



LENOVO ISG PLAYBOOK

Maximize your Lenovo ISG business at D&H!

D&H

Lenovo



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Why Lenovo ISG

LENOVO TOP CHOICE

Competitive prices. Easier ordering. Faster shipping.

The right products, at the right price, exactly when you need them.

Top Choice ensures products are readily available, easy to configure, and ship faster—helping you meet customer demand with speed, efficiency, and cost-effectiveness.



Proven winners, ready to sell

We've done the research for you—a curated selection of top-selling servers, storage, software, & services



Faster, easier ordering

Quickly find, configure, and purchase Top Choice options via the Data Center Solution Configurator



Transparent, competitive pricing

No guesswork—get the best pricing upfront from pre-negotiated costs, rebates, & cost relief



Optimized inventory, ready to ship

Inventory updates 3x a day, ensuring faster delivery and product availability when you need it

Two configuration options available within the ISO Geographies

Top Choice Express

Configure-to-Order with the desired hardware components

Configuration is built and integrated by Lenovo Manufacturing

Top Choice Stock

Start with a standard, pre-built configuration, add option components

Configuration is assembled and fulfilled by Lenovo Partners



QUICK DELIVERY

< 10 business days to ship

The Smarter Way to Sell

Get started

Top Choice configurations are available in DCSC now! Have questions? Contact your Geo ISG Category team.

Smarter
technology
for all

Lenovo

Lenovo Programs

D&H and Lenovo are here to help you optimize your Lenovo practice. Leverage these partner programs to earn rewards and collect helpful resources!



Program Deliverable	Authorized	Silver (\$250K+ Annual)	Gold (\$1M+ Annual)	Platinum (\$10M+ Annual)
Accreditation			Data Center	"Data Center ISG Lifecycle Services"
Products - Base Rebate*		ISG 0.50%	ISG 0.75%	ISG 0.75% - 1.75%
*Exclude software and COP				
Sales-Deal Based	Authorized	Silver	Gold	Platinum
Deal Registration	X	X	X	X
Special Bid Pricing	8.00%	8.00%	8.00%	8.00%
Partner Financing (60 day terms)	X	X	X	X
TruScale Incentive		10.50%	11.00%	11.50%
ISG Premier Support Rebate		5.00%	5.00%	5.00%
Mission Acquisition	10% off 1 st 6 months 5% off 2 nd 6 months	10% off 1 st 6 months 5% off 2 nd 6 months	10% off 1 st 6 months 5% off 2 nd 6 months	10% off 1 st 6 months 5% off 2 nd 6 months
Focus Areas - Elite	Authorized	Silver	Gold	Platinum
Infrastructure Solutions Lifecycle Services		2.50%	2.50%	2.50%
TruScale Infrastructure as a Service		4.00%	4.00%	4.00%
Storage		0.40%	0.40%	0.40%
Data Center		0.40%	0.40%	0.40%
Advanced Data Center		0.40%	0.40%	0.40%
Software Defined Infrastructure Sales		0.60%	0.60%	0.60%
Sales Incentives	Authorized	Silver	Gold	Platinum
Learning Module Incentives (LEAP)	X	X	X	X
Product Sales Incentives	X	X	X	X
Intel Premium Rewards	X	X	X	X
ISG Computing Opportunity	X	X	X	X
Marketing	Authorized	Silver	Gold	Platinum
L360 Marketing Builder	X	X	X	X
Partner Tier Emblems	X	X	X	X
eCommerce	X	X	X	X
Lenovo Merch	X	X	X	X



Lenovo ISG and IDG: A Perfect Combination

Lenovo 360 is a global channel partner framework designed to provide partners with access to Lenovo's products, services, and infrastructure, helping them grow their businesses. It includes tools, training, and incentives focused on the pillars of enable, connect, and grow, and is also used for specific partner types like Managed Service Providers (MSPs) and for initiatives like the as-a-service and sustainability programs.

