



Smarter infrastructure solutions for The Data-Centered

Smarter
technology
for all

Lenovo

An aerial night view of a city, likely Tokyo, showing a complex highway interchange with multiple overpasses and ramps. The city is densely packed with buildings, many of which are illuminated with various colors like blue, purple, and orange. The lights from the buildings and the highway create a vibrant, colorful scene.

Our vision:

To be the most trusted data center partner —
empowering customers' **Intelligent Transformation**
and helping solve humanity's greatest challenges.

Lenovo

The Data-Centered

Lenovo serves and empowers the Data-Centered.

Because we know data doesn't transform the world. People do.

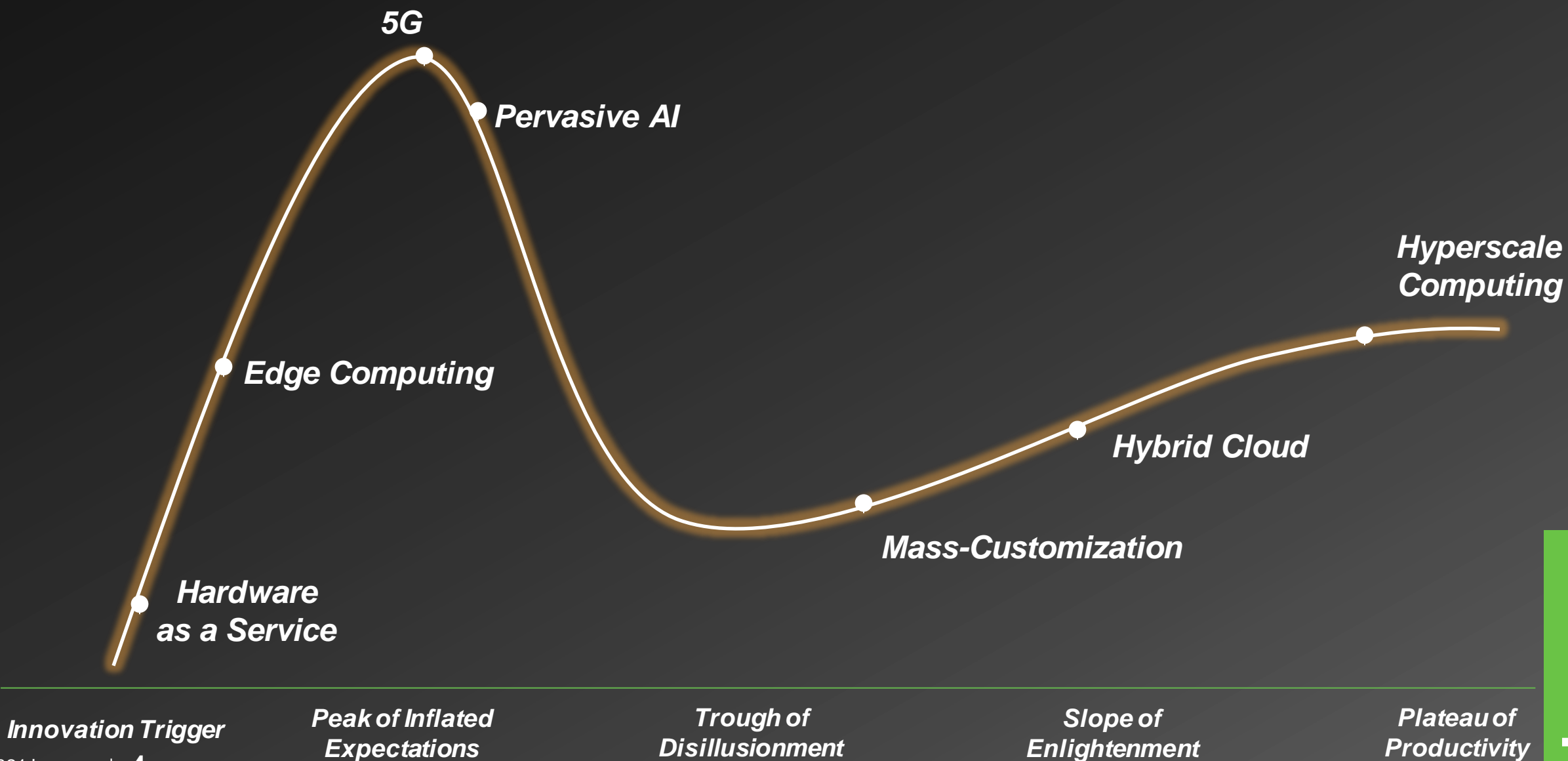
On its own, data is powerless. It takes smarter, more ambitious, more driven humans to bring it to life. To apply it. To derive its meaning. To give it purpose.

