



# 4P Update – Feb 11<sup>th</sup> 2015

Brad W. Turner

# Lenovo Live Feb 11<sup>th</sup> Agenda


- |                                      |         |                  |
|--------------------------------------|---------|------------------|
| ■ Opening Remarks & 4P Update        | 5 Mins  | Brad Turner      |
| ■ ThinkPad Shape The Future Update   | 15 Mins | Chris Young      |
| ■ Server Product Launch & EOS Update | 15 Mins | Hal Humrickhouse |
| ■ Storage Update                     | 15 Mins | John De Vito     |

# Feb 11<sup>th</sup> 4P Snapshot

- The Limited Time Premium ThinkPad rebates have been extended through Feb.
  - Expiration date is now 2/28. Letter will go out today.
- New ThinkStation P500 Rebates & SPIFF's landed this week
  - SPIFF's include P700 & P900 as well
- Shape The Future 2015 has launched
  - One Pagers are on LPN & Solutions Center
  - Announcement letters went out Monday the 9<sup>th</sup>
  - PAB letter went out on Monday the 9<sup>th</sup>
- ThinkCentre Haswell Refresh is planned for March 2<sup>nd</sup>
  - Colab to begin soon

# P Series WorkStation Push

- New **P500** Rebates went out Friday
  - \$100 on each Focus Model

ThinkStation P500					
	\$1,499	\$1,599	\$1,799	\$1,979	\$2,299
 P500	30A7000MUS	30A7000TUS	30A7000QUS	30A7000WUS	30A7000SUS
	Xeon E5-1607v3 (4 Cores)	Xeon E5-1630v3 (4 Cores)	Xeon E5-1620v3 (4 Cores)	Xeon E5-1650v3 (6 Cores)	Xeon E5-1630v3 (4 Cores)
	4GB ECC	4GB ECC	4GB ECC	8GB ECC	4GB ECC
	500GB/7200	180 SSD	1TB/7200 SATA	256GB Opal SSD	1TB / 7200 SATA
	DVD RW NVIDIA K620	DVD RW No Graphics	DVD RW NVIDIA K2200	DVD RW No Graphics	DVD RW NVIDIA K4200
	W/ 3 Yr Onsite \$100	V 3 Yr Onsite \$100	3 Yr Onsite \$100	3 Yr Onsite \$100	3 Yr Onsite \$100

- New DRC & Tier 2 SPIFF's for **P500, P700 & P900**



- Use the tools in your 'Tool Belt', including the Partner Demo Program (PDP)
  - P500 Example: Partner can get \$664 off the model below.



Model	ThinkStation P500
Part Number	30A7000TUS
Key features	Intel Xeon E5, 180GB SSD, 4GB
List Price	\$1599.00
BP1 Discount Price	\$1439.10
PDP Price	\$935.42



# ThinkPad Update

Chris Young

# New tools in your toolkit

## ■ This quarter

- E455
- N21
- B50

First time we've offered 14" AMD

Rugged Chromebook starting at \$219 (late March)

15" AMD offering priced at \$399 / \$299 (Shape the Future)

## ■ Next quarter

- 11e
- T450
- T550s/W550s
- TP Yoga 15

More aggressive pricing for this year's buying season

Now can support 16GB and a 3<sup>rd</sup> USB port


Our first 15' Ultrabooks

15" ThinkPad Yoga for Prosumer/SMB

# New Price Points!

 <b>ThinkPad</b> <b>ThinkPad Touch &amp; E Series</b> <b>Feb 1 - March 31</b>																	
AMD Value			14" Progressive Style			15" Progressive Style											
<b>E455</b>	<b>\$499</b>	<b>20DE001PUS</b> AMD A6-7000 4GB, 500/5400 14" HD LED Camera, 6 Cell Win 7 Pro 64 1 Yr Depot	<b>\$529</b>	<b>20DH002QUS</b> AMD A6-7000 4GB, 500/5400 15.6" HD LED Camera, 6 Cell DVRW Win 7 Pro 64 1 Yr Depot	<b>\$579</b>	<b>20DH002TUS</b> AMD A10-7300 4GB, 500/5400 15.6" HD LED Cam, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot	<b>\$629</b>	<b>20DC003WUS</b> Core i3 4005U 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell, N-Combo Win 7 Pro 64 1 Yr Depot	<b>\$729</b>	<b>20DC004CUS</b> Core i5 5200U 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell, M-Combo Win 7 Pro 64 1 Yr Depot	<b>E550</b>	<b>\$629</b>	<b>20DF002YUS</b> Core i3 4005U 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell, DVD RW Win 7 Pro 64 1 Yr Depot	<b>\$729</b>	<b>20DF0030US</b> Core i5 5200U 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell, DVD RW Win 7 Pro 64 1 Yr Depot	<b>\$829</b>	<b>20DF0040US</b> Core i7 5500U 8GB, 500/7200 15.6" FHD LED Cam, BT, FPR 6 Cell, DVD RW Win 7 Pro 64 1 Yr Depot
			<b>E555</b>			<b>E450</b>											
B50 - 45			Helix			ThinkPad Yoga											
<b>B50</b>	<b>\$399</b>	<b>59441913</b> AMD E1-6010 4GB, 320GBHD 15.6" Display Cam, BT, 6 Cell Win 7 Pro 64 1 Yr Depot	<b>\$1,649</b>	<b>36986EU</b> Core i5 3337U 11.5" FHD <b>Touch</b> 4GB, 128GB SSD Front/Rear Cam BT, WiFi, DigiPen NFC, 3 Cell + 4 Cell Win 8 Pro 64 3 Yr Depot	<b>\$2,179</b>	<b>36984SU</b> Core i7 3667U 11.5" FHD <b>Touch</b> 8GB, 256GB SSD Front/Rear Cam BT, WiFi, DigiPen NFC, 3 Cell + 4 Cell Win 8 Pro 64 3 Yr Depot	<b>\$1,349</b>	<b>20CD00BXUS</b> Core i5 4300U 4GB, 500/7200 12.5" FHD <b>Touch</b> Cam, BT DigitizerPen, Cache Bk Lit Key, 8 Cell Win 8.1 Pro 64 1 Yr Depot	<b>\$1,499</b>	<b>20CD00AVUS</b> Core i5 4300U 4GB, 180 SSD 12.5" FHD <b>Touch</b> Cam, BT DigitizerPen Bk Lit Key, 8 Cell Win 8.1 Pro 64 1 Yr Depot	<b>\$1,749</b>	<b>20CD00B1US</b> Core i7 4600U 8GB, 256 SSD 12.5" FHD <b>Touch</b> Cam, BT DigitizerPen Bk Lit Key, 8 Cell Win 8.1 Pro 64 1 Yr Depot	 				
			<b>Helix</b>														

