

Your guide to
accelerated profit
and success



Intel®

PARTNER
ENGAGE
PROGRAM

Lenovo

Your business and Lenovo: Stronger together

Welcome to the Lenovo Partner Engage Program.

As 94% of all Lenovo products are sold through the channel, we think of partners like you as part of our sales team. We're committed to rewarding you for working closely with us and supporting you to grow your business with the exciting Lenovo solution range.

All you need to drive Lenovo revenue day-to-day is available in one place – at www.lenovopartner.com

The Lenovo Partner Portal is a fully unified portal which gives you access to everything you need with a single sign in. Access competitive rebates, the online bid portal, detailed product information, price lists, innovative online sales tools, attractive incentives, online training modules, marketing assistance, expert live chat and more.

Trust us to be right beside you with the things that matter, giving your teams what they need to build a lucrative future: responsive in the moment, sharing the rewards of loyalty and fully engaged in your success. Grow with a world-class PC and Data Center brand with the broadest and most reliable product portfolio in the market, designed to fit all of your customers' needs.

Together, anything is possible.

See more and sign up at www.lenovopartner.com

WINNERS THINK BIG LENOVO PARTNER ENGAGE PROGRAM

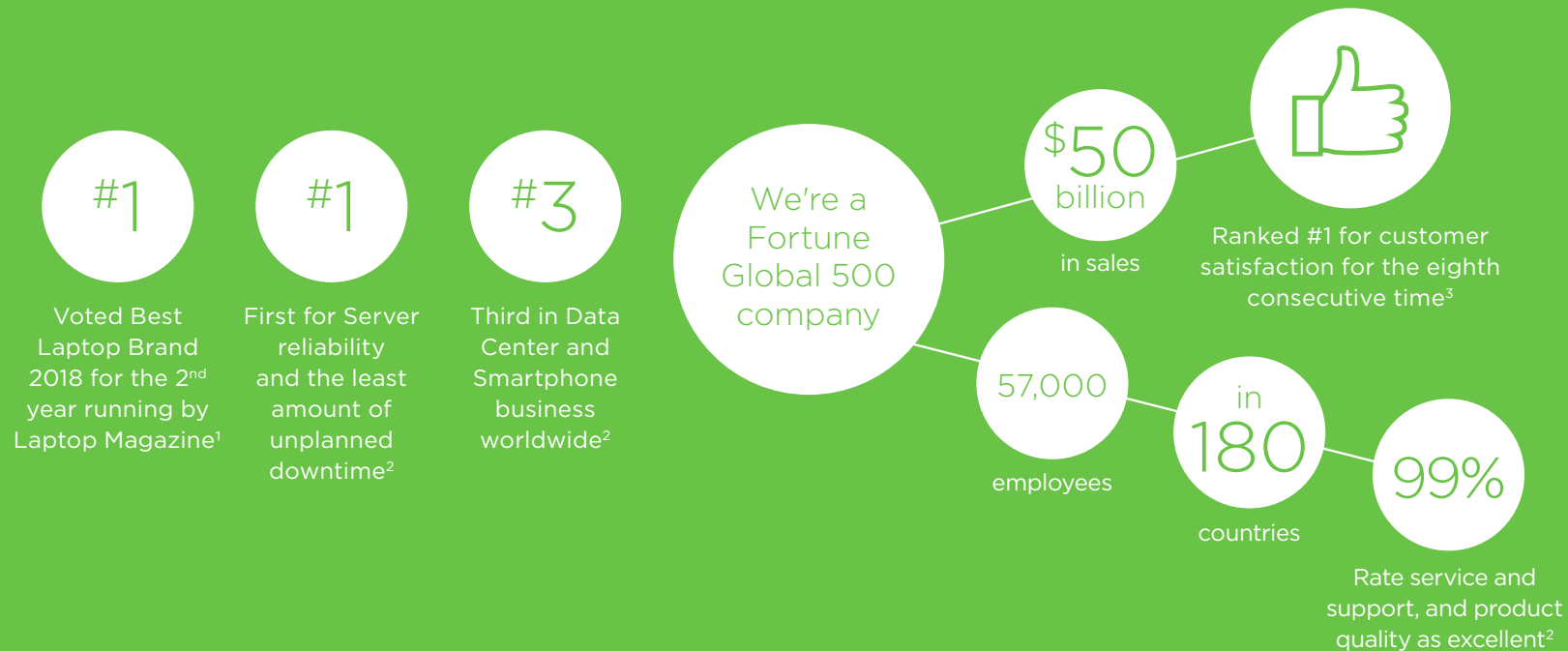
“We have continued to enhance our channel program to make it easier for our partners to do business with us around the world and be rewarded with a series of unique partner privileges. The global framework provides partners with a simple and consistent program to fuel growth whilst supporting the specialist needs of the PC and Data Center markets. Lenovo's commitment to create opportunities and not compete with its partners has been the foundation of our joint success and a powerful force to help our customers exceed their business goals.”

Neil Berville, Executive Director,
EMEA Channel

Be different with Lenovo

Global and growing

Different is better with Lenovo as we are always building for now... and the future, with innovation as our constant driver for change. And with our end-to-end product portfolio, spanning both Data Center and PC products, you immediately have more to offer your customers – with solutions for every need, on any scale.



Lenovo is a strong partner with a brand that is trusted worldwide.
Grow your business the smart way with the No 1 laptop brand¹ and No 1 in server reliability².

Lenovo's Comprehensive Global Network

As the world becomes faster, more demanding, and more competitive, so has our business. Today, Lenovo is a US\$50 billion multinational company with 57,000 employees serving customers in over 180 countries. Ranked #226 on the Fortune 500 list, we are proud to be China's leading PC company. Our portfolio now includes workstations, servers, storage and data center solutions, IT management software, smart TVs, tablets, smartphones, and even apps.



*(Service & Support) <https://www.lenovo.com/gb/en/data-center/why-lenovo/>

Award-winning innovation, built-in

The constant flow of market-leading products is good for your business.

Lenovo helps you make a difference to your customers by providing them with the widest range of productivity-boosting technology, backed by broad product availability, flexible support and servicing solutions.