To see its potential to dramatically accelerate their organizations, improve their industries, and solve humanity's greatest challenges. Because numbers add up, but it's the people who make them count.

They are visionaries and tech optimists. Executives and engineers. Researchers and managers alike.

They are The Data-Centered.

Drivers of Data Center Infrastructure Consumption



How Lenovo earns the trust of the Data- Centered



**Customer
Centric**

Outcomes and end to end
experience



Reliable

Infrastructure and Support



Open

Solutions for any
organization at any scale



Secure

Manufacturing and Supply
Chain



Sustainable

Business practices

Customer Centric

Lenovo

Being customer centric means enabling intelligent outcomes



The Data-Centered conserve water with a flood of intelligence.

Smarter Water Management
North Carolina State University
(United States)

Lenovo Smarter Infrastructure is helping NC State University turn a constant flow of data into smarter water management.

Join us at
lenovo.com/TheDataCentered




The Data-Centered protect eyesight with a bolder vision.

Smarter Healthcare
Barcelona Supercomputing Center (Spain)

Smarter technology for all

Lenovo



The Data-Centered accelerate growth by enhancing mobility.

Smarter Wealth Management
Arihant Capital Markets (India)

Lenovo Smarter Infrastructure brings better performance to Arihant Capital Markets' mobile app, enabling smarter wealth management from anywhere.

Join us at
lenovo.com/TheDataCentered

Smarter technology for all

Lenovo

Being customer centric means delivering smarter infrastructure solutions



Cloud computing



Analytics & AI



Edge computing



As-a-Service

Being customer centric means having a point of view



Lenovo

Cloud Computing

Confidently accelerate your cloud transformation

Transforming your business from a traditional IT infrastructure to a cloud model enables the business agility you need to compete and thrive in today's instantaneous decision-making environment. But there is no cookie-cutter, one size fits all approach to the cloud. Whether considering a public, private, or hybrid cloud solution, your cloud strategy must address your unique business requirements and opportunities specific to your industry.

To make the complex decisions – from infrastructure to data migration to data management – you have to understand the variables and interdependencies of the cloud stack. Balancing application and data needs, portability, data security, scalability, and ultimately data management all require specialized insights and knowledge.

You want the flexibility to choose the leading cloud platform provider that meets your specific needs and hardware optimized for the cloud framework. Still, you don't want to get locked into a technology that might not fit your requirements down the road. You want the quickest path to the cloud with the least possible disruption. And you want to know that your data is running on the most reliable infrastructure available anywhere, once your transformation is complete.



Lenovo

Analytics & AI

Don't accept one-size-fits-all when it comes to analytics and AI

The need to derive more value from data refocuses our most fundamental IT strategies and requirements. It makes data analytics now a transformative science, encompassing data collection, organization, storage, and all the tools and methods for extracting useful insights. Artificial intelligence (AI) is the next step in the evolution of data analytics, and AI's ability to shape the future is well documented. AI has evolved from customized solutions used by data scientists and data engineers into mainstream tools accessed across the enterprise. However, your IT partner should tailor AI and data analytics solutions to your specific needs.

Despite dramatic improvements in processing capacity and cloud-based service options, the unique performance requirements of the latest analytics and AI applications highlight the practical limitations of the traditional IT stack. For example, Big Data, analytics, and AI require an order of magnitude increase in computational resources over conventional IT systems.

Further, most high-performance computing (HPC) system's learning curve and footprint made them prohibitive for all but the largest organizations.

Lenovo's new HPC technology solves the pricing and footprint issue for businesses of all sizes with scalable HPC systems that can handle the most demanding workloads. These systems leverage hardware and software components such as databases, storage, and graphical processing units (GPUs) as well as high-performance processors uniquely suited to deep learning and machine learning. With advanced cooling and energy efficiency, this hardware can sit within a standard rack and meet size-specific requirements.

With Lenovo's HPC solutions, the breakthrough potential of analytics and AI is now within your reach. You can have all the HPC performance you need in a ready to deploy infrastructure that is modular, adaptable and ready to address the most complex research and business problems you are working with today – and you can easily scale those capabilities to meet future requirements.