# New Price Points!

<b>lenovo</b>		<b>B50-45</b>		<b>Microsoft® SHAPE the FUTURE</b>		<b>Chromebook</b>		<b>N21 Chromebook</b>	
									
		<b>List - \$499 STF - \$299</b>				<b>List - \$219</b>		<b>List - \$239</b>	
		59442503 AMD E1, 4GB 320/5400 15.6" HD LED Anti-Glare <b>Win 7 Pro 64</b> 1 Yr Warranty				80MG0000US Celeron 2GB, 16GB 11.6" HD LED <b>Chrome</b> 1 Yr Warranty		80MG0001US Celeron 4GB, 16GB 11.6" HD LED <b>Chrome</b> 1 Yr Warranty	
<b>ThinkPad</b>		<b>11e AMD</b>		<b>11e Celeron</b>		<b>11e Chrome</b>		<b>Yoga 11e</b>	
									
		<b>List - \$579 STF - \$379</b>		<b>List - \$649 STF - \$449</b>		<b>List - \$349</b>		<b>List - \$449</b>	
		<b>List - \$629 STF - \$429</b>						<b>List - \$749 STF - \$549</b>	
		20EDS00000 Rugged for K-12 AMD E1, 4GB 500/7200 11.6" HD LED Cam, BT, 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20D9S00C00 Celeron N2920 4GB, 500/7200 11.6" HD LED Cam, BT 4 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DU0009US Celeron N2920 4GB, 16GB 11.6" HD LED Cam, BT 4 Cell <b>Chrome</b> 1 Yr Depot		20DU000AUS Celeron N2940 4GB, 16GB 11.6" HD Touch Cam, BT 4 Cell <b>Chrome</b> 1 Yr Depot	
		20EDS00100 Rugged for K-12 AMD A4, 4GB 500/7200 11.6" HD LED Cam, BT, 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot						20D9S00B00 Celeron N2940 4GB, 500/7200 11.6" HD Touch Cam, BT 4 Cell <b>Win 7 Pro 64</b> 1 Yr Depot	
<b>ThinkPad</b>		<b>E455</b>		<b>E555</b>		<b>E450</b>		<b>E550</b>	
									
		<b>List - \$629 STF - \$429</b>		<b>List - \$629 STF - \$429</b>		<b>List - \$729 STF - \$529</b>		<b>List - \$829 STF - \$629</b>	
								<b>List - \$829 STF - \$629</b>	
		20DES00000 A6 4000M 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DES00800 A6 4000M 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DCS00F00 Core i3 4005U 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DFS00K00 Core i3 4005U 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell, DVD RW <b>Win 7 Pro 64</b> 1 Yr Depot	
		20DES00000 A6 4000M 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DCS00E00 Core i5 5200U 4GB, 500/7200 14" HD LED Cam, BT, FPR 6 Cell <b>Win 7 Pro 64</b> 1 Yr Depot		20DFS00L00 Core i5 5200M 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell, DVD RW <b>Win 7 Pro 64</b> 1 Yr Depot		20DFS00L00 Core i5 5200M 4GB, 500/7200 15.6" HD LED Cam, BT, FPR 6 Cell, DVD RW <b>Win 7 Pro 64</b> 1 Yr Depot	
								<b>List - \$829 STF - \$629</b>	
								<b>List - \$1199 STF - \$999</b>	
								20C1S00S00 Quad Core Z3795 10.1" WUXGA 1920x1200 Dig/Pen 2GB/64GB Flash BT, WiFi <b>Win 8.1 Pro 32</b> 1 Yr Depot	
								20DLS00300 Core i5-5200U 12.5" FHD IPS 1920x1200 Touch 4GB/16GB SSD BT, WiFi <b>Win 8.1 Pro 64</b> 1 Yr Depot	

# N21 Chromebook vs. Competition

- No other vendor can match our offering of aggressive price points (2GB @ \$219, 4GB @ \$239)
- AND rugged features & education-focused features

- anti-glare screen

- Anti-peel keys

- Spill resistant keyboard

- up to 9.5 hours of battery life

- Rotatable camera

- Reinforced hinges & ports

- Non-slip texture

- retractable handle



# B50-45 Product Information

- 15.6" HD display
- AMD E1-6010
- Windows 7 Pro downgrade with 8.1 Pro license (STF version also available)
- 4GB
- 320GB 5400rpm
- Integrated graphics
- No optical drive
- 1x1 BGN + BT
- No fingerprint reader
- 32Wh battery (up to 5 hrs)
- VGA, HDMI, 2 x USB 3.0, 1 x USB 2.0, RJ45, 4-in-1 Card Reader
- <1" thin and 4.73 lbs