To keep up with the latest product launches and award announcements – and to see what the future holds for Lenovo and our partners – visit www.lenovopartner.com



Lenovo CES Awards 2019

Lenovo, Recognised industry leaders



#1 Customer satisfaction⁴
TBR 2H2016 – 2H16 Corporate IT Buying Behavior and Customer Satisfaction Study, December 2016.



#5 Gartner Supply Chain (High-tech)⁹
Of 300 companies over \$12B rev across industries recognizing supply chain leadership and best practices.



#1 X86 Server reliability⁵
ITIC 2016-2018 Global Hardware, Server OS Reliability Report.



#1 Microsoft SQL 2017 Performance²²
SR650 TPC-E Performance and Price/Performance and SR950. Quark + Lepton, December 2016.



#1 SAP HANA TCO⁶
ITIC 2016-2017 Global Hardware, Server OS Reliability Report.



#5 Gartner Supply Chain (High-tech)
Of 300 companies over \$12B rev across industries recognizing supply chain leadership and best practices. (The Gartner Supply Chain Top 25 for 2017, August 20, 2018 <https://www.gartner.com/doc/3875506>).



#1 TOP500 HPC Vendor⁷
Largest Global Provider of TOP500 Supercomputers (as of June 2018).



#1 Microsoft SQL 2017 Performance
SR650 TPC-E Performance and Price/Performance and SR950 TPC-H (Quark + Lepton, December 2016 (Link); <https://lenovosuccess.com/casestudy/sap-se>).

