

Smarter technology for all

Lenovo AI Innovators Partner Ecosystem

Lenovo

Lenovo AI

Delivering cognitive solutions - core to edge, cloud to enterprise.

Lenovo AI Infrastructure

8

Platform Categories

60+

AI-Ready Platforms

High performance storage & compute DC & edge portfolio that scales with your demand

Lenovo AI Discover

Center of Excellence

4

Global COEs

180+

Countries served

Find faster time to value by leveraging the Lenovo AI Center of Excellence.

Lenovo AI Innovators

Partner Ecosystem

50+

AI Solution Partners

150+

Enterprise AI Solutions

Leverage certified solution partners to confidently address customer requirements.

Delivering infrastructure to full stack solutions

Accelerating time to value while reducing complexity with our validated solution designs.

Desktop To Data Center: End To End AI Infrastructure

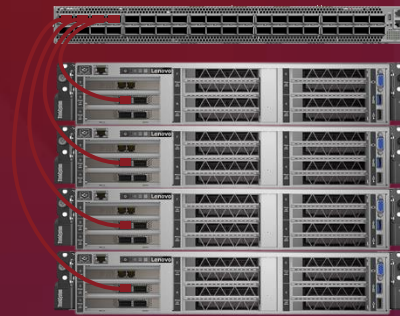
AI Development



 NVIDIA. NGC ready

Lenovo Data Science workstations
& mobile workstations

AI Training



 LiCO™

 NVIDIA. NGC ready

Lenovo ThinkSystem SR670
Lenovo AI Training RAs
Lenovo Scalable Infrastructure

AI Inference



AI-Ready ThinkSystem Servers,
Client AI & Smart Edge Products

Powerful model development

- Bringing Deep Learning to your Desktop
- Your own Sandbox environment for prototyping & model development
- **The only Threadripper Pro Data Science Workstation available globally**