Key components and features of Lenovo 360

- **Global channel framework:** Provides partners with access to the full portfolio of hardware, software, and services.
- **Partner support:** Offers sales enablement, marketing resources, incentives, and community initiatives to accelerate business growth.
- **Training and certification:** Includes a "learn and earn" program with competencies and courses to help partners gain credentials and certifications.
- **Digital tools:** Features online platforms like the Lenovo 360 Partner Hub and Solutions Hub, as well as marketing and communications centers.
- **Specialized programs:** Includes specific frameworks for different needs, such as:
 - **Lenovo 360 for MSPs:** Tailored tools and resources for Managed Service Providers.
 - **Lenovo 360 for TruScale:** Designed to support partners in "everything as a service" offerings.
 - **Lenovo 360 for AI:** Provides AI-specific curricula and tools to help partners build AI practices.
- **Lenovo 360 Circle:** A community initiative focused on collaborative sustainability challenges.
- **Solutions-based approach:** Helps partners meet customer needs with flexible and agile sales models, especially as they evolve to meet new trends like AI.

VISIT OUR LENOVO
MINI SITE NOW! ►

CONTACT OUR LENOVO ISG TEAM
FOR MORE INFORMATION! ►

VISIT THE LENOVO
PARTNER HUB NOW! ►



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Lenovo ISG Solutions

Retail Edge Talking Points: Lenovo ThinkEdge SE100 Edge Server

The Edge is Now: Unleashing the Power of Data at the Edge



Objectives

- Target customers struggling with distributed data, latency, security, and management
- complexity at the edge.
- Introduce the Lenovo ThinkEdge SE100 as an endtoend Edge AI solution that simplifies deployment, accelerates AI workloads, and optimizes total cost of ownership.
- Position the ThinkEdge SE100's value proposition, emphasizing its compact design, quiet operation, energy efficiency, and powerful AI capabilities.

Key Beliefs

- Edge computing is critical for unlocking realtime insights and competitive advantage by processing data closer to its source.
- Organizations need agile, secure, and easily manageable edge infrastructure to scale AI adoption and drive innovation.
- The right edge solution transforms how you deploy applications and process data, providing centralized control while enabling powerful, realtime AI.

How Lenovo Delivers : The Lenovo ThinkEdge SE100 offers a cuttingedge, costeffective edge AI solution designed to meet the demands of modern distributed environments

Simplified Deployment

Its ultracompact 2.1L/3.1L footprint and flexible mounting options (desktop, wall, ceiling, rack) make it ideal for tight spaces outside traditional data centers.

Silent Efficiency

Operating at less than 35dBA with an Acoustic Mode, it ensures quiet operation, perfect for retail, industrial, and office settings where noise is a concern.

Optimized Power Consumption

At under 140W (including GPU), the SE100 delivers powerful performance with minimal energy use, reducing operational costs and carbon footprint.

Enhanced Security

Features like encrypted disks, system lockdown, tamper protection, and remote disable capabilities ensure data integrity and compliance in unsecured locations.

Remote Management

Easy to deploy and manage remotely with Lenovo XClarity Controller and Lenovo Open Cloud Automation, minimizing the need for onsite IT expertise.

Accelerated AI

Powered by the latest Intel Core Ultra processors (CPU+GPU+NPU), delivering up to 92 AITOPS (and scalable with optional GPUs up to 307 AI TOPS) for demanding AI workloads like computer vision, machine learning, and realtime inferencing.

We're excited to share that D&H offers a **Lenovo360 program** called **SCORE360** designed to reward **Lenovo Authorized and Silver Partners** with **exclusive benefits and cashback opportunities**.

By selling both **Lenovo Devices** and **Lenovo Data Center solutions**, you can maximize your earnings and tap into valuable incentives that support your growth across the full Lenovo portfolio.

Authorized

Lenovo

Silver

Lenovo

Lenovo Authorized and Silver Partners can take advantage of exclusive promotions, giving them access to special offers and incentives that are not available to other partners.

The program also includes exclusive trainings, providing partners with the knowledge and skills they need to stay ahead in the industry. Furthermore, Marketing support is offered to help partners promote their solutions and grow their business.

Lenovo Medallion Match

Are you **gold tier** or higher with another infrastructure vendor? Lenovo will happily offer you the equivalent status for your current partnership until the end of the fiscal year!

1

Work with your CAM to complete your application

This includes reviewing your historical ISG and IDG sales data

2

Share why you're interested in the Lenovo Opportunity

3

Align on commitment to phased program

Once you're approved, you'll be entered into the program at the beginning of the following quarter.

