

Lenovo
Partner Hub

Smarter
technology
for all

Lenovo

Lenovo Partner Hub
User Guide



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Lenovo Partner Hub

Partner Portal Overview

The **Lenovo Partner Hub** – our new global partner portal unravels new possibilities that empower you to do business with Lenovo seamlessly and enhance your profitability by providing

- **Important and relevant information upfront**
enabling you to make timely decisions and take effective action
- **Less time spent to perform activities**
by displaying information and tools clearly and intuitively
- **Single access point to relevant tools and resources**
to empower you to become more self-sufficient and perform tasks faster with confidence
- **Intelligent and personalized information**
that is most relevant to your role, geo and past history along with the next steps to help you take action



Your experience with the Lenovo Partner Hub is personalized based on your partner type.

As a **Reseller**, getting your Lenovo products from a Distributor the portal will enable you to:



Access the **comprehensive** Lenovo **product catalogue**



Track your **sales performance** with Lenovo



Understand how to **sell** Lenovo **products and solutions**



Access a library of Lenovo **marketing collaterals** and tools to help you upsell



Claim and track your **programs and rebates**

As a **Distributor** or a **Reseller that can** get Lenovo products directly from Lenovo, the portal will also enable you to:



Access the Lenovo Product Ordering System (LPOS) and Order Visibility Portal (OVP) to **place and track your order**



Overview

A user role is assigned to you based on your key responsibilities and needs.

Sales Manager

Key Responsibilities

- Develop and execute against the **sales plan**
- Ensure sales can meet or exceed **targets**
- Monitor outcomes of sales activities

User Needs

- Have an overview of my company's sales performance
- **Build** relevant **solutions** that company sales reps can leverage for other customers

Sales Representative

Key Responsibilities

- Meet or exceed **targets**
- Understand end-customers' **needs** and develop solution offerings accordingly
- Maintain customer relationship

User Needs

- **Find** the right product to offer to customers
- **Build** a relevant **solution** according to the customer needs and history
- **Identify** the status of deal regs and bid request and **know** what **actions** to take



Overview

A user role is assigned to you based on your key responsibilities and needs.

Marketing Manager

Key Responsibilities

- Create materials for marketing activities
- Participate, execute and monitor the success of Lenovo marketing campaigns
- Support sales team with customer pitches

User Needs

- Locate marketing assets that fits a **specific** marketing need
- Browse to understand all available resources
- Look for **suggestions or recommendations** on how to do marketing with Lenovo



Admin

Key Responsibilities

- Oversees company level performance, rebates and contract
- Provide **general support** for sales and marketing roles
- Manages **system access and assign portal roles** within organization following agreed rules with Lenovo

User Needs

- **Register** new colleagues to be Lenovo partner portal users
- **Manage** user roles of colleagues, company profile and bank details
- View and manage the **programs and contracts** of my company





Lenovo Partner Hub

The new EMEA partner portal

Onboarding Overview



Reference Guide to Begin your journey as Lenovo Partner

This module is your reference guide to begin your journey as Lenovo Partner on the newly launched global partner portal called Lenovo Partner Hub.

1 Registration

- Register your organization as new Lenovo Partner
- Register yourself as new user of the partner portal

3 Admin

- View and manage colleagues, contracts and company information

5 Navigation

- Navigate through Lenovo Partner Hub and search for relevant information
- Check how the key links and information is structured for you

2 Log in and Manage Account

- Log in to the partner portal
- Manage your portal account and password

4 Homepage

- View different information on your personalized homepage
- Leverage the homepage to help you do business faster

6 News and Events

- View Lenovo News
- View Lenovo Events

As part of Lenovo's endeavor to transform our partners' experience of doing business with us, Lenovo has designed and launched a new global partner portal – Lenovo Partner Hub

You can access the partner portal Lenovo Partner Hub:
www.lenovopartnerhub.com



Initiate the Registration Process

Access the Lenovo Partner Hub: www.lenovopartnerhub.com

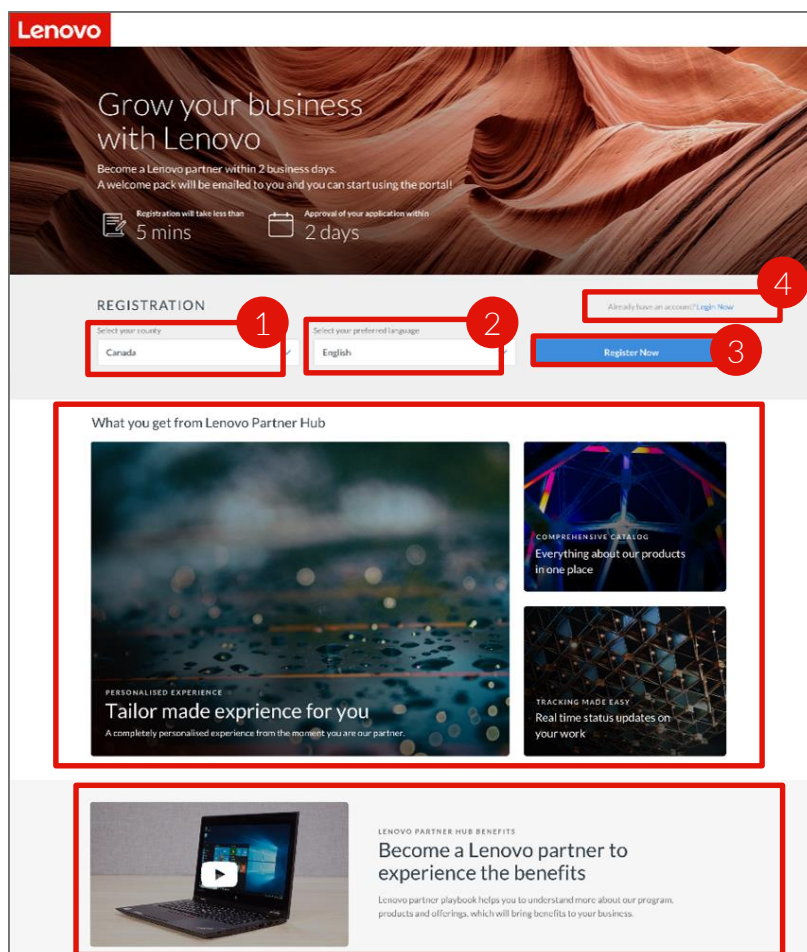
The screenshot displays the Lenovo Partner Portal interface. At the top left is the Lenovo logo. The main content area features a large banner with the text "Welcome to Lenovo Partner Portal" and a sub-headline "Grow your business with Lenovo by taking advantages of our new features". To the right of the banner, there is a text block: "Rolling banners outlining key features and benefits of the new partner portal - Lenovo Partner Hub". On the right side of the page, there is a "LOGIN" section with a blue "Login" button and a link "Don't have an account?". Below the login section is a red-bordered box containing a "Get started" button. The footer contains navigation links: "Dealer Locator", "Business Partner Support", and "Contacts". Social media icons for Facebook, Twitter, YouTube, and LinkedIn are also present. At the bottom right of the footer, there is a language selection dropdown menu currently set to "English".

For users whose organization is not registered with Lenovo, Click the **Get started** button to initiate registration process

The login page is a public page. Users can change language of login page by selecting preferred language in the footer

Initiate the Registration Process

This registration landing page will guide you to initiate your registration process. Follow the below steps to start your registration.



- 01 Select your country from the dropdown menu
- 02 Select your preferred language. Once you have selected the preferred language, it will be saved in your profile. You will see the portal in this preferred language after login.
- 03 Click **Register Now** to initiate the registration process
- 04 Or click **Login Now** if you already have an account

GREAT NEW FEATURES

You can also watch our Onboarding Video demonstrating the new features of the portal on help page in the portal. The newly redesigned registration process will take you less than five minutes to complete. You can expect to hear back from Lenovo within two business days



Follow the Registration Process

Step 1: Provide Company Information

Step 2: Provide Contact Information

Step 3: Provide Additional Information

Step 4: Review and confirm

As the first step, start by providing the basic information about your company

Lenovo

Partner Registration

1. Company information 2. Contact information 3. Additional information 4. Confirmation

Company information
*Mandatory field

Company name / Trading name*

Company website*
 No Company Website

Country*

Company address*

State / Province / County*

Postal code

VAT / Tax ID / Company ID

You can see the progress of your registration process on top of the page

The following mandatory company information fields are highlighted with the red asterisk:

- Company name/Trading name
- Company website
- Country
- Company address
- State/Province/County

GREAT NEW FEATURES

Tool tips for fields are provided to explain what information you need to fill in. If your company is already registered in the system, you will be guided to provide missing company information or your personal information.



Follow the Registration Process

Step 1: Provide Company Information

Step 2: Provide Contact Information

Step 3: Provide Additional Information

Step 4: Review and confirm

As the second step, provide your personal contact information

Enter your company email address

Click the **Validate** button to proceed to the next step

GREAT NEW FEATURES

After you provide your email address, the portal will validate if you are an existing user and guide you to provide missing information



Note: If you do not have a company email address, you can use your personal email address
You cannot change the email created once it has been confirmed



Follow the Registration Process



As the third step, provide additional information about your company. These information will enable us to deliver a more personalized portal experience for you

01 Confirm if the owner or principal of your company is a current or former Lenovo Vice President, Senior Vice President or such officer of a Lenovo subsidiary

02 Confirm if any owner or principal of your company or any of their immediate family members own or control over 5% in Lenovo stock and/or stock in a Lenovo subsidiary

Lenovo

Partner Registration

✓ Company information | ✓ Contact information | **3. Additional information** | 4. Confirmation

Additional information

Tell us about your business so we deliver a personalized partner experience.
*Mandatory field

1 Is the owner or principal of your company a current or former Lenovo Vice President, Lenovo Senior Vice President, or such officer of a Lenovo subsidiary?
 Yes No

2 Does any owner or principal of your company or any of their immediate family members, own or control over 5% in Lenovo stock and/or stock in a Lenovo subsidiary?
 Yes No

3 Total employees*

4 Yearly total revenue*

5 Revenue category*

Total category revenue: 100%

PC Client	25%
Server	10%
Service	10%
Software	10%
Others	10%

03 Total employees

04 Yearly total revenue

05 Revenue category



Follow the Registration Process



It will not take more than a few minutes for you to complete this form

06 Reseller types

07 Your company focus

08 Customer types

09 Industry segment

GREAT NEW FEATURES

Additional information about your company will help us in delivering a more personalized experience for you



Follow the Registration Process

Step 1: Provide Company Information

Step 2: Provide Contact Information

Step 3: Provide Additional Information

Step 4: Review and confirm

As the last step, review and confirm the information you have provided, you can edit the information as required

Partner Registration

✓ Company information ✓ Contact information ✓ Additional information **4. Confirmation**

Confirmation
Review your company and contact information below before submission.

Company Information [Edit](#)

Company name / Trading name	Tech World Limited
Company website	www.techworld.com
Country	Canada
Company address	Flat A, 13/F, Tech Center, 954 C Street
State / Province / County	Kentucky
Postal code	402203
Company telephone	54301920097
Date business founded	30 June 1990
VAT / Tax ID / Company ID	B12345677
Social media links	f Facebook: www.facebook.com/vogueresiteico in LinkedIn: www.linkedin.com/vogueresiteico

Contact Information [Edit](#)

Company email address	jillian_berry@techworld.com
Preferred phone number	Mobile, 98765432
Secondary phone number	Home, 1234567890
Company address	Flat A, 13/F, Tech Center, 954 C Street
Salutation	Miss
Name	Jillian Berry
Job title	Administrator
Job role	Admin, CEO
Business product focus	Personal Computing and Smart Device (PCSD)
Email Opt-in / Opt-out	Yes
Other markets of interest	N/A
Email subscription	PC & Mobile Devices (including connected services / software) Workstation Survey and opinion polls

Additional information [Edit](#)

Is the owner or principal of your company a current or former Lenovo Vice President, Lenovo Sales Vice President, or such officer of a Lenovo subsidiary? No

Does any owner or principal of your company or any of their immediate family members own or control over 25% of the Lenovo stock or stock in a Lenovo subsidiary? No

Total company employees: 200

Yearly total revenue: CAD \$500,000.00

Reseller types:

- PC Client: 20%
- Server: 35%
- Service: 12%
- Software: 30%
- Others: 20%

Reseller types: [Reseller](#)

Your company focus: [Consumer PC](#)

Customer types: [10-99](#) [50-99](#)

Industry segment: [E-commerce / Services](#) [Healthcare Provider](#)

Special Bid Addendum Agreement (SBA) [Read the SBA details](#)

You must agree to the terms of the Special Bid Addendum (SBA) to access the Lenovo Partner Network. We will send you the Special Bid Addendum (SBA) through the email after you submit the registration form.

Lenovo Partner Network Agreement (LPNA) [Read the LPNA details](#)

You must agree to the terms of the Lenovo Partner Network Agreement (LPNA) to access the Lenovo Partner Network. We will send you the Lenovo Partner Network Agreement (LPNA) through the email after you submit the registration form.

Authorization to sign

Please indicate if you are authorized to sign the SBA and LPNA agreements. The authorized individual should be the owner of the company, Chief executive officer (CEO), or the Chief financial officer (CFO).

Yes, I am authorized to sign. No, I am not authorized to sign.

[Agree & register](#)



Follow the Registration Process

Step 1: Provide Company Information

Step 2: Provide Contact Information

Step 3: Provide Additional Information

Step 4: Review and confirm

You will also be asked to review and sign the agreements with Lenovo

What are these agreements?

There are two agreements that you will be asked to review and sign before submission:

- Special Bid Addendum Agreement (SBA)
- Lenovo Partner Network Agreement (LPNA)

Additional information [Edit](#)

Is the owner or principal of your company a current or former Lenovo Vice President, Lenovo Senior Vice President, or such officer of a Lenovo subsidiary? No

Does any owner or principal of your company or any of their immediate family members own or control 25% or more of the stock of a Lenovo subsidiary? No

Total cumulative employees: 200

Yearly total revenue: CAD \$600,000.00

Reseller types:

Category	Percentage
PC Client	20%
Server	35%
Service	12%
Software	10%
Others	20%

Reseller types: Reseller

Your company focus: Consumer PC

Customer types: B2B B2C

Industry segment: Enterprise/Securities Healthcare Provider

Special Bid Addendum Agreement (SBA) [Read the SBA details](#)

You must agree to the terms of the Special Bid Addendum (SBA) to access the Lenovo Partner Network. We will send you the Special Bid Addendum (SBA) through the email after you submit the registration form.

Lenovo Partner Network Agreement (LPNA) [Read the LPNA details](#)

You must agree to the terms of the Lenovo Partner Network Agreement (LPNA) to access the Lenovo Partner Network. We will send you the Lenovo Partner Network Agreement (LPNA) through the email after you submit the registration form.

Authorization to sign

Please indicate if you are authorized to sign the SBA and LPNA agreements. The authorized individual should be the owner of the company, Chief executive officer (CEO), or the Chief financial officer (CFO).

Yes, I am authorized to sign. @

No, I am not authorized to sign.

[Agree & register](#)

01 Review the details of Special Bid Addendum Agreement (SBA)

02 Review the details of Lenovo Partner Network Agreement (LPNA)

03 Indicate whether you are authorized to sign the agreements



Follow the Registration Process

Step 1: Provide Company Information

Step 2: Provide Contact Information

Step 3: Provide Additional Information

Step 4: Review and confirm

- Once the registration application is submitted successfully, it will be reviewed by Lenovo
- You will be notified of the approval results through email within two business days
- If you are the first person to register your organization, you will be assigned the role of an Admin. As an Admin, you will be able to invite your colleagues and assign appropriate user roles on the portal.
- Once the registration application is approved, you will receive a welcome package e-mail with your login credentials

Thank you

Your application has been successfully submitted. We will review your application and notify you of the approval results within 2 business days.

- 1 Your system role : **Admin** ⓘ
You are automatically assigned as admin after registration is completed. You are allowed to make colleagues an admin after you login to the portal.
- 2 Receive email
You will receive a welcome pack email to set up your Lenovo account.
- 3 Start using the portal
Access your partner portal and start selling Lenovo products!

