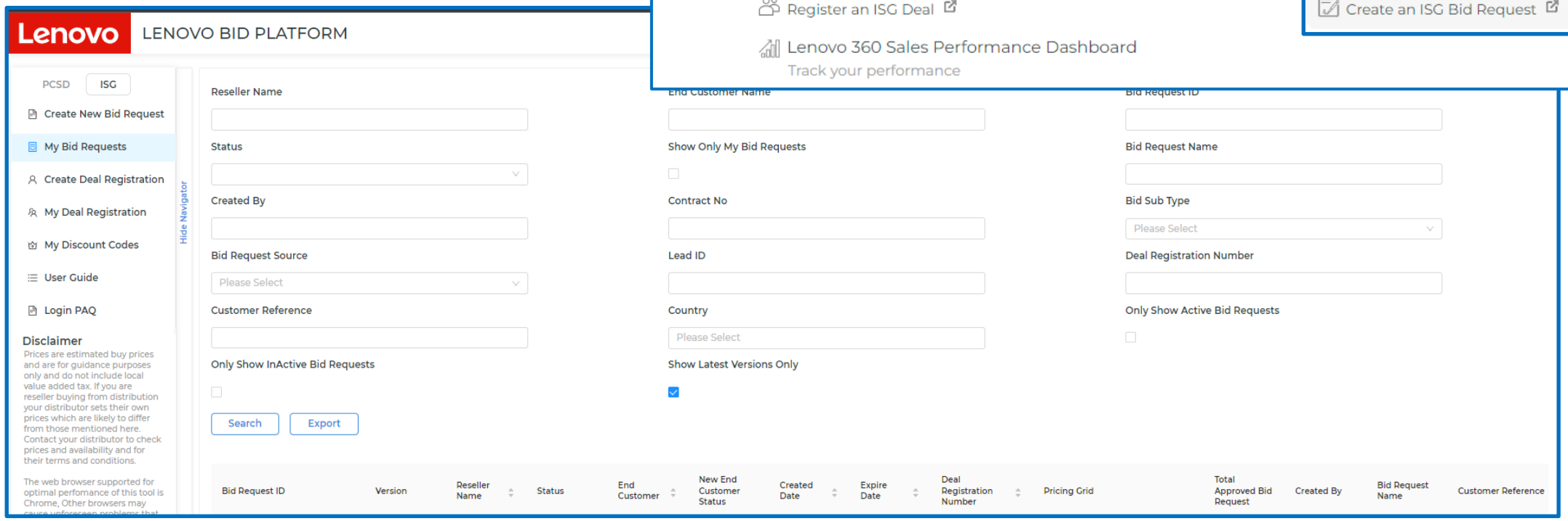
Lenovo Bid Platform (LBP-E)