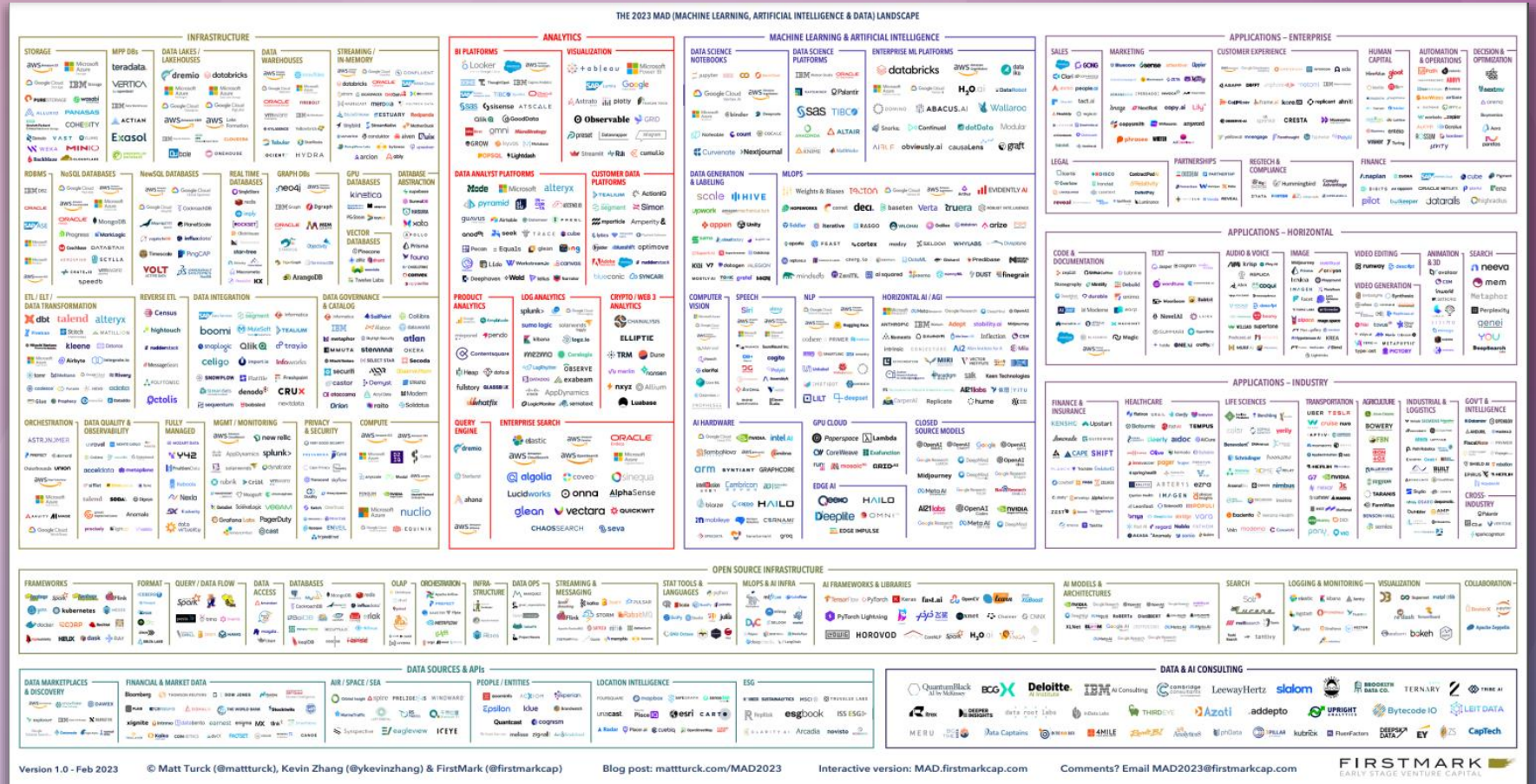
Scale out distributed Training

- Optimize training infrastructure use with LiCO
- Expand as your models scale, and your users grow
- Supported, integrated solutions for maximized performance
- **Unique, Modular design provides maximum density for PCIe accelerators**
 - SR670: 8x SW GPU in 2U
 - SR670v2: 8x DW or 14x SW in 3U

Inference from Core to Edge

- Ruggedized IoT servers, taking inferencing to the edge
- Dense GPU & CPU platforms for inferencing in your data center
- Extreme performance at the edge with the most compact edge server supporting discrete GPUs
- Devices ranging from .5 Liters up to rack servers for inferencing workloads from the far edge to the DC

AI Landscape 2023



- **Top AI Startups**
- A who's who you never heard of
- Rapidly changing market

- **Buy AI Capability**
- 100s of companies to choose from
- >50% of POCs fail getting into production

- **Build AI Capability**
- Rapidly changing technology
- Deep skills needed

❖ Challenges both Ways

Lenovo AI Building Blocks

Smarter AI embedded in everything we do



High performance storage & compute DC & edge portfolio that scales with your demand.



Find faster time to value by leveraging the Lenovo AI Innovation Centers.