[Back to Login](#)

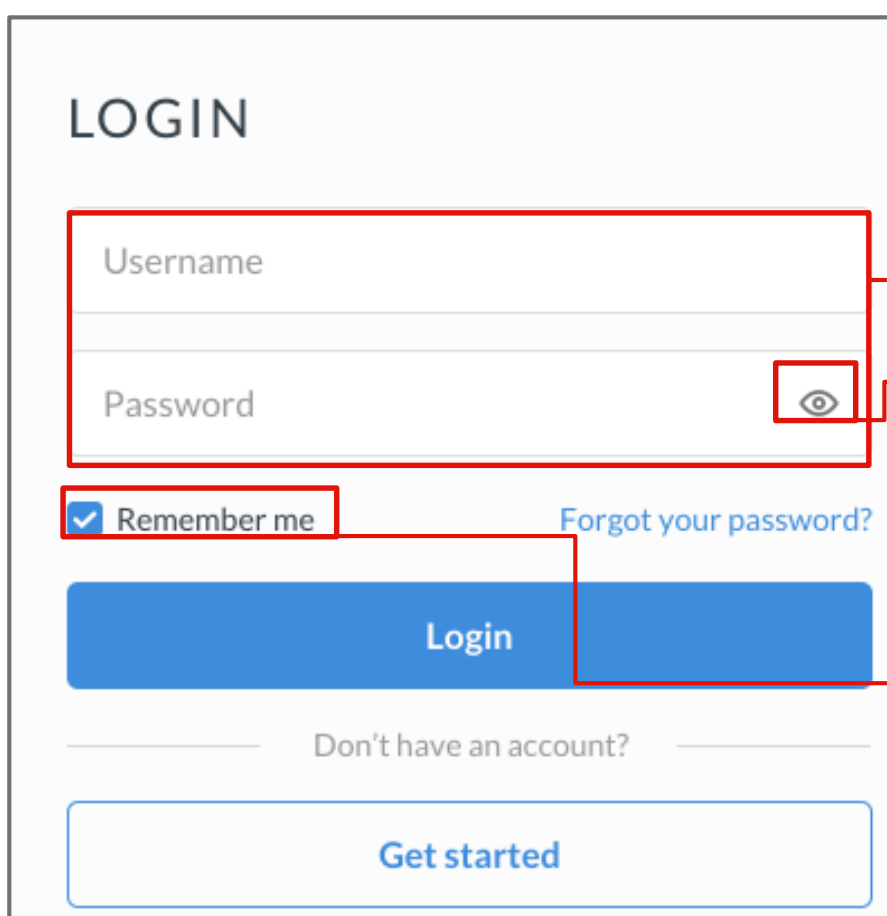
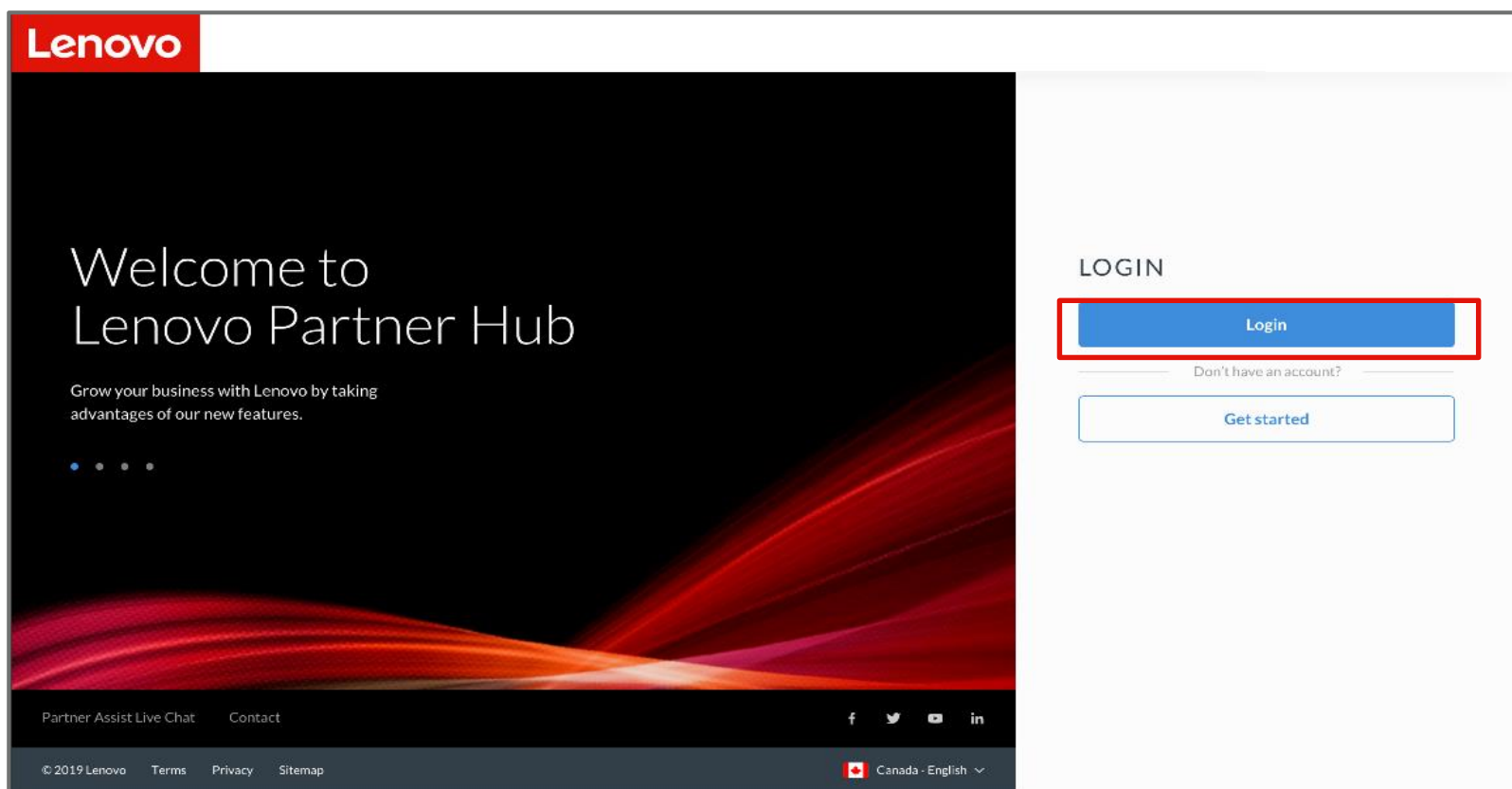
Note: Please note that the application will be processed only after the Special Bid Addendum (SBA) and the Lenovo Partner Network Agreement (LPNA) is accepted by the authorized individual indicated in the previous step



Access

Access the portal www.lenovopartnerhub.com

A simple **Login** page to welcome our partners on the new partner portal .



Enter your username and password

Click the eye icon to **hide or unhide the password** while entering

Select the **Remember me** checkbox to save the login information to avoid re-entering the information each time



Access

After you receive the welcome email on your registered email address with credentials and login instructions, you can log in the portal; access the portal www.lenovopartnerhub.com

The welcome email that you will receive will include the following information:

1

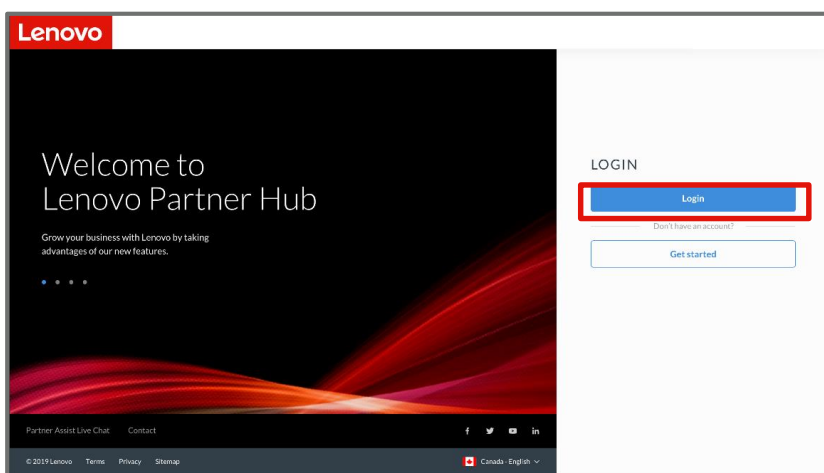
Login credentials and instructions on how to reset your password

2

A playbook for you to get onboard quickly

Note: If you have any issues while accessing the portal for the first time, our Business Partner Support will help you.

A simple **Login** page to welcome our partners on the new partner portal .



Enter your username and password

Click the eye icon to **hide** or **unhide** the password while entering

Select the **Remember me** checkbox to save the login information to avoid re-entering the information each time

Instructions to Reset Your Password

If you forget your password, the portal will guide you to reset your password within a few minutes

LOGIN

Username

Password

Remember me

[Forgot your password?](#)

Login

01 Click the **Forgot your password** link to initiate the password reset process

Forgot Your Password

Your registered email

Text Verification

reassur

Continue

02 Enter the registered email id

03 Enter the **Text Verification** characters

04 Click the **Continue** button

Reset Password

Enter your new password

Enter your new password

Your new password must contain at least 8 characters, including uppercase letter, lower case letter, numbers and symbols

Re-enter your new password

Re-enter your new password

Reset

Cancel

05 Once the email id is verified, enter the new password twice

06 Click the **Reset** button



Homepage Overview

Let's understand more about the personalized Homepage on the new global partner portal

The Homepage is the first page you see every time you log in the portal. It is personalized for you based on the information you provided during your registration process, and is intended to help you prioritize actions that need your immediate attention.

COMMON FEATURES

1 New user onboarding tour

2 Quick links

3 Announcements & events

4 Promotions

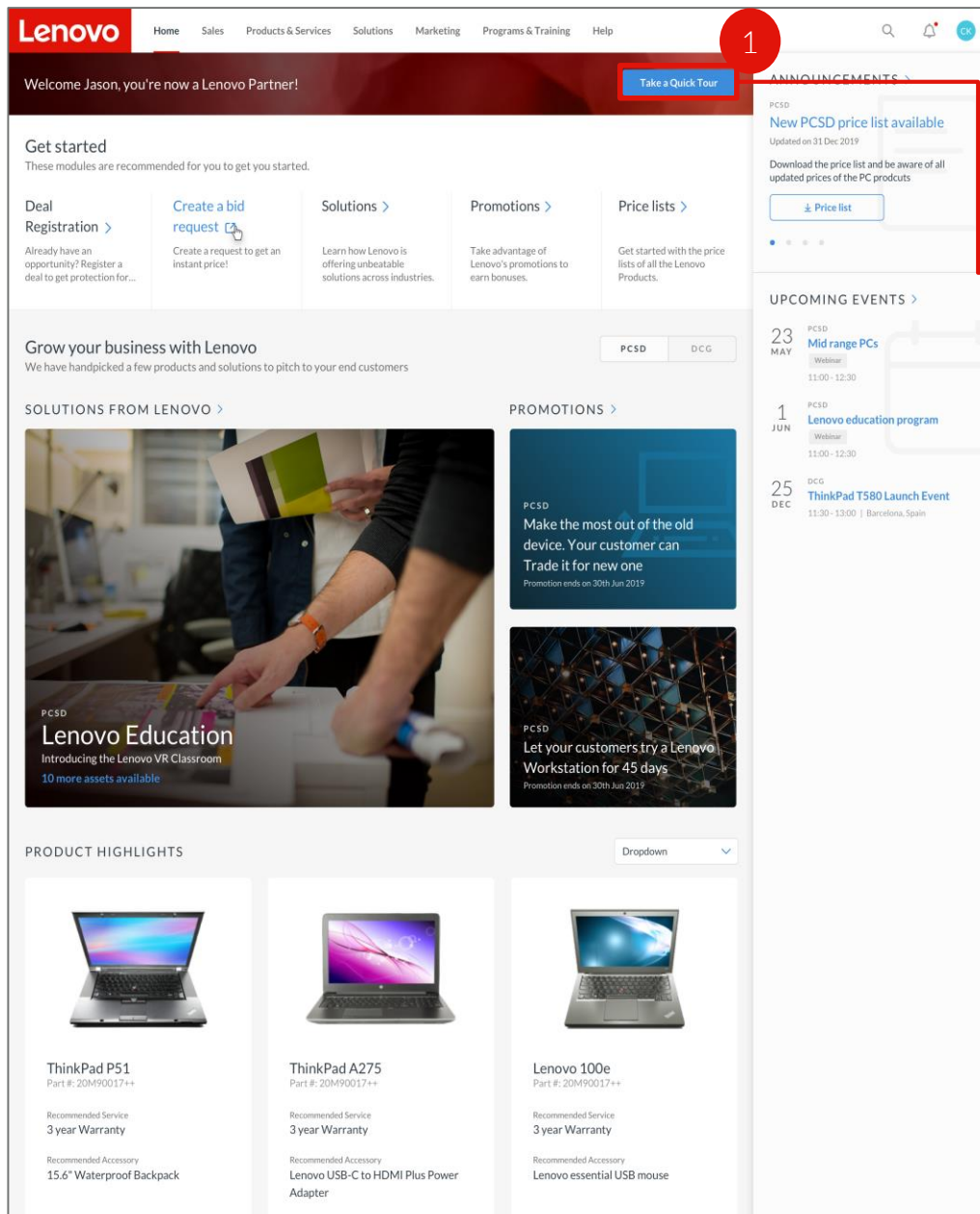
5 Product highlights





New User Homepage

After your registration is approved and you login to the new partner portal, you will see the newly designed user Homepage



01

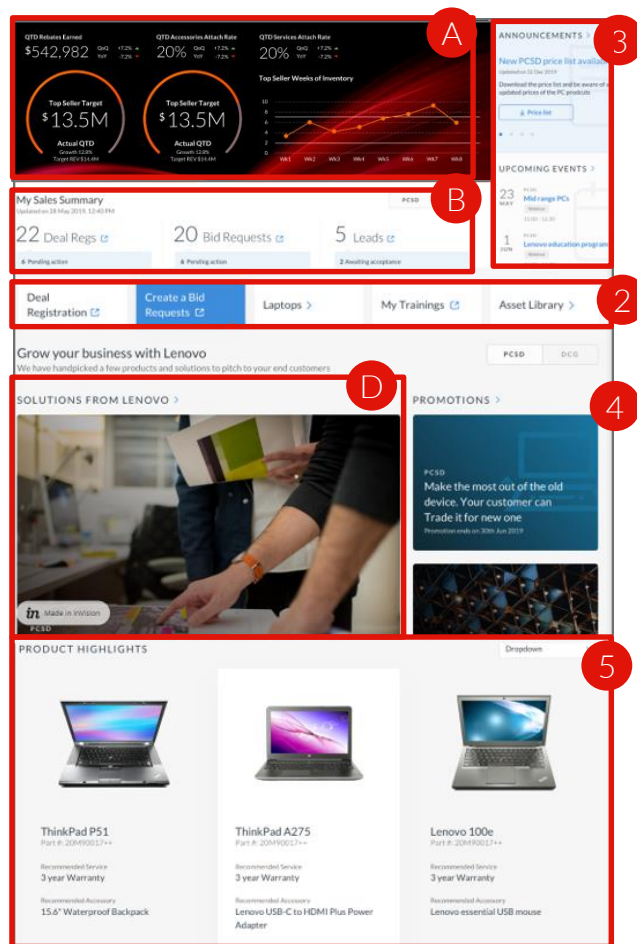
Take a quick tour to learn what the portal has to offer



Sales Representative Homepage

A Sales Representative will see the following information on his/her Homepage

- 02 [Quick Links](#)
- 03 [Announcements and Events](#)
- 04 [Promotions](#)
- 05 [Product Highlights](#)



- A [Sales Performance Dashboard](#)
- B [My Sales Summary](#)
- D [Solutions from Lenovo](#)



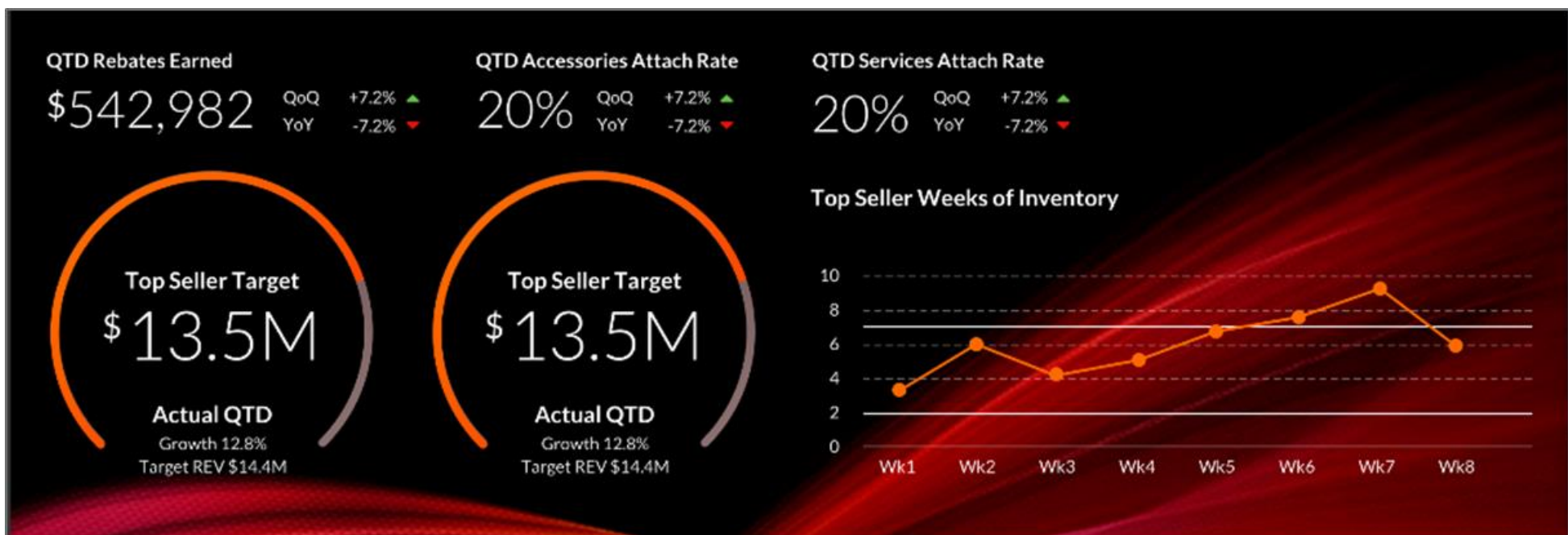
Note: The Homepage shown is a Reseller Sales Representative Homepage. The Distributor Sales Representative Homepage is similar with differences in the KPIs in the Sales Performance Dashboard. The KPIs are different for each roles and each Geo.