- **Pro OS:** \$399 list + \$50 rebate. Part number: 59441913
- **STF OS:** \$299 after STF PAB). Part number: 59442503
- Product is eligible for all Channel Programs!
- Pricing is in US \$ and subject to change

# B50 vs. Competition



	Lenovo B50	HP 255	HP 355
Entry configuration	\$399 + \$50 rebate (E1, 4GB, 320GB, No optical, Win 7 Pro OS)	\$399 (E1, 4GB, 500GB, Optical, <b>Home OS</b> )	\$429 (E1, 4GB, 500GB, Optical, <b>Home OS</b> )
Weight / Thinness	4.73" / less than 1"	<b>4.83"</b> / 1"	<b>5.07"</b> / 0.9"
Battery	32Whr	31Whr	41 Whr
Max memory	8GB	8GB	8GB
HD Webcam	Yes	Yes	Yes
HDMI & VGA	Yes	Yes	Yes
USB	2 x USB 3, 1 x USB 2	<b>1 x USB 3</b> , 1 x USB 2	2 x USB3, 1 x USB 2
Warranty	1 year	1 year	3 year
Other			Fingerprint reader, HDD Airbag, Spill resistance, ABGN WIFI, DTS Audio

# ThinkPad Yoga continues to be a differentiator

- No one can measure up to our ThinkPad Yoga 12
- 4 modes (notebook, tent, stand, tablet)
- Lift-n-lock keyboard
- TPM
- vPro
- 400 nit FHD IPS panel with Pen/Digitizer
- Mil-spec tested
- Lay-flat display



# Attack Microsoft Surface with ThinkPad Helix



ThinkPad Helix  
w/Ultrabook KB



## Tablet optimized 2-in-1 Notebook

ThinkPad Helix is a better  
**Tablet-optimized 2-in-1 Notebook**  
with the Ultrabook Keyboard!

- 11.6" is the right balance for tablet & full-sized keyboard
- Industry standard screen aspect ratio
- Better pen experience (digitizer layer versus active pen)
- Better keyboard experience
- Easy to work in your lap or your desk
- HDMI on tablet
- Optional WWAN
- Optional vPro
- Optional discrete TPM
- Optional dock
- Optional rugged case
- Optional fingerprint reader
- Optional smart card reader
- Mil-spec tested



ThinkPad Helix  
w/Ultrabook PRO KB



## Notebook optimized 2-in-1 Notebook

ThinkPad Helix is a better  
**Notebook-optimized 2-in-1 Notebook**  
with the Ultrabook Pro Keyboard!

- All of the benefits listed to the left PLUS
- Even better keyboard experience
- TrackPoint & TouchPad
- Adjustable viewing angles
- 2nd battery in the keyboard for up to 12 hours
- miniDisplayPort and extra USB 3.0 port in the keyboard
- Keyboard charges the tablet
- Even easier to work in your lap or your desk
- 5 Modes (laptop, tent, stand, tablet, desktop)



# US Lenovo Live Server Update

February, 2015  
Enterprise Systems Group, Lenovo North America

# Updates to our World-Class Enterprise Portfolio

15% **High-End Enterprise Rack Systems**

Rebranding to  
Lenovo in Feb.