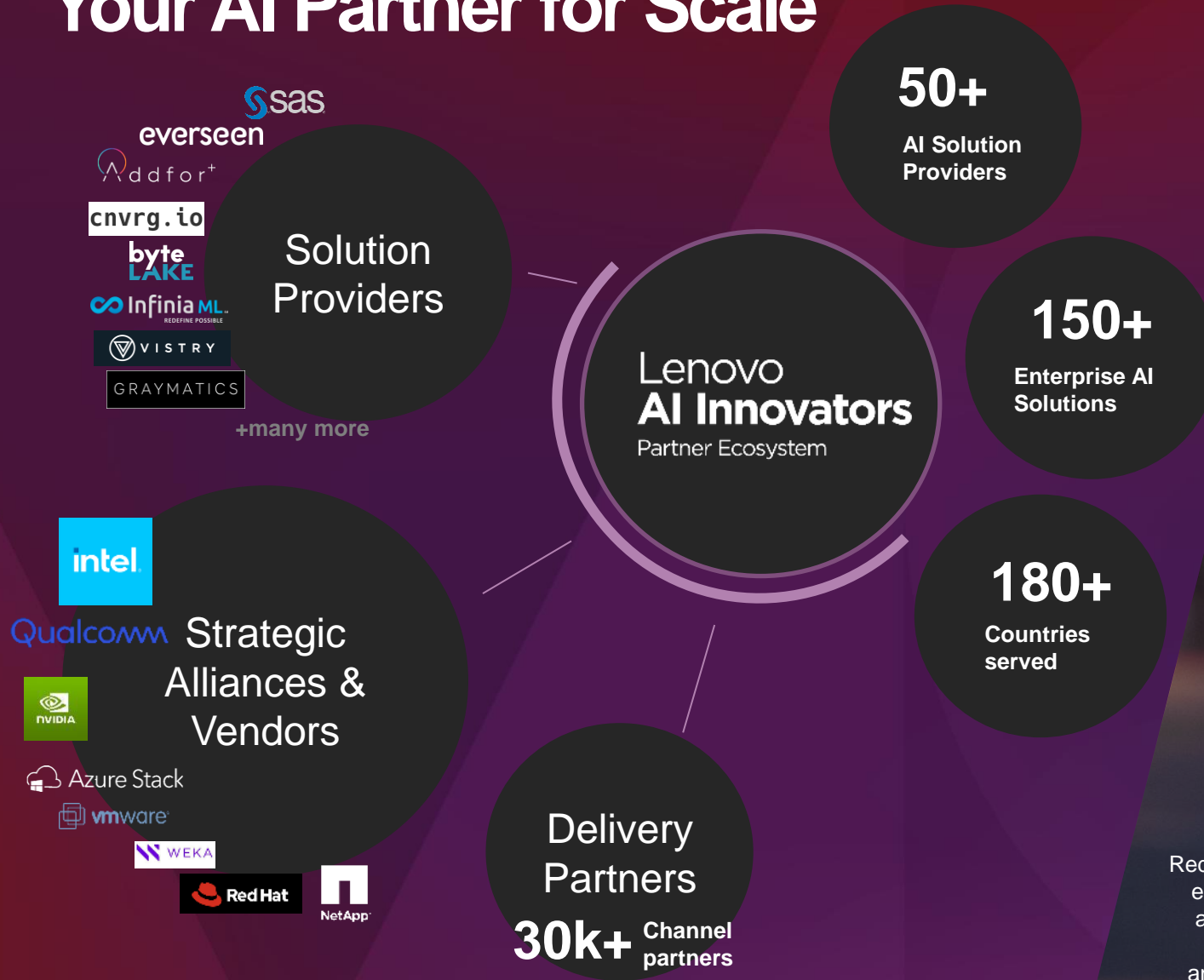


Leverage certified solution partners to confidently address customer requirements.



Pre-validated solutions reduce the complexity with architecting, ordering and getting support for AI solutions – buy a solution, not a bag of parts.

Your AI Partner for Scale



it takes an **ecosystem to deploy cognitive solutions at scale** that deliver business value.



Reduced complexity, early technology access, quicker deployments and time to value



Complementing cutting edge tech with world class supply and supports chains



Combined AI expertise across technology stacks, industries and research



Full range of support from PoC to Scaling AI, locally or worldwide at lower risk and full cost of ownership

Lenovo AI Innovators

Partner Ecosystem

A cross-stack, AI ecosystem providing access to a variety of validated, vertically aligned solutions, built atop Lenovo's best-in-class AI portfolio.

Global strategic partners



23k

Channel Fulfillment Partners

Certified AI Services

AI Discover Center of Excellence AI Workshops

Certified AI Platforms

Certified AI Applications

More than 40+ ISV partners with 150's of solutions

Certifications, Testing & Validations

HCI / Container / Orchestration / Workload Management / Storage

AI Training Infrastructure

AI Inference Infrastructure

Lenovo AI Innovators

For Partners



Combined AI expertise across technology stacks, industries and research



Reduced complexity, early technology access, quicker deployments and time to value



Full range of support from PoC to Scaling AI, locally or worldwide at lower risk and full cost of ownership



Complementing cutting edge tech with world class supply and supports chains

Scale Partners (Level 3)

Large Scale ISVs with multiple deployments, looking to improve their efficiency and break into new markets

Focus: Supply Chains, Last Mile, International, OEM and Reselling

Deploy Partners (Level 2)

Mid-sized ISVs, looking to simplify their deployments and improve their GTM efforts with Lenovo

Focus: Go To Market, Marketing and Optimization

Explore Partners (Level 1)