Quote / Bid Request

www.lenovopartnerhub.com





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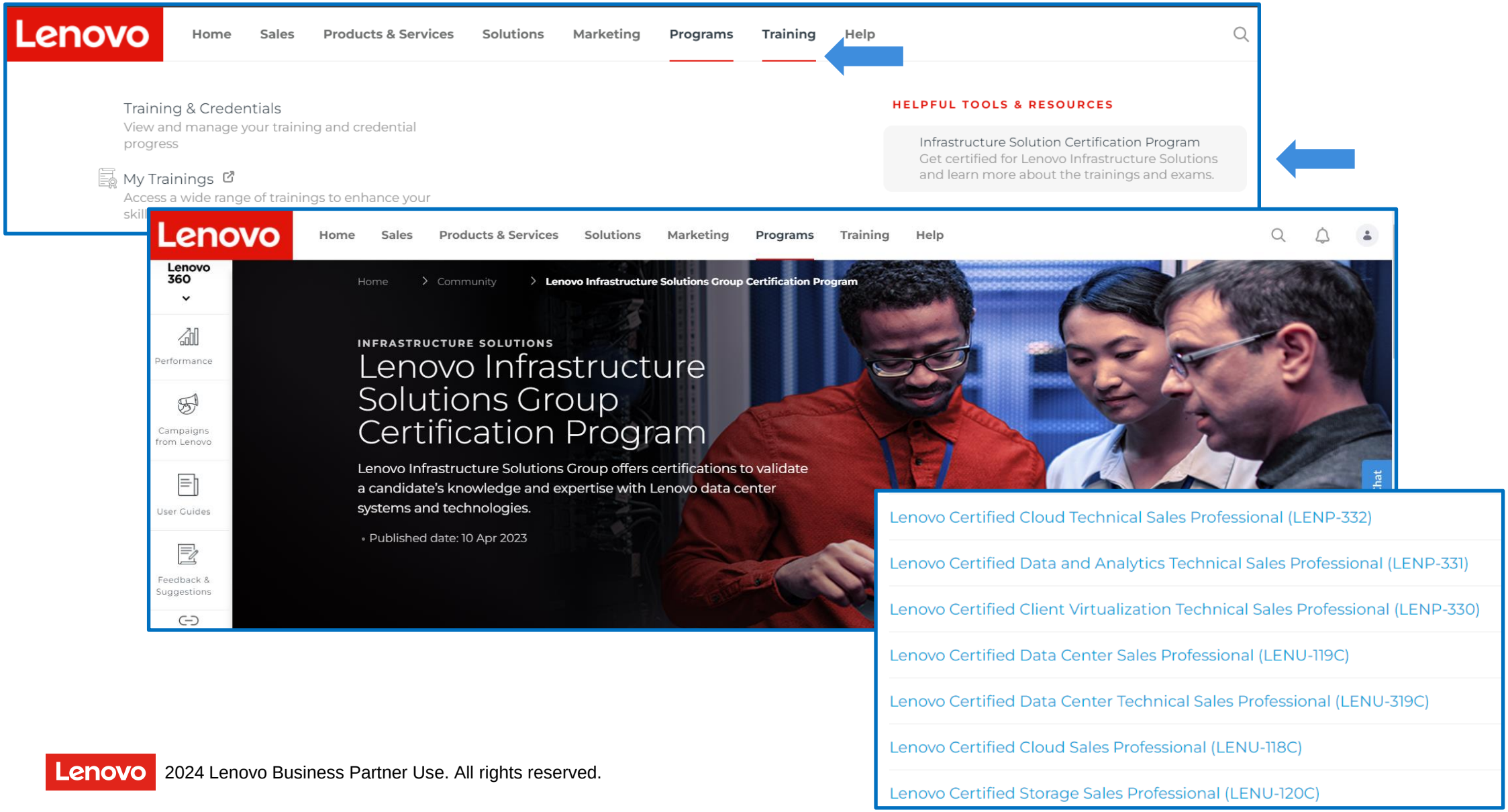