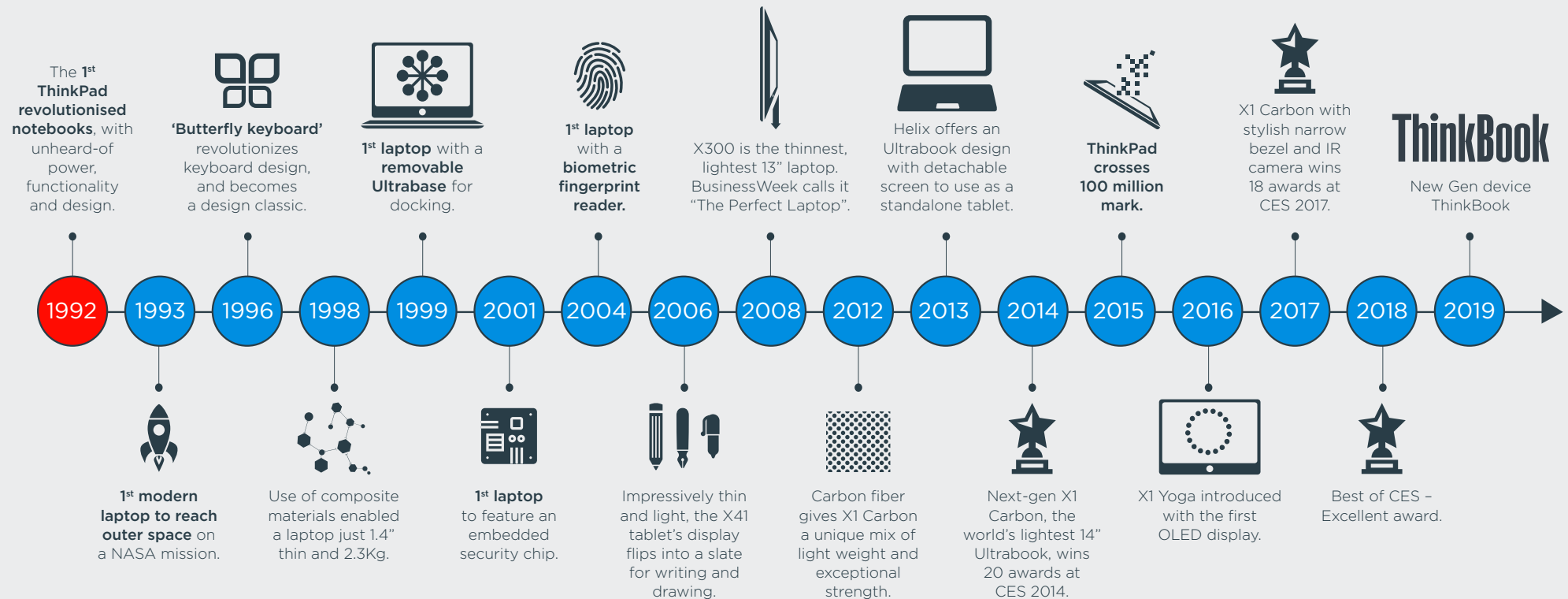


140 Current World Record x86 Benchmarks
(As of April 12, 2019).

9 To 5 Google - **Lenovo Smart Clock With The Google Assistant** - Best Home Assistant Product | Ambient - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Android Central - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Android Police - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Bestproducts.com - **Lenovo Thinkpad X1 Yoga 4Th Gen** - Best Laptop | Bestreviews - **Lenovo 700 Ultraportable Bluetooth Speaker** - Best Take Anywhere Product | Bgr - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Bgr - **Lenovo Thinkpad X1 Family** - Best Of CES 2019 | Big Tech Question - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Big Tech Question - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES 2019 | Business Insider - **Lenovo Thinkpad X1 Carbon 7Th Gen** - CES 2019, Best Computer | Crn - **Motorola Z3 With 5G Moto Mod** - Best Of CES 2019 | Crn - **Lenovo Smart Tab Family With Amazon Alexa** - Best Of CES 2019 | Cta - **Motorola 5G Moto Mod** - Innovation Awards Honorees | Cta - **Lenovo Smart Display** - Innovation Awards Honorees | Cta - **Lenovo Yoga Book C930** - Best Of Innovation Awards Honorees | Cta - **Lenovo Yoga Mouse With Laser Presenter** - Innovation Awards Honorees | Dealerscope - **Lenovo Smart Display** - Impact Awards 2019 | Engadget - **Lenovo Smart Tab M10 & P10 With Amazon Alexa** - Finalist Best Of CES 2019, Connected Home | Engadget - **Lenovo Smart Clock With The Google Assistant** - Finalist, Best Of CES 2019 | Engadget - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 Winner | Engadget - **Lenovo Smart Tab P10 With Amazon Alexa** - Finalist, Best Of CES 2019, Mobile Device | Engadget - **Lenovo Yoga A940** - Finalist - Best Of CES 2019 | Expert Reviews - **Lenovo Smart Clock With The Google Assistant** - Best Of CES | Gadgetmatch - **Lenovo Smart Clock With The Google Assistant** - CES 2019, Best Virtual Assistant Device | Gadgetmatch - **Lenovo Yoga A940** - CES 2019, Best Creative Tool | Gear Brain - **Lenovo Smart Tab P10 With Amazon Alexa** - Best Of CES 2019 | Gear Brain - **Lenovo Smart Tab With Amazon Alexa** - Best Of CES 2019 | Gear Diary - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Gearpatrol - **Lenovo Smart Clock With The Google Assistant** - CES 2019, Smart Home | Gearpatrol - **Lenovo Smart Tab With Amazon Alexa** - CES 2019, Smart Home | Geekspin - **Lenovo Smart Clock With The Google Assistant** - Best Google Assistant Product | Geekspin - **Lenovo Smart Tab M10 With Amazon Alexa** - Best Tablet | Geekspin - **Lenovo Yoga S940** - Best Laptop | Gottabemobile - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES 2019: 15 Things You'll Want To Buy This Year | Gottabemobile - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES 2019 | Gottabemobile - **Lenovo Yoga S940** - Best Of CES 2019: 15 Things You'll Want To Buy This Year | Gottabemobile - **Lenovo Yoga S940** - Best Of CES 2019 | Hot Hardware - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES 2019 | Iot - **Lenovo Smart Display** - Iot Breakthrough Connected Product Of The Year | Laptop Mag - **Lenovo Thinkpad X1 Yoga 4Th Gen** - Best Of CES: Best 2-In-1 Laptop | Laptop Mag - **Lenovo Yoga S940** - Best Of CES: Best Laptop | Mashable - **Lenovo Smart Clock With The Google Assistant** - Best Tech Of CES 2019 | Parents - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019, Best Home Assistant | Pc Magazine - **Lenovo Thinkpad X1 Yoga 4Th Gen** - Best Of CES: Best 2-In-1 Laptop | Pc Pro - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES | Pocket-Lint - **Lenovo Legion Y740** - Best Of CES | Pocket-Lint - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Pocket-Lint - **Lenovo Yoga S940** - Best Of CES 2019 | Reviewed (Usa Today) - **Lenovo Smart Tab P10 With Amazon Alexa** - CES Editors' Choice Awards | Slashgear - **Lenovo Smart Clock With The Google Assistant** - CES 2019, Best Iot Device | Slashgear - **Lenovo Thinkpad X1 Carbon 7Th Gen** - CES 2019, Best Laptop | Stuff - **Lenovo Smart Clock With The Google Assistant** - CES Awards Winner | Tech Advisor - **Lenovo Smart Clock With The Google Assistant** - Best In Show, CES 2019 | Techaeris - **Lenovo Smart Clock With The Google Assistant** - Best Google Assistant Device, Best Of CES 2019 | Techaeris - **Lenovo Smart Tab P10 With Amazon Alexa** - Best Of CES, Best Alexa Enabled Smart Screen | Techaeris - **Lenovo Yoga A940** - Best Of CES, Best New All-In-One For Creators | Techlicious - **Lenovo Yoga S940** - Best Of CES 2019 | Technobuffalo - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Techradar - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | The Verge - **Lenovo Yoga S940** - The Best Laptops From CES 2019 | Trusted Reviews - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Twice - **Lenovo Smart Clock With The Google Assistant** - Twice Picks Awards Winners For CES 2019 | Twice - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Twice Picks Awards Winners For CES 2019 | Twice - **Lenovo Yoga A940** - Twice Picks Awards Winners For CES 2019 | Ubergizmo - **Lenovo Thinkpad X1 Carbon 7Th Gen** - Best Of CES 2019 | Ubergizmo - **Lenovo Yoga C730** - Best Of CES 2019 | Variety - **Lenovo Smart Clock With The Google Assistant** - Best Of CES 2019 | Windows Central - **Lenovo Yoga A940** - Best Of CES 2019 | Windows Central - **Lenovo Yoga S940** - Best Of CES 2019 | Wired - **Lenovo Thinkpad X1 Yoga 4Th Gen** - CES 2019, Best Laptop | Women's Health - **Lenovo Smart Clock With The Google Assistant** - Best Of CES, Smart Home | Wsj - **Lenovo Smart Clock With The Google Assistant** - Best Of CES