[LEARN MORE! ▶](#)

Mission Acquisition Powered by NCB

This is your chance to get rewarded for your clients who are new to Lenovo ISG! When you sign up a new client, you'll unlock instant discounts that will help you increase your profit margins

ISG Mission Acquisition+ (Powered by NCB)

Up Front Discount → 10% 1st 6 mos
5% 2nd 6 mos **NEW!**

Business Group → ISG

ISG Mission Acquisition+

End customer account meets program eligibility conditions →

1st 6 mos: 10% discount using NCB discount code

2nd 6 mos: 5% discount using pre-discounted pricing grid

NCB discount code from original program (July 1, 2024 - March 31, 2025) has expired →

EU IDs with expired discount codes will be moved to the 5% discount grid upon code expiration

EU account was granted exception access to 10% discounted pricing grid during original program →

All exception EU IDs will be moved from the 10% discount grid to the 5% discount grid on April 1

PROBING QUESTIONS

Ask these questions to understand your customer's current challenges and needs.

For IT Operations/Infrastructure Managers:

- Are you currently challenged by the complexity or cost of managing your distributed IT infrastructure at the edge?
- How critical is realtime data processing and AI inferencing for your business operations, especially outside the data center?
- Are space limitations or environmental factors (like noise or temperature) hindering your ability to deploy computing power closer to your data sources?
- How important is it for you to have robust security measures and remote management capabilities for your edge devices?
- Are you looking for ways to consolidate workloads at the edge to reduce the number of devices and simplify management?
- Is your current edge hardware capable of supporting future AI and machine learning initiatives without extensive upgrades?

NEXT STEPS

What next steps might you suggest to the customer at the end of your call?

- Send the [Lenovo ThinkEdge SE100 Datasheet](#) and for a detailed overview.
- Offer an [interactive 3D tour](#) or a virtual demo of the ThinkEdge SE100.
- Schedule a followup discussion to explore specific AI use cases and deployment scenarios relevant to their business (e.g., Smart Retail, Manufacturing, Smart Hospitality, Infrastructure).
- Discuss how Lenovo TruScale can provide edge computing as a service for predictable monthly payments.
- Create an opportunity in SFDC and link it to this ThinkEdge SE100 campaign.

Competitive Differentiators: Why Lenovo ThinkEdge SE100?

Unmatched Compactness & Versatility

Up to 85% space saving compared to standard 1U rack servers, with diverse mounting options for any environment.

WhisperQuiet Operation

At less than 35dBA, it's significantly quieter than many competitors, making it ideal for occupied spaces.

UltraEfficient Power

Lower power consumption (<140W with GPU) reduces operational costs and supports sustainability goals.

CuttingEdge AI Performance

Powered by Intel Core Ultra processors and supporting highperformance NVIDIA GPUs, offering superior AI processing at the edge.

Comprehensive Security from Edge to Cloud

Features like ThinkShield Key Vault Portal, System Lockdown, encrypted drives, and tamper detection provide unparalleled data and system protection.

Simplified Management at Scale

Leverage Lenovo XClarity Controller and Open Cloud Automation for easy remote deployment, monitoring, and management across a vast fleet of devices, reducing deployment time and resource usage by up to 60%.

Designed for Harsh Environments

Rated for industrial temperatures (5°C to 45°C) and IP50 dust protection, ensuring reliability in nondata center settings.

Resources for Sales Team

- [Lenovo ThinkEdge SE100 Product Page](#)
- [Interactive 3D Tour of ThinkEdge SE100](#)
- [ThinkEdge SE100 Battlecard](#) (for quick reference on key selling points)
- [ThinkEdge SE100 Infographic](#) (visual summary of benefits)
- [Lenovo XClarity Administrator and Open Cloud Automation documentation](#)
- [Lenovo AI Innovators Program and Validated Designs information](#)
- Sales training courses on ThinkEdge SE100 (e.g., "[Think AI Weekly: ThinkEdge SE100 - AI Anywhere, Affordable Everywhere](#)")
- [Lenovo Financial Services & TruScale offerings](#)

How Lenovo Delivers

Server Differentiation: Lenovo ThinkSystem V4 Servers and Intel® Xeon® 6 Processors offer significant advancements:

