

Lenovo
OEM Solutions

Powering what's next.



Smarter
technology
for all

Lenovo



Leading the way in
**intelligent
transformation**

- ▶ We bring to market smarter devices that take human capability to the next level.

As an industry solutions provider, you want innovative technology to set you apart from the competition, improved efficiencies, and faster time to market with minimized lifecycle costs. In addition, you need the services to optimize, deploy, and support your integrated solution for the long haul.

This is what Lenovo does for you.

Offering years of experience serving OEMs, Lenovo understands what's important to you. Our OEM Solutions business offers end-to-end value with a dedicated team through our capabilities, portfolio, and global specialization.

Elevate your project

our capabilities

▶ Lenovo is constantly investing in our OEM capabilities to make sure that we offer customers exactly what they need. Our robust list of capabilities will make the process of bringing your purpose-built solution to market faster and more efficiently.

Multi-Level Customization

Lenovo's customization capabilities ensure that your embedded hardware meets your needs. Options include:

- Blank chassis
- Bezels
- Packaging
- Logos
- Imaging
- BIOS
- Operating system
- And more

Extended Lifecycle Management

This program is dedicated to extending the life of our machines, as well as providing additional support services. Offerings include:

- 3-5 year extended life products
- Dedicated resources to support transition management
- Regular customer deliverables to support lifecycle needs, including BOM health checks

E2E Program Management

We support your end to end solution stages, from pre-design to transition management, and:

- Six-month minimum notification of advance parts changes
- Technology insights for next generation planning
- Visibility into Lenovo's product roadmap to help you plan for upcoming changes
- Stability and risk mitigation through our certified and reliable commercial portfolio
- OEM intake process managing all customization, configurability, and branding needs

the most
**diverse
portfolio**

Lenovo offers the most diverse technology portfolio available to OEMs.

As a leading PC manufacturer, Lenovo has the hardware your solution requires. You will have access to our full commercial portfolio, our edge portfolio, and our third party offerings when building your solution with us.



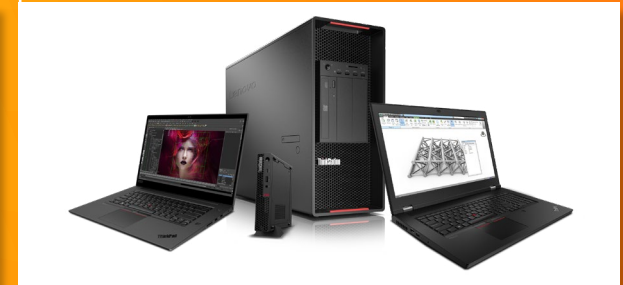
Full commercial portfolio

Secure your solutions for top-rated performance and reliability.

TABLETS



WORKSTATIONS



DESKTOPS



SERVERS



EDGE DEVICES



VISUALS



THIRD PARTY SOLUTIONS



Extended life products

Managing lifecycles with solution integration, product transition management, and advanced end-to-end notifications

DESKTOPS



ThinkCentre M Series

EDGE DEVICES



ThinkEdge Series*

WORKSTATIONS



P3XX Series Tower, SFF, & Tiny

DESKTOP WORKSTATIONS



ThinkStation P520, P720, & P920

TOWER & RACK SERVERS



ThinkSystem S Series

3 YEAR LIFECYCLE

5 YEAR LIFECYCLE

The OEM Extended Life Program

Dedicated resources to support transition management

Dedicated Supply Chain Management (SCM)

- Sourcing agreements
- Supplier quarterly business reviews
- Continuity of supply management
- Quarterly standard building blocks (SBB's) health check

Development/Product Marketing Engagement

- Component lifecycle
- Chassis / Motherboard / Power design
- Graphics / CPU's / Memory / NIC cards
- Subject to market change design dynamics

Transition Management

- Change management
- Product transition support

BOM Health Checks

Regular customer deliverables to support lifecycle needs, including Build of Materials (BOM) health checks