**Converged/Blade Systems**

20%

Flex System x440  
4-process node announced

Flex System



5% **Dense Systems**

NEXTSCALE



**1P & 2P Rack & Tower Systems**

60%

Announced  
new high-end  
Tower and new  
2P Value Racks



ThinkServer



System x

## SOLUTIONS

Cloud

Analytics

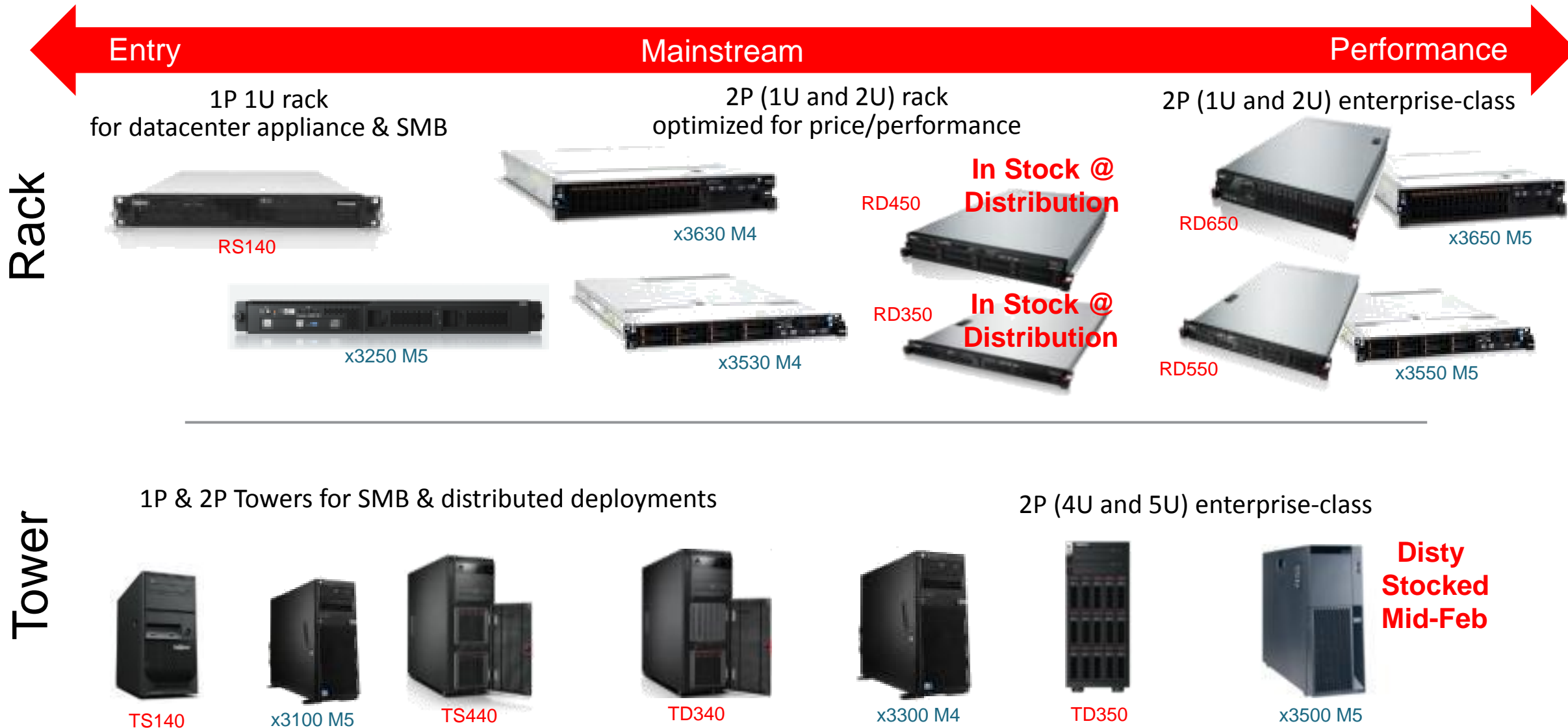
Technical Computing



# Server New Product Launch update



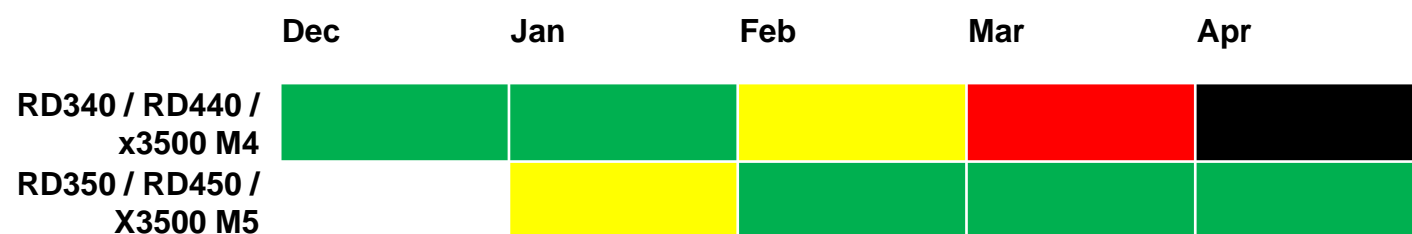
# High Volume portfolio: product view with consolidation



# RD350, RD450, x3500M5: Key Dates & Transition

	CRM	Mkt'ing tool kit	Annc	BPL	First Cust. Ship	PSAT (channel)	General Avail/	Try Lenovo loaners	Disty Stocked	Focus Models Transition
RD340/RD440 →RD350/RD450	12/2	12/2	12/2	12/23	12/23	1/15	1/15	1/15	2/15	3/1

	HVEC	Mkt'ing tool kit	Annc	BPL	First Cust. Ship	PSAT (channel)	General Avail/	Try Lenovo loaners	Disty Stocked	Focus Models Transition
X3500 M4 →x3500 M5	1/6	1/12	1/6	1/6	1/26	1/29	1/29	1/30	2/15	3/1



- Green = Supply Available
- Yellow = Supply Transition / Product Ramp
- Red = Supply Limited
- Black = Sold Out



# Windows Server 2003 End of Service update



# Windows Server 2003 Extended Support Ends



Extended Support from Microsoft Ends on July 14, 2015

Over 25,000 Servers Must be Upgraded - **PER DAY!**



The Time is Now!

## Less than 300 Days Left

Over 60% of businesses don't have a plan

## 8.4 Million Servers(USA)

\$10+ Billion Opportunity

## 1,000s of Applications at Risk

Security Exposure & Malfunction

Windows Server 2003 has been a great Operating System that many businesses have come to rely on. But, it's over 10 years old! The cost to operate a data center running 2003 is too high. Performance is too slow. And, future security risks are too real not to take action now.

Windows Server 2012 R2 is the most advanced Operating System on the market today. Whether business want to modernize their mission-critical applications on-premise, or in the Cloud, WS 2012 R2 is the right choice. WS 2012 R2 provides simple manageability, great scalability, and the agility businesses require today.

# Top Reasons to Get Your Customer to Upgrade

## Security



Security patches no longer available making servers vulnerable to attacks

## Compliance



Compliance of regulations for HIPPA, SOX, and PCI may be impacted

## Data Loss



Updates no longer available for platform stability and security

## Operating Costs



Aging infrastructure costs more to maintain and consumes more energy

## Application Failure



Newest tools not tested on older platforms, infrastructure must support growing demands of remote/mobile users

# What do You do Next?

- **Visit Lenovo Partner Network (LPN)**
  - Program: [www.lenovopartnernetwork.com/resources/ms-server-eos](http://www.lenovopartnernetwork.com/resources/ms-server-eos)
    - Customer Facing Resources: Flyer, ROI Tool, Presentation
    - Sales Resources: Battlecard, Call Script
    - Marketing Resources: Flyer, Digital Assets
    - Take: [TTVW00L-R1](#) | Server Basics: Introduction to Windows Server 2012 R2
- **Create the Urgency With Your Customers!**
  - Secure and compliant environments
  - Improved productivity and support for newest applications
  - Faster performance and improved costs