Lenovo

Edge Computing

When real-time insights are critical, bring AI capabilities right where you need it the most — at your network edge

We live in an increasingly data-driven world. People and things generate data outside your data center at the "last mile" of the network.

The demand to make mission-critical and time-sensitive decisions at the network edge fuels a growing need to bring powerful compute enabled by Artificial Intelligence (AI) to the edge. Fortunately, this is being made increasingly possible by the increasing availability of high-performance networking and edge computing hardware.

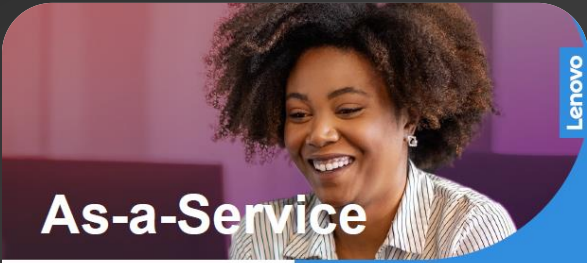
When real-time insights are critical, the latency caused as data travels to data centers or the cloud and then back to the device can be especially problematic. For example, self-driving cars cannot wait for the roundtrip of data to know when to brake, or how fast to travel.

The growing need for real-time decision making drives the need for intelligence to the edge and complements less time-sensitive compute in your data center or cloud.

Wherever you define the edge, lenovo has your edge-computing

With the proliferation of data from IoT devices, smarter networks, and the desire to automate human tasks at scale, edge computing is becoming an essential solution. Lenovo transformed the best-in-class capabilities from industry-leading PC, Motorola mobile, and innovative data center solutions, to design and deliver an edge-computing portfolio with a "fit anywhere" form factor. Wireless connectivity, tamper-proof security, built-in AI, and zero-touch provisioning add to manageability.

When the major city in South America needed to enable the next generation of edge solutions, they looked to Lenovo as their strategic partner. Much of the growth in the smart city market is driven by mission-critical security initiatives, reliant on an array of sensors and databases, in conjunction with video analytics, including facial recognition, behavioral analysis, and license plate recognition tools. Lenovo provided a solution to centrally manage 3,000 surveillance cameras with faster video ingest rates, higher resiliency, and smaller, space conscious appliances.



Lenovo

As-a-Service

For real flexibility, a pay-per-use consumption model for infrastructure has become a business imperative

It has never been a more challenging and exciting time for an IT Manager. The role has expanded to impact customer service, sales, and even business strategies. Your company is increasingly turning to you as the driving force in all aspects of the business.

You must equip the business with the right technology and tools to support the ongoing digital transformation that can scale based on unpredictable customer demand.

Traditional approaches to acquiring infrastructure with upfront capital expenses and long lead times do not give you the ability to scale up or down on demand without overprovisioning or incurring exponential costs.

It would help if you had the flexibility, convenience, and affordability to the point that a pay-per-use consumption model has become a business imperative.

Manage your infrastructure solutions as-a-service with Lenovo TruScale™

In an ever-changing environment, we understand the importance of financial agility and the need to free your staff to focus on your business and not your infrastructure. To address this, Lenovo delivers industry-leading infrastructure solutions as-a-service.

When a significant systems integrator wanted to refresh their data center but could not fund the capital, they chose Lenovo TruScale™. The unique metering solution remains outside of the customer's data plane for added security. A portal opens viewing of consumption in real-time, enabling the ability to control and predict costs. Along with an assigned Customer Success Manager, Lenovo TruScale™ allows easy access to any level of detail needed, as well as guidance to drive problem resolution.

Lenovo

Cloud Computing



Cloud
computing

Confidently accelerate your cloud transformation



Define and implement an end-to-end cloud lifecycle strategy that's best for your business



Accelerate time to value with proven and ready-to-deploy, open cloud solutions



Simplify management of your cloud environment from data migration, data management to fully outsourced services

ThinkAgile
ThinkSystem

 Microsoft Azure
NUTANIX™ vmware®
ONTAP

Lenovo

Define & Implement a Cloud Lifecycle Strategy



**Lean on
Lenovo's global
team**



**Plan,
implement and
optimize the
right approach**



**Simplify
management
of your cloud
environment**

**Lenovo has cloud experts in 165 countries to help
design an end-to-end cloud strategy**

Accelerate Projects With Ready-to-Deploy Open Cloud Solutions

1

Customers have the **best choice** of **pre-tested** and **pre-configured** cloud infrastructure solutions

2

Benefit from **simplified deployment** and **pre-defined optimization** for key workloads