Sales Performance Dashboard of Sales Representative

Let's understand more about the Sales Performance Dashboard for the Sales Representative

Sales Performance Dashboard is designed to help you track your performance with relevant Key Performance Indicators (KPIs):



GREAT NEW FEATURES

- You can view your sales performance summary on the Homepage
- The Key Performance Indicators (KPIs) are updated periodically to reflect your sales performance



Note: screenshots shown here are indicative, please refer to the portal for your own personalized dashboard



My Sales Summary for Sales Representative

Let's understand more about My Sales Summary for the Sales Representative

Provides you with an overview of your sales tasks and pending actions to ensure their timely completion

Allows you to know when your sales summary was last updated

Allows to view the sales summary for PCSD and DCG

The screenshot shows a dashboard titled "My Sales Summary" with a sub-header "Updated on 28 May 2019, 12:40 PM". It features three main sections: "22 Deal Regs" with "6 Pending action", "20 Bid Requests" with "6 Pending action", and "5 Leads" with "2 Awaiting acceptance". At the top right, there are tabs for "PCSD" and "DCG". Red boxes and lines highlight these elements and connect them to explanatory text.

Helps you to determine which items are pending and need to be acted upon immediately



Note: Leads Summary is visible to eligible partner and resellers only e.g. Leads summary may be visible to Gold and Platinum Partners. It also depends on the eligibility criteria defined in each geo



Sales Manager Homepage

A Sales Manager will see the following information on his/her Homepage

02

[Quick Links](#)

03

[Announcements and Events](#)

04

[Promotions](#)

05

[Product Highlights](#)

The screenshot shows the Sales Manager Homepage with the following sections and callouts:

- Callout A:** Sales Performance Dashboard (top right)
- Callout B:** My Sales Summary (middle left)
- Callout C:** Company Sales Summary (middle right)
- Callout 2:** Quick Links (top navigation bar)
- Callout 3:** Announcements and Events (top right sidebar)
- Callout 4:** Promotions (middle section)
- Callout 5:** Product Highlights (bottom section)

A

[Sales Performance Dashboard](#)

B

[My Sales Summary](#)

C

[Company Sales Summary](#)



Note: The Homepage shown is a Reseller Sales Manager Homepage. The Distributor Sales Manager Homepage is similar with differences in the KPIs in the Sales Performance Dashboard. The KPIs are different for each roles and each Geo. Access the portal for accurate information on the KPIs



Sales Performance Dashboard of Sales Manager

Let's understand more about the Sales Performance Dashboard for the Sales Manager

Sales Performance Dashboard is designed to help you track your performance with relevant Key Performance Indicators (KPIs):



GREAT NEW FEATURES

- You can view your sales performance summary on the Homepage
- The Key Performance Indicators (KPIs) are updated periodically to reflect your sales performance



Note: screenshots shown here are indicative, please refer to the portal for your own personalized dashboard



My and Company Sales Summary for Sales Manager

Let's understand more about My Sales Summary for the Sales Manager

Provides an overview of your/your company's sales tasks and pending actions to ensure their timely completion

You can select to view either the **Company Sales Summary** or **My Sales Summary** using the drop-down menu. The date and time when the sales summary was last updated is displayed

Allows to view the sales summary for PCSD and DCG

The screenshot displays a dashboard for sales summary. At the top left, there is a dropdown menu labeled 'Company Sales Summary' with a downward arrow and the text 'Updated on 28 May 2019, 12:40 PM'. Below this are three main summary cards. The first card shows '22 Deal Regs' with a link icon and a sub-section '6 Pending action'. The second card shows '20 Bid Requests' with a link icon and a sub-section '6 Pending action'. The third card shows '5 Leads' with a link icon and a sub-section '2 Awaiting acceptance'. At the top right of the dashboard, there are two filter buttons labeled 'PCSD' and 'DCG'.

Helps you to determine which items are pending and need to be acted upon immediately

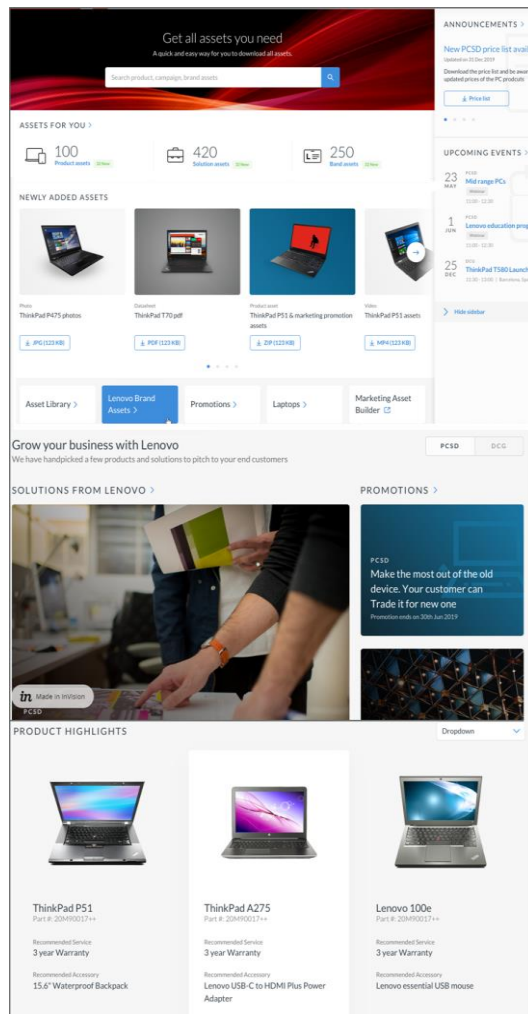
Leads Summary is visible to Resellers only and depends on Partner Level and eligibility criteria defined in each geo, e.g. Leads summary may be visible to Gold and Platinum Partners.



Marketing Homepage

A Marketing professional will see the following information on his/her Homepage

- 02 Quick Links
- 03 Announcements and Events
- 04 Promotions
- 05 Product Highlights



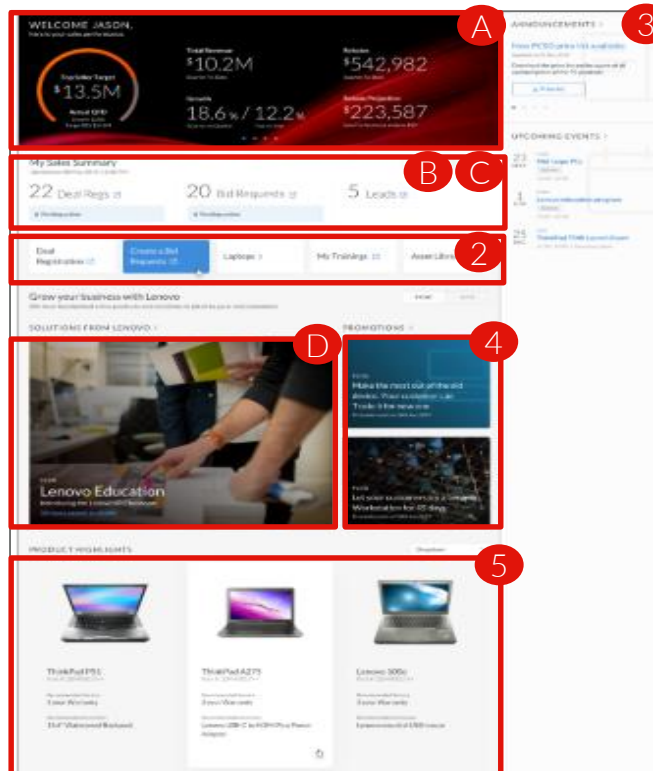
- D Solutions from Lenovo
- E Asset Search
- F Assets For You
- G Newly Added Assets



Admin Homepage

An Admin person will see the following information on his/her Homepage

- 02 [Quick Links](#)
- 03 [Announcements and Events](#)
- 04 [Promotions](#)
- 05 [Product Highlights](#)



- A [Sales Performance Dashboard](#)
- B [My Sales Summary](#)
- C [Company Sales Summary](#)
- D [Solutions from Lenovo](#)



Note: The Homepage shown is a Reseller Admin Homepage. The Distributor Admin Homepage is similar with differences in the KPIs in the Sales Performance Dashboard. The KPIs are different for each roles and each Geo. Access the portal for accurate information on the KPIs



Sales Performance Dashboard of Admin

Let's understand more about the Sales Performance Dashboard for the Admin

Sales Performance Dashboard is designed to help you track your performance with relevant Key Performance Indicators (KPIs):



GREAT NEW FEATURES

- You can view your sales performance summary on the Homepage
- The Key Performance Indicators (KPIs) are updated periodically to reflect your sales performance



Note: screenshots shown here are indicative, please refer to the portal for your own personalized dashboard



My and Company Sales Summary for Admin

Let's understand more about My Sales Summary for the Admin

Provides an overview of your/your company's sales tasks and pending actions to ensure their timely completion

You can select to view either the **Company Sales Summary** or **My Sales Summary** using the drop-down menu. The date and time when the sales summary was last updated is displayed

Allows to view the sales summary for PCSD and DCG

The screenshot displays a dashboard for sales tasks. At the top left, there is a 'Company Sales Summary' header with a dropdown arrow and the text 'Updated on 28 May 2019, 12:40 PM'. Below this are three main summary cards. The first card is '22 Deal Regs' with a sub-section '6 Pending action'. The second card is '20 Bid Requests' with a sub-section '6 Pending action'. The third card is '5 Leads' with a sub-section '2 Awaiting acceptance'. In the top right corner, there are two tabs: 'PCSD' and 'DCG'.

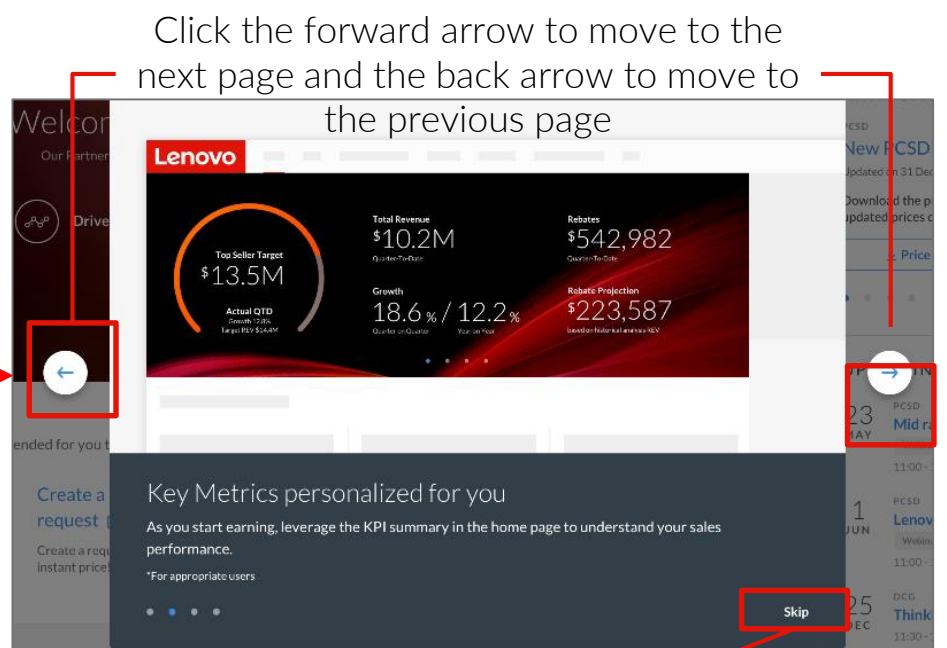
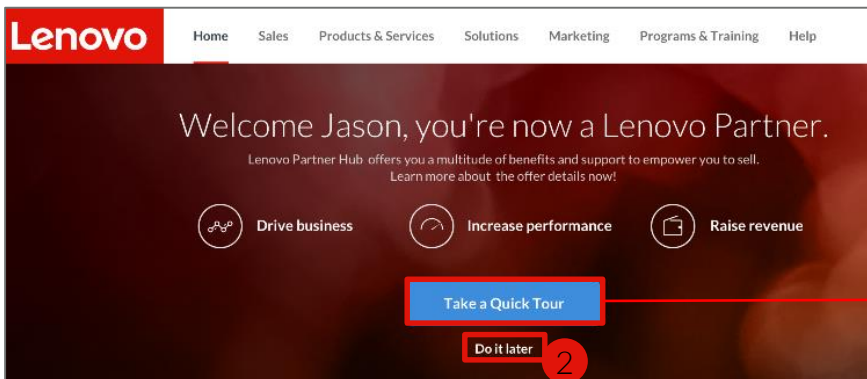
Helps you to determine which items are pending and need to be acted upon immediately

Leads Summary is visible to Resellers only and depends on Partner Level and eligibility criteria defined in each geo, e.g. Leads summary may be visible to Gold and Platinum Partners.



Onboarding Tour

A quick onboarding tour will take you through the key benefits the portal offers, and help you get a quick start in using the portal



Click the forward arrow to move to the next page and the back arrow to move to the previous page

- 01 Click the **Take Quick Tour** button to start the tour
- 02 Click the **Do it later** button to skip the tour

Click **Skip** to complete the tour later



Note: After you complete the tour, you can still find it under **Help** if you wish to access it again



Homepage toggles

Let's understand what they are and how they work

In the homepage you will find two toggles that will grant you the possibility to switch from PCSD to DCG and vice versa.

My Sales Summary ▾

1 Deal Regs [↗](#)
1 Pending action

1 Bid Requests [↗](#)
4 Pending action

0 Leads [↗](#)
0 Awaiting acceptance

PCSD DCG

You can see your Sales Summary both for PCSD and DCG separately

Grow your Business with Lenovo
We have handpicked a few products and solutions to pitch to your end customers.

SOLUTIONS FROM LENOVO >

PROMOTIONS >

PCSD DCG

You can decide whether to choose PCSD or DCG Solutions and Promotions



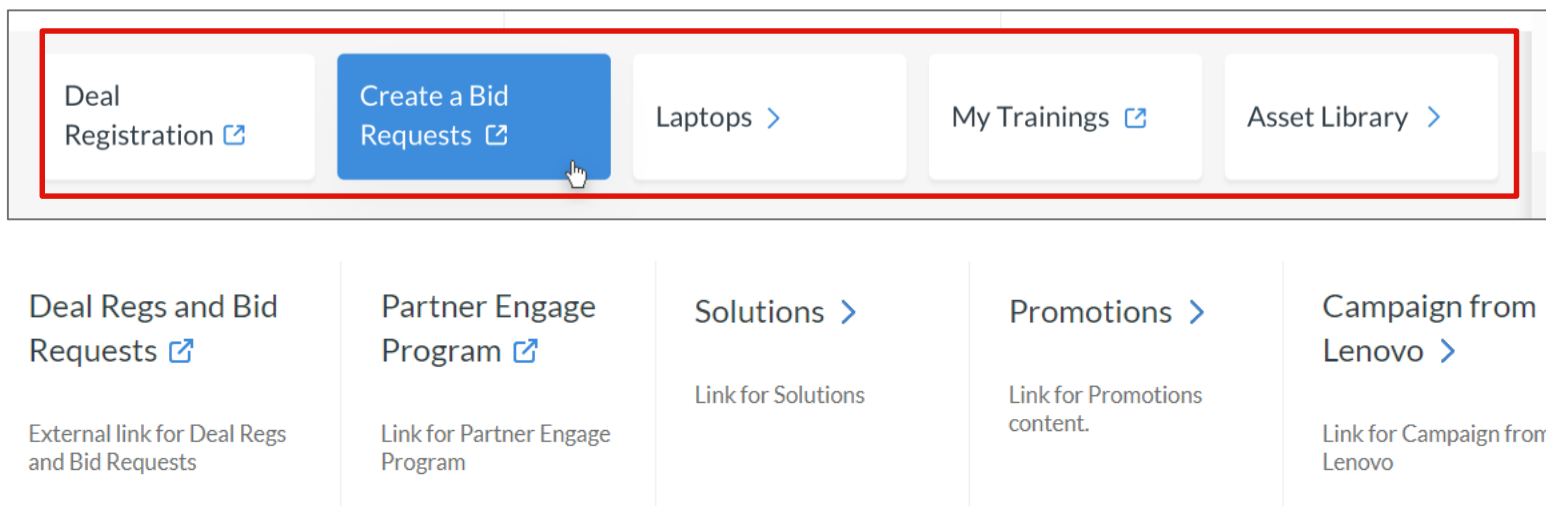
Note: The Homepage shows PCSD information by default. If you want to see DCG you can easily use the toggle.