Niche ISVs with great technology, still finding product-market fit

Focus: PoCs, Testing and deployment support

Lenovo AI Innovators Tiers & Benefits

Benefits	Explore	Deploy	Scale
AI Center of Excellence Lab Benchmarking and Optimization	✓	✓ Priority	✓ Full Suite Support
Marketing	✓ Solution Specific	✓ Assets and Events	✓ Full Co-marketing
PoC Support	✓	✓	✓
Sales / Accounts Mgmt.	✗	✓ Passive Opportunity Mapping	✓ Active Opportunity Mapping
Deployment Expertise	✗	✓ Local Expertise and Mentorship	✓ Global Network and Best Practices
Internationalization	✗	✓ Standard	✓ Global Support
Supply Chain / OEM	✗	✗	✓ Global Support

AiFi Aifi Refresh
Aifi Build
Aifi To-Go

DEEPBRAIN AI AI Human
AI Studio
AI Interview
AI Avatar

everseen Evercheck Visual AI Platform
Everdoor Visual AI Platform
Evershelf Visual AI Platform

GUISE AI AI AT THE EDGE
Guise AI Airport Ground Operations
Guise AI Digital Signage
Guise AI Intelligent Audio
Guise AI Manageability Platform
Guise AI Oil & Gas
Guise AI Traffic Management

IBM maximo IBM Maximo Asset Management
IBM Maximo Predictive Maintenance
IBM Maximo Remote Monitoring
IBM Maximo Visual Inspection

Labelbox Labelbox AI Platform

ADD-FOR Sybille Automotive

InstaDeep™ DeepChain
DeepPack
DeepPCB

Fingermark Supersonic Eyecue Digital Menu Boards

alwaysAI alwaysAI Smart Retail
alwaysAI Smart Construction
alwaysAI Smart Manufacturing
alwaysAI Smart Venues

HU/X Automated Intelligent Drive-Thru Assistant (AIDA)
Analytics Dashboard
Conversational AI Core Engine

pathr.ai Pathr.ai Spatial Intelligence Solution

NEARBY COMPUTING NearbyOne AI Platform

Infinia ML Infinia ML Document Processing

Microsoft Azure Azure OpenAI
Azure Cognitive Service for Vision
Azure Machine Learning
Azure Custom Vision
Azure Metrics Advisor

ASCENDION Ai Services

kinetic vision Industrial Metaverse
Retail Metaverse

nybl. Asset.AI
Factory.AI
Lift.AI
SupplyChain.AI
Anything.AI

SERKET Serket Farm
Serket Livestock Management

NR NEUREALITY NR1 NAPU
NR1 M
NR1 S

ARTISIGHT Patient Room of the future
Operating room of the future
Clinic of the future
Command Center of the future
Assisted Living Facility of the future

EAIGLE™ EAIGLE Automated Vehicle Access Control (AVAC)
EAIGLE Access Control Solution for Visitors
EAIGLE Density Analytics
EAIGLE Thermography Monitoring Solution

FedML FedML AI App Ecosystem
FedML Open source
FedML Octopus
FedML Parrot
FedML Beehive
FedML Spider
FedML Cheetah

Dataloop Dataloop Data Management Platform
Dataloop LiDAR
Dataloop Automation Platform

BIKAL Bikal AI Platform
Bikal AI Security
Bikal AI Services

THE EDGE COMPANY BCMS Ventur
BCMS Ventur X

SAS SAS Viya
SAS Anti Money Laundering
SAS Fraud Detection
SAS Customer Intelligence 360
SAS Econometrics
SAS Visual Forecasting

GRAYMATICS LabVista
UrbanVision
sitInsights
Vista Mart
Vista Karma
G-Safe

Lenovo AI Innovators

Partner Ecosystem

byte LAKE CFD Suit
Cognitive Services Suit (Manufacturing)
Cognitive Services Suit (Automotive)
Cognitive Services Suit (QSR)

chooch Chooch AI Vision Platform
Chooch Image Chat

corsight Corsight Fortify
Corsight RESTful API

vmware Vsphere
Aria UI

deci Deci
AutoNAC

Watad Robotics Process Automation
Computer Vision
Supervisory Control and Data Acquisition System (SCADA)
Power Substation Automation (PSA)