3

Leverage **cloud tiering** via **ONTAP** to maximize storage options for **AWS, Azure, and Google**



Simplify your cloud management with Lenovo

Intelligent cloud migration

Move data, applications and business elements to the cloud faster and easier

Advanced control and scalability

ThinkSystem servers offer advanced control and scalability through open standards and modular engineering to power the most demanding workloads

Robust cloud data management

Through a combination of industry's most reliable server platforms, partner flexibility and data management delivered via ONTAP

Analytics & AI

Lenovo



Analytics & AI

**Don't accept
one-size-fits-
all when it
comes to
Analytics & AI**



When it comes to implementing Analytics and AI, you need a strategic partner dedicated to your business results



Time is money and data is the new currency. So for analytics and AI solutions, time-to-value is essential



Analytics and AI demand high-performance computing optimized for your workloads

ThinkSystem

 Neptune™

You need a strategic partner dedicated to your business results

1

**Deep understanding
of analytics and AI workloads**

2

**Industry recognized expertise
in developing compute solutions for analytics and
AI, anchored by four global AI innovation centers**

3

**Balancing requirements
within your existing utility
computing infrastructure**

Lenovo

For Analytics and AI - Time-to-Value is Essential



Time is Money

Don't let technology barriers delay your analytics and AI strategies



Leverage Exascale

High performance computing systems that fit within your existing infrastructure



Partner Certified

Solutions for use with SAP, Oracle, MS SQL, Cloudera, DSS for IBM Spectrum Scale



High Performance Computing

The pathway to leveraging critical data for business success

Exascale to Everyscale

High performance computing and data management solutions for the most data intensive workloads with advanced features formerly found only in Supercomputers, now available to you

Component Innovation



High Performance Computing achieved with energy efficient, air-cooled and Neptune™ liquid-cooled CPUs and GPUs that scale from a single server to hundreds of racks

Most reliable x86 compute platform

Lenovo starts with the industry's most reliable x86 compute platform and adds the performance and optimization required to run analytics and AI on any scale

Edge Computing



Edge
computing

Wherever
you define
the edge,
Lenovo has
your edge-
computing



Having 'data-center like' compute performance & 24/7 availability in the field where the data is generated, is critical for real-time insights & actions



Edge environments can be hostile when it comes to temperature, vibration, dust, and even potential tampering. You need a rugged solution designed for demanding environments – inside or outside



Lenovo has the expertise to help you define your IoT Edge strategy, evaluate your analytics & AI requirements, and run proof-of-concepts needed to get started fast

ThinkSystem SE350



Lenovo

'Data-center like' compute performance is critical at the edge

1

Perform real-time analytics and run applications on purpose-built edge servers that fit anywhere, designed with high performance CPUs and GPUs for additional AI capabilities

2

Choice of integrated storage and data management for a complete edge IT solution

3

Compact & versatile design
Smaller in size, same performance!

Edge environments can be hostile

You need a rugged solution designed for the varying environments found in the field – inside or outside



No wires

With integrated Wi-Fi / LTE to enable low-touch provisioning and remote management



Designed with unique security

Tamper-proof physical security and data encryption



Temperature resilient design

Able to operate from 0° to 55°C, as well as locations with high dust and vibration



Expertise to help you define your edge strategy

Automate edge deployments

Lenovo Open Cloud Automation (LOC-A) automatically orchestrate the deployment of your edge platform

Workshops, strategy engagements, and managed services to get started

When you are ready to deploy, we have built high-performance AI inference capability into space-efficient servers for visual compute or other automation tasks.

One place for everything

Edge POCs, Edge storage solutions, ready-to-use tools, and access to experts in AI and edge computing

As-a-Service



As-a-Service

Manage Your Infrastructure Solutions As-A-Service With Lenovo TruScale™



Regardless Of Your Business Size, Lenovo Has An As-a-Service Model Right For You



Experience cloud-like financial agility with the advantages of on-premises infrastructure



Lenovo Allows You To Focus On Your Business Instead Of Your Infrastructure

ThinkAgile
ThinkSystem

Lenovo
TruScale™

Lenovo

Regardless of your business size, Lenovo has an As-a-Service model right for you

Lenovo TruScale™ a new experience in IT consumption

1

Define your consumption plan

No minimum infrastructure capacity commitment - from 0% to 100%

2

Benefit from the latest technology
without initial high investment

3

Exceptional customer service
from a dedicated
Customer Success Manager

Lenovo

Experience cloud-like financial agility with the benefits of on-premise infrastructure



Pay only for what you use

Predictable monthly payments based on your usage



Financial agility

Easily scale up or down to meet changing business needs



Capital freedom

To invest in your business with reduced IT budget worries



Focus On Your Business Instead Of Your Infrastructure

Speed time to value

Includes hardware installation, deployment, management, maintenance and removal

Free staff to focus on the business

“Hands-off” infrastructure, just plug it in and turn it on. Lenovo Professional Services experts proactively monitor and manage your system 24/7 to ensure maximum uptime.