Visionary PC solutions, year after year

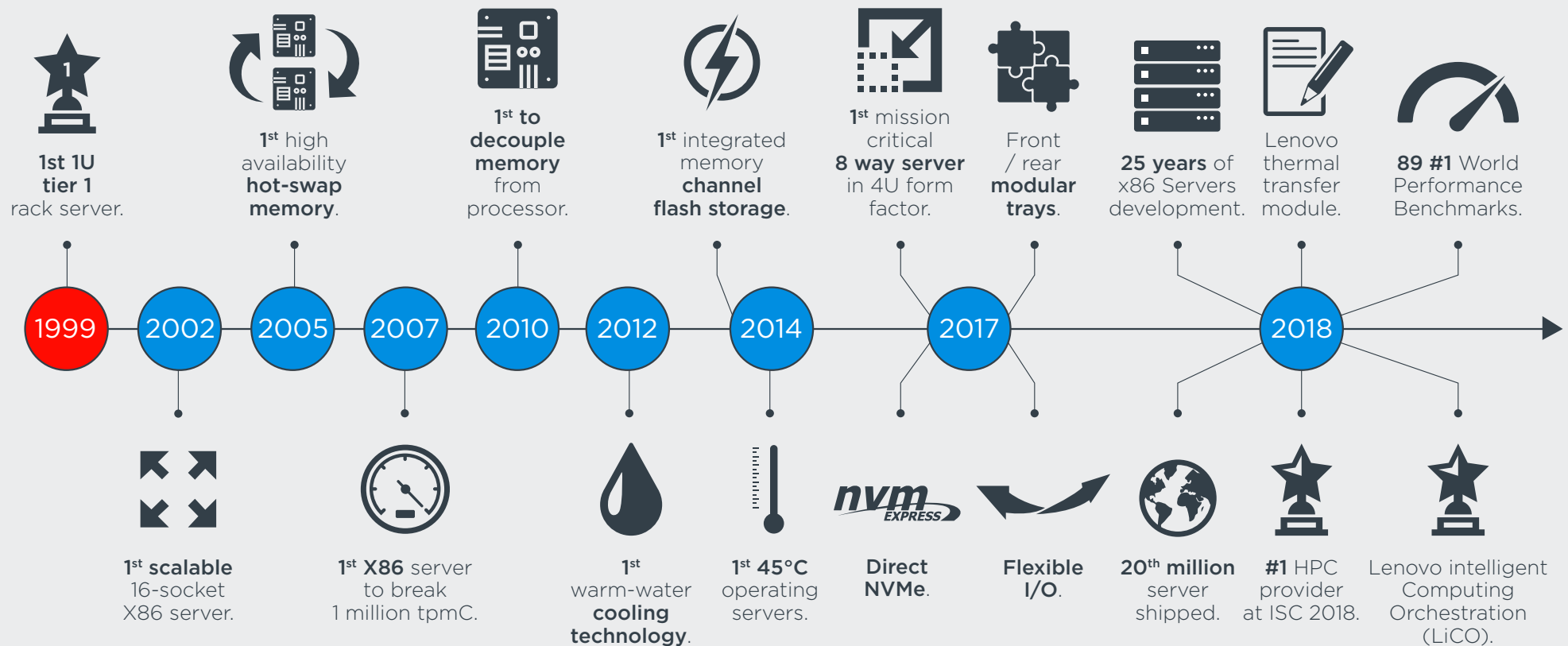
Build your PC business with our innovative, market-leading solutions.
More than 25 years of award-winning technology with Lenovo ThinkPad.



See more and sign up at www.lenovopartner.com

Leading the changes in the Data Center

Dedicated to Data Center solutions that increase performance, agility and reliability.



Lenovo products make the difference

In tough global markets, Lenovo's broad and innovation-rich solution range gives you a real head start. The Lenovo Partner Engage Program helps you turn that head start into rapid and lasting business advantage.

Everything in one place

Create one end-to-end customer solution, with TopSeller product portfolio ensuring best availability and reliability.



Laptops

From performance laptops to ultraportables and innovative 2-in-1s. Powered by Intel® Core™ Processors.

[Find out more](#)

Lenovo ThinkPad ThinkBook
ideapad YOGA



Tablets

Lenovo is No 3 in the world. Our range of tablets cover all requirements, from consumer up to enterprise and everyone in between. Powered by Intel® Core™ Processors.

[Find out more](#)

Lenovo ThinkPad
ideapad YOGA



Workstations & Desktops

For premium performance and solid reliability, including high performance workstations, stylish all-in-ones, professional ThinkCentre desktops, monitors and the Tiny range of fully-featured micro desktops. Powered by Intel® Core™ Processors.

[Find out more](#)

Lenovo ThinkCentre ideacentre
ThinkVision ThinkStation ThinkPad



Smartphones

Game-changing Motorola devices include mobiles with patented technology to prevent shattered screens.

[Find out more](#)



Your Lenovo advantage



Data Center Infrastructure

Continuing with its policy of designing exceptional products, Lenovo delivers data center infrastructure under the brands of ThinkSystem and ThinkAgile now. Lenovo ThinkSystem Servers and ThinkAgile Solutions for the future-defined Data Center. The wide range of servers, storage and networking products are designed with customer workloads in mind and provide industry-leading performance, reliability and customer satisfaction.



Servers

World-class server systems for world-class business. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkSystem



Storage

Storage for every workload. Storage to accelerate data performance, optimized as data grows, protected to keep your vital data safe. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkSystem



Network

Fast and agile networking for optimal IT efficiency. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkSystem

Software Defined Infrastructure



Software-defined Data Center

Engineered to simplify the user experience, ThinkAgile software-defined infrastructure is designed to adapt to changing IT needs while reducing complexity and cost created by silos in traditional IT. Pre-integrated, pre-built and pre-tested offerings accelerate application deployment and add robust capabilities to your Data Center faster.



ThinkAgile VX Series

Simple hyperconverged solution that integrates VMware vSAN, server and software-defined storage. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkAgile



ThinkAgile HX Series

Designed for easy deployment and manageability. Integrated with Nutanix software and built on ThinkSystem platforms. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkAgile



ThinkAgile MX Certified Node

Streamlining and validating the ordering process with an easy to-use machine. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkAgile



ThinkAgile SX for Microsoft Azure Stack

Ignite transformation with simplified, consistent hybrid cloud, increased IT agility and transformative support. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkAgile



ThinkAgile CP Series

ThinkAgile CP provides a composable, private cloud infrastructure in your own data center. Powered by Intel® Xeon® Scalable processors family.

[Find out more](#)

ThinkAgile

Workload-optimised to support hybrid cloud infrastructures and the most high-demand applications



New Intel® Xeon® Scalable processors family



Optimise Performance

New features such as Intel® Advanced Vector Extension 512 (Intel® AVX-512) improve with workload-optimised performance and throughput increases for advanced analytics, high performance computing (HPC) applications, and data compression.



Accelerate Critical Workloads

Speed up data compression and cryptography with integrated Intel® Quick Assist Technology (Intel® QAT).



Operate More Efficiently

High-speed Integrated Intel® Ethernet (up to 4x10GbE) helps reduce total system cost. It also powers consumption and improves transfer latency of large storage blocks and virtual machine migration.







Improve Security

Deploy hardware-enhanced security to protect data and system operations without compromising performance.