Red Hat OpenShift Data Science OpenShift Data Science

VSBLTY DataCaptor
VisionCaptor
VSBLTY Vector
Retail Hardware Solutions

V7 V7 Labs Labellig Platform

VOCALYTICS AI Machine Listening Software

VISTRY Vistry AI Drivethru
Vistry AI Kitchen
Vistry AI Platform

chooch Chooch AI Vision Platform
Chooch Image Chat

C2RO C2RO Entera for Manufacturing
C2RO Entera for Retail / Mall
C2RO Entera for Smart City

wandisco Data Activation Platform
Edge to Cloud
Data Migrator

StorMagic StorMagic SvSAN

WaitTime WaitTime AI Platform

trigo StoreOS
EasyOut
EasyStock

space Deming ROVR
Deming RANGR
Deming OVSERVR
HoverTouch Platform

Signatrix Signatrix Instore Analytics
Signatrix Loss Prevention

RAI Viztel
ShopAssist
Edge Central

SMARTIA Smartia MAIO
Smartia Energy
Smartia Predictive
Smartia Services

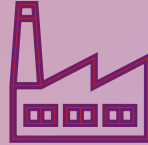
PEAK TECHNOLOGIES Peak Asset Insights
Peak Analytics
Peak Mobile Insights
Peak M-Netics
Peak Label Management Systems


cnvrg.io cnvrg.io platform

SUNLIGHT Sunlight HyperConverged Edge
Sunlight NexCenter
Sunlight NexVisor

VSAMS Video Surveillance as a Service AI Platform

Top verticals for ISV partners and their AI solutions



Retail	Manufacturing	Smart Cities	Finance	Healthcare
<ul style="list-style-type: none"> • Loss Prevention • Logistics / Shelf restocking • Omni-channel analytics & engagement / sales automation • Check-out automation • Shopping recommendation & merchandising • Transaction payment systems • IT automation 	<ul style="list-style-type: none"> • Predictive Maintenance / Digital Twin • Quality Control / Visual Inspection • Demand forecasting • Inventory management, supply chain & logistics • Production line, robotics & process optimization • IT automation 	<ul style="list-style-type: none"> • Crowd Management and Analytics • Distributed Edge and large scale Orchestration • Security and Access Management • Traffic control and smart policing. • Public Health and Safety 	<ul style="list-style-type: none"> • Credit decisions • Fraud detection & Threat Intelligence • Risk management • Algorithmic trading • Process automation • Personalized banking / customer service & sales automation • Regulatory intelligence • IT automation 	<ul style="list-style-type: none"> • Medical Imaging / diagnosis treatment • Clinical decisions support (CDS) • Customer service agents • Process & back office automation • Inventory management, supply chain & logistics • IT automation
 <p>Horizontal</p>		<ul style="list-style-type: none"> • Security & Health Checks • MLOps & Analytics • IVA Platforms • NLP for Data extraction • Supply chain & logistics • AI Training platforms 		

Delivering tomorrow's oil & gas experience today with AI

Lenovo AI Innovators

It provides certified AI solutions, and helps customers build up their own through our AI Discover Labs



- Behavior analysis
- Customer journey
- Front & back of Store analytics



Adv. Multi-phase simulations

GRAYMATICS

- Employee Safety and compliance
- Automated Security perimeters



- Well-Lifecycle
- Predictive Maintenance
- Reservoir Management



- Automated Visual Inspection
- Comp. Fluid Dynamics
- Bespoke AI Solutions

Or build your own AI solutions with:



Tomorrow's Venues for Fans with AI

- Crowd Analytics
- Queue wait time
- Mobile app venue guidance for visitors



Lenovo
AI Discover
Center of Excellence

Lenovo
AI Innovators

Provides certified AI solutions, and helps customers build their own through our AI Discover Labs

Custom AI Models
Exploring New Ideas



- AI Concierge for Wolfpack fans
- Provides detailed facility information for fans
- Conversational AI Kiosk to naturally interact with fans at entry points in the stadium

- Automated checkout and payment
- Secure payment integration

Lenovo
TruScale

Delivering tomorrow's retail experience today with AI

The retail store of the future.