# NEW CUSTOMER BONUS

## PARTNERS CAN EARN :

**5%**

### REBATE

On Commercial NB and  
DT, Visuals and  
Topseller™ Consumer  
Notebooks



**8%**

### REBATE

On Workstations, Think  
Peripherals and Services



**9%**

### REBATE

On Corporate ThinkServer  
Systems, ThinkServer Options,  
System x Systems, System x  
Options, Storage Products and  
Enterprise Services



Special Offer For 2003 Program

**20%\***

### REBATE

on Topseller™  
ThinkServer  
Systems

\*For a limited time



\* No minimum clip level

Maximum payout of \$30,000 on Client approvals per end-user customer and a maximum payout of \$100,000 on Enterprise approvals per end-user customer.

Partners can nominate up to 30 customers per week via the following URL: [www.LenovoNCB.com](http://www.LenovoNCB.com)

Program Duration: January 1<sup>st</sup> – March 31<sup>st</sup>, 2015.

By default, partners will receive any and all applicable NCB discounts up-front from their Authorized Lenovo Distributor. For details on receiving NCB via back end rebate, please refer to announcement letter LU15-1NCB for all terms and conditions.

To view NCB Training videos, please visit our programs page at [www.lenovopartnernetwork.com/programs/programs](http://www.lenovopartnernetwork.com/programs/programs)

# Program Elements: ThinkServer Building Blocks

## Great Pricing with Server Building Blocks

ThinkServer RD340 1U, 2P Rack	ThinkServer RD440 2U, 2P Rack	ThinkServer RD640 1U, 2P RACK	ThinkServer SA120 Storage Array	ThinkServer TD340 2P Tower
List: \$2,749 BB Price: \$2,049* Discount: \$700	List: \$3,059 BB Price: \$2,259* Discount: \$800	List: \$3,469 BB Price: \$2,479* Discount: \$990	List: \$6,239 BB Price: \$3,139* Discount: \$3,100	List: \$2609 BB Price: \$1929* Discount: \$680
70ABS00300 Xeon® E5-2420v2 2 x 8GB DDR3 RDIMM RAID 500 Adapter 2 x 1TB SATA TMM Premium (iKVM) DVD RW 2 x 550W PSU 3 Yr Onsite	70AHS00300 Xeon E5-2420v2 2 x 8GB DDR3 RDIMM RAID 500 Adapter 2 x 1TB SATA TMM Premium (iKVM) DVD RW 2 x 800W PSU 3 Yr Onsite	70AYS00700 Xeon E5-2620v2 2 x 8GB DDR3 RDIMM RAID 700 Adapter 2 x 1TB SATA TMM Premium (iKVM) DVD RW 2 x 800W PSU 3 Yr Onsite	70F1S00100 6 x 2TB HDD 2 I/O controllers 2 PSUs 2 x 1Mt Mini SAS cable 3 Yr Onsite	70B7S00600 Xeon E5-2420v2 2 x 8GB DDR3 RDIMM SW RAID 2 x 2TB Ent. SATA TMM Premium (iKVM) DVD RW 1 x 800W PSU 3 year onsite
2 Open 3.5" Hot-swap 10 Open DIMM slots 1 Open CPU socket	6 Open 3.5" Hot-swap 10 Open DIMM slots 1 Open CPU socket	6 Open 2.5" Hot-swap 18 Open DIMM slots 1 Open CPU socket	6 Open 3.5" Hot-swap 4 Open 2.5" Hot-swap	6 Open 3.5" Hot-swap 10 Open DIMM slots 1 Open CPU socket

- Discounts Up To \$3,139 Off List
- Expanded Configurations
- Targeting Up The Stack

**TopSeller Server Building Blocks**

RD340	RD440	RD640	SA120	TD340
List: \$2,749 BB Price: \$2,049* Discount: \$700	List: \$3,059 BB Price: \$2,259* Discount: \$800	List: \$3,469 BB Price: \$2,479* Discount: \$990	List: \$6,239 BB Price: \$3,139* Discount: \$3,100	List: \$2,609 BB Price: \$1,929* Discount: \$680

**lenovo**

**lenovo FOR THOSE WHO DO.**

**New Lenovo® Server Products and TopSeller Models Help You Win!**

It's a competitive market and you need a server partner who offers the right products at the right price.

**TOPSELLER SYSTEM BUILDING BLOCKS**

PRE-CONFIGURED SYSTEMS WITH AGGRESSIVE DISCOUNTS

These new models are configured and specially priced to help you win. The models indicate some of the most requested memory and HDD configurations, and are aggressively discounted to help you win business with TopSeller.