Control your security policy

At the application layer and above for full control of your company data

Reliable



Being reliable means collaborating with the Data- Centered

Relationships built on trust

- Lenovo has one of the industry's most diverse cultures and operating models
- We collaborate to best understand how people, processes and products interact

Customer focused supplier

- 51 contact centers globally to provide localized support
- Technical support teams in 165 countries
- 4 AI Innovation Centers to assist with POC testing
- 4 Executive Briefing Centers globally, where customers can learn about the latest trends and technology

Trusted partner network

- 23,000 channel partners worldwide, act as an extension of our sales and support teams
- Our channel first commitment empowers us to continually improve the engagement between our partners and Lenovo

Being reliable means being wherever the Data-Centered need us

Mobile Phone Manufacturing



ISG Locations & Manufacturing



Intelligent Device (PC) Manufacturing



North America



EMEA



China



Latin America



Asia Pac



180

Markets we do
business

63,000

Employees
worldwide

10,000

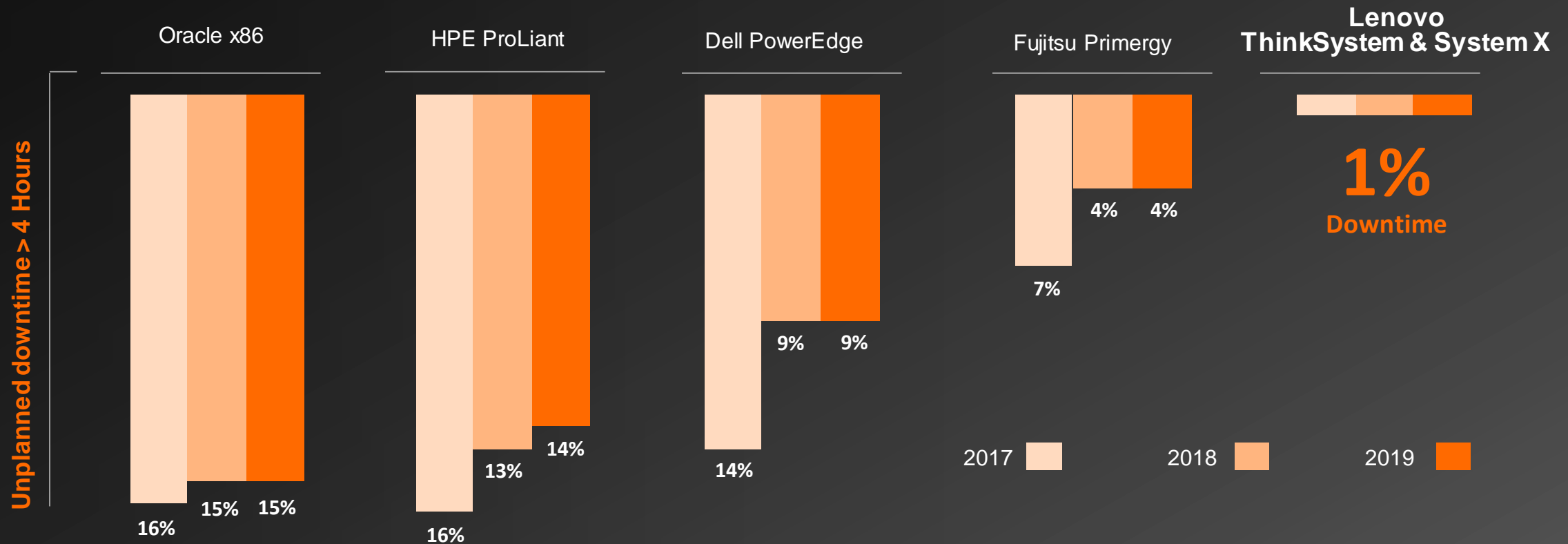
Services
Employees

23,000

Channel
Partners

Lenovo

Being reliable means **Lenovo #1** in server reliability - 7 years running



Lenovo ThinkSystem servers consistently achieved the **lowest downtime**

Source: lenovopress.com/lp1117-itic-reliability-study

Lenovo

Being reliable means **Lenovo #1** provider of supercomputers **in the world**