- **Increased Performance:** Up to 6.1x higher compute performance for complex workloads.
- **Server Consolidation:** Achieve up to 4:1 server consolidation, leading to reduced energy consumption, data center footprint, and TCO.
- **Energy Efficiency:** Innovative Neptune Liquidcooling options can reduce power consumption by up to 40% and improve thermal efficiency by 3.5x.
- **Leading Reliability & Security:** #1 in x86 server reliability for 11 consecutive years and rated “Most Secure” for 6 consecutive years by ITIC. Lenovo’s secure supply chain and Secure Development Lifecycle ensure built-in security from design to decommission.
- **NextGen Memory:** 2X faster DDR5 memory with MRDIMM technology for improved bandwidth to support faster time to insight.
- **Advanced Security Features:** Enhanced Platform Firmware Resiliency (PFR) with NIST SP800193 compliant hardware root of trust, and Lenovo System Guard to protect against supply chain attacks. Emulex Secure Fibre Channel host bus adapters (FC HBAs) integrate quantum-resistant algorithms for encrypted data.

Data Management: Lenovo helps customers manage data effectively across its lifecycle:

- **Optimize Data:** Collect, filter, structure, make available, and secure data for smarter IT decisions.
- **Flexible Storage Solutions:** ThinkSystem DE, DG, and DM series storage offers performance, capacity, and flexibility with options for all-flash and hybrid models, unified file/block/object storage, and integrated ransomware protection.
- **Data Sovereignty and Compliance:** On-premises infrastructure ensures complete control over data, crucial for industries with strict regulations.
- **AI Ready Data:** Modernizing IT infrastructure and organizing data speeds up the transition to AI when customers are ready. TruScale can also provide cloud economics with no egress fees for data.

Edge Products: Lenovo offers robust solutions for the edge:

- **ThinkAgile SDI Solutions:** AI-optimized, pre-engineered, and validated designs for confident deployment, including ThinkAgile HX V3 Series, ThinkAgile MX & SXM V3 Series, and ThinkAgile VX V3 Series. These simplify hybrid cloud and multicloud environments, accelerate AI initiatives, and are powered by industry-leading software like Nutanix, Microsoft Azure, and VMware.

Hybrid Cloud: Lenovo provides solutions for optimizing hybrid IT environments:

- **Cost Optimization:** Optimize application workload placement and price-for-performance at the edge or in the cloud.
- **Seamless Integration:** End-to-end open solutions tailored and easy to integrate into any environment.
- **Simplified Management:** XClarity Systems Management simplifies and automates deployment and management of Lenovo infrastructure, providing centralized resource management and saving administrators time.
- **TruScale Infrastructure as a Service (IaaS):** Offers a pay-as-you-go model for the latest datacenter hardware, providing flexibility and freeing up capital with minimal upfront costs.
- **Workload Repatriation:** TruScale helps repatriate workloads without re-staffing.

PROBING QUESTIONS

Ask these questions to understand your customer’s current challenges and needs.

Tech Refresh

- Is there hardware in your environment that is more than 4 years old?
- How many different hardware platforms or infrastructure software vendors do you have in your environment?
- What are you using to manage your gear and firmware updates today?
- Would using an IaaS like TruScale allow you to repurpose internal resources?

Hybrid Cloud Optimization

- Do you monitor your deployed hardware to ensure the right provisioning?
- Have you found the cost of cloud to be more expensive than anticipated?
- Has your VMware or other software costs gone up significantly?
- Do you have a strategy to store sensitive data on-premises?
- Would an IaaS (TruScale) help you repatriate workloads without re-staffing?

Data Management

- Where are you currently generating the most data?
- What is your strategy for determining what data will be useful in the future?
- How much of your data is structured in a database?
- Are you processing your data where it is being stored?
- Do you have a data security, backup, or disaster recovery strategy?
- Did you know TruScale can give your data cloud economics with no egress fees?

NEXT STEPS

What next steps might you suggest to the customer at the end of your call?

- **Offer a complimentary Hybrid IT analysis** from Lenovo using OneIQ to identify opportunities to reduce costs, modernize IT infrastructure, and align with business value.
- **Review Lenovo ThinkAgile and ThinkSystem solutions** for optimal workload density, price, and performance based on the OneIQ analysis.
- **Share** the “Infrastructure Modernization Customer Presentation” and “OneIQ Presentation” for a detailed overview.
- **Discuss Lenovo TruScale Infrastructure as a Service (IaaS)** options for additional budget savings and flexible consumption models.
- **Explain Lenovo Asset Recovery Services** to help offset costs when upgrading and for responsible disposal of outdated equipment.
- **Schedule a follow-up discussion** to create a modernization plan tailored to their specific needs and future goals, including preparing for AI workloads.
- **Engage Lenovo Technical Sales (LETS)** for technical support and sizing assessments.