ThinkServer RD340 1U, 2P Rack	ThinkServer RD440 2U, 2P Rack	ThinkServer RD640 1U, 2P Rack	ThinkServer SA120 Storage Array	ThinkServer TD340 2P Tower
List: \$2,749 BB Price: \$2,049* Discount: \$700	List: \$3,059 BB Price: \$2,259* Discount: \$800	List: \$3,469 BB Price: \$2,479* Discount: \$990	List: \$6,239 BB Price: \$3,139* Discount: \$3,100	List: \$2,609 BB Price: \$1,929* Discount: \$680

**THINKSERVER SERVICES**

PRODUCT DESCRIPTION	PART NUMBER	UNIT PRICE
THINKSERVER RACKS		
700 4 year onsite 24x7 hot swap	7000000000	\$450
700 3 year onsite 24x7 hot swap	7000000001	\$400
700 2 year onsite 24x7 hot swap	7000000002	\$350
700 1 year onsite 24x7 hot swap	7000000003	\$300
THINKSERVER TOWER		
700 4 year onsite 24x7 hot swap	7000000004	\$450
700 3 year onsite 24x7 hot swap	7000000005	\$400
700 2 year onsite 24x7 hot swap	7000000006	\$350
700 1 year onsite 24x7 hot swap	7000000007	\$300
THINKSERVER STORAGE ARRAY		
700 4 year onsite 24x7 hot swap	7000000008	\$450
700 3 year onsite 24x7 hot swap	7000000009	\$400
700 2 year onsite 24x7 hot swap	7000000010	\$350
700 1 year onsite 24x7 hot swap	7000000011	\$300

**SOFTWARE**

PRODUCT DESCRIPTION	PART NUMBER	UNIT PRICE
Microsoft Windows Server 2012 R2 Standard	7000000012	\$1,200
Microsoft Windows Server 2012 R2 Enterprise	7000000013	\$2,400

**CONTACT YOUR DISTRIBUTION PARTNER TODAY!**

For more information, visit [www.lenovo.com](http://www.lenovo.com)

[www.lenovo.com](http://www.lenovo.com)

# Program Elements: System x Rebate Offer

## PARTNERS CAN EARN :

**\$350  
REBATE**

Qualified Purchase of System x Server, 2  
Hard Drives and MS 2012 Std R2 ROK



**\$1000  
REBATE**

Qualified Purchase of System x Server, 2  
Hard Drives and MS 2012 Datacenter R2 ROK



Limit of 50 eligible configurations per end user location per Business Partner can be claimed

BP submits claims form (see Announce letter) and sends to [lx@tradeonemktg.com](mailto:lx@tradeonemktg.com); validation and SPIFF payment made via back-end rebate from TradeOne to BP  
BP must also submit copy of the end user invoice with the claims form; all components must be sold to the same customer and must be invoiced within 30 days to the end user; claim must be received no later than June 30, 2015

Special bids excluded from promo



# Storage Update

John De Vito, Storage Brand Manager  
Enterprise Systems Group, February 2015



# LenovoEMC NAS EOL & Transition

Personal and Entry Level NAS —————> Enterprise Level NAS

**LenovoStorage N4610 (2U) & N3310 (1U)**

- **LenovoEMC NAS** selling fast and going **EOL!**
- New WSS-based NAS announced 2/10
  - LenovoStorage N4610 – ship support 2/16
  - LenovoStorage N3310 – ship support 3/12
  - No transition product for desktops



**LenovoEMC  
PX & IX**



## Key Features

- Intel E5-2603 v3 processor
- **Windows Storage Server** 2012 R2 Standard Edition
- **Data deduplication, Thin-provisioning, full AD support**
- **Hardware RAID**, DDR4 memory, multiple PSU options
- Common ThinkServer options & Services

## Use Cases

- File Sharing
- Backup
- Media/Imaging
- Surveillance
- Remote-office data storage



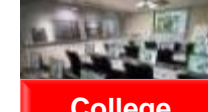
**Small-mid  
Datacenter**



**Hospital/  
Clinic**



**Branch  
Office**



**College  
Campus**



**Public  
Sector**

# N4610 & N3310 Feature Summary



	LenovoStorage N3310	LenovoStorage N4610
<b>CPU</b>	Up to 2x Intel Xeon E5-2603 v3 1.6GHz	
<b>Memory</b>	4GB or 8GB DDR4 up to 16 DIMMs and 128GB	4GB or 8GB DDR4 up to 24 DIMMs and 192GB
<b>Storage Subsystem</b>	4x 3.5" drive bays Support for SAS, SATA & SSD	12x 3.5" drive bays Support for SAS, SATA & SSD 2x 2.5" drive bays (rear, for OS)
<b>Capacity</b>	Up to 16TB (4x 4TB) NOTE: 6TB drive support coming next qtr	Up to 72TB (12x 6TB)
<b>Connectivity</b>	2x 1GbE ports (support for 10GbE) 1x dedicated management port	4x 1GbE ports (support for 10GbE) 1x dedicated management port
<b>Expansion</b>	Up to 2 PCIe slots	Up to 8 PCIe slots
<b>RAID</b>	PCIe slot based RAID adapter	AnyRAID RAID adapter (does not use PCIe slot)
<b>Power</b>	Up to 750W Titanium PSU	
<b>NAS OS</b>	Windows Storage Server 2012 R2	

# Windows Storage Server Benefits

## Features & Performance

- Data Deduplication
- SMB Multichannel & NIC Teaming
- Offloaded Data Transfers (ODX)
- Application Storage Support through SMB 3.0