Workload-optimised to support hybrid cloud infrastructures and the most high-demand applications



Intel® Xeon® Scalable processors family

	Intel® Xeon® Platinum processors offer the industry's best performance for mission-critical and hybrid cloud workloads, real-time analytics, machine learning and artificial intelligence, with monumental leaps in I/O, memory, storage and network technologies.	CPU cores: Up to 28 Socket configurations: 8+ Memory: Up to 12 TB
	Intel® Xeon® Gold processors offer high performance, advanced reliability and hardware-enhanced security optimised for demanding Data Center, hybrid-cloud compute, network and storage workloads.	CPU cores: Up to 22 Socket configurations: Up to 4 Memory: Up to 6 TB
	Intel® Xeon® Silver processors offer the hardware-enhanced performance and security required for Data Center compute, network and storage optimised for midsized and growing IT organisations.	CPU cores: Up to 12 Socket configurations: Up to 2 Memory: Up to 1.5 TB
	Intel® Xeon® Bronze processors are performance optimised for small business and basic storage servers.	CPU cores: Up to 8 Socket configurations: Up to 2 Memory: Up to 1.5 TB

The program that puts partners first

You are our main sales channel. We sell over 94% of our products through the channel and we want our partners to profit from our leading position and continuous growth in the PC and data center solution markets.

The new Partner Engage Program is one program with separate PC and Data Center tiers, so you can choose to specialise or sell the entire Lenovo portfolio.

As partners, you not only have a winning portfolio of PC and Data Center solutions to sell but also the resources and rewards to create new opportunities and grow your business. These include:

- A transparent and engaging program
- Attractive discounts and increasing rebates the more you sell
- Easy-to-use sales tools and marketing support
- Rewards and incentives
- TopSeller (PC) and Top Choice (DCG) portfolios for better product availability

The benefits begin as soon as you register for the Lenovo Partner Engage Program and become an authorized partner.

It takes just a few minutes, so get started now on our partner portal: www.lenovopartner.com

WINNERS THINK BIG

LENOVO PARTNER ENGAGE PROGRAM

“Our partner program is all about making it easier for you to grow your revenues by doing business across multiple markets”

Irene Acedo-Rico, Executive Director,
EMEA DCG Channel Sales

“You profit with Lenovo through a partner program that’s designed to reward your loyalty and success”

Neil Berville, Executive Director,
EMEA Channel

How it works

We are committed to providing a channel program that allows you to seize the opportunities, globally, increasing revenues and accelerating profitability.

We simplified the way you do business with us and will support you all along the way, wherever you are in your journey as a Lenovo partner.

Central to our partnership is the **Lenovo Partner Portal**.

Sign up or log in at www.lenovopartner.com to access:



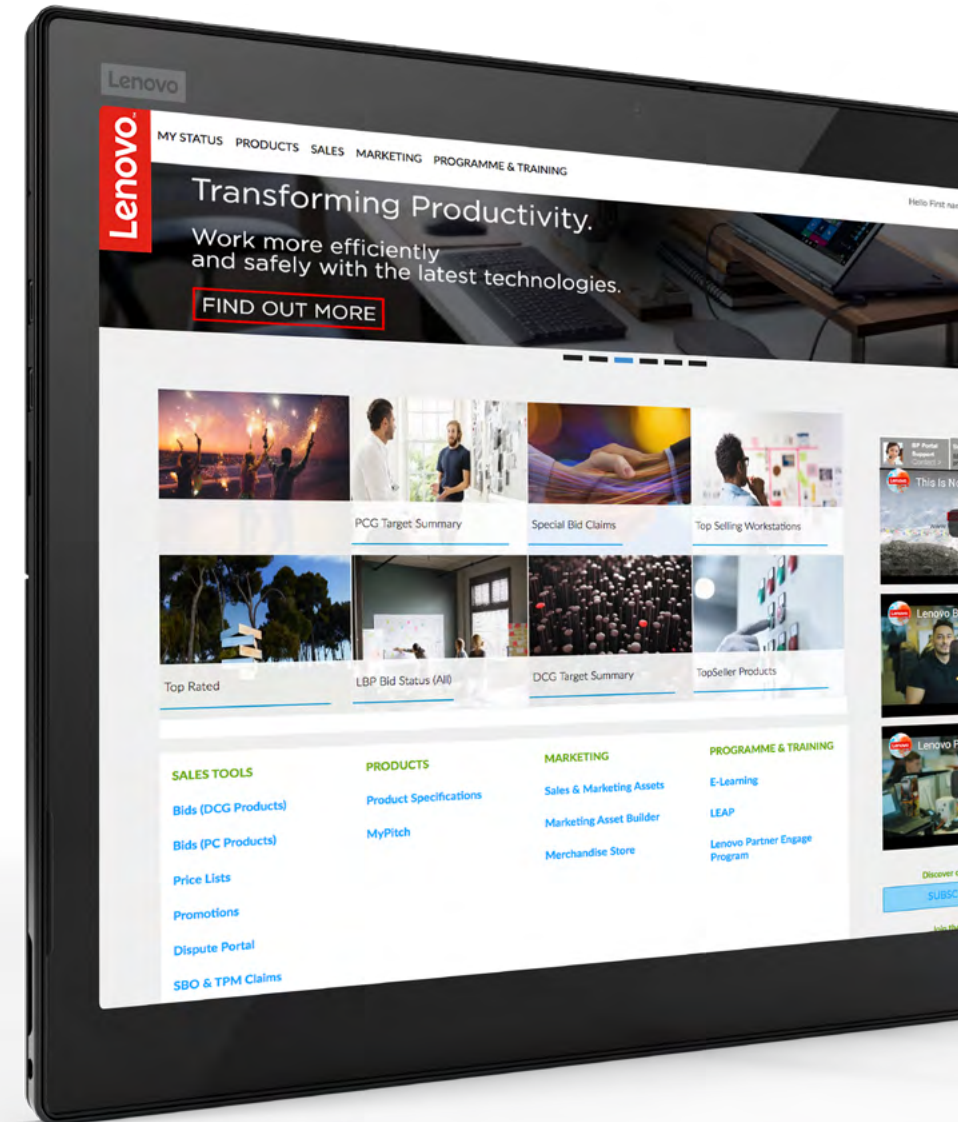
One-stop shop for sales enablement and marketing resource



Exclusive incentives and promotions



Bid portal to configure products and raise bids in minutes

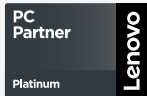
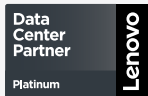


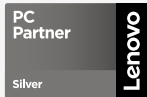
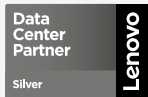




See more and sign up at www.lenovopartner.com

Where you fit in the Lenovo Partner Engage Program

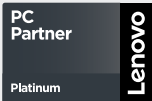
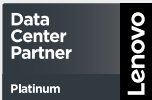
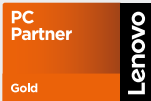

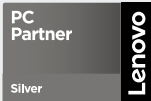
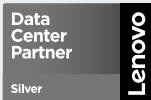


Whether you're focussed on selling Lenovo PCs, Data Center solutions or both, it's easy to grow your business with the Lenovo Partner Engage Program. Two distinct partnership options and clearly tiered levels make it simple to specialise or sell the entire portfolio. Which level of partnership you are eligible for depends on two basic qualification criteria: annual revenue thresholds and Lenovo product training modules or product certifications. Once you've signed up, you can migrate between levels.