Competitive Differentiators: Why Lenovo?

Industry-Leading Reliability & Security

Consistently ranked #1 by ITIC for x86 server reliability (11 years) and security (6 years). We have the highest security level achieved for supply chain: C-TPAT Tier 3.

Cost Optimization & ROI

Modernization can reduce TCO by up to 53% and offers significant energy cost savings with Neptune™ Liquid-cooling.

AI-Ready Infrastructure

Lenovo ThinkSystem V4 servers powered by Intel® Xeon® 6 processors are designed to support and accelerate AI workloads, providing the necessary “Time, Money, and Data” precursors.

Comprehensive Portfolio

End-to-end open solutions from Edge to Core to Cloud, including servers, storage, networking, and hyperconverged infrastructure.

Simplified Management

Lenovo XClarity System Management provides a single pane of glass for monitoring, managing, and automating Lenovo’s infrastructure.

Flexible Consumption Models

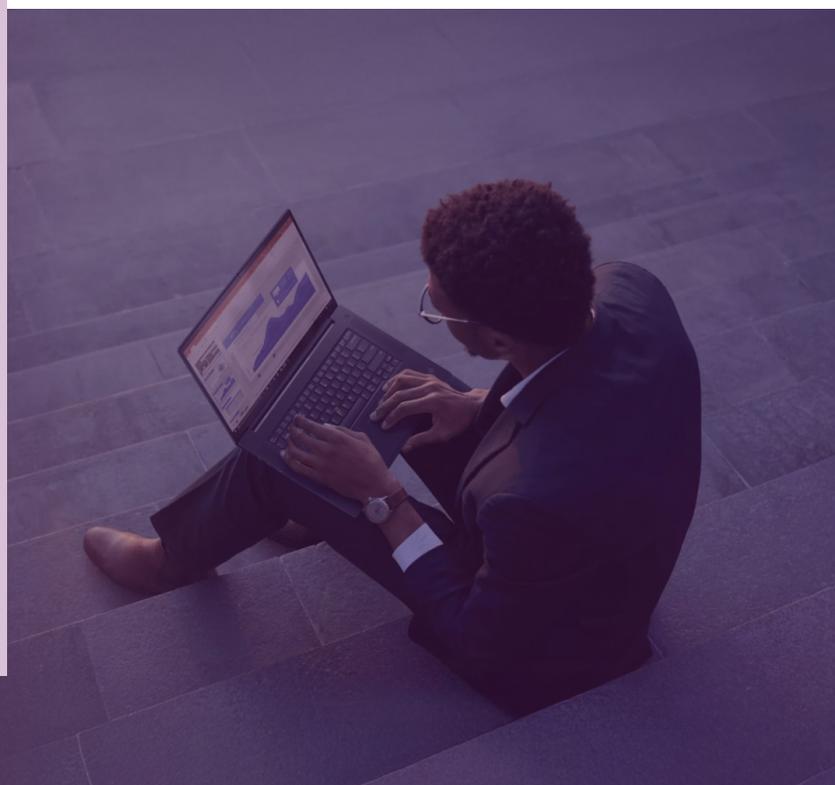
TruScale Infrastructure as a Service provides a pay-as-you-go model, aligning IT costs with business needs.

Sustainability Commitment

Recognized as one of the world’s most sustainable companies, Lenovo helps customers achieve their sustainability goals through energy-efficient products and solutions.

Resources for Sales Team

- **Tech Refresh Sales Kit (HighSpot):** Contains customer presentations, conversation cards, email templates, OneIQ materials, and tech briefs on Infrastructure Modernization, Security, AI-Ready Data, and Sustainability.
- **Sales Tools:** Power BI, OneIQ Assessment Tool, DCSC Configurator, and Intel® TCO Calculator.
- **Training (Grow@Lenovo):** Courses on Data Center fundamentals, ThinkSystem V4 servers, Windows Server 2025, and Intel Xeon 6 Processors.
- **Lenovo Asset Recovery Services:** Contact information for ARS solutioning, delivery, and billing teams.
- **LETS Portal:** Access to the ISG Inside Presales Technical Team for configuration, sizing, and POC support.





