

A professional man with long, light brown hair tied back, wearing glasses and a grey button-down shirt, is seated at a glass desk in a bright office. He is focused on a laptop screen displaying a detailed 3D architectural blueprint of a building. On the desk, there are several other items: a small metal cup holding pens and pencils, a white keyboard, a white mouse, a white notepad with a pen, and a white folder with a grid pattern. In the background, there are more office elements like a white shelving unit with books and files, a potted plant, and a window with a view of the city. The overall atmosphere is clean, modern, and professional.

Lenovo™

Lenovo Channel Focus: Workstations

Lenovo Workstations

Power Up. Be Amazing.

Many professionals, including engineers, financial traders, scientists, and medical clinicians, require more powerful processing than traditional desktop PCs can handle. Lenovo Workstations deliver. Providing a range of powerhouse workstations packed with the highest-specification components, groundbreaking engineering innovations, ISV certifications, and handy user-led design features, Lenovo Workstations set the standard for dependable performance. Power has never been more inspiring.



Industry Focus: Engineering/Architecture

Engineers and architects push their computing systems to the limit, requiring CAD programming, industry-specific certifications, and customizable modular design capabilities. Whether conceiving transit plans, developing a more effective mechanical system, or creating a modern office complex, these innovative professionals require equipment that is up to the challenge. For those turning complex vision into 3D reality, ThinkStation is the right tool with the right power.

Lenovo Workstations are certified for success.

Certifications from Independent Software Vendors (ISVs) ensure your customers' most critical applications will run reliably on their chosen hardware, providing optimal performance and a high-quality user experience. Lenovo Workstations are certified for popular Engineering, Architecture, and Design software:

- Dassault Systemes
- Siemens
- SOLIDWORKS®
- Delcam
- Autodesk®
- ANSYS®
- PTC®
- Others

LENOVO THINKSTATION P320 TINY: The world's smallest workstation



- ✓ **Smallest and lightest workstation to maximize productivity**
- ✓ **Memory and storage for the most demanding professions**

- 1L, 2.9 lbs
- Up to 7th Gen Intel® Core™ i7
- Windows 10/Windows 7/Linux
- NVIDIA® Quadro® P600 graphics
- Up to 32GB DDR4 memory
- Up to 2TB storage
- MIL-SPEC tested; security lock
- 35mm (W) x 179mm (D) x 183mm (H)
1.4" (W) x 7.1" (D) x 7.2" (H)
- Tool-less entry
- 6 video outputs
- 6 USB 3.0

LENOVO THINKPAD P51s: Workstation power meets ultrabook mobility



- ✓ **MIL-SPEC tested for rugged durability when working on the go**
- ✓ **Freedom from the plug with Power Bridge technology**

- From 1.95 kg/4.3 lbs
- Up to 7th Gen Intel® Core™ i7
- Windows 10 Pro/Windows 7
- Up to NVIDIA® Quadro® M520 2GB graphics
- Up to 32GB DDR4 memory
- Up to 1TB storage
- Fingerprint reader
- MIL-SPEC tested; security lock
- 3 USB 3.0
- USB-C with Intel® Thunderbolt™ 3

Drive Your Profits.

Service Focus: Business-Critical Workloads Demand Maximum Availability

Lenovo Workstations offer revolutionary hardware design that maximizes serviceability to ensure limited downtime and optimal productivity. With Lenovo's best-in-class services and superb response times, customers get the most out of their IT investment.

Current Promotion: Support and Protect Service Bundles

- An enhanced customer experience with a variety of popular services in one easy-to-sell bundle
- Deeper discounts as compared to buying service a la carte
- Higher BP1 discount of 30% versus 25%

Hardware	Base Warranty	Part Number	Service Bundle Description	List Price	BP1
ThinkStation P320 Tiny 30C2001DUS	3-Year Onsite	5PS0N73243	4YR Lenovo Support (Onsite + Keep Your Drive + Premier)	\$89.00	\$62.30
		5PS0N73191	4YR Lenovo Protect (Onsite + Keep Your Drive + ADP + Premier)	\$129.00	\$90.30
		5PS0N73174	5YR Lenovo Support (Onsite + Keep Your Drive + Premier)	\$129.00	\$90.30
		5PS0N73150	5YR Lenovo Protect (Onsite + Keep Your Drive + ADP + Premier)	\$199.00	\$139.30

Hardware	Base Warranty	Part Number	Service Bundle Description	List Price	BP1
ThinkPad P51s 20JY0004US	3-Year Depot	5PS0N73159	3YR Lenovo Support (Onsite + Keep Your Drive + Premier + Sealed Battery)	\$149.00	\$104.30
		5PS0N73216	3YR Lenovo Protect (Onsite + Keep Your Drive + Premier + ADP + Sealed Battery)	\$229.00	\$160.30
		5PS0N73179	4YR Lenovo Support (Onsite + Keep Your Drive + Premier + 3YR Sealed Battery)	\$229.00	\$160.30
		5PS0N73238	4YR Lenovo Protect (Onsite + Keep Your Drive + Premier + ADP + 3YR Sealed Battery)	\$379.00	\$265.30

Premier Support Direct access to advanced Lenovo technicians who provide hardware and software support and end-to-end case management; parts prioritization for faster return to productivity.

Onsite Next Business Day (NBD) A service provider technician is dispatched to repair or replace your product at your location on the next business day (M-F).