Lenovo ISG Certification Program



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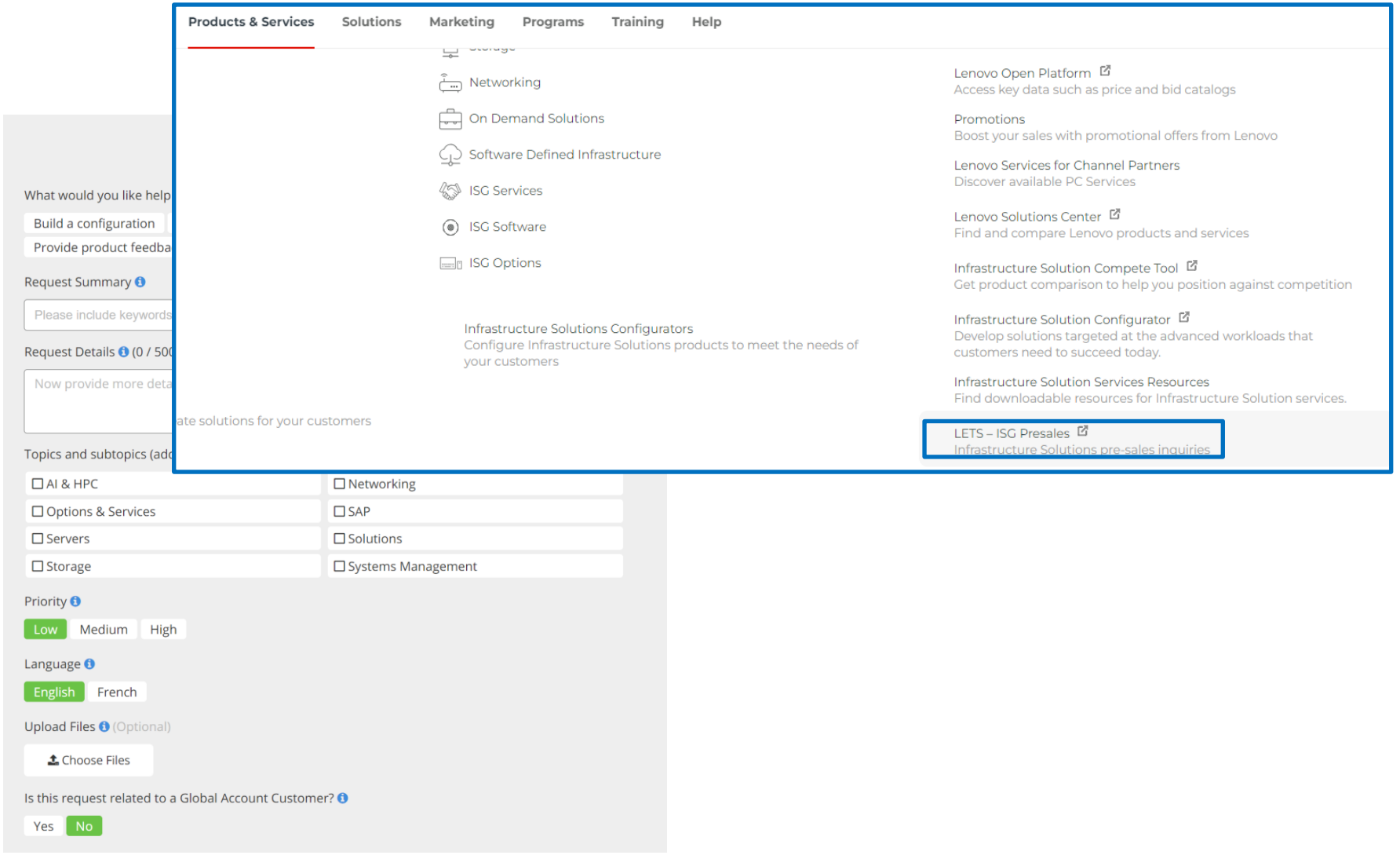
Lenovo Expert Technical Support (LETS)