Take a look to see where you fit – and where you could go.

	PC Partner Annual Revenue	Data Center Partner Annual Revenue	PC Partner Training Modules	Data Center Partner Professional Certifications
 	\$1m or \$500k per annum revenue [†]	\$1m or \$500k per annum revenue [†]	5 people to each complete 3 product modules	3 people to complete 5 certifications in total with a minimum of 3 base certifications
 	\$200k or \$100k per annum revenue [†]	\$200k or \$100k per annum [†]	2 people to each complete 3 product modules	2 people to complete 3 certifications in total with a minimum of 2 base certifications
 	\$80k or \$50k per annum revenue [†]	\$80k or \$50k per annum revenue [†]	1 person to each complete 3 product modules	1 person to complete 1 base certification
 	All partners registered on lenovopartner.com	All partners registered on lenovopartner.com		

[†] Small countries have lower annual revenue qualification levels as follows: Platinum = \$500K, Gold = \$100K and Silver \$50K. Visit lenovopartner.com or contact your local Lenovo sales representative to find out which size-band your country is in.

Benefits of the Lenovo Partner Engage Program

 	 	 	 
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Financial

Special Bid Orders	✓	✓	✓	✓
Deal Registration (selected countries)	✓	✓	✓	✓
Partner \$ Rewards	✓	✓	✓	
StarSeller Incentive Program (PC only)	✓	✓	✓	
Access to Lenovo Leads	✓	✓		
Lenovo Expert Achievers Incentive Program (Data Center only)	✓	✓	✓	✓

Marketing

Marketing Tools	✓	✓	✓	✓
Use of Lenovo Logo and Member Level Emblem	✓	✓	✓	✓
Co-Marketing Budget	✓	✓ limited	✓ limited	
Marketing Developing Funds	✓			
Dealer Locator Listing on Lenovo.com	✓	✓		

Training

Product Training	✓	✓	✓	✓
Demonstration Units	✓	✓ limited	✓ limited	✓ limited

Support

Technical Support	✓	✓	✓	✓
Access to LenovoPartner.com Portal and Tools	✓	✓	✓	✓
Newsletters and Announcements	✓	✓	✓	✓
Lenovo Sales Dedicated Contacts	✓	✓	✓	
Warranty Service Provider Access	✓	✓		
Quarterly Business Review with Lenovo	✓			

Growth made easy

The Lenovo Partner Engage Program is designed to give you exactly what you need, in precisely the way you need it – all through one intuitive portal – the **Lenovo Partner Portal**. Access everything Lenovo in one easy place, from marketing support to sales tools, product demos and much more.

Sales



Online bidding and Deal Registration tools – Configure PCs and servers online, register deals, get a winning discounted price to quote customers in minutes, turn opportunities into live contracts and new customer bonus through LBP for introducing new business to Lenovo.



Dashboard control – An at-a-glance desktop view of your leads, sales status, personal targets and rewards.



Live chat – Get all your sales and tech queries answered in real-time by one of our support experts, available around the clock.



Access to full product range – Take a look at our product pages and catalogue to learn more about our products, source from Sales & Marketing Asset repository, or use the sales enablement tool for easy selling.



TopSeller (PC) and Top Choice (DCG) product portfolios – Stay up to date on the best available product information including current pricing details to win new customers.

Marketing



Demand generation – Join a constantly refreshed program of lead generation and promotional activities that support product awareness and drive new enquiries.



Bespoke marketing material – Easily customise and cobrand marketing material and campaigns, using our Sales & Marketing Asset repository or Marketing Asset Builder online tool, to increase credibility and attract new business. Quick access to downloadable logos, product images and information or use our content syndication offer and automatically keep your homepage up to date with our latest news and offers.



Quick access to training modules – Learn more about our products and how to sell them to your customers using digestible e-learning modules.



Regular newsletters and email alerts – Receive newsletters, email updates and notifications via **LinkedIn** and **Twitter** with our latest product launches, price lists, promotions incentives and news to keep your sales activities up to date on the best deals.

See more and sign up at www.lenovopartner.com

Drive sales and increase profitability

Partnership gives you access to a whole range of bonuses, rebates and incentives to help you improve sales and revenue.



Great rebates and discounts

Differentiate your business pitch, win deals and grow margins. As you sell more, your rebate level will increase, raising your partner tier level.



Marketing Development Funds (MDF) and Co-Marketing Funds

Limited availability for Platinum, Gold and Silver Partners

Talk to your Lenovo account team about co-funding your Lenovo marketing initiatives. Getting started with running joint campaigns and co-branding other material is easy through our online Marketing Asset Builder, accessed through the [Lenovo Partner Portal](#).



StarSeller Incremental Bonus Program

Exclusive to Platinum, Gold and Silver PC Program Partners

An incremental incentive to your Lenovo Partner Engage Program – the more bids you raise on the Lenovo Bid Portal, the more rebates you'll earn. Get up to 20% off of the total value in every bid you submit.