182
systems

36%
share

#1
in processing
cores

14
markets – most
diverse covering

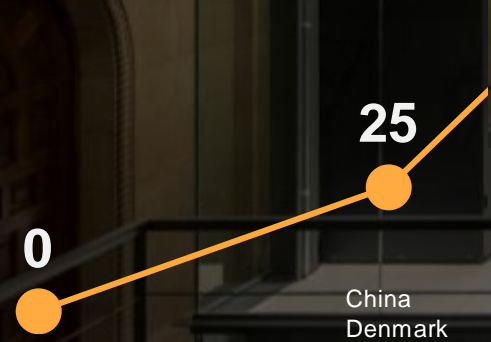
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NOV 15

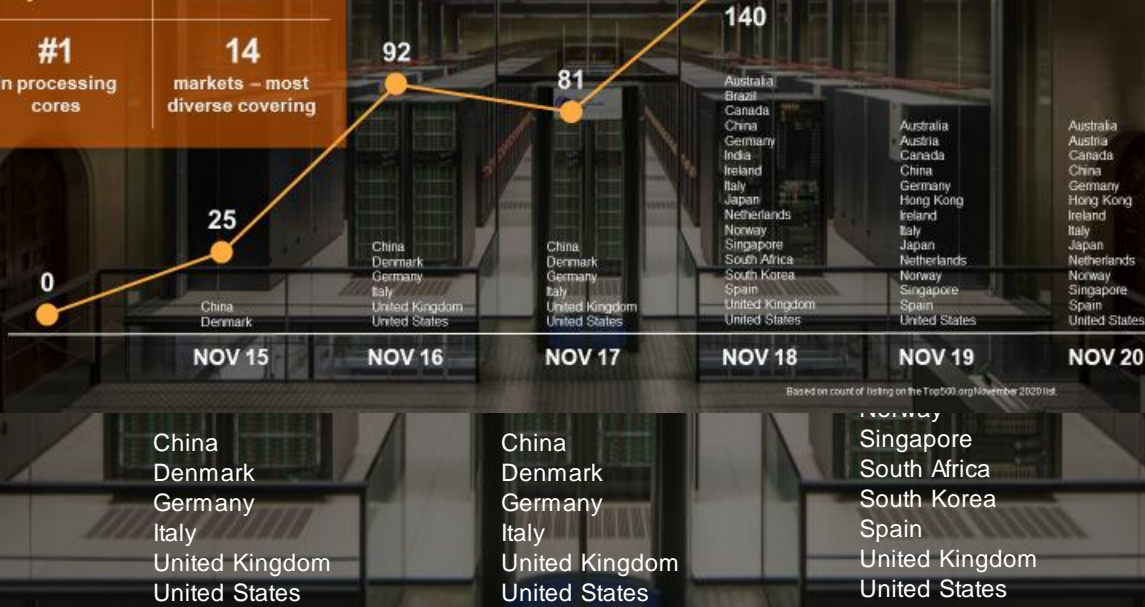
NOV 16

NOV 17

NOV 18

NOV 19

NOV 20



Lenovo

Lenovo

Being reliable means providing deep optimization expertise

Lenovo's tuning scenarios are designed for key workloads from virtualization to AI

Nearly 3X as many #1 results as any other server vendor

242 World records in workload performance

As of April 1, 2021

62

World records
set by servers equipped
3rd Generation Intel®
Xeon® Scalable
Processors

60

World records
set by servers equipped
2nd Generation Intel®
Xeon® Scalable
Processors

32

World records
set by servers using 1st
Generation Intel® Xeon®
Scalable Processors

38

World records
set by servers running
3rd Gen AMD EPYC™

40

World records
set by servers running
2nd Gen AMD EPYC™

10

World records
set by a server using the
Intel® Xeon® D and E
Processors

Lenovo

Source: <https://lenovopress.com/p1145>

Being reliable means having services available worldwide 24x7



Solution services

From the simple to the complex, our experts work with you to find the right solution for your one-of-a-kind strategic and business needs.



Implementation services

Accelerate time to productivity, so you can focus on taking care of your customers and growing your business.



Premier Support services

Around the world and around the clock, our experts are standing by 24x7 to safeguard your investment.