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.



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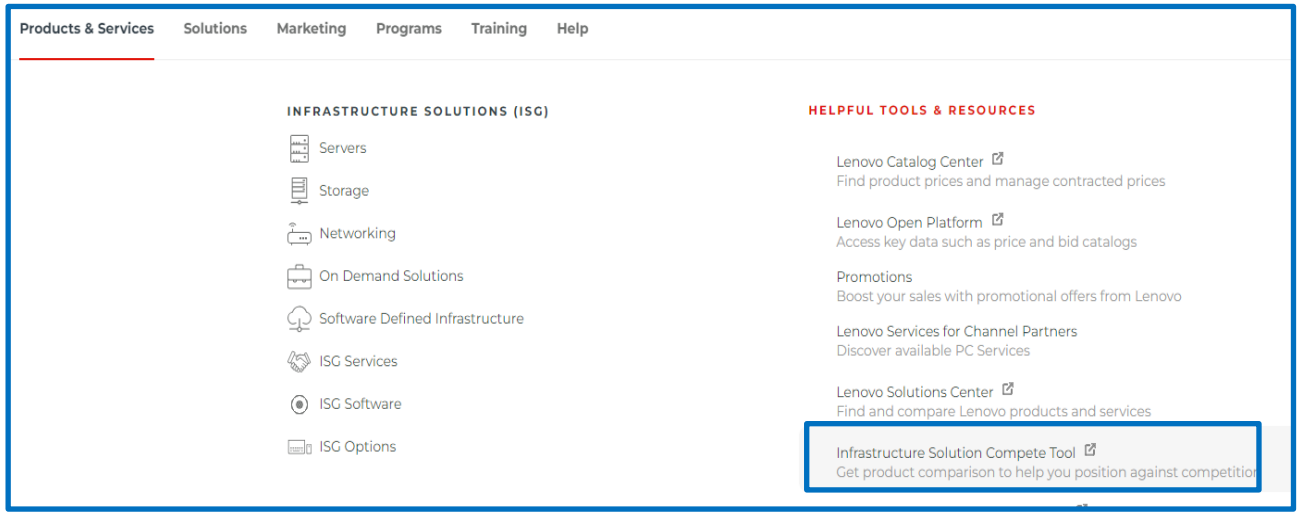
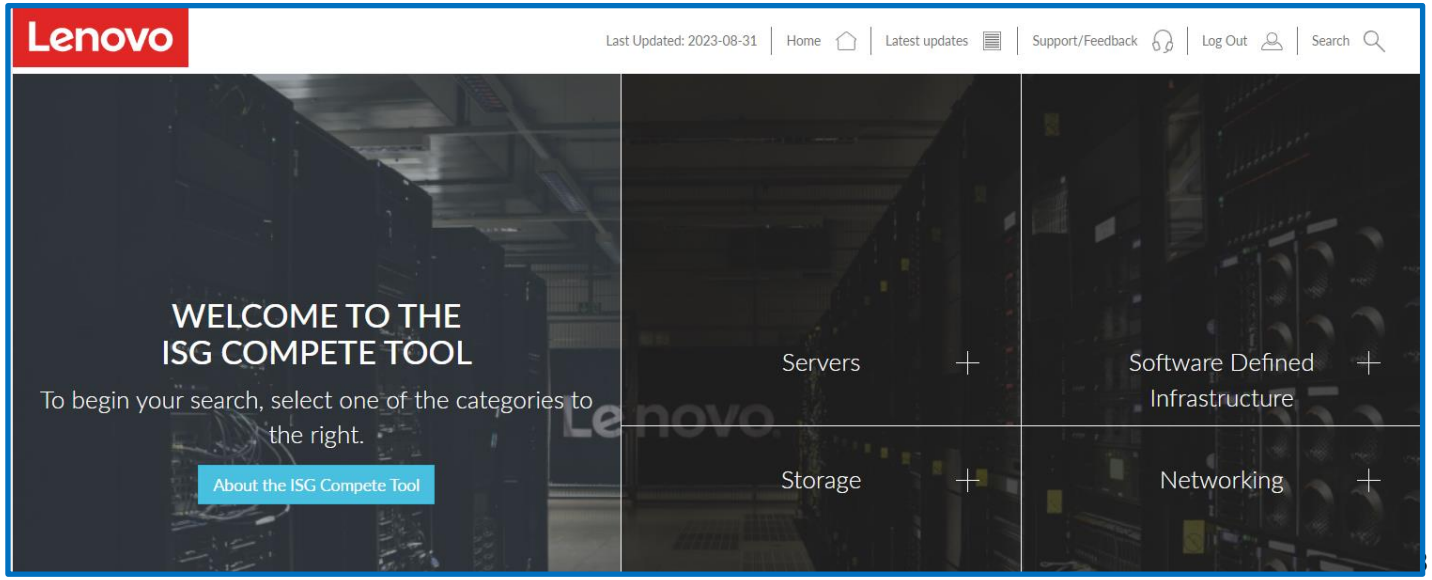
ISG Compete Tool