Keep Your Drive (KYD) A convenient and secure way to retain your drives and confidential data in the unlikely event of failure.

Sealed Battery A one-time replacement in the event a covered battery fails to meet minimum performance standards within the first 3 years.

Accidental Damage Protection (ADP) Covers incidents beyond system warranty; protects from non-warranted operational or structural failures due to drops, minor spills, electrical surges, or failure of integrated screen.

International Upgrade Extends ADP, KYD, and Sealed Battery coverage internationally. (Sealed Battery included where applicable.)

Service Upsell: Windows 10 Transition Service

Windows 10 was created for easier upgrades—it's built right into the OS. That same upgrade, however, scaled across hundreds of users, can still bring unprecedented challenges to a customer's IT staff. Lenovo's Windows Transition Service will simplify the challenges to bringing Windows 10 to new or existing devices with automated in-place migration tools and our vast experience.

DISCOVERY: Lenovo will assess the customers' current technology needs, what's being used, and what might cause conflicts, and Lenovo will manage potential web app/browser conflicts.

REMEDIATION: Lenovo will identify new compatible application solutions.

CONFIGURATION: Lenovo will design a deployment plan that brings Windows 10 to new and existing devices, managing technical imaging needs and business challenges along the way.

DEPLOYMENT: No matter which path a customer chooses to deploy new systems, including manual resources, automation, or a hybrid of the two, Lenovo's expertise will help minimize disruption while maximizing post-upgrade productivity.

Programs to Grow Profit: Workstation Stack

Stack the already awesome Lenovo incentive programs to earn more with every sale.

EXAMPLE OPPORTUNITY

Sale of 10 Lenovo ThinkStation P510 with services

30B50067US with added 4YR Lenovo Support Promo Bundle (5PS0N73243)

Pricing

List Price	P510: 10 @ \$1,999 Services: 10 @ \$89	\$20,880
Bid Index Price	P510: 10 @ \$1,799.10 Services: 10 @ \$62.30	\$18,614
Total Benefits		\$2,971
NET After Benefits		\$15,643

EXAMPLE EARNINGS

WORKSTATION REBATE

3.5% x WS Bid Index Total Price = **\$630**

+

VOLUME DELEGATION

4% x Bid Index Total Price = **\$745**

+

2.5% SERVICES REBATE

2.5% x Services Bid Index = **\$16**

+

SALES INCENTIVE REBATE

P510: 10 @ \$45
Services: 10 @ \$20 = **\$650**

+

DEAL REGISTRATION

5% x Bid Index Total Price = **\$931**

TOTAL BENEFITS

\$2,971
or
16%

=

Resources: Knowledge Is Power

Go Head-to-Head

Check out this competitive review matching Lenovo's ThinkStation P320 Tiny and the ThinkPad P51s against their closest competitors—and be armed for battle.

P320 Tiny		HP® Z2 Mini G3	P51s	HP® ZBook 15U G4
Design	<ul style="list-style-type: none"> • 1L, 2.9 lbs • Tool-less entry • Simple, efficient bottom-door access • 6 video outputs • 6 USB 3.0 • MIL-SPEC tested 	<ul style="list-style-type: none"> • 2.7L, 4.5 lbs. • “Over-designed” • Confusing top-cover orientation • 4 video outputs • 4 USB 3.0 	Design	<ul style="list-style-type: none"> • 1.95 kg/4.3 lbs • 15.6" display • 3 USB 3.0 • HDMI 1.4 • USB with Intel® Thunderbolt™ 3 • 14.4" x 9.95" x .078"-.079" 365.8 x 252.8 x 19.95-20.2mm • MIL-SPEC tested
Graphics	NVIDIA® Quadro® P600 (Pascal™ GPU)	M620 (Maxwell GPU)	Graphics	Up to NVIDIA® Quadro® M520
Processor	Up to Intel® Core™ i7 (Kaby Lake)	Intel® Xeon® E3, up to Core i7 (Kaby Lake and SkyLake)	Processor	Up to Intel® Core™ i7
Storage	Dual M.2 NVMe SSD	1 M.2 NVMe SSD	Storage	Up to 1TB SSD Opal 2.0
Power Supply	135W power supply	200W power brick	Memory	Up to 32GB DDR4
Certifications	GREENGUARD, EPEAT™ Gold, and ENERGY STAR®		Power Supply	65W
Ecosystem	Supports complete ecosystem of Tiny brackets and options, including VESA, sandwich, and under-desk mounts; I/O expansion and optical drive; and Tiny-in-One. Lenovo offers more accessories than HP, allowing for more flexibility and expandability.		Certifications	ENERGY STAR® IT ECO declaration, EPEAT™ (where applicable)



Want more information?

Lenovo wants you to be as successful as possible. Visit these links for training information and videos to supplement your knowledge.



Learn more about the ThinkPad P Series workstation laptops and download product information, images, and brochures. Plus, access the TopSeller configurator tool, including services and accessories.

www.lenovopartnernetwork.com/thinkpad-p-series



Get additional information on the ThinkStation P Series, including downloadable marketing material, product images, and TopSeller configurations.

www.lenovopartnernetwork.com/thinkstation



Learn more about which Lenovo workstation is right for your customer, including information about key ISV certifications that provide optimal performance and a high-quality end-user experience.

www.thinkworkstations.com



Share this video to highlight the breathtaking qualities of Lenovo's powerful workstations.