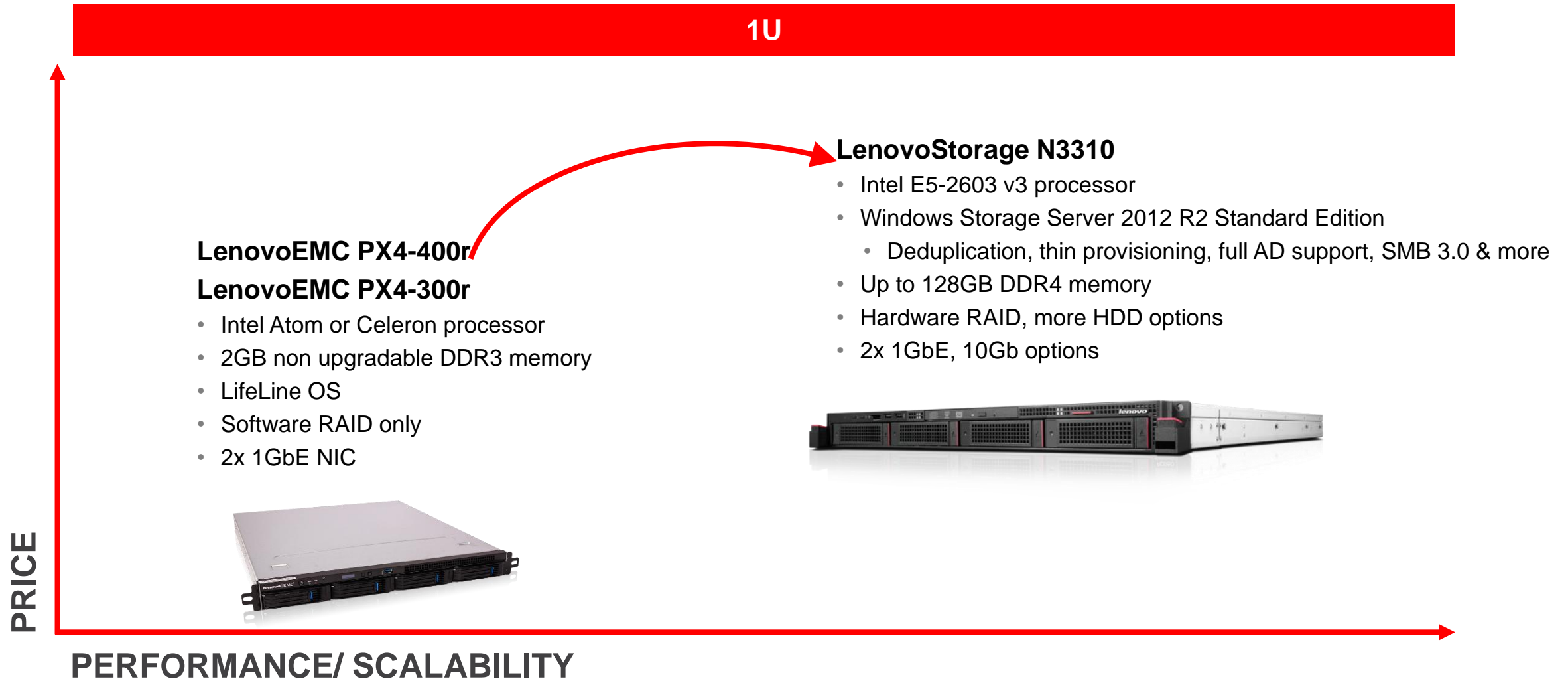
## Management

- Scalable Management with System Center
- Server Manager - Manages the Entire Storage Subsystem
- Remote Management & Power Scripting
- Thin Provisioning/LUN Masking
- Full Active Directory Support