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



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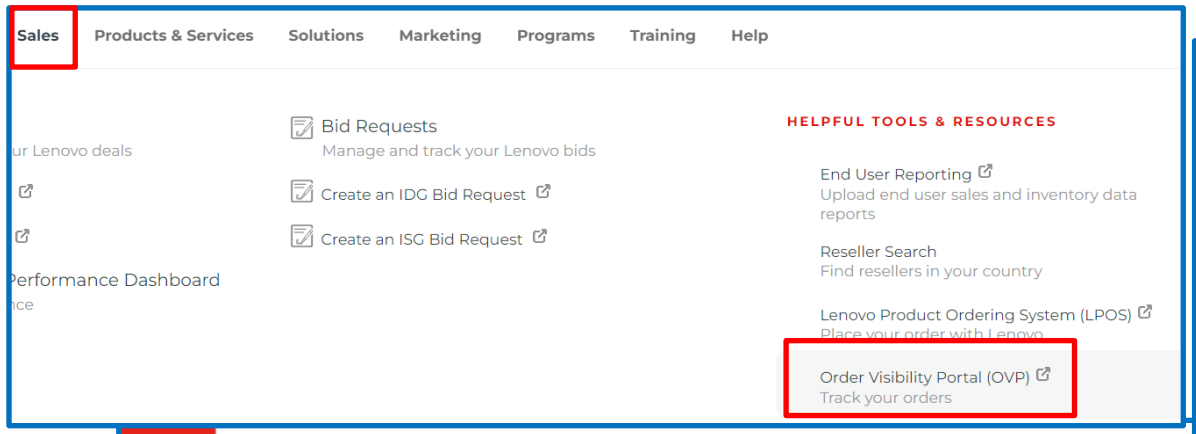
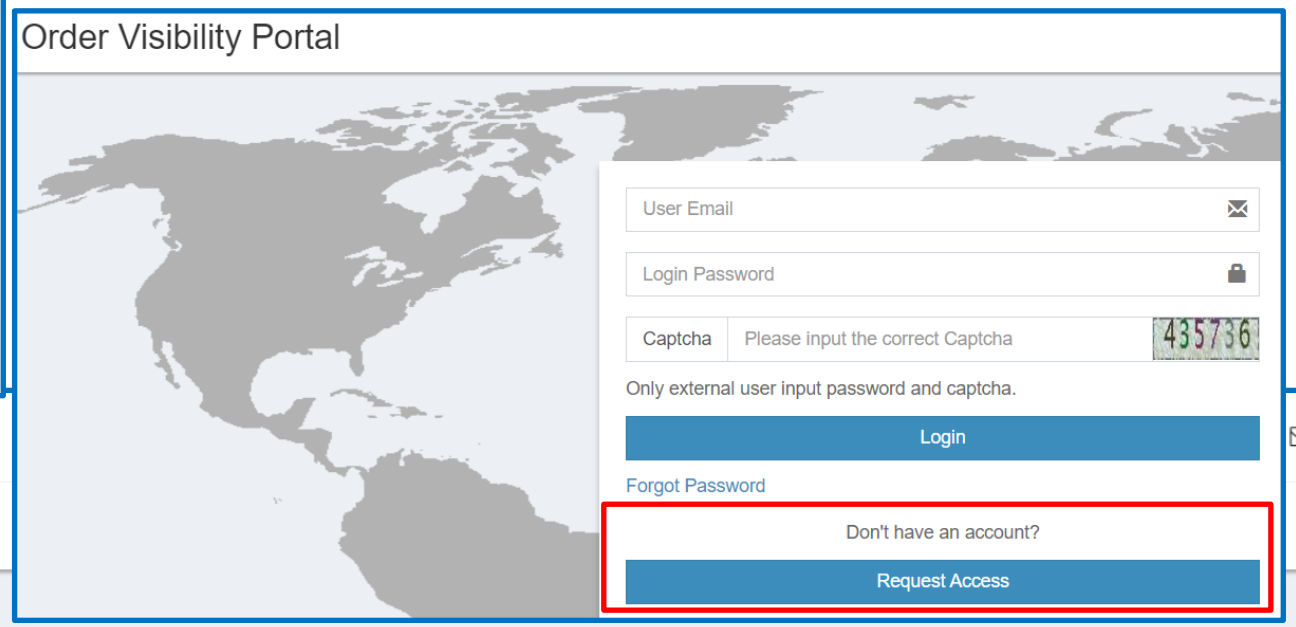
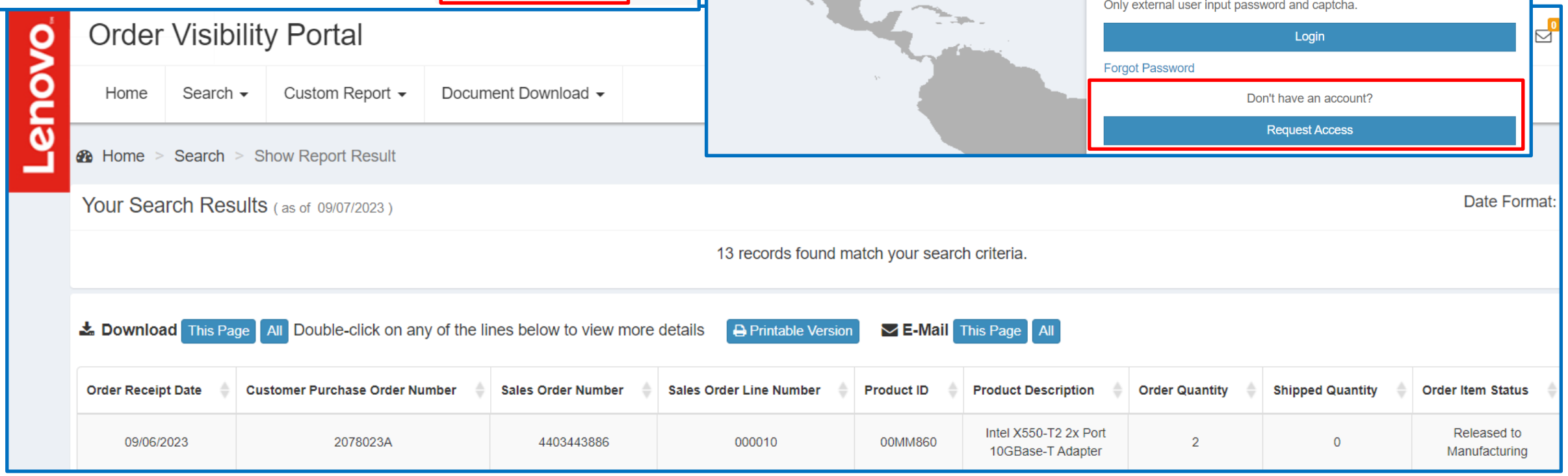
Order Visibility Portal (OVP)