Modern IT Infrastructure Does More With Less — Space, Power, and Cost

Modern IT Infrastructure Boosts Performance, Security while Future Proofing your IT investment

Aging infrastructure consumes more power, requires more cooling, and takes up valuable space — all while delivering less performance. Newer systems can provide dramatically higher efficiency, allowing you to consolidate racks, reduce energy costs, and free up datacenter capacity. The challenge is knowing which workloads to refresh, when to do it, and what the impact will be on your operating costs.

Why This Matters



Lower Operating Costs

Reduce maintenance, licensing, and operational costs up to 5%.



Boost Performance & Efficiency

Increase performance up to 6x and reduce energy costs up to 40%.



Security & Resiliency

Security by design helps you stay protected and compliant.

1

The OneIQ Advantage

OneIQ delivers a fast, agentless assessment of your entire environment, highlighting utilization, performance, and efficiency gaps. In days, you'll have the data to build a business case for modernization — showing how consolidation and upgrades reduce cost while improving performance.

2

Get Started Today

Visit www.oneiq.com, create a secure workspace, and launch your assessment right away. No complex setup, no downtime.

3

Partner With Lenovo

After your assessment, Lenovo experts can help translate your findings into an action plan — from sizing and architecting the right solution, to quantifying space, power, and cooling savings. Together, OneIQ insights and Lenovo solutions help you modernize infrastructure while controlling costs.

Run your OneIQ Assessment today to uncover where infrastructure upgrades can cut cost, consolidate resources, and prepare your datacenter for the future.

How Lenovo Delivers

Architected for Performance and Efficiency

- **Achieve up to 3x faster** performance and 99% consolidation with new Lenovo Data Storage Solutions.
- **ThinkSystem DM Series provides** high-performance unified data systems for AI and mission-critical workloads with sub-millisecond latency.
- **ThinkSystem DG Series offers flash performance** at HDD economics, with 6x the density and 2x the maximum capacity compared to previous generations, improving TCO with QLC flash drives.
- **ThinkSystem DE Series optimizes performance** for mixed workloads and offers up to 2M IOPS.
- **New models provide significant performance gains**, including DM7200F up to 139% faster and DM5200F up to 91% faster than previous generations.
- QAT offload for compression and encryption in DM and DG series **ensures maximum performance and data efficiency**.

Integrated Data Security and Resiliency

- **Always-on encryption** and AI-enhanced autonomous ransomware protection are included with DM and DG Series.
- **Offers over 99% ransomware detection** with zero false positives.
- Features **immutable and indelible snapshots** for data protection against destruction.
- Supports synchronous replication with transparent failover for **zero downtime**.
- **Provides end-to-end data security** throughout the solution lifecycle, including Trusted Platform Module (TPM) support.

Engineered for Virtualization Optimization and Enterprise AI

- ThinkAgile VX Solutions are optimized for VMware environments, offering up to **35% TCO reduction** with advanced memory tiering and up to **40% reduction in investments** with ThinkAgile Converged Solution for VMware.
- Industry's first liquid-cooled HCI appliances accelerate enterprise LLM deployments with a **25% reduction in power consumption**.
- AI Starter Kits for Lenovo Hybrid AI Platform combine ThinkSystem servers, NVIDIA GPUs, and ThinkSystem DM or DG series **storage to speed enterprise AI deployments**.
- ThinkAgile HX Solutions offer **Nutanix Validated Designs** for Edge AI and GPT-in-a-Box 2.0 solutions.
- **Supports a wide range of workloads** including video surveillance, virtualization, HPC, databases, and media workflows.

Simplified Management and Support

- ThinkSystem Intelligent Monitoring (TIM) provides **real-time, actionable insights** for the full ThinkSystem Storage footprint, offering automated alerts and recommendations for upgrades and security enhancements.
- Lenovo TruScale offers an “as-a-service” approach for infrastructure, simplifying management, **freeing up capital, and providing flexible scalability**. All new products and solutions are available via TruScale.
- **Proactive monitoring, and strategic guidance**.

PROBING QUESTIONS

Ask these questions to understand your customer's current challenges and needs.