Quick Links

Let's understand more about Quick Links

Personalized list of links for your quick access based on your user behavior to save your time



GREAT NEW FEATURES

- The links that you use most frequently are displayed on the Homepage as quick links
- These quick links are updated every 30 days based on your behavior within the portal



Announcements and Upcoming Events

Let's understand more about Announcements and Events

Keeps you updated and well-informed with latest announcements and events from Lenovo immediately when you log in

What types of announcements you will see?

Product release / update / withdrawal, new promotions, price list updates, Marketing, Campaigns, Programs, Trainings, Events, and so on

What types of events you will see?

Partner events or forums, summits, industry exhibitions or gathering and so on.

You can access the detailed announcement page to view the full list of announcements

GREAT NEW FEATURES

- You will see the top 5 announcements and events on your Homepage
- You can also check the full list of announcements and events in the Announcements and Lenovo Events pages respectively



Promotions and Solutions

Let's understand more about Promotions and Solutions

Keeps you updated and well-informed timely with latest announcements and events from Lenovo immediately when you log in

Grow your business with Lenovo
We have handpicked a few products and solutions to pitch to your end customers

SOLUTIONS FROM LENOVO >

PROMOTIONS >

PCSD DCG

PCSD
Make the most out of the old device. Your customer can Trade it for new one
Promotion ends on 30th Jun 2019

PCSD
Let your customers try a Lenovo Workstation for 45 days
Promotion ends on 30th Jun 2019

PCSD
Lenovo Education
Introducing the Lenovo VR Classroom
10 more assets available

Allows you to switch between PCSD and DCG

Allows you to know till when the promotion is valid

GREAT NEW FEATURES

- The latest industry solutions are handpicked by Lenovo and have been successfully implemented to solve problems for end customers previously



Note: The latest three promotions added to the promotion listing page are reflected on your Homepage automatically



Product Highlights

Let's understand more about Product Highlights

Get up to speed with the latest and trending Lenovo products in your market to increase your chance of winning with end customers.

You can view key details of the trending products in your local market for both PCSD and DCG on the Homepage

PRODUCT HIGHLIGHTS

Dropdown

Product Name	Part #	Recommended Service	Recommended Accessory
ThinkPad P51	20M90017++	3 year Warranty	15.6" Waterproof Backpack
ThinkPad A275	20M90017++	3 year Warranty	Lenovo USB-C to HDMI Plus Power Adapter
Lenovo 100e	20M90017++	3 year Warranty	Lenovo essential USB mouse

Allows you to filter the product highlights by product types

PCSD

- Part number
- Recommended Service
- Recommended Accessory

DCG

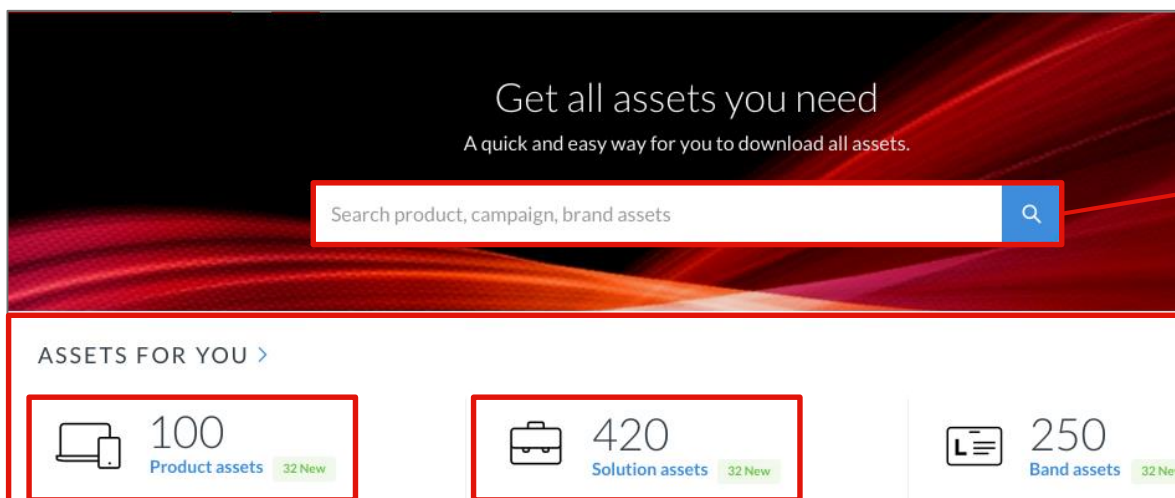
- Part Number
- Recommended Service



Search For Assets

Let's understand more about Search For Assets and Assets For You

- **Asset Search:** Lenovo provides you with a library of ready-to-use marketing and solutioning assets that can be leveraged to tailor your marketing collaterals and empower your selling efforts. Easily find all assets you need with a single search
- **Assets For You:** Easily get access to the vast amount of collaterals, assets, and industry insights classified for you into three categories: Product assets, Solution assets, Brand assets



Enter the keyword in the search bar to search and download any asset that you need

Displays the number of assets available and also, highlights the number of new assets for each category

GREAT NEW FEATURES

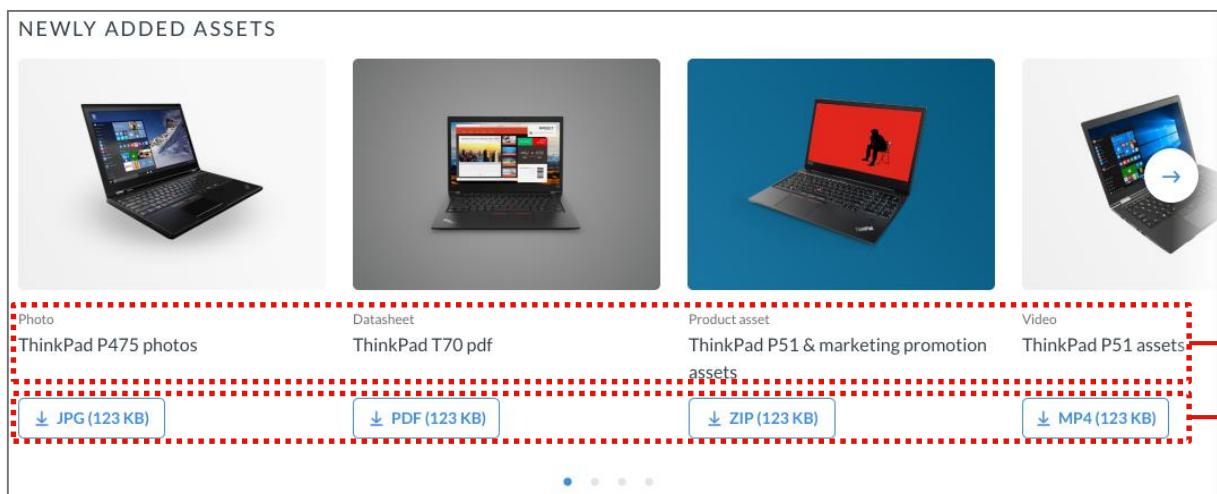
- You can now search and download assets directly from your Homepage
- You can also quickly access the product assets, solution assets and brand assets easily in Assets For You to easily find what you are looking for

Newly Added Assets

Let's understand more about New Added Assets

Lenovo keeps adding new assets to its library to equip you to prepare engaging marketing materials to generate more demands

Allows you to view the asset type and the product name



Allows you to view the file type and file size before downloading

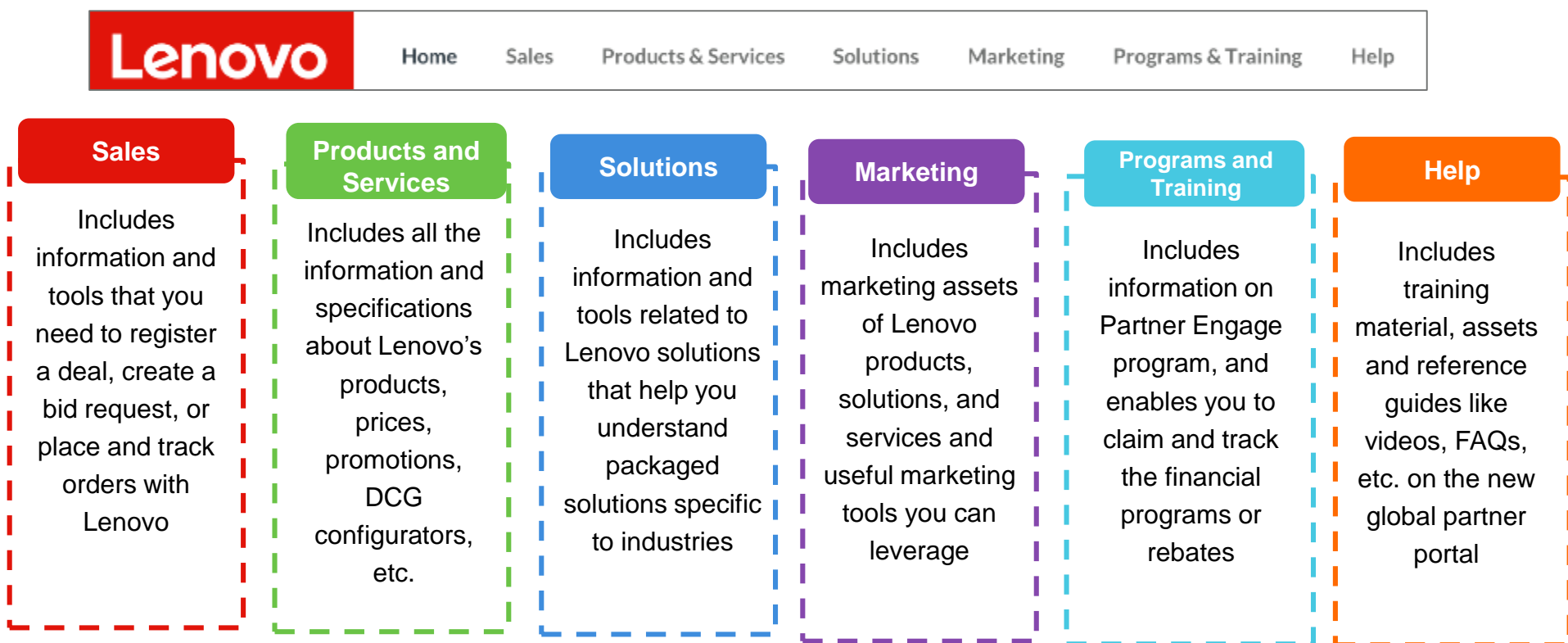
GREAT NEW FEATURES

- You can now get notified of and easily download the newly added assets such as photos, datasheets, promotion assets or videos directly on your Homepage



Navigation Menu

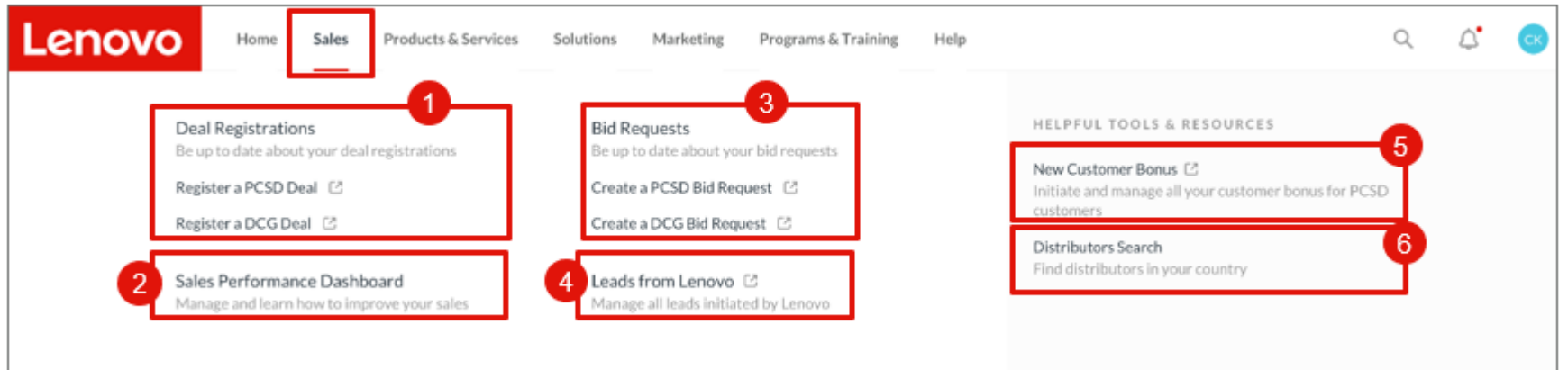
The most important information and links under the main menu items are displayed in a prioritized and structured manner. Other information and tools are grouped under Helpful Tools and Resources





Navigation Menu - Sales

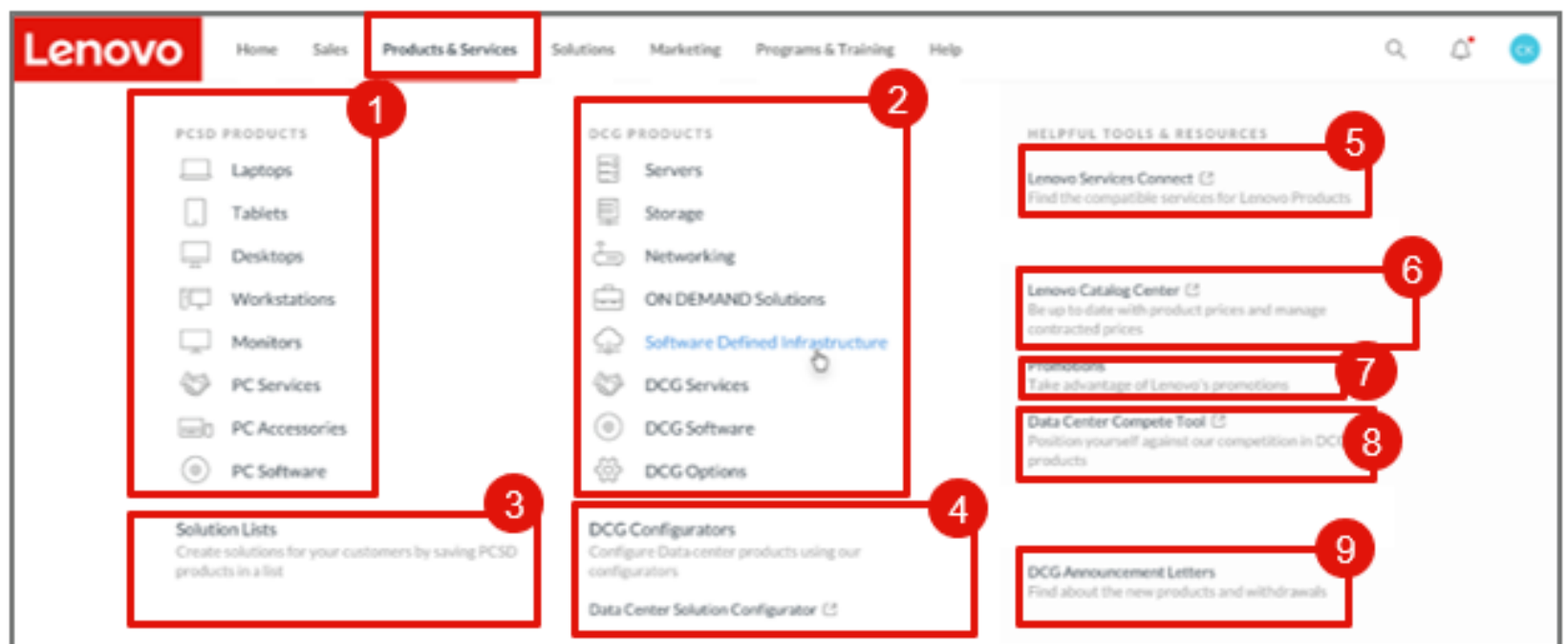
You can easily perform the below business activities under the Sales tab to help you sell more and grow your business



- 01 Register your deals
- 02 Track your sales performance with personalized dashboard
- 03 Create bid requests
- 04 If you are a Platinum or Gold partner, view the details on Leads from Lenovo.
- 05 Apply for New Customer Bonus
- 06 Search for Distributors