Lenovo TruScale™ infrastructure services

The pay-as-you-go infrastructure: cloud-based economics on premises.

Lenovo Services

Lenovo

Open



Being open means offering the Data- Centered a breadth of open infrastructure solutions

Solutions

We work closely with our software partners to provide engineered, tested, and certified IT solutions that are high performance, scalable, and cost-effective.

| | |
|--------------------------------|--------------------------|
| AI | HPC |
| Big Data / Analytics | Hyperscale |
| Cloud | IoT / Edge |
| Database | Client Virtualization |
| Back Up & Disaster Recovery | |

Infrastructure

Open, reliable and secure platforms that seamlessly integrate with your environment.

| | |
|----------------|------------|
| Servers | Hyperscale |
| Storage | IoT / Edge |
| Hyperconverged | |

ThinkSystem

Enterprise
Infrastructure

ThinkAgile

Software-Defined
Infrastructure



Being open means being a trusted partner



Being open means a global partnership with Intel

Lenovo and Intel deliver the right High Performance and AI computing solutions to meet your business needs - **From Exascale to Everscale™**



1

Get fast insights with HPC innovation

Innovate faster by leveraging maximum efficiency and performance using Lenovo's Everscale innovation, fueled by Intel's latest technologies

2

Discover what's possible before deployment

Achieve breakthrough discoveries using HPC and AI on converged systems through offerings located in the Global Innovations Centers.

3

Adopt HPC faster with flexibility

Access HPC at Everscale with Lenovo's flexible consumption models, industry-leading portfolio, and Intel Select Solutions

Lenovo

Being open means partnering to deliver award winning solutions



vmware®

**Partner of the
Year Award
Value**
2020 Global Winner



**Best
Infrastructure
Partner**
2019 Winner

Lenovo

Secure

Lenovo

Being secure means owning our manufacturing

36

Facilities

180

Markets

+1000M

Devices shipped

+2000

Suppliers

Being secure means having a resilient supply chain

#4
in Tech

Lenovo Ranked **#4**
High Tech Supply Chain
by Gartner

#15
overall

Lenovo Ranked **#15**
World Class Supply Chain Leader
by Gartner

We are recognized for our **world class supply chain** which means we can adapt with agility and speed to ensure continuity of supply to the-Data Centered

Being secure means being accountable

Lenovo is open, transparent and accountable to our customers, partners and shareholders

Lenovo is truly independent with two worldwide headquarters in the U.S. and China but not controlled by any government entity in which it operates.

We are proud to count numerous government agencies and their respective departments as our customers around the world.

Lenovo facts

- ✓ Founded in 1984
- ✓ Publicly-traded on the Hong Kong Stock Exchange in 1994
- ✓ Acquired IBM PC Division in 2005 to become world's 3rd largest PC company
- ✓ Acquired IBM x86 server business in 2014
- ✓ Acquired Motorola Mobility from Google in 2014
- ✓ Currently #1 PC provider worldwide, with 1 in every 4 PCs purchased from Lenovo
- ✓ Employs 63,000 people worldwide doing business in over 180 markets



Being secure means transparent Business practices

Trusted Supplier Program

- Documented, auditable supply chain program ensures end-to-end security
 - Suppliers undergo quarterly compliance and security assessments
-

Transparent Supply Chain

- Traceability at the component and system level

Sustainable

Lenovo

Being sustainable means being responsible



Environmental

Intelligently measure
and mitigate climate
change and
environmental impacts



Social

Ensure all people are
treated fairly and can
succeed in a safe and
inclusive environment



Governance

Promote our culture
of integrity across
Lenovo and our
suppliers

Investment and Support from Senior Management

Being sustainable is having a plan

- Climate change & energy management
- Chemical restrictions & recycled content
- Product EOL management & recycling
- Product energy efficiency
- Water resource management
- Product eco-labels & customer unique environmental requirements
- Environmental packaging & global logistics



Social Impact

- Diversity and inclusion
- Human rights
- Labor standards
- Occupational health & safety
- Philanthropy & community involvement
- HR policies & practices



Environmental Leadership



Governance & Control

- Sustainability reporting
- Ethics & compliance programs
- Privacy & data security
- ISO management systems
- RBA VAP audits
- Unique customer audits
- Responsible sourcing
- Supplier code of conduct
- Analyst & investor surveys
- Financial performance & tax

