

# Why Lenovo ISG

Smarter  
technology  
for all

Lenovo

*ISG Vision: Be the most trusted partner-empowering customers' Intelligent Transformation, and helping solve humanity's greatest challenges*



## Reliability

- Lenovo is #1 provider of supercomputers in the world
- Lenovo is #1 in server reliability for 10 years running (2024)
- Lenovo ThinkSystem servers consistently achieve the lowest downtime according to 1,900 corporations surveyed in 37 vertical market segments worldwide (2024)
- Lenovo ThinkSystem servers dominate the benchmarks for data center performance with a total of **635** current world record benchmark results (as of January 2025)
  - **272** set by servers running 2nd 3rd 4th & 5th Gen AMD EPYC
  - **363** set by servers with Intel® Xeon® Scalable Processors



## Top Ranked Manufacturing & Supply Chain

- Supply Chain is ranked #4 across all Top Tech supply chains (Gartner 2024)
- Supply Chain is ranked #10 worldwide (Gartner 2024)
- Present in 180 markets globally
- 30+ 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 Centric

- 85% of Lenovo products are sold via partners
- Over 30,000 channel partners worldwide act as an extension of our sales and support teams
- Lenovo is committed to the channel. Our dedicated channel team and partner program are here to support sales and marketing activities. The more partners grow their sales, the more benefits they can earn.
- Lenovo Business Partners have access to our range of innovative resources that you can utilize to create new opportunities and grow your business
  - Programs & finance options
  - Discounts & rebates
  - Sales tools and marketing support
  - Rewards & incentives

## 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.
- Lenovo 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

## 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
  - Lenovo Neptune won the 2024 Best Green Energy Product of the year (CRN Sustainability in Tech Awards)
  - 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
- Multiple Lenovo products are the Green500 list of most power-efficient supercomputers in the world- SD650 (Ranked #5), SR670 (Ranked #8), & SD665 (Ranked #9) (November 2024)
- 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

## Services

- 91% of premier support customers indicate they would purchase again
- Compared with Dell ProSupport and HP Premium Support, Lenovo Premier Support is ranked 1st in 20 out of 21 attributes including: resolving an issue in the first contact & delivering proactive support
- Lenovo Premier Support → direct technician-to-technician access, dedicated premier phone number, end-to-end case management, Live chat, 3<sup>rd</sup> party collaborative software support.