Navigation Menu – Products and Services

Use the Products and Services tab to help you explore the wide range of Lenovo products, services and relevant tools to sell them more effectively

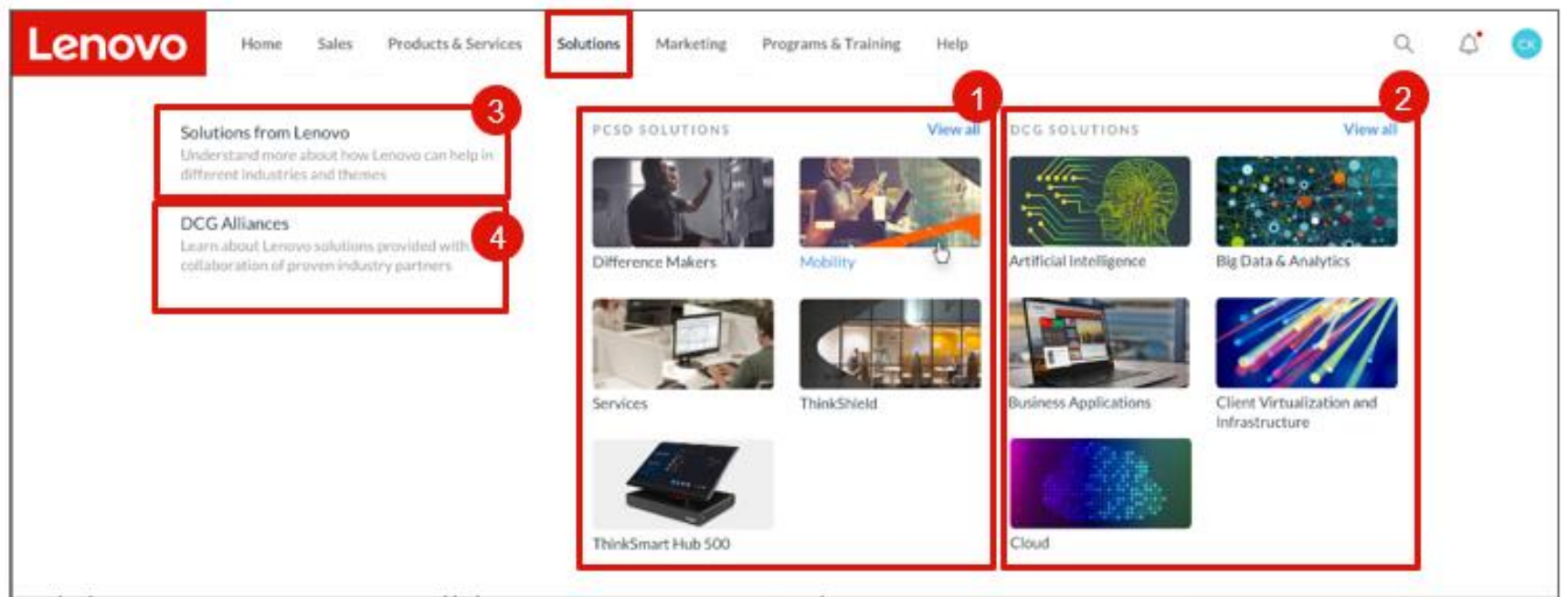


- 01 Check PCSD Product Catalog
- 02 Check DCG Product Catalog
- 03 Create your own Solutions Lists
- 04 Configure Data Center Products
- 05 Find Compatible Services for your Lenovo products
- 06 Check Lenovo Catalogue Center for product and contracted prices
- 07 Leverage Lenovo promotions
- 08 Stand out against Competitors for DCG products with Data Center Compare Tool
- 09 Check DCG Announcement Letters



Navigation Menu – Solutions

Leverage the resources under the Solutions tab to develop expertise of the Lenovo solutions

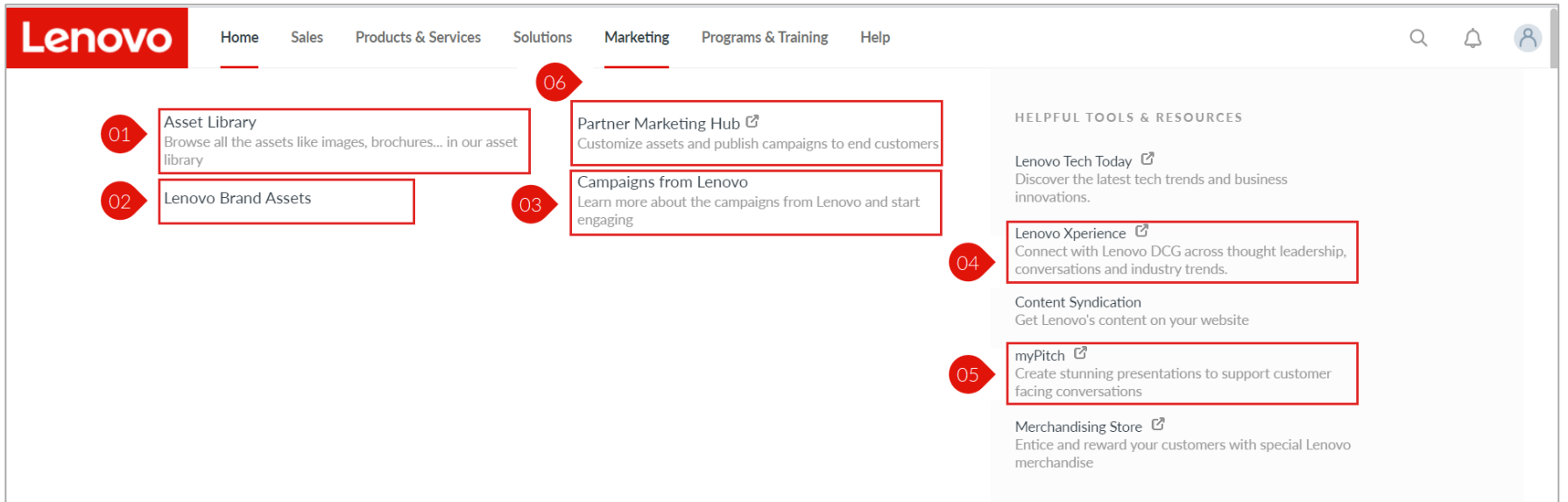


- 01 View Solutions for Personal Computers and Smart Devices
- 02 View Solutions for Data Center products
- 03 Leverage solutions information from Lenovo.
- 04 Understand more about Data Center product alliances partners



Navigation Menu – Marketing

The resources under the Marketing tab help to fuel your marketing engine with the vast amount of collaterals, assets, and industry insights



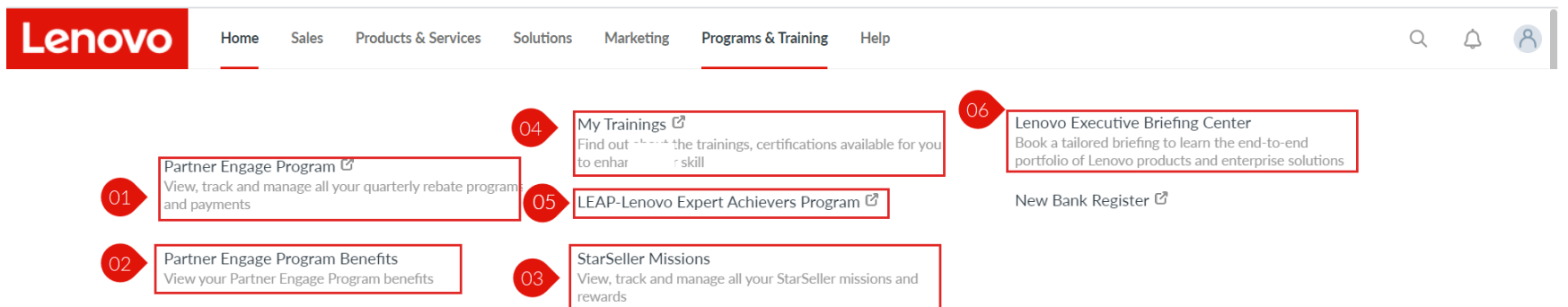
- 01 Browse Asset Library
- 02 Check Lenovo Brand Assets
- 03 Check Campaigns from Lenovo
- 04 Use Lenovo Xperience to connect with Lenovo DCG
- 05 Create Presentations using myPitch
- 06 Customize assets and publish campaigns with the Partner Marketing Hub

There are additional tools and resources, such as Lenovo Tech Today, Content Syndication and Merchandising Store



Navigation Menu – Programs and Training

Check the Programs & Training tab to find the wide range of benefits that you enjoy as a Lenovo partner

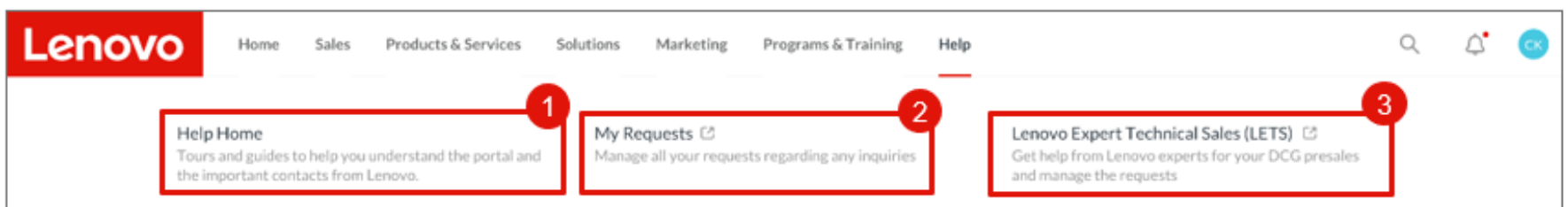


- 01 View your status, benefits, programs and rebates
- 02 View your Partner Engage Program benefits
- 03 View your StarSeller status and rewards
- 04 Leverage the trainings and certifications available to enhance your skill
- 05 View and manage your points and rewards
- 06 Learn about the end-to-end portfolio of Lenovo DCG products and solutions



Navigation Menu – Help

Go to the Help tab to find support resources for any questions you may have on how to use the portal and/or how to do business with Lenovo



01

Use Help Resources to understand the portal better

02

Manage your requests regarding any inquiries

03

Contact Lenovo Expert Technical Sales (LETS) Team to help manage DCG presales and requests



Navigation Menu – Search Results

If you want to quickly search something in the portal, use the search bar on top of the navigation menu in any pages of the portal.

Displays the list of autocompleted suggestions for different categories when you type the keywords in the search bar

You can click Find all results to view all the search results

View the number of search results on the page

Enter the key word to search for specific information

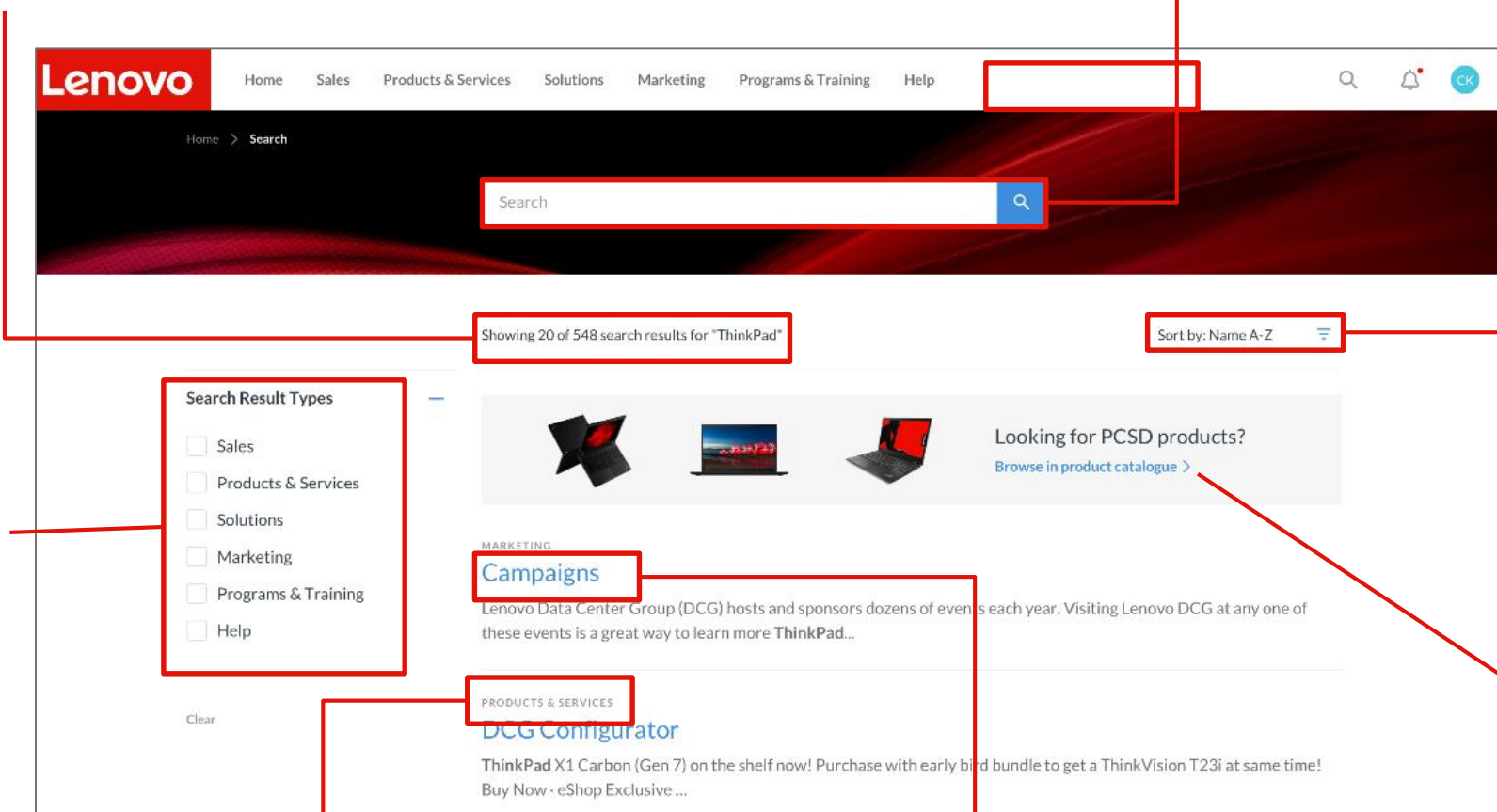
Filter by search result types

Sort the results by alphabetical order

Browse the PCSD products directly in the product catalogue

Display the search result type

Click the title to view the details





Navigation Menu – Notifications

Access notifications by clicking the bell icon in the main navigation to keep informed on the status updates and important notifications from Lenovo

View the number of notifications on the page

Displays the notification type

The **New** tag calls your attention for the latest notifications

The screenshot shows the 'My Notifications' page on the Lenovo website. At the top, there is a navigation bar with the Lenovo logo and various menu items. A bell icon in the top right corner is highlighted with a red box, and a callout shows a larger view of the bell icon with a red notification dot. Below the navigation bar, the page title 'My Notifications' is followed by a summary: 'You have 94 notifications in total.' A date filter 'Today, 10 July 2019' is also present. The main content area displays a list of notifications. The first notification is 'Deal Reg "ID232323 - Upgrade laptop" has been rejected.' with a 'Deal Registration' type and a green 'New!' tag. Other notifications include 'Acceptance of "StarSeller Mission Q2 2019" is expiring.' (Programs), 'Deal Reg "ID011858 - Upgrade laptop" has been rejected.' (Bid Requests), and 'Self registration by "Peter Chan, peter_chan@techworld.com" is pending your approval.' (Registration). A filter dropdown menu is open on the right, showing options: 'All', 'Bid Requests', 'Deal Registration', 'Programs', and 'Registration'. The 'Deal Registration' option is highlighted with a mouse cursor.

Filter the notification by different types such as Bid Requests, Deal Registration, Programs and Registration

View the date when the notification was published



Lenovo Partner Hub

Sales Journey

- Sales Dashboards
- Manage your deal registrations
- Manage your bid requests



Sales Overview

Below is a list of the key sales activities you can perform in the new global partner portal called Lenovo Partner Hub.

What are the key sales tasks you can perform on Lenovo Partner Hub?

- Manage and track your sales performance with Lenovo
- Manage and track the status of your **Deal Registrations** with Lenovo
- Manage and track the status of **the Bid Requests** you have with Lenovo
- Find distributors in your country
- Access other sales tools

Why do you need to register your deal with Lenovo?

- You can submit a Deal Registration to protect the opportunity you are working on with Lenovo
- Partners are strongly recommended to register opportunities at the earliest stage possible
- And you can easily convert a Deal Registration to a Bid Request

When do you need to create a bid request?

- You need to create a bid request to initiate the bidding process after you have selected products or designed customized solutions for your customers
- Lenovo will provide pricing for a bid created by you
- You will then receive an email with the pricing that you can take to a distributor so you can place your order.