Lenovo AI Discover
Center of Excellence

Lenovo AI Discover
Launch Workshops

Lenovo AI Research

Lenovo TruScale

Enabling Retail Automation with AI Solutions

11 of the **Top 20** top food chains are running AI on Lenovo

10K+ Stores powered by Lenovo AI

Smarter Stores

- Automated pricing and self-checkout
- Access monitoring
- Queue monitoring
- Shelf monitoring
- Theft prevention
- Customer behavior

Smarter Drive-thru

- Meal and package recognition
- Order monitoring
- Drive-thru automation
- Employee to Vehicle interaction
- Vehicle monitoring

Enabling Logistics Providers to Deploy AI Solutions

50M+

Packages managed by
Lenovo AI Infrastructure
for logistics

100M+

Products
manufactured with
Lenovo AI

180+

Countries served by
Lenovo AI capabilities

Smarter Supply Chain

- Package tracking
- Automated labelling
- Conveyor belt monitoring
- Bottleneck monitoring
- Demand prediction

Smarter Back of Store

- Pallet delivery monitoring
- Fraud prevention
- Access monitoring
- Human to machine interactions



everseen

GRAYMATICS



kinetic vision



Delivering tomorrow's banking experience today with AI

The Bank of the Future

- Data Security
- Video & Audio Recognition
- Fraud Prevention & Security



- CX Focused Transaction Zones
- Smart Devices for Customer Service



- AI Ready Servers
- Virtual Assistants
- Remote Conferencing
- Edge Computing



- Smart ATMs
- Assisted Online Banking
- Automation
- Digital Twins



Lenovo
AI Discover
Center of Excellence

Lenovo
AI Discover
Launch Workshops

Lenovo
AI Research

Lenovo
TruScale

As AI becomes more democratized with powerful tools in our hands, how do we ensure AI is used in an ethical way?

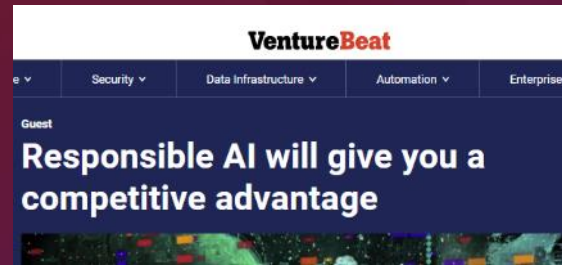
Lenovo signs the "Women & AI" Pledge

for gender fair AI, joining 14 other companies including Qualcomm, Intel & IBM.



Lenovo Launches the Responsible AI Committee

Made up of 20 individuals from across the company with our Responsible AI pillars published externally on VentureBeat.



Responsible AI is part of Product Diversity Office

Every product or solution moving forward that contains AI will be flagged by the Lenovo PDO office for review.



2021

2022

2023

Lenovo pillars for Responsible AI

Diversity & Inclusion

Privacy & Security

Accountability & Reliability

Explainability

Transparency

Environmental & Social Impact

What to consider about Generative AI?

Generative AI will be one of the greatest paradigms in Artificial Intelligence.

Prepare

our customers for AI driven transformation

Transform

our business by gaining new efficiencies with Generative AI capabilities

Deliver

Generative AI solutions that are easily leveraged by our customers.

Today!

Near

LAUNCH:AI Workshop

- Invite your customers to a Workshop to learn how they can prepare for Generative AI
- Access our data science experts to provide tailored recommendations for your customers
- Establish your AI-Ready data management & compute strategy to support new AI workloads such as generative AI

Just imagine...

- Build self-healing servers that can write and apply patches.
- Automate security test scripts and penetration testing
- Automate server deployment by writing configuration scripts
- Build AI models from text prompts and automatically write code for AI application deployment

Deploy Generative AI

- Onboarding Generative AI companies into Lenovo AI Innovators
- Deliver compute for generative AI to HPC, CSP / nextwave, edge and the enterprise.
 - New Accelerator offerings
 - New server form-factors
- Reference designs and DRS for generative AI with compute, storage and software.

MORRISVILLE

STUTTGART

BEIJING

TAIPEI

Accelerate your AI journey.

In the Lenovo AI Center of Discovery & Excellence

Proof of Technology | Workshops | Partner Collaboration | Benchmarking | Best Practices
 Data Scientists | AI Architects | Engineers | Suppliers | Software Partners | Industry Consortia

10+ global technical benchmarkers

40+ HPC & AI technical field sales.

100+ engineers & researchers in the **Lenovo AI Research Lab**
[Learn More](#)

30+ AI Solution Partners with a global workforce of thousands.

23k Channel Fulfillment Partners

Industry Memberships