https://ovp.lenovo.com/





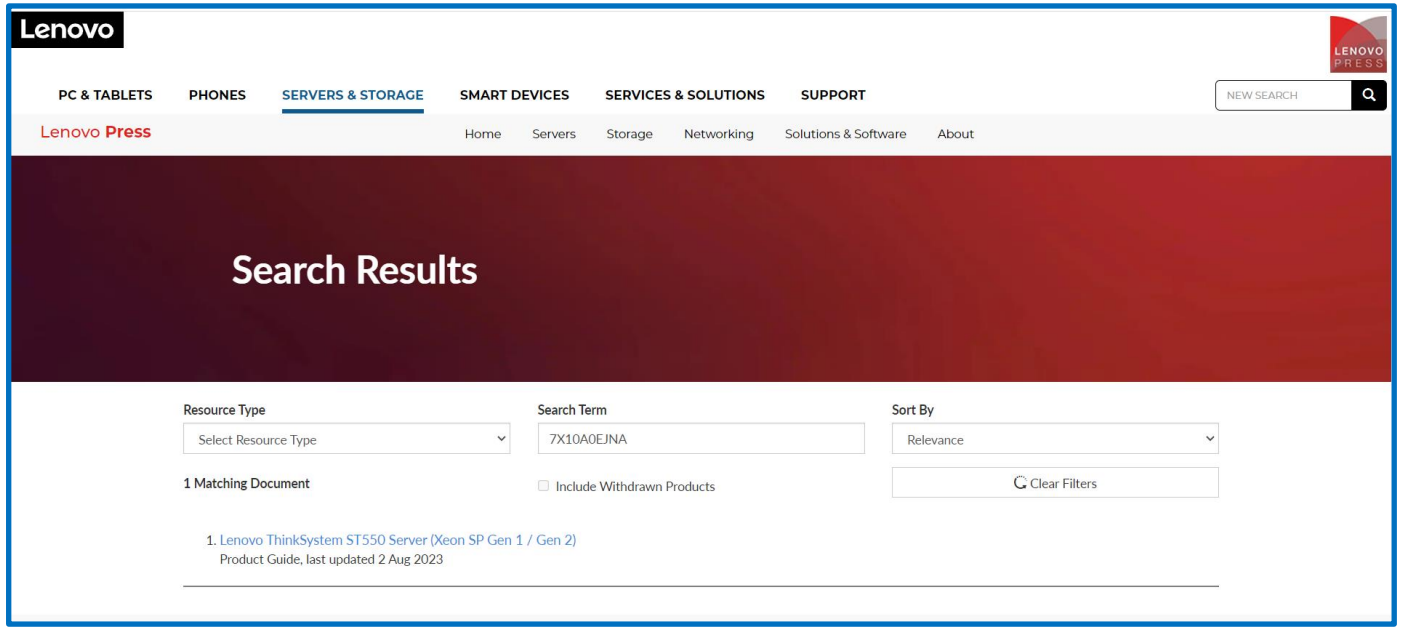


Lenovo Press

#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



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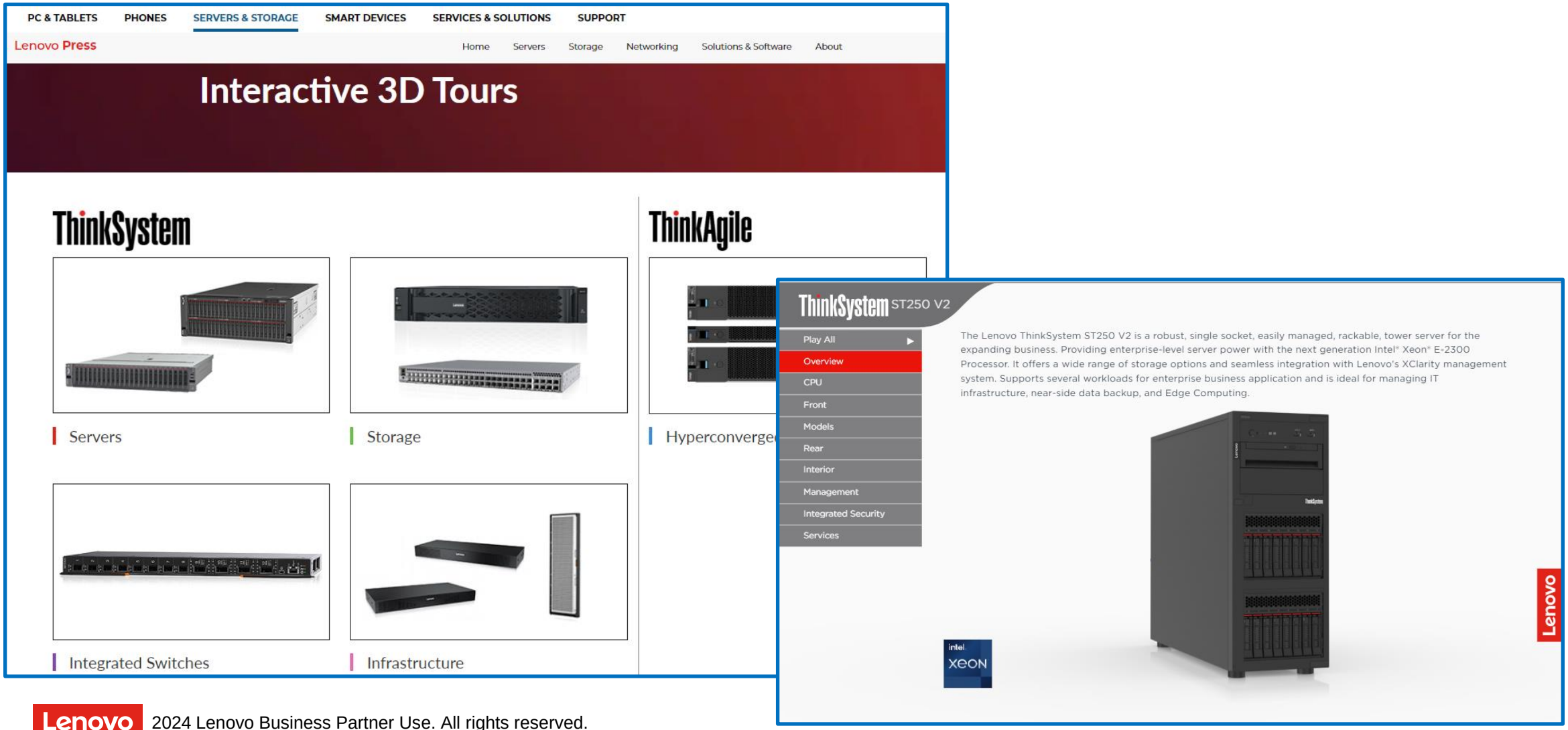
Lenovo Press 3D Tours