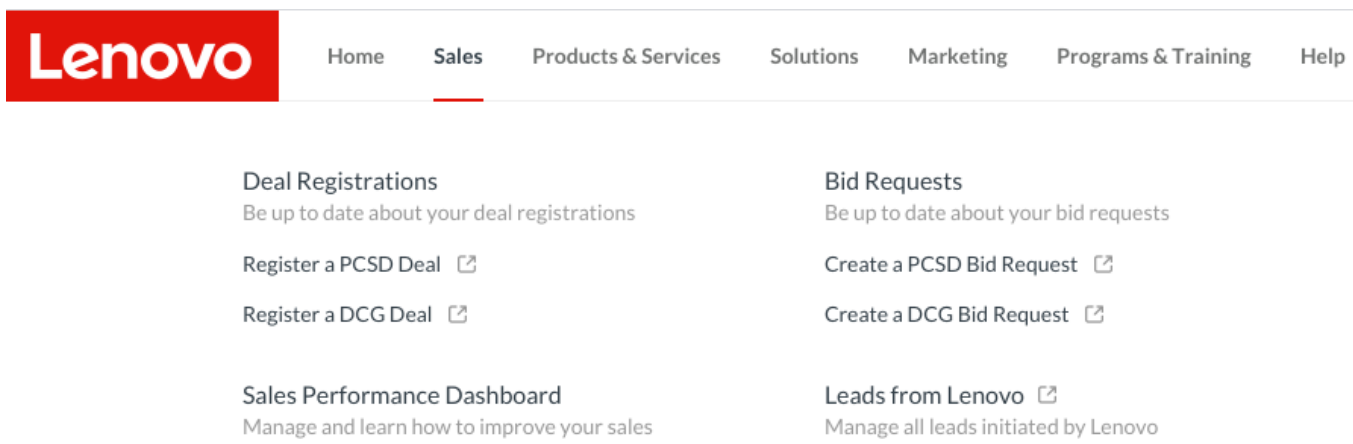
Manage Your Sales Performance

Each portal user will have your own personalized dashboard based on your geography, partner type, and portal persona with your company's sales data.

You can easily view a summary of your sales performance in your homepage



You can also find a more detailed drill down of other sales performance KPIs from the navigation menu



Note: screenshots shown here are indicative, please refer to the portal for your own personalized dashboard



Manage Your Deal Registrations

Let's understand how you can manage deal registration process on the new portal.

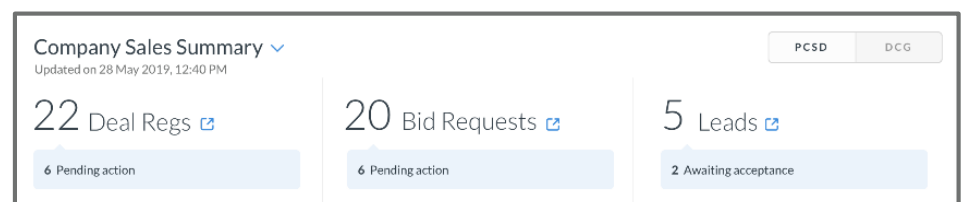
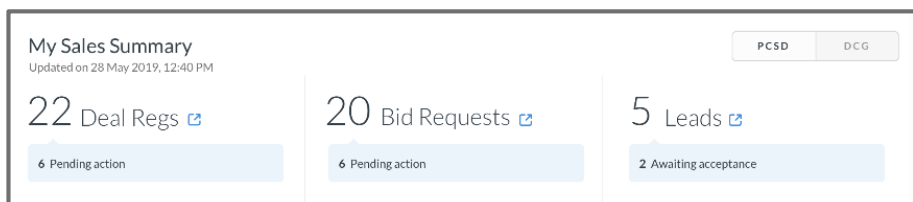
How can you manage your deal registrations with the portal?

You have easy access to the Lenovo tool to register a new deal.

You also have a summary view of the status of all your existing deal registrations, prioritized for you in the order they need your attention to take action and convert to bid request where appropriate.

There are two options for you to access your deal registrations:

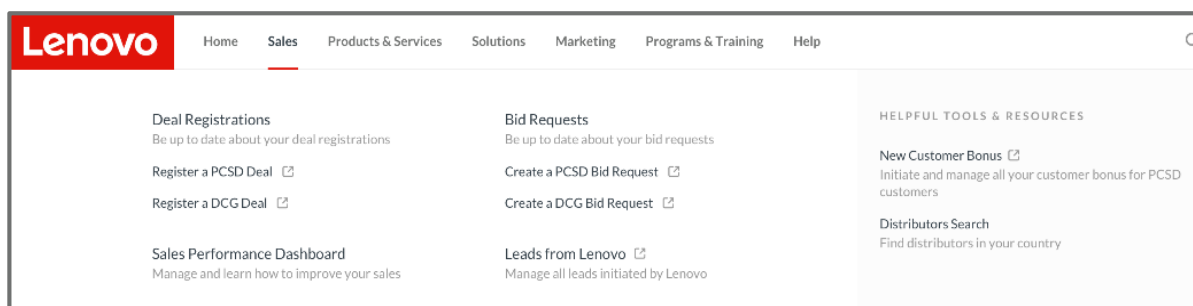
1. From the sales summary section of your Homepage



**Applicable to the user roles of sales representative, sales manager and admin for both Distributors and Resellers*

**If you are a sales manager or admin in addition to your own sales summary, you can also view the sales summary of your company.*

2. Directly from the navigation menu



Covered in onboarding journey



Manage Your Deal Registrations

How to manage deal registrations?

- Click the **Register Deal** button to register your deals with us so that protect the opportunity you are working on with Lenovo
- The list of **pending actions on your deal registrations** is already prioritized for you to help you quickly address the items that need your immediate attention.
- If you are a **Sales Manager**, you have the option to also view all the registered deals of your company.

Deal Registrations Updated on 2020-02-20 PCSD DCG

20 Active Deal Registrations [↗](#) Register Deal [↗](#)

Pending action (10) Filter by ID, request name, customer Sort by: Updated date

Showing 10 of 10 Deal Regs pending action Leads from Lenovo

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293553 System upgrade	Accenture Limited	2019-07-05 <small>Expiring soon</small>	\$23,400	Approved <small>Updated on 2019-05-06</small>	Register a deal
10293521 System upgrade	Manulife Limited	2019-07-31 <small>Expiring soon</small>	\$34,500	Approved <small>Updated on 2019-05-06</small>	Register a deal
10293521 System upgrade	Asia Miles <small>Lead from Lenovo</small>	2019-07-31	\$43,500	Approved <small>Updated on 2019-05-01</small>	Register a deal

Sales Representative View

Deal Registrations Updated on 2020-02-20 PCSD DCG

My Deal Regs **Company Deal Regs**

20 Active Deal Registrations [↗](#) Register Deal [↗](#)

Pending action (10) Filter by ID, request name, customer Sort by: Updated date

Showing 10 of 10 Deal Regs pending action Leads from Lenovo

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293553 System upgrade	Accenture Limited	2019-07-05 <small>Expiring soon</small>	\$23,400	Approved <small>Updated on 2019-05-06</small>	Register a deal
10293521 System upgrade	Manulife Limited	2019-07-31	\$34,500	Approved	Register a deal
10293521 System upgrade	Asia Miles <small>Lead from Lenovo</small>	2019-07-31	\$43,500	Approved <small>Updated on 2019-05-01</small>	Register a deal

Sales Manager View

Manage Your Deal Registrations

The portal is designed to help you view your pending actions and work on them in the order that matters to you.

Shows the number of active deal registrations

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293553 System upgrade	Accenture Limited	05 Jul 2019 Expiring soon	\$23,400	Approved Updated on 06 May 2019	Register a deal
10293521 System upgrade	Manulife Limited	31 Jul 2019 Expiring soon	\$34,500	Approved Updated on 06 May 2019	Register a deal
10293521 System upgrade	Asia Miles <small>Lead from Lenovo</small>	31 Jul 2019	\$43,500	Approved Updated on 01 May 2019	Register a deal

- 01 You can **Sort** the list of your existing deal registrations by updated date, expiration date and deal value (high to low) to help you focus on the deal registration based on your priority.
- 02 You can also **Search or Filter** the list by entering the deal name, ID or customer name, if you already know what you are looking for.
- 03 You can further filter the list by the **Status** of the deal registrations to help you prioritize your actions easily.

Manage Your Deal Registrations

The portal is designed to help you view your pending actions and work on them in the order that matters to you.

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293553 System upgrade	Accenture Limited	05 Jul 2019 Expiring soon	\$23,400	Approved Updated on 04 May 2019	Register a deal
10293521 System upgrade	Manulife Limited	31 Jul 2019 Expiring soon	\$34,500	Approved Updated on 06 May 2019	Register a deal
10293521 System upgrade	Asia Miles	31 Jul 2019	\$43,500	Approved Updated on 01 May 2019	Register a deal

The **Lead from Lenovo** tag is displayed against the leads shared by Lenovo if a partner is eligible to receive leads. Please note that policy for receiving leads will vary by geography, you can refer to the portal for the latest information.

- 04 The recommended next step is suggested against every active deal to inform about the next action
- 05 You can click the Deal Registration ID to check details in the Lenovo Bid Portal.
- 06 The **Expiring soon** tag marks the deal registrations that are close to the expiration date for your attention or actions.



Note: Your deal registration is only valid for a limited period of time. If you cannot close the deal within the validity period, you need to apply for an extension

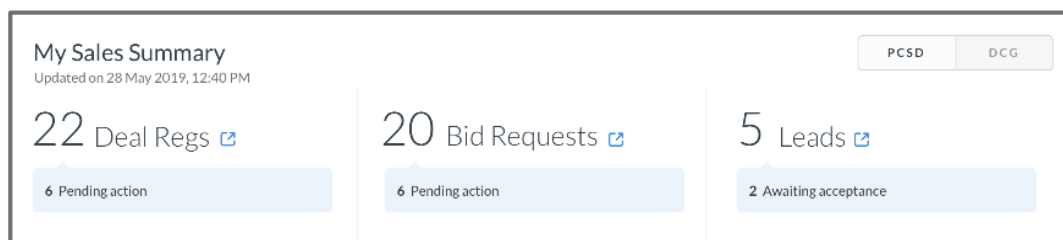


Manage Your Bid Requests

Let's understand how you can use the new global partner portal to manage your existing bid requests.

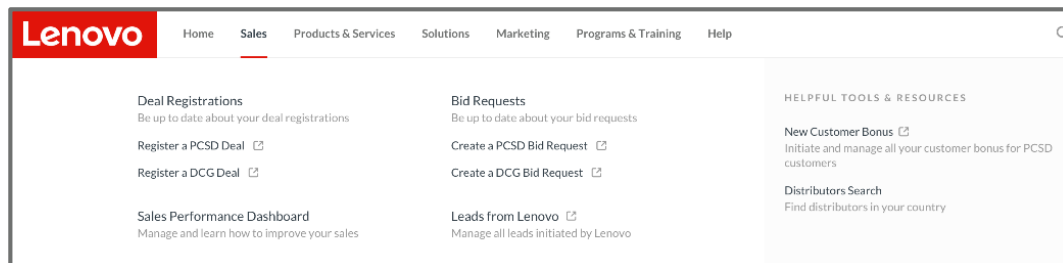
There are three options for you to access your bid requests:

1. From the sales summary section of your Homepage*



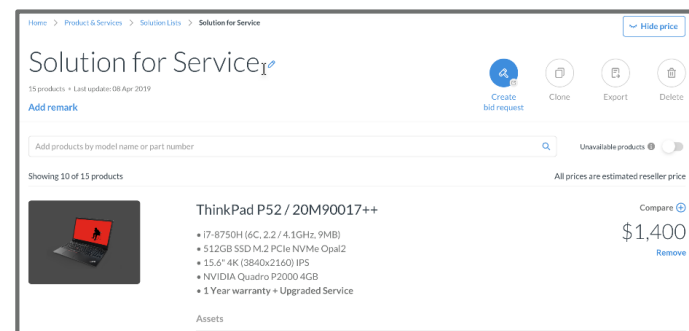
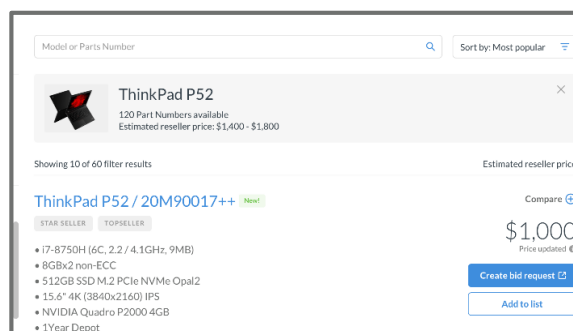
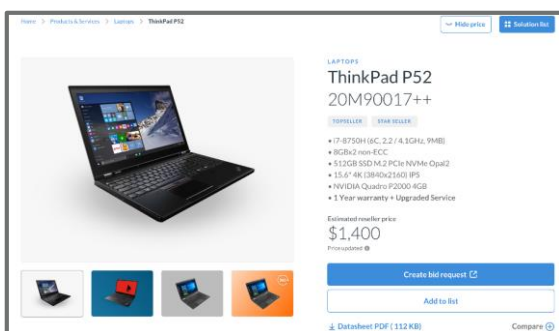
**Applicable to the user roles of sales representative, sales manager and admin for both distributor, T1 reseller and T2 reseller*

2. Directly from the navigation menu



Covered in onboarding module

3. When you are browsing the product catalog*



Manage Your Bid Requests

- Click the Create bid request button from any one of the three options to create a bid request to trigger the bidding process for your selected products to start a more efficient sales journey
- The list of pending actions of your bid requests is already prioritized to help you quickly address the items that need your immediate attention.
- If you are a Sales Manager, you have the option to also view all the bid requests of your team.

Bid Requests Updated on 28 May 2019, 12:40PM

20 Active Bid Requests [↗](#) [Create Bid Request](#)

Pending action (10) Sort by: Updated date

Showing 10 of 10 Bid Requests pending action Leads from Lenovo

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293521 System upgrade	Accenture Limited Protected till 12 May 2019	05 Jul 2019 Expiring soon	\$23,400	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Manulife Limited	31 Jul 2019 Expiring soon	\$34,500	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Asia Miles Lead from Lenovo	31 Jul 2019	\$43,500	Rejected by Lenovo Updated on 01 May 2019	Review Quote

Sales Representative View

Bid Requests Updated on 28 May 2019, 12:40PM

My Bid Requests **Company Bid Requests**

20 Active Bid Requests [↗](#) [Create Bid Request](#)

Pending action (10) Sort by: Updated date

Showing 10 of 10 Bid Requests pending action Leads from Lenovo

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293521 System upgrade	Accenture Limited Protected till 12 May 2019	05 Jul 2019 Expiring soon	\$23,400	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Manulife Limited	31 Jul 2019	\$34,500	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Asia Miles Lead from Lenovo	31 Jul 2019	\$43,500	Rejected by Lenovo Updated on 01 May 2019	Review Quote

Sales Manager View



Manage Your Bid Requests

The portal is designed to help you view your pending actions and work on them in the order that matters to you.

The screenshot shows the 'Bid Requests' dashboard. At the top, it says 'Updated on 28 May 2019, 12:40PM' and has 'PCSD' and 'DCG' tabs. A blue button 'Create Bid Request' is in the top right. A box highlights '20 Active Bid Requests' with a callout: 'Shows the number of active bid requests'. Below is a 'Pending action (10)' section with a search filter 'Filter by ID, request name, customer' (callout 2) and a 'Sort by: Updated date' dropdown (callout 1). A table shows 10 bid requests. The 'All status' dropdown is highlighted (callout 3). The 'Next Step' column is highlighted (callout 4). A 'Leads from Lenovo' toggle is on the right.

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293521 System upgrade	Accenture Limited Protected till 12 May 2019	05 Jul 2019 Expiring soon	\$23,400	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Manulife Limited	31 Jul 2019 Expiring soon	\$34,500	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Asia Miles <small>Lead from Lenovo</small>	31 Jul 2019	\$43,500	Rejected by Lenovo Updated on 01 May 2019	Review Quote

- 01 You can Sort the list of your existing bid requests by updated date, expiration date and bid value (high to low) to help you focus on the bid requests based on your priority.
- 02 You can also **Search or Filter** the list by entering the bid name, ID or customer name, if you already know what you are looking for.
- 03 You can further filter the list by the **Status** of the bid requests to help you prioritize your actions easily.
- 04 The recommended next step is suggested against every active bid request to inform about the next step.



Manage Your Bid Requests

The portal is designed to help you view your pending actions and work on them in the order that matters to you.