- How are you currently managing your rapidly growing data across your organization, and what are your biggest challenges in this area?
- What tools do you currently use for backup and data protection, and when was the last time you tested your disaster recovery processes? How did that go?
- Are your current systems meeting the performance requirements of your business-critical applications, such as SAP HANA or SQL, and how old are your current systems?
- What initiatives do you have for data management and storage in the coming year, and how do you determine your budget for storage?
- Have you considered leveraging cloud storage for cold data to save on physical storage costs? What are your pain points related to data storage, such as array failures, downtime, ransomware attacks, or slow performance?
- How do you manage storage growth and costs in your organization?
- What would be an acceptable amount of downtime for your critical systems, if any?

NEXT STEPS

What next steps might you suggest to the customer at the end of your call?

- Share the “Lenovo Data Storage Solutions Customer Presentation” for a detailed overview of the new portfolio and its benefits.
- Discuss specific Lenovo ThinkSystem DM, DG, or DE Series storage solutions that align with the customer's identified needs for performance, capacity, or cost efficiency.
- Explore how ThinkAgile HCI solutions can optimize their virtualization environment or accelerate AI initiatives with liquid-cooled appliances or AI Starter Kits.
- Introduce the benefits of Lenovo TruScale for a flexible, consumption-based IT infrastructure model.
- Offer a demonstration of ThinkSystem Intelligent Monitoring (TIM) to showcase simplified data management and proactive insights.
- Schedule a follow-up meeting with a Lenovo Data Management Specialist.
- Provide information on Lenovo's Premier Enhanced Storage Support for comprehensive lifecycle support.

Competitive Differentiators: Why Lenovo?

Comprehensive Portfolio

Lenovo offers a broad range of data management solutions, including ThinkSystem Storage (DM, DG, DE, DB Series), ThinkAgile HCI (HX, VX, MX Series), Software Defined Storage, and Cloud Solutions, providing a solution for almost any workload.

AI-Powered Ransomware Protection

Lenovo stands out with its industry-leading, AI-enhanced autonomous ransomware detection built directly into its storage systems, offering over 99% recall and 100% precision in alerts. Many competitors offer only locked snapshots or vague guarantees.

Industry-First Liquid-Cooled HCI

Lenovo is the first and only vendor to offer liquid-cooled Hyper-Converged Infrastructure (HCI) appliances, providing significant power consumption reductions and enabling high-performance AI and LLM deployments.

Superior Performance Gains

New Lenovo storage models deliver substantial performance improvements generation-over-generation, with some models being up to 139% faster than previous versions.

Unified Data Management

Lenovo's DM and DG series offer unified data management across block, file, and object storage, reducing silos and simplifying operations, while many competitors like Dell PowerStore and HPE Alletra have limited file or no object support.

Investment Protection and Flexibility

Lenovo DE Series offers a 7-year support life and flexible configurations, protecting customer investments. Lenovo also supports NVMe over Fibre Channel (NVMe-oF) and NVMe over TCP (NVMe-TCP), providing advanced, low-latency connectivity options.

Proven Reliability and Trust

Lenovo has been recognized as #1 in server reliability for 8 consecutive years and is a leader in entry storage.

TruScale "As-a-Service" Model

All new products are available via TruScale, offering a flexible, consumption-based model that frees up capital and simplifies IT operations.

Global Reach and Support

Lenovo serves customers in over 180 global markets with comprehensive support and professional services available throughout the IT asset lifecycle.

Resources for Sales Team

- Lead Pass - [ISG: Data Management Reference Card](#)
- [Lenovo Data Storage Solutions Launch FAQ](#)
- [Lenovo Data Storage Solutions Customer Presentation](#)





With the Recent Licensing Changes in the Industry — Now's the Time to Get Clarity

Turn Licensing Complexity into Clarity.

VMware licensing changes are leaving many IT leaders uncertain about the road ahead. Rising costs, shifting terms, and unclear usage data make it difficult to budget accurately or evaluate alternatives. The result is often overspending, misaligned licensing, and stalled planning cycles. To move forward with confidence, you need a clear, data-driven picture of your environment.

Why This Matters



Know Your Exposure

Identify which workloads are most affected by licensing changes.



Reduce Costs

Save on license fees with server consolidation.



Plan with Confidence

Build a roadmap for optimization or migration before renewal deadlines.

1

The OneIQ Advantage

OneIQ delivers a fast, agentless assessment of your environment — providing full visibility into workloads, cost insights, and optimization opportunities in just hours. With clear dashboards and actionable reports, you'll walk into licensing discussions armed with facts instead of estimates.