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



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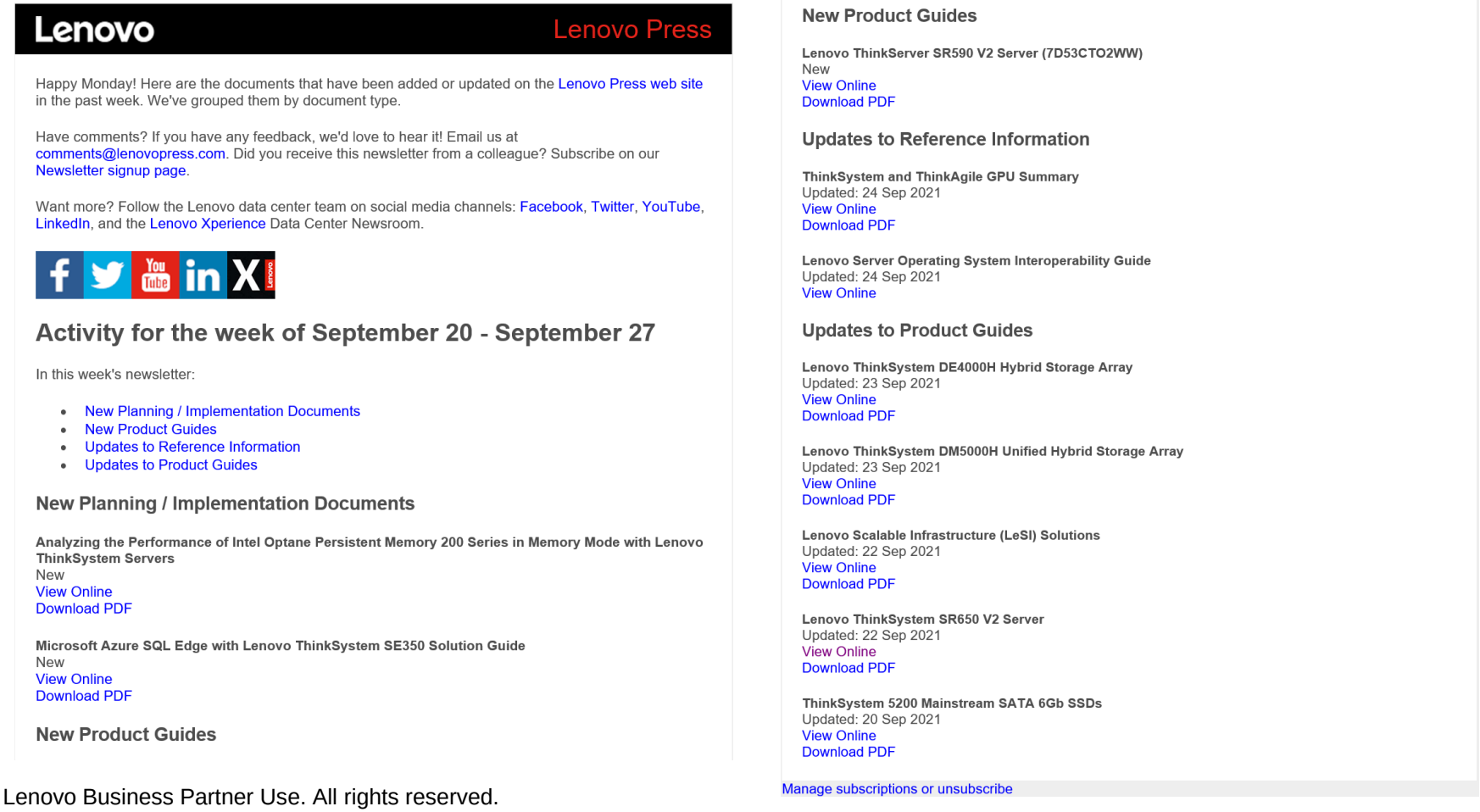
Lenovo Press Newsletter