LEAP (Lenovo Expert Achievers Program)

Exclusive to Data Center Program Partners

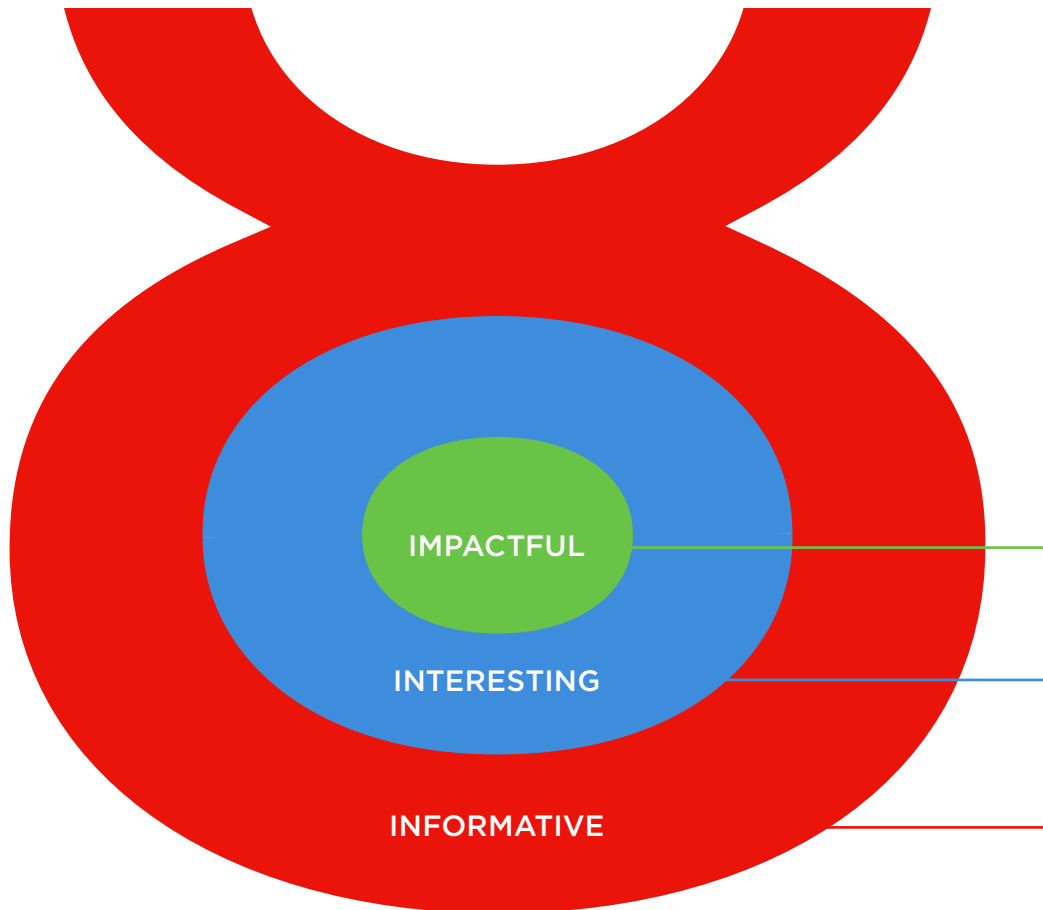
LEARN, EARN & PROFIT. LEAP provides a wealth of online tools and resources to help your sales and technical staff quickly boost their knowledge and become more successful when it comes to selling and supporting Lenovo Data Center products while earning LEAP Points which can be redeemed for great cash rewards.



8th Generation Intel® Core™ vPro™ Processors



The difference between business and leadership.



Why we do what we do

Story arc.

People have become more data-driven in everything they do and this transformation demands end-to-end performance. Computers are essential to empowering new ways of working with data.

How we do what we do

Point of view.

To analyze and visualize, share insights and transform data faster for increasingly intense business intelligence workloads, we added two more cores to our mainstream Kaby Lake Refresh x86 architecture.

What we do

Products.

New 8th Generation Intel® Core™ vPro™ processors will power hundreds of the most innovative business computers, starting with new thin and light notebooks and 2-in-1 in the beginning of 2018.

Top performance from the Intel® vPro™ platform

8 reasons to choose new 8th Generation Intel® Core™ vPro™ processors



What workers want

1 Powerful insights

Everything is about data and the popularity of business intelligence tools are changing how we find insights and make decisions. New 8th Generation Intel® Core™ vPro™ processors help you analyze and visualize data up to 40% faster.^{10,11}

2 Full work-day battery

Forgot your charger? That moment of panic or rush to the nearest outlet are over. With battery life for the full work-day^{12,11} on new 8th Generation Intel® Core™ vPro™ processor-based computers, there's no limit to work on your terms.

3 Reliable multitasking

You're never doing one thing at a time and you need a computer that can keep up. New 8th Generation Intel® Core™ vPro™ processor-based computers multitask up to 2.1 times faster^{13,17} compared to that five-year-old computer holding you back.

4 Thin and light

Throughout 2018, new 8th Generation Intel® Core™ vPro™ processors will become available in hundreds of some of the thinnest and lightest business computers in market. Today's sleek, touch-enabled designs you want are also IT-approved.

What IT pros need

5 Future-proofing

As data floods the enterprise, there's more pressure on endpoints than ever. For new workloads in self-service BI, collaborative BI and data transformation, new 8th Generation Intel® Core™ vPro™ processors are ready for what's next.

6 Management tools

In addition to performance, new 8th Generation Intel® Core™ vPro™ processor-based computers include a suite of manageability tools and advanced security features so you can deploy a fleet of beloved designs and stay in control.

7 Optimize Windows 10*

Productivity is the backbone of every bottom line. New 8th Generation Intel® Core™ vPro™ processor-based computers are optimized for Windows 10* and Microsoft Office* to help you take full advantage of the features when you migrate.

8 Platform stability

All new 8th Generation Intel® Core™ vPro™ processor-based computers are backed by the Intel® Stable Image Platform Program (SIPP), which supports stability of the software images you load onto your systems for up to 15 months.

Performance battle card

Full set of claims for marketing new 8th Generation Intel® Core™ vPro™ processor-based computers (KBL-R U series only).

Do more with data to make it meaningful.

Analyze and visualize data
up to **40%** faster.^{10,11}

Compress data and visuals
up to **2.3 times** faster.^{11,18}

Transform data up
to **87%** faster.^{11,18}

A new level of performance to empower your workforce.

Battery life for the
full work-day.^{11,12}

Gain up to **2.1 times**
faster multitasking.^{11,13}

Gain up to **80%** better
productivity.^{11,16,21}

Choose the best computers for every job.