Monitor
Stable supply
Attention needed

	2021 1 Year	2021 2 Years	2022 3 Years	2023 Year+
CPU				
Xeon W-2123 3.6G 4C 120W	Y	Y	Y	Y
Memory				
8GB DDR4 2666 ECC RDIMM	Y	Y	Y	Y
<i>Transition to 2933MHz or 3200MHz based on DIMMS in 2020.</i>				
Storage				
1TB HD 7200RPM 3.5in SATA3	Y	Y	Y	Y
256GB SSD M.2 PCIE NVME OPAL	Y	Y	Y	Y
<i>Market watch for SSID PCIE cost driving rotation drive demand down.</i>				
Network				
Intel 1Gbps Ethernet I350-T2	Y	Y	Y	Y
Video				
Quadpro P620 2GB 4mDP HP	Y	Y	Y	Y
<i>Nvidia changing to cost reduced PCB. Change in VBIOS.</i>				
Optical				
DVD CD-RW Rambo W10	Y	Y	Y	Y
Platform				
P520 Chassis/MB	Y	Y	Y	Y
Serial COMM port Cable	Y	Y	Y	Y
PSU				
690 Watt 92%	Y	Y	Y	Y

Effective April 1, 2021 with document revisions every 6 months.

* The ThinkEdge products have a 3 year extended life, but extensions beyond 3 years can be reviewed on a case-by-case basis.

wherever you need us

global specialization

Our supply chain efficiency
and deployment services
are second to none.

- ▶ No matter where you are in the world, our global footprint means you have access to the highest level of services.



Lenovo's global manufacturing lets us tailor our products to regional markets and includes 36 manufacturing facilities.

OEM Engineering Services

- Custom BIOS Development
- Custom BIOS Splash Screen
- Custom Hardware & Software Configurations
- Third Party Qualification & Support
- Standard Global Certifications

OEM Customization Capabilities

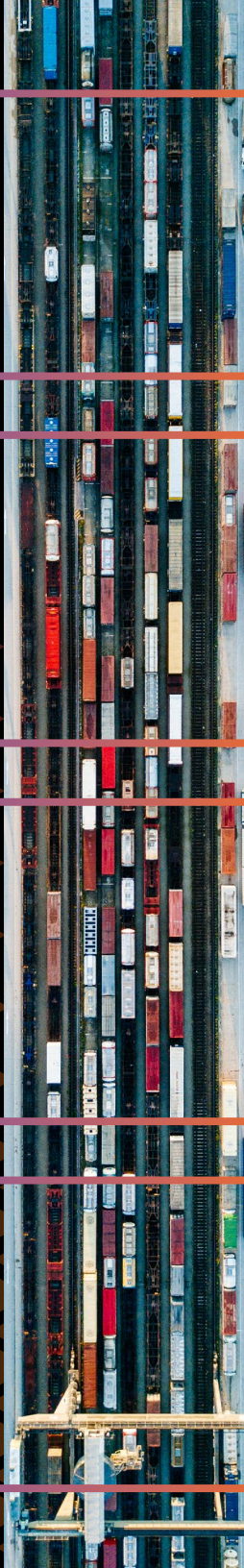
- Factory Load of BIOS & OS Image
- Blank Bezels, Chassis, & Packaging
- Asset Tagging
- Laser Etching
- Custom Branding & Logo Options

OEM Inventory/Logistics

- Order Prioritization
- Custom-Owned Inventory Management
- Kanban Delivery
- International Shipping

OEM Deployment and Support

- Extra 90 Days Added to Warranty
- White Glove Deployment Services
- Front of Queue Prioritization
- Front Line Support to OEMs



You can trust
us every step of
the process.

Let our innovation work for you.

Lenovo
OEM Solutions

www.lenovo.com/OEM

Smarter
technology
for all

Lenovo