Bid Requests Updated on 28 May 2019, 12:40PM

20 Active Bid Requests [↗](#) [Create Bid Request ↗](#)

Pending action (10) Sort by: Updated date Leads from Lenovo

ID & Deal Reg name	End customer	Expiry date	Value	All status	Next Step
10293521 System upgrade	Accenture Limited Protected till 12 May 2019	05 Jul 2019 Expiring soon	\$23,400	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Manulife Limited	31 Jul 2019 Expiring soon	\$34,500	Price approved Updated on 06 May 2019	Email quote to distributors
10293521 System upgrade	Asia Miles Lead from Lenovo	31 Jul 2019	\$43,500	Rejected by Lenovo Updated on 06 May 2019	Review Quote

The **Lead from Lenovo** tag is displayed against the leads shared by Lenovo.

Allows you to know when the bid request status was last updated

05

You can click the Bid Request ID to check the details in the Lenovo Bid Portal.

06

The **Expiring soon** tag marks the bid requests that are close to the expiration date for your attention or actions.



Note: The approved price you will get from the request is only valid for a limited period of time; if you cannot close the deal within the validity period, you need to apply for extension of the price.



Lenovo Partner Hub

Product Catalogue Overview

Topic: Product Catalogue Overview

Product Catalogue Overview



Before we begin, let's understand what you can do with the Product Catalogue in the new global partner portal.

- Find and download a price list.
- Use the search function, use different filters, and compare product functions to narrow down to the right product for your customer.
- Use the new solution list function to build customized solutions for your customer (applicable to personal computer and smart devices products).
- Use the configuration tools to configure a data center product.
- View detailed technical specifications, find all recommended and compatible services, search for accessories, and find all relevant assets of any product at a single place.
- Create a bid request for a selected product or a customized solution.



Product Catalogue Overview

Let's understand a few key terms that you will see when browsing Lenovo Product Catalog

Terms	Description
PCSD	Personal Computer and Smart Devices
DCG	Data Center Group
PPC	PCSD Product Catalog
DPC	DCG Product Catalog
LBP	Lenovo Bid Platform
CTO	Custom to order
MTM	Machine Type Model
MT	Machine Type
PN	Part Number



PCSD Product Catalogue

The new Product Catalog is designed to give you complete access to information about Lenovo products, services, accessories and their relevant assets in one single place

We want to empower you to easily sell Lenovo products and services and create right solutions for your customers

- 1 [Find and download price list](#)
- 2 [Find the right product](#)
- 3 [Compare products](#)
- 4 [Access product details](#)
- 5 [Build customized solutions](#)
- 6 [Find The Right Services](#)
- 7 [Find The Right Accessories](#)



Note: Initiation of bid request is done via a separate tool called Lenovo Bid Portal (LBP) hosted on Lenovo Partner Hub.
Training of LBP will be covered in a separate section



Find and Download Price List

The price list is available for you from all the Personal Computer and Smart Devices (PCSD) catalogue pages

Download the price list to access the latest product and price information such as the below:

- Part number
- Product description
- List price and the last update time
- Channel price (for distributor) or estimated reseller price (for reseller), and the last update time
- Withdrawn and stock information
- Eligibility for special programs

GREAT NEW FEATURES

- You can now download the PCSD price list in the Microsoft Excel format from all the PCSD Product Catalogue Series Listing pages.
- You can also see the date when the price list was last updated.

The screenshot shows the PCSD website interface. At the top, there is a breadcrumb trail: Home > Products & Services > PCSD. A 'Solution list' button is in the top right. The main header features the 'PCSD' logo and a 'Price List' download button with the text 'Updated on 20 Feb 2019'. Below the header is a navigation menu with categories: Laptop, Tablets & Convertibles, Desktop, Workstations, Monitors, Software, Services, Accessories, and Withdrawn. A search bar labeled 'Model or Parts Number' is positioned above a product filter table. The table lists various specifications with expandable sections: Business Group (THINKPAD), CPU (11e Series), Memory (ThinkPad 11e (5th Gen)), Storage (A Series), and Screen Size (ThinkPad A275 (30) [New!], ThinkPad A285, ThinkPad A475, ThinkPad A485 (80)). A callout box highlights the 'Price List' download button and its update date.



Note: Screenshots shown are indicative; please refer to the portal for the latest product catalogue available

The prices, product status and other information included in the Price List is only accurate as of the date and time of download, and may change at any time

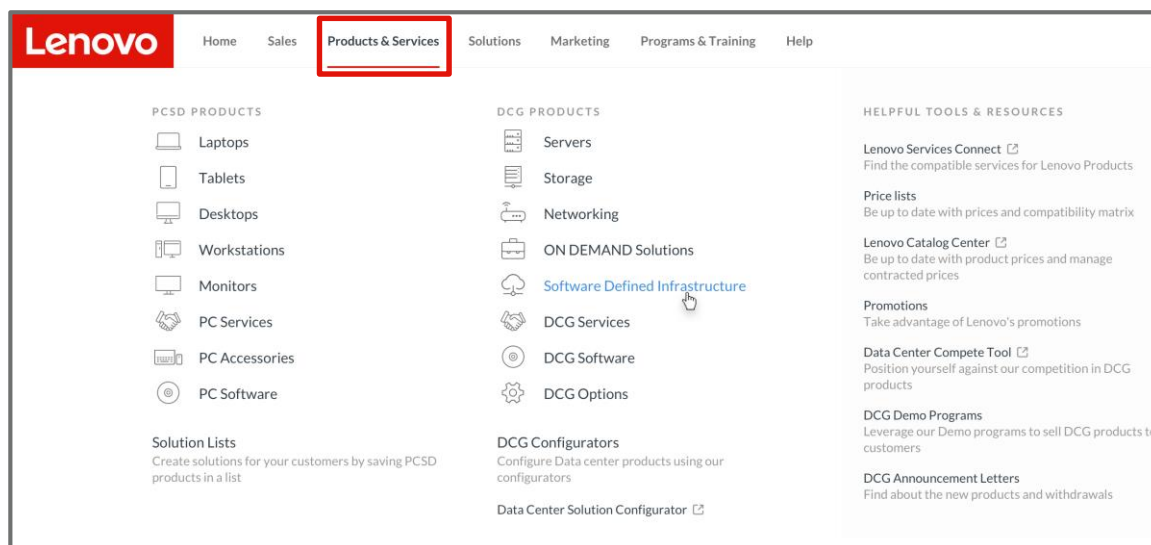


Find the Right Product

Step 1: Find the right product type

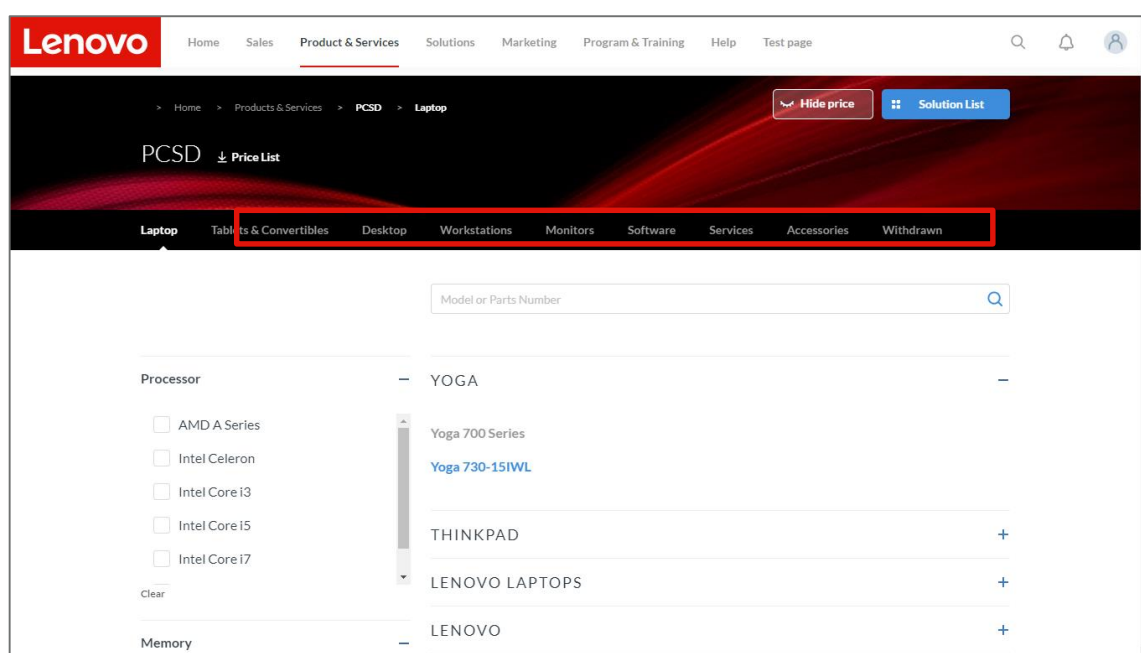
Lenovo offers a wide range of personal computers and smart devices that you can offer to your customers. Some examples are laptops, tablet and convertibles, desktops, workstations, monitors, software.

1a. Access the product types from the navigation menu



OR

1b. Switch among the products in the product catalog



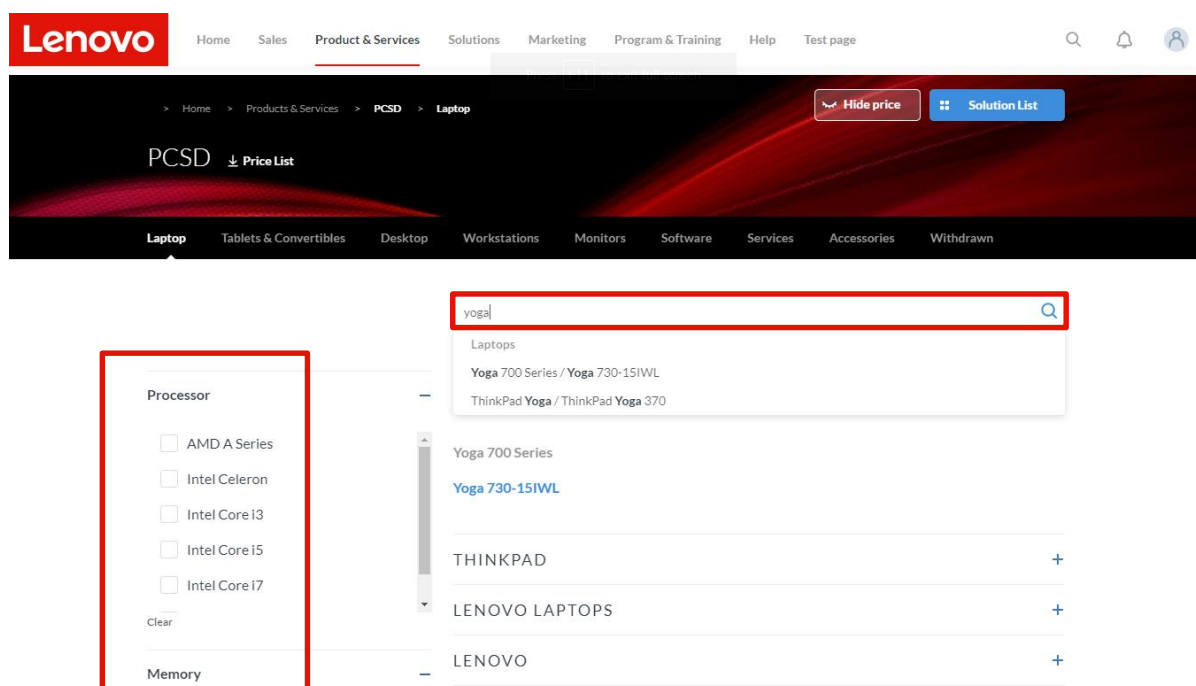
Note: Screenshots shown are indicative; please refer to the portal for the latest product catalogue available.



Find the Right Product

Step 2: Find the right product series

1. The Product Series Listing Page helps you to find the right product series: You can use the search bar to directly search for products with model name or part number
2. Or, apply filters to further find products according to the specifications that meet your requirements
3. In addition to products, you can search for services, accessories and software, or directly find the recommended services and accessories for a product once you have selected it



Note:

- You will see all products that are available for bid request as a default. If you want to see all products, you can simply deselect this filter.
- If there are no matching results found for the entered key words, you will see the most relevant results for other product types.
- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available.





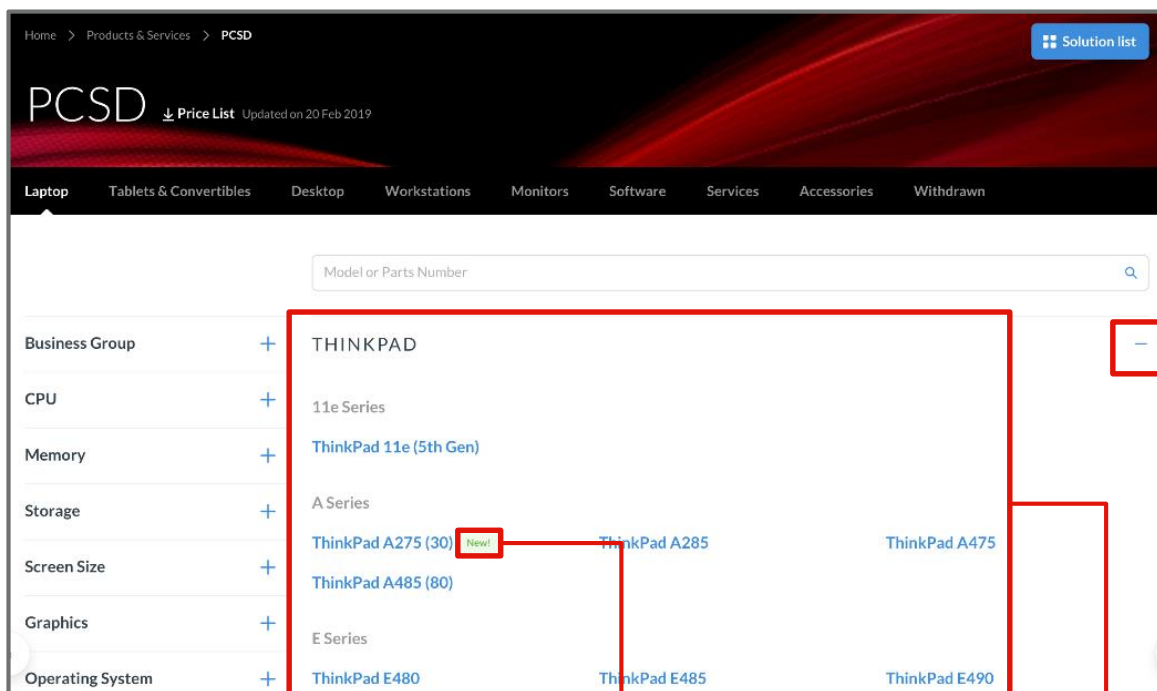
Find the Right Product

Step 2 (continued): Find the right product series

Continue to use the **Product Series Listing** page to find the right product series.

GREAT NEW FEATURES

You can see all the Lenovo product series for a particular product type in one page



You can collapse or expand the brands section to facilitate your browsing.

The newly launched products can be spotted easily with the 'new' tag.

The complete range of Lenovo products is listed clearly by brand and by series for your easy browsing.