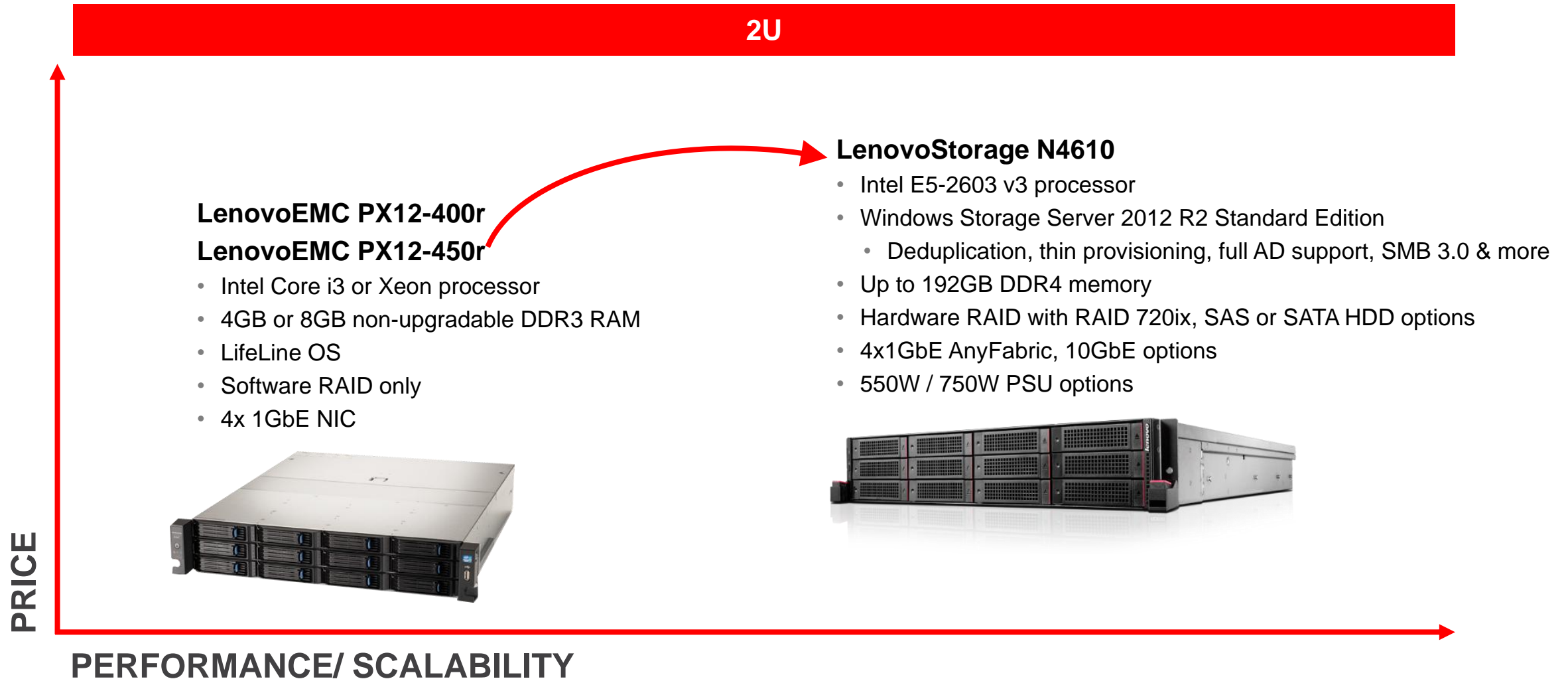
## Secure & Protected Data

- SMB 3.0 Encryption
- Anti-Virus ISV Support
- BitLocker Drive Encryption
- NTFS Online Scan & Repair

# N3310 and LenovoEMC PX4 Transition



# N4610 and LenovoEMC PX12 Transition



# Lenovo Storage N3310 Technical Overview

N3310 Features	Details
<b>CPU</b>	<ul style="list-style-type: none"><li>Up to 2x Intel E5-2603 v3 (1.6GHz)</li></ul>
<b>Memory</b>	<ul style="list-style-type: none"><li>Up to 128GB DDR4 – 2133 MT/s via 16 slots</li></ul>
<b>I/O</b>	<ul style="list-style-type: none"><li>Max 2x PCIe Gen 3 slots</li></ul>
<b>Storage</b>	<ul style="list-style-type: none"><li>Up to 4x 3.5" Hot-swap HDD (16TB max)</li><li>Expandable with ThinkServer SA120</li></ul>
<b>RAID Options</b>	<ul style="list-style-type: none"><li>ThinkServer RAID 110i (0/1/10, optional 5)</li><li>ThinkServer RAID 710 (0/1/10/5/50/6/60)</li></ul>
<b>NIC</b>	<ul style="list-style-type: none"><li>2x 1GbE ports</li><li>One dedicated management LAN</li></ul>
<b>PSU (redundant, hot-swap)</b>	<ul style="list-style-type: none"><li>450W (80 PLUS Gold), 550W/750W (80 PLUS Platinum), 110V to 240V AC input</li><li>750W (80 PLUS Titanium), 200V to 240V AC input</li></ul>
<b>Cooling</b>	<ul style="list-style-type: none"><li>4 redundant fans with 1 processor</li><li>6 redundant fans with 2 processors</li></ul>
<b>NAS OS</b>	<ul style="list-style-type: none"><li>Windows Storage Server 2012 R2</li></ul>



# Lenovo Storage 4610 Technical Overview

N4610 Features	Details
CPU	<ul style="list-style-type: none"><li>Up to 2x Intel E5-2603 v3 (1.6GHz)</li></ul>
Memory	<ul style="list-style-type: none"><li>Up to 192GB DDR4 – 2133 MT/s via 24 slots</li></ul>
I/O	<ul style="list-style-type: none"><li>Max 8x PCIe Gen 3 slots</li></ul>
Storage	<ul style="list-style-type: none"><li>Up to 12x 3.5” Hot-swap HDD (72TB max)</li><li>2x 2.5” Hot-swap HDD (rear, for OS)</li><li>Expandable with ThinkServer SA120</li></ul>
RAID Options	<ul style="list-style-type: none"><li>ThinkServer AnyRAID 720ix Adapter (0/1/10/5/50/6/60)</li></ul>
NIC	<ul style="list-style-type: none"><li>4x 1GbE ports (AnyFabric adapter)</li><li>One dedicated management LAN</li></ul>
PSU (redundant, hot-swap)	<ul style="list-style-type: none"><li>550W/750W (80 PLUS Platinum), 110V to 240V AC input</li><li>750W (80 PLUS Titanium), 200V to 240V AC input</li></ul>
Cooling	<ul style="list-style-type: none"><li>3 redundant, hot-swap fans with 1 processor</li><li>4 redundant, hot-swap fans with 2 processors</li></ul>
NAS OS	<ul style="list-style-type: none"><li>Windows Storage Server 2012 R2</li></ul>



# LenovoStorage N4610 / N3310 Competitive

## Lenovo

LenovoStorage N4610  
LenovoStorage N3310



- ✓ Intel Xeon E5-2603v3 CPU
- ✓ 16 Dimms (Up to 128GB memory on 1U), 24 Dimms (Up to 192GB memory on 2U)
- ✓ SAS, SATA, SSD drive support
- ✓ 550W / 750W PSU options
- ✓ Sliding rails standard on channel models
- ✓ 3yr NBD Onsite standard

## HP

StoreEasy 1440  
StoreEasy 1640



- ✗ Intel Xeon E5-2400v2 series CPU
- ✓ SAS, SATA, SSD drive support
- ✗ SATA-only channel models for 1U, SAS-only channel models for 2U
- ✗ 460W Gold PSU on 1U, 750W Gold PSU on 2U
- ✓ Rail kit standard
- ✓ 3yr NBD Onsite standard

## Dell

PowerVault NX3230  
PowerVault NX400



- ✓ Intel Xeon E5-2600v3 CPU
- ✗ Limited memory option on 2U – 16GB or 32GB
- ✗ No SSD support
- ✓ 550W / 750W PSU options
- ✗ Rail kit optional up-charge
- ✗ 1yr NBD Onsite standard on 1U

THANK YOU GRAZIE MERCI DANKE GRAZIAS 謝謝 СПАСИБО  
GRACIAS OBRIGADO ありがとう DANK TAKK BEDANKT DAKUJEM