2

Get Started Today

Launching an assessment is simple — go to www.oneiq.com, create a secure workspace, and start discovering your environment immediately. No long setup, no heavy software, and no cost.

3

Partner With Lenovo

Once your assessment is complete, the Lenovo team can help you quickly explore your options — whether that means right-sizing VMware, modernizing infrastructure, or considering alternative platforms. Together, OneIQ insights and Lenovo expertise give you speed, clarity, and a trusted path forward.

Run your OneIQ Assessment today to uncover your VMware licensing exposure, identify savings, and plan your next steps with confidence.

SAFE, STREAMLINED Technology Solutions

Student safety is a top priority for K-12 educational institutions. Without technology that secures their sensitive data, you could be risking their safety. However, with Lenovo's cutting edge solutions, you can rest assured that their data is secure. We simplify the integration of secure, reliable technology while ensuring the safety of sensitive student and institutional data. Here's how Lenovo helps transform education.



PROTECTING WHAT MATTERS MOST — DATA SECURITY

Lenovo has a steadfast commitment to safeguarding student information and educational operations. Our technology offers robust, built-in security that ensures data integrity from the moment your devices are powered on.



RANSOMWARE DETECTION AND RESPONSE

Automatically identify and respond to anomalies that could indicate ransomware threats.



AI-DRIVEN RANSOMWARE PROTECTION

The first and only on-device, AI-powered solution for enhanced ransomware defense.



HIGH PRECISION ALERTS

Achieve 100% accuracy on detection alerts and 99% accuracy on attack identification.



RAPID DATA RESTORATION

Restore critical data in minutes using secure, automated snapshots.

PROTECT DETECT RECOVER



TAMPER PROOF SNAPSHOTS

Prevent data destruction with immutable and indelible snapshots.



MULTI-ADMIN VERIFY

Block rogue admins and malicious users with robust, multi-admin verification processes.



END-TO-END ENCRYPTION

Secure data access to protect student and school data.



FIPS 140-2 COMPLIANCE

Ensure compliance with federally-recognized data protection standards for maximum reliability.

ENSURE COMPLIANCE WITH FEDERALLY-RECOGNIZED DATA PROTECTION STANDARDS FOR MAXIMUM RELIABILITY.

The Outcome? Focused classrooms, confident administrators, and stress-free IT management.

SAFE, STREAMLINED Technology Solutions

Technology in schools must balance advanced functionality with simplicity, adaptability, and sustainability. Lenovo designs solutions that fit seamlessly into the daily lives of students and staff.



Lenovo

KEY BENEFITS

1

COST-EFFECTIVE IMPLEMENTATION

Pre-configured security reduces additional expenses, making your budget go further.

3

IMMEDIATE PROTECTION

Devices are protected right out-of-the-box, removing complexity for IT teams.

2

FUTURE-PROOF TECHNOLOGY

Advanced security solutions evolve with modern threats, ensuring ongoing peace of mind.

4

CUSTOMIZABLE ARCHITECTURES

Flexible systems that scale based on your educational institution's needs.

5

SUSTAINABILITY FOCUS

Lenovo prioritizes eco-conscious development to support sustainable educational technologies.

HERE'S WHY IT MATTERS TO YOU

-  Students engage better in safe, connected spaces.
-  IT teams spend less time troubleshooting, more time innovating.
-  Administrators position their schools as leaders in digital transformation and security.

TRANSFORMING K-12 WITH LENOVO'S EXPERTISE

Partner with Lenovo and D&H to bring scalable, secure, and supportive solutions to your educational institution. With a legacy of innovation and dedication to the education sector, Lenovo is your trusted guide through the complexities of modern technology.

YOUR BENEFITS.

-  Enhanced data security without extra workload.
-  Reliable support from experienced professionals.
-  Top-tier technical compliance for peace of mind.
-  Systems built to inspire long-term institutional growth

Confidence is built with strong foundations — rely on Lenovo for a secured K-12 future

Take the
**NEXT
STEP**

EMPOWER EDUCATION IN A SECURE DIGITAL ERA.

Connect with Lenovo to discover how our solutions can transform your school's operations and help you focus on what matters—student success.

CONTACT US TODAY

Explore tailored education solutions by reaching out to our dedicated team of experts.

D&H Contact a Lenovo specialist at LenovoServer@dandh.com.

YOUR SECURE, SUSTAINABLE FUTURE STARTS NOW. CHOOSE LENOVO.