Being sustainable means corporate social responsibility



74/100

Ecovadis
Corporate Social
Responsibility
rating 2019

92%

Corporate
CO₂ Reduction

Sustainable
Infrastructure
Solutions

- Environment criteria: **90 / 100**
 - Lenovo in top
 - **1%** of all assessed suppliers and
 - **2%** of all computer and peripherals manufacturers globally
-
- Compared with FY2009/10 baseline
 - Including all outsourced production and offset projects
 - ThinkSystem recycled packaging **reduced CO2 emissions by 2140 ton**, equivalent 20 hm2 forest consumed CO2
-
- Introduction of **Lenovo Value Recovery** refurbished server program
 - Lenovo **Neptune liquid cooling** technology can deliver up to 40% energy savings in data center expenses due to the reduced need for air conditioning and air chillers

Being Lenovo means being committed to the Data-Centered



Thank you



A photograph of three people standing side-by-side against a warm, blurred background of yellow and orange light. On the left is a man with dark hair and a beard, wearing a dark suit jacket over a light blue shirt. In the center is a woman with dark hair, wearing a pink short-sleeved shirt and a lanyard with a badge that reads 'Miami Jewish Health'. On the right is a man wearing a dark baseball cap, a plaid shirt, and a dark jacket. Overlaid on the center of the image is the text 'Committed to the success of the Data-Centered' in a large, white, sans-serif font.

Committed to the success of the Data- Centered

The Data-Centered find safety by living on the edge.

Lenovo

Smarter Infrastructure

is making Bogotá a smarter and safer city with Lenovo ThinkSystem Servers and Storage — helping security personnel respond faster than ever.

Join us at
lenovo.com/the-data-centered

Smarter City

City of Bogotá (Colombia)



**Smarter
technology
for all**

Lenovo

The Data-Centered save energy to put it where it counts.

Lenovo

Smarter Infrastructure

is helping Miami Jewish Health reduce energy costs and improve patient experience with Lenovo ThinkSystem Servers and Storage.

Join us at
lenovo.com/the-data-centered

Smarter Healthcare
Miami Jewish Health (United States)



**Smarter
technology
for all**

Lenovo

The Data-Centered accelerate growth by enhancing mobility.

Lenovo

Smarter Infrastructure

is helping Arihant's mobile app perform better with Lenovo ThinkSystem Servers and Storage — making it easier for more customers to manage their investments from anywhere.

Join us at
lenovo.com/the-data-centered

**Smarter
Wealth Management**
Arihant Capital Markets (India)

**Smarter
technology
for all**

Lenovo



The Data-Centered solve world hunger by focusing on its roots.

Lenovo

Smarter Infrastructure

is accelerating research with Lenovo ThinkSystem Servers and Storage at the University of Saskatchewan — eliminating food shortages before they start.

Join us at
lenovo.com/the-data-centered

Smarter Agriculture
University of Saskatchewan
(Canada)

**Smarter
technology
for all**

Lenovo



The Data-Centered find smarter ways to break new ground.

Lenovo

Smarter Infrastructure

is helping LCR Group, a Qube Company, bring the cloud underground with Lenovo ThinkSystem Servers and Storage to prevent safety issues before they happen.

Join us at
lenovo.com/the-data-centered

Smarter Mining

LCR Group, a Qube
Company (Australia)

**Smarter
technology
for all**

Lenovo

The Data-Centered raise the bar to keep the line moving.

Lenovo

Smarter Infrastructure

keeps the assembly line at Hero MotoCorp rolling with Lenovo ThinkSystem Servers and Storage, so motorbike riders worldwide can, too.

Join us at
lenovo.com/the-data-centered

Smarter
Manufacturing
Hero MotoCorp (India)

Smarter
technology
for all

Lenovo

The Data-Centered protect eyesight with a bolder vision.

Lenovo Smarter Infrastructure

brought AI to Barcelona Supercomputing Center with Lenovo ThinkSystem Servers and Storage — helping them detect eye disease in just minutes, and save patients' sight for a lifetime.

Join us at
lenovo.com/the-data-centered

Smarter Healthcare
Barcelona Supercomputing
Center (Spain)

**Smarter
technology
for all**

Lenovo

The Data-Centered make campus safer by keeping it smarter.

Lenovo

Smarter Infrastructure

helps St. John's University campus security
protect students with ThinkSystem Servers and
Storage that provide faster, easier video analytics.

Join us at
lenovo.com/the-data-centered

Smarter Education

St. John's University
(United States)

ST JOHN'S

Smarter
technology
for all

Lenovo