Gain up to **2.1 times** faster
DNA sequencing.^{11,19}

Gain up to **2.3 times** faster
finance calculations.^{11,20}

Gain up to **50%** faster stock
option pricing.^{11,19}

Research teams

Finance teams

Trading teams

Except for battery life, all of these claims compare 8th Generation Intel® Core™ vPro™ processor-based KBL-R U-series systems running Windows 10 to four-year-old Haswell systems running Windows 10.

Let's grow stronger, together

Channel partners like you are central to our sales strategy, so we constantly invest in the Lenovo Partner Engage Program: rethinking what you need and evolving what we offer.

There has never been a better time to join us or reignite your existing Lenovo partnership.

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Come and make the most of your Lenovo opportunities and see how together, we can sell more, faster and build lasting success.



Lenovo Top Choice

Consider the benefits of selling Data Center Top Choice
- A portfolio of top selling, out-of-the-box data centre solutions.

See more and sign up at www.lenovopartner.com

Legal disclaimers and statistical sources

- 1 Laptop Magazine 2018. No 1 laptop brand.
- 2 ITIC 2016-2018 Global Hardware, Server OS Reliability Report.
- 3 TBR Corporate IT Buying Behavior and Customer Satisfaction 2H2017 Study, December 2017.
- 4 Including System x results prior to System x acquisition by Lenovo in 2014 - Lenovo archived whitepaper 'tbr_x86servers_top_csat_2h16_wp.pdf'
- 5 ITIC 2016-2018 Global Hardware, Server OS Reliability Report.
- 6 Lenovo archived whitepaper 'lenovo_saphana_costs_effectiveness_wp.pdf'
SAP runs their SAP HANA platform on Lenovo systems
<https://lenovosuccess.com/casestudy/sap-se>
- 7 <https://www.lenovoxperience.com/#/guide>
Fastest growing HPC Vendor - according to IDC, Lenovo was the fastest growing HPC provider in 2016 with 17% growth over 2015 revenues. The TOP500 project ranks and details the 500 most powerful https://en.wikipedia.org/wiki/Distributed_computing" non-distributed https://en.wikipedia.org/wiki/Computer_computer_systems_in_the_world
<https://www.top500.org/statistics/list/> (As of June 2016).
- 8 Includes 42 ThinkSystem (Purley) WR's, 15 legacy benchmarks that still stand, and 1 Storage SPC-1 benchmark.
- 9 The Gartner Supply Chain Top 25 for 2017, August 20, 2018 <https://www.gartner.com/doc/3875506>
- 10 Microsoft* Power BI Data Source Change Workload: Measures the time to load, query, calculate statistics, and draw 6 charts from a different local data source containing 2.2 million sales records.
- 11 Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests, such as SYSmark and MobileMark, are measured using specific computer systems, components, software, operations and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products. For more complete information visit www.intel.com/benchmarks. The benchmark results reported above may need to be revised as additional testing is conducted. The results depend on the specific platform configurations and workloads utilized in the testing, and may not be applicable to any particular user's components, computer system or workloads. The results are not necessarily representative of other benchmarks and other benchmark results may show greater or lesser impact from mitigations.
- 12 EEMBC Browsing Bench Component Average Power (projected on Intel Reference Platform using a 42Whr battery and 25x14 Panel): Disconnect all USB devices, connect to a local WiFi access point and set the screen brightness to 200 nits (disable DPST, set brightness to 200 nits on a white background and enable DPST). Wait for 10 mins for the OS to completely idle and then launch EEMBC Browsing Bench using Microsoft* Edge Browser. Set the web pages to idle for 20s in between page loads. Measure power for the duration of all page loads and report 3 run median. Intel tests resulted in an average of 9.5 hours of battery life.
- 13 Office Productivity and Multitasking Workload: Slack is open in the background while a 2.28 MB, Microsoft PowerPoint .ppt presentation is exported as a 1920x1080 H.264 .mp4 video presentation. While the video presentation is being created 1) a 6.49 MB, 844 page, Microsoft Word .docx document is converted to a 7.98 MB, PDF file and 2) a 70.4 MB, .Microsoft Excel .xlsm macro-enabled worksheet that is recalculated.
- 14 File Compression (Zipping) workload: Measures the time to compress 50 files totaling 118MB using WinZip* v22.
- 15 Dataset JOIN query workload: Measures the time to perform a multi-table SQL JOIN query in Microsoft* Access 2016 on a sample dataset containing 2.2 million sales records to create a quarterly sales summary.
- 16 SYSmark* 2014 SE: SYSmark* 2014 SE is a benchmark from the BAPCo* consortium that measures the performance of Windows* platforms. SYSmark 2014 SE tests four usage scenarios: Office Productivity, Media Creation, Data/Financial Analysis, and Responsiveness. SYSmark contains real applications from Independent Software Vendors such as Microsoft* and Adobe*.
- 17 Large numerical calculation workload: uses the Black-Scholes model to execute approximately 300,000 iterations of the Monte Carlo simulation in Microsoft* Excel* 2016. It also uses Excel lookup functions to compare the Black-Scholes model's put price with the historical market price for 50,000 rows to understand the convergence, creating a spreadsheet file larger than 70 MB.
- 18 WebXPRT* 2015 (7 Stock Option Pricing Subscore, 10 DNA Sequencing Subscore): benchmark from Principled Technologies* that measures the performance of web applications using six usage scenarios: Photo Enhancements, Organize Album, Local Notes, Stock Option Pricing, Sales Graphs, and Explore DNA Sequencing. WebXPRT tests modern browser technologies such as HTML5 Canvas 2D, HTML5 Table, HTML5 Local Storage, as well as JavaScript*.
- 19 Why We're More Likely To Remember Content With Images and Video, Fast Company 2014 <https://www.fastcompany.com/3035856/why-were-more-likely-to-remember-content-with-images-and-video-infogr>
- 20 The CrunchBase Unicorn Leaderboard, TechCrunch 2017.
- 21 Gartner Says Worldwide Business Intelligence and Analytics Market to Reach \$18.3 Billion in 2017, Gartner 2017 <https://www.gartner.com/newsroom/id/3612617>

* Other names and brands may be claimed as the property of others.



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