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
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Microsoft Azure SQL Edge with Lenovo ThinkSystem SE350 Solution Guide
New
View Online
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New Product Guides

Lenovo ThinkServer SR590 V2 Server (7D53CTO2WW)
New
View Online
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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
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Lenovo ThinkSystem DM5000H Unified Hybrid Storage Array
Updated: 23 Sep 2021
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Lenovo Scalable Infrastructure (LeSI) Solutions
Updated: 22 Sep 2021
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Lenovo ThinkSystem SR650 V2 Server
Updated: 22 Sep 2021
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ThinkSystem 5200 Mainstream SATA 6Gb SSDs
Updated: 20 Sep 2021
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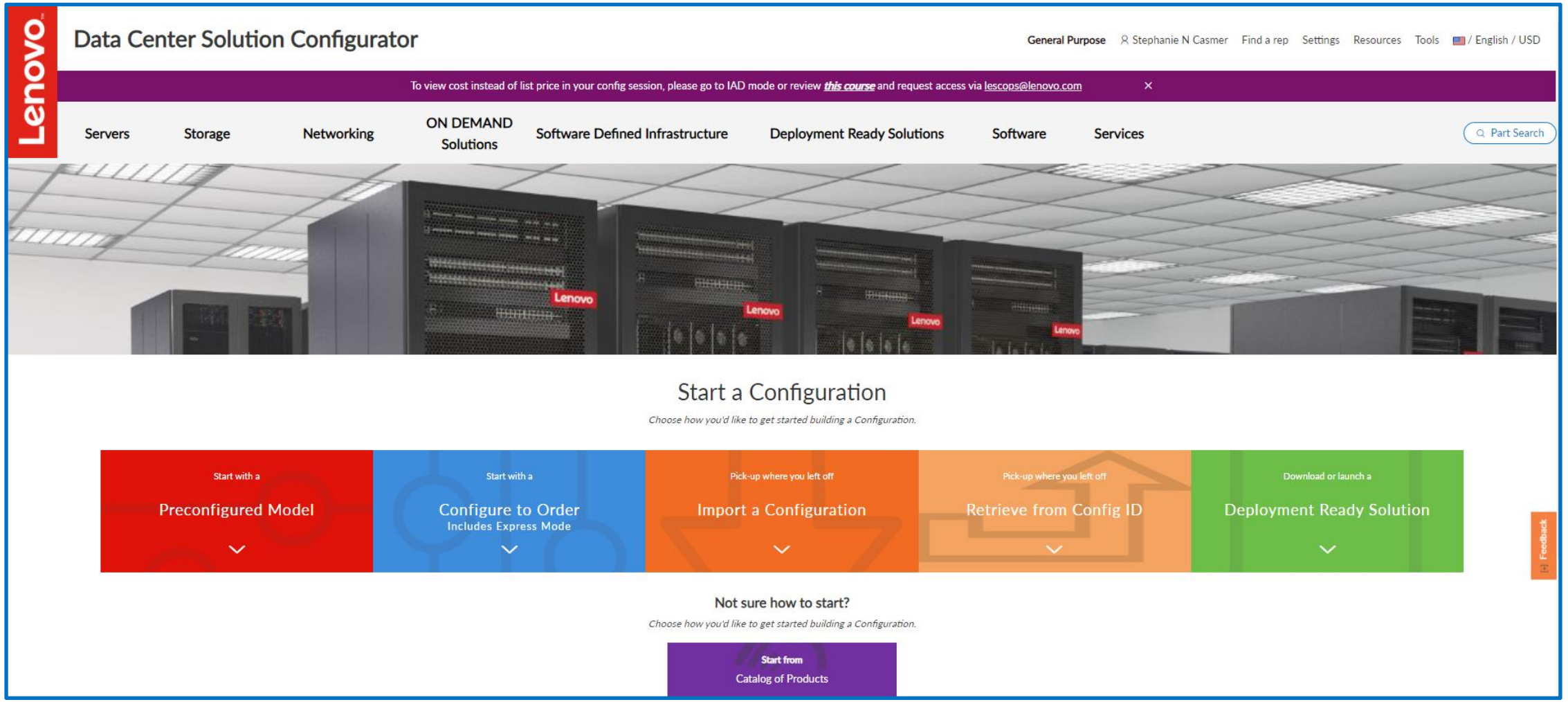
Data Center Solution Configurator (DCSC)

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



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thanks.