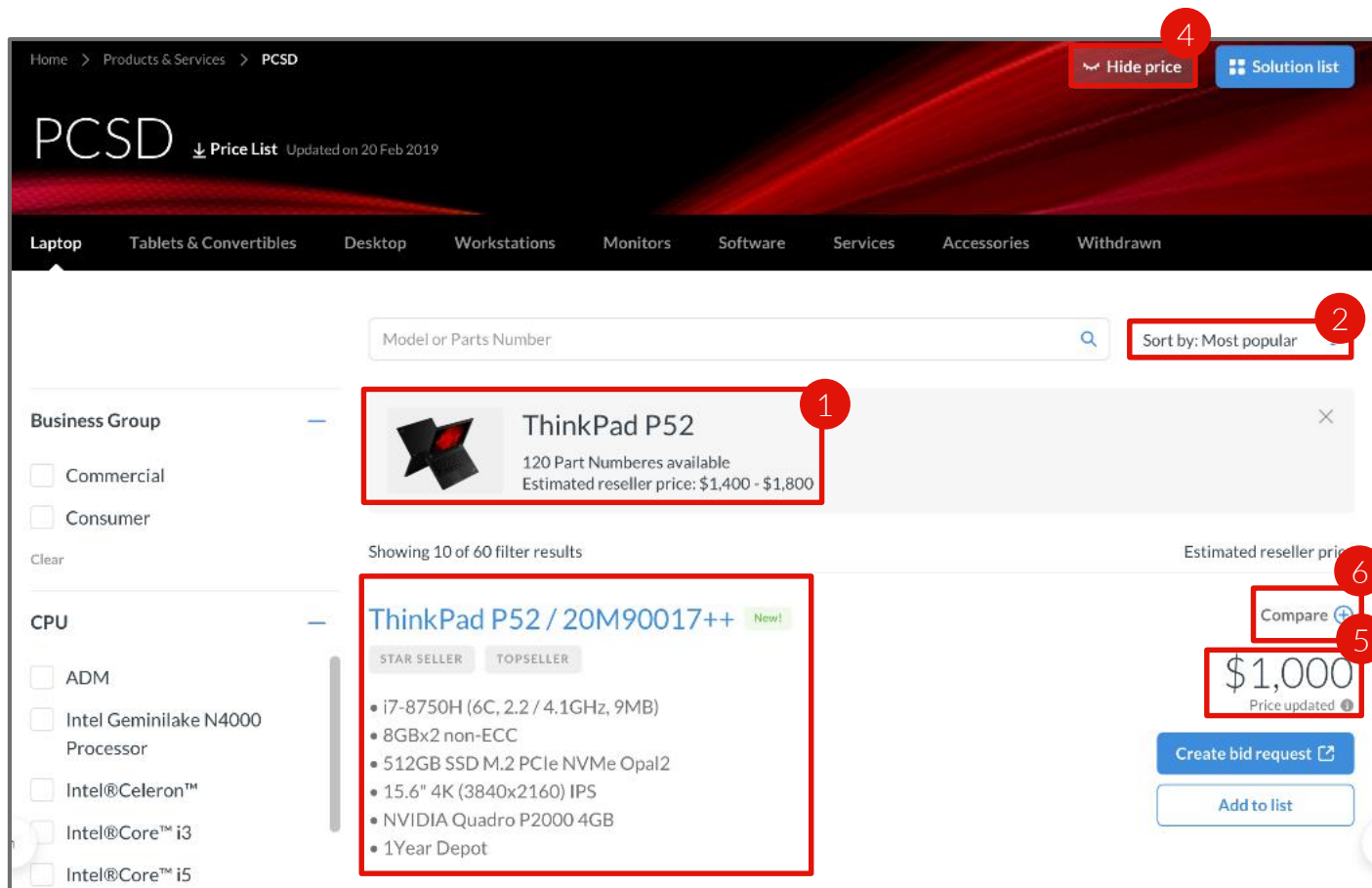
Note: Screenshots shown are indicative; please refer to the portal for the latest product catalogue available



Find the Right Product

Step 3: Find the right part number

The **Product Part Number Listing** page is designed to further help you to find the right product part number:



01 Series summary

04 Hide price

02 Sort by

05 Estimated reseller price

03 Part number specifications

06 Compare



Note:

- Distributors would see the standard channel price and resellers will see the Estimate Reseller Price
- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available



Find the Right Product

Step 3 (continued): Find the right part number

Step 1:

You can see a summarized view of the product series you have chosen:

- Part numbers available for the product series
- Range of the estimated reseller price

Step 2:

You can sort the part numbers in the order you prefer, by Most popular or Newest

The screenshot shows the PCSD portal interface. At the top, there's a navigation bar with 'Home > Products & Services > PCSD'. Below that, the 'PCSD Price List' is displayed, updated on 20 Feb 2019. A search bar is present with a search icon and a 'Sort by: Most popular' dropdown menu. On the left, there are filter sections for 'Business Group' (Commercial, Consumer) and 'CPU' (ADM, Intel Geminilake N4000 Processor, Intel@Celeron™, Intel@Core™ i3, Intel@Core™ i5). The main content area shows a search result for 'ThinkPad P52' with 120 part numbers available and an estimated reseller price of \$1,400 - \$1,800. Below this, a specific product card for 'ThinkPad P52 / 20M90017++' is shown, marked as a 'STAR SELLER' and 'TOPSELLER'. The price is listed as \$1,000, with a 'Price updated' indicator. There are buttons for 'Create bid request' and 'Add to list'. Red circles with numbers 1 and 2 highlight the product card and the search bar/sort dropdown respectively.



Note:

- Searching the right part number functionality is available only for laptops, services and accessories.
- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available.



Find the Right Product

Step 3 (continued): Find the right part number

Step 1:

View summary of the key specifications of the part numbers to help you decide which part number better suits your customer needs

Step 2:

You can refer to the latest Estimated Reseller Price for the selected part numbers

The screenshot shows the PCSD Price List interface. At the top, there are navigation links for Home, Products & Services, and PCSD. A 'Hide price' button and a 'Solution list' button are visible. The main header displays 'PCSD Price List Updated on 20 Feb 2019'. Below this is a navigation bar with categories: Laptop, Tablets & Convertibles, Desktop, Workstations, Monitors, Software, Services, Accessories, and Withdrawn. A search bar labeled 'Model or Parts Number' and a 'Sort by: Most popular' dropdown are present. On the left, there are filter sections for 'Business Group' (Commercial, Consumer) and 'CPU' (ADM, Intel Geminilake N4000 Processor, Intel@Celeron™, Intel@Core™ i3, Intel@Core™ i5). The main content area shows a search result for 'ThinkPad P52' with 120 part numbers available and an estimated reseller price of \$1,400 - \$1,800. Below this, a specific part number 'ThinkPad P52 / 20M90017++' is highlighted with a red box and a '3' in a red circle. The specifications for this part number are: i7-8750H (6C, 2.2 / 4.1GHz, 9MB), 8GBx2 non-ECC, 512GB SSD M.2 PCIe NVMe Opal2, 15.6" 4K (3840x2160) IPS, NVIDIA Quadro P2000 4GB, and 1Year Depot. To the right of the specifications, there is a 'Compare' button with a plus sign and a red circle with '4', a price box showing '\$1,000' with 'Price updated' and a small icon, and buttons for 'Create bid request' and 'Add to list'.

Note:

- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available.
- Price information is only available for laptops, tablets, desktops, workstation, and Services, Accessories, Monitors; it is not available for Withdrawn products and Software





Find the Right Product

Step 3 (continued): Find the right part number

Step 1:

View summary of the key specifications of the part numbers to help you decide which part number better suits your customer needs

Step 2:

You can refer to the latest Estimated Reseller Price for the selected part numbers

The screenshot shows the PCSD portal interface. At the top, there's a navigation bar with 'Home > Products & Services > PCSD'. Below that, the 'PCSD' logo is displayed with a 'Price List' dropdown and 'Updated on 20 Feb 2019'. A navigation menu includes 'Laptop', 'Tablets & Convertibles', 'Desktop', 'Workstations', 'Monitors', 'Software', 'Services', 'Accessories', and 'Withdrawn'. A search bar contains 'Model or Parts Number' and a 'Sort by: Most popular' dropdown. On the left, there are filter sections for 'Business Group' (Commercial, Consumer) and 'CPU' (ADM, Intel GeminiLake N4000 Processor, Intel@Celeron™, Intel@Core™ i3, Intel@Core™ i5). The main content area shows a product card for 'ThinkPad P52' with '120 Part Numbers available' and an 'Estimated reseller price: \$1,400 - \$1,800'. Below this, it says 'Showing 10 of 60 filter results'. A specific product is highlighted: 'ThinkPad P52 / 20M90017++' with a 'New!' badge. It has 'STAR SELLER' and 'TOPSELLER' tags. Specifications listed include: i7-8750H (6C, 2.2 / 4.1GHz, 9MB), 8GBx2 non-ECC, 512GB SSD M.2 PCIe NVMe Opal2, 15.6" 4K (3840x2160) IPS, NVIDIA Quadro P2000 4GB, and 1Year Depot. On the right, the 'Estimated reseller price' is '\$1,000' with a 'Price updated' indicator. A 'Compare' button with a plus sign is highlighted with a red circle labeled '6'. A 'Create bid request' button and an 'Add to list' button are also visible. At the top right of the product card area, a 'Hide price' button is highlighted with a red circle labeled '5'.

GREAT NEW FEATURES

- You can compare two or three part numbers of the same product type
- The compare function will include recommended services for the products you compare



Note: Screenshots shown are indicative; please refer to the portal for the latest product catalogue available.



Compare Products

You can add products to compare when you are confused between different product part numbers

The product comparison functionality helps you to easily view the differences between various products, so that you can choose the one that's best suited for your needs.

The screenshot shows the 'Compare Part Numbers' page on the Lenovo website. It features two product cards for ThinkPad P52 laptops. Below the cards is a comparison table with two tabs: 'COMPARISON SUMMARY' and 'CONFIGURATION'. The 'COMPARISON SUMMARY' tab is active, showing a table with columns for Processor, Memory, Storage, Display, Graphics, and Base Warranty. The 'CONFIGURATION' tab shows a table with columns for Processor and Graphics. Numbered callouts (1-7) point to various UI elements: 1 points to the 'COMPARISON SUMMARY' tab, 2 to the 'CONFIGURATION' tab, 3 to the 'Show only differences' button, 4 to the 'Highlight rows with differences' button, 5 to the 'Comparison result' download button, 6 to the 'Create bid request' button, and 7 to the 'Enter a Part #' input field.

Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Memory	4GBx2 non-ECC	6GBx2 non-ECC	8GBx2 non-ECC
Storage	512GB SSD	512GB SSD	512GB SSD
Display	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P3200 4GB	NVIDIA Quadro P3200 4GB
Base Warranty	1 Year Depot	1 Year Depot	1 Year Depot

Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P3200 4GB	NVIDIA Quadro P3200 4GB

01 Comparison Summary

02 Configuration and services comparison

03 Show only differences

04 Highlight rows with differences

05 Download comparison result

06 Create Bid Request

07 Add another product to compare



Note:

- Distributors would see the standard channel price and resellers will see the Estimate Reseller Price
- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available

Compare Products

You can add products to compare when you are confused between different product part numbers

The product comparison functionality helps you to easily view the differences between various products, so that you can choose the one that's best suited for your needs.

1. The **Comparison Summary** shows you the summary view of the compared products.

2. You can further check the **detailed difference of configurations and services**.

	ThinkPad P52 20M90017++	ThinkPad P52 20M9001A++	
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Memory	4GBx2 non-ECC	6GBx2 non-ECC	8GBx2 non-ECC
Storage	512GB SSD	512GB SSD	512GB SSD
Display	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB
Base W	1 Year Depot	1 Year Depot	1 Year Depot

	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB

- In the **Configuration** section, you can compare the technical specifications of the three part numbers under comparison
- In the **Services** section, you can compare the following specifications of the best recommended service for the three part numbers under comparison:
 - Support Period
 - Support Type
 - Additional Services
 - Estimated Reseller Price



Note:

- You can view differences of a maximum of six specifications between compared products



Compare Products

You can add products to compare when you are hesitating among different product part numbers

The product comparison functionality helps you to easily view the differences between various products, so that you can choose the one that's best suited for your needs.


GREAT NEW FEATURES

- You have the option to download the comparison result with or without the price in the PDF, MS Excel or MS Word format

3. You can also choose to show only the differences of the compared products

4. There is an option to download the comparison result to easily share.


Compare Part Numbers [Comparison result](#) 4



ThinkPad P52
20M90017++

Create bid request

Add to list



ThinkPad P52
20M9001A++

Create bid request

Add to list

Enter a Part #

or

Select from catalog

COMPARISON SUMMARY			
	ThinkPad P52 20M90017++	ThinkPad P52 20M9001A++	ThinkPad P52 20M9001A++
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Memory	4GBx2 non-ECC	6GBx2 non-ECC	8GBx2 non-ECC
Storage	512GB SSD	512GB SSD	512GB SSD
Display	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB
Base Warranty	1 Year Depot	1 Year Depot	1 Year Depot
CONFIGURATION			
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB

3



Compare Products

You can add products to compare when you are hesitating among different product part numbers

5. You can directly create a bid request of the product of your choice.

6. Or, directly add the product of your choice to the solution list.

The screenshot shows the 'Compare Part Numbers' interface. At the top, there are two product cards for 'ThinkPad P52 20M90017++' and 'ThinkPad P52 20M9001A++'. Each card has a 'Create bid request' button (highlighted with a red circle 5) and an 'Add to list' button (highlighted with a red circle 6). To the right is a search bar labeled 'Enter a Part #' (highlighted with a red circle 7) and a 'Select from catalog' button. Below the product cards is a 'COMPARISON SUMMARY' table with columns for Processor, Memory, Storage, Display, Graphics, and Base Warranty. The table highlights differences in memory and graphics. Below the comparison table is a 'CONFIGURATION' table with columns for Processor and Graphics.

COMPARISON SUMMARY			
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Memory	4GBx2 non-ECC	6GBx2 non-ECC	8GBx2 non-ECC
Storage	512GB SSD	512GB SSD	512GB SSD
Display	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB
Base Warranty	1 Year Depot	1 Year Depot	1 Year Depot

CONFIGURATION			
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)
Graphics	NVIDIA Quadro P2000 4GB	NVIDIA Quadro P32000 4GB	NVIDIA Quadro P32000 4GB

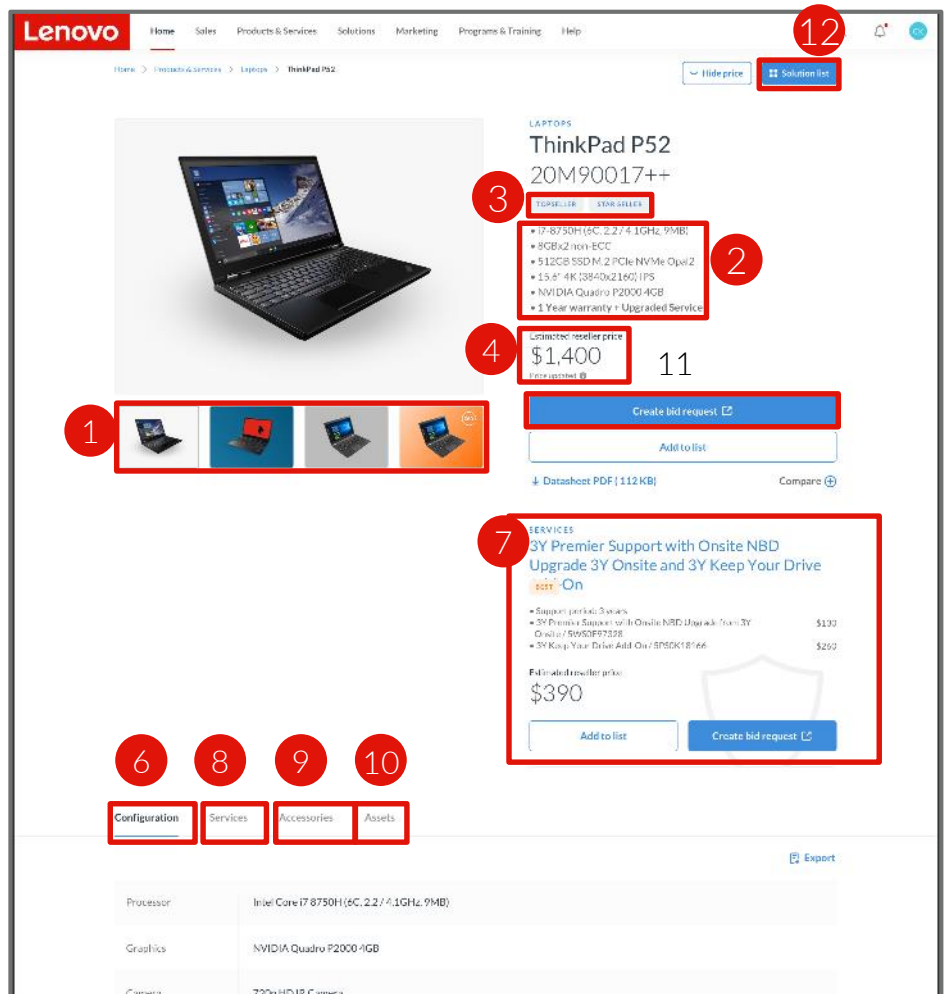
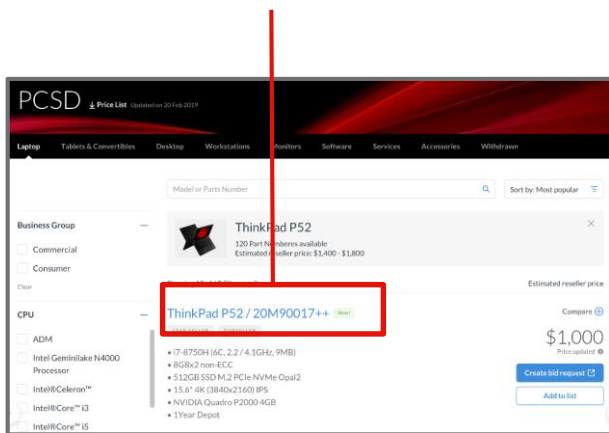
7. If you want to add another product to compare, simply type the name in the search bar to add.



Access Product Details

You can find all the information of the selected product part number in one single page

Click the Product name to open the details page.



You can get access to the information or download resources of the following:

1. Product images
2. Specifications summary
3. Special programs eligibility
4. Channel price (for distributor) or Estimated reseller price (for resellers)
5. Datasheet
6. Detailed configuration
7. The best recommended service
8. All Recommended Services
9. Related accessories
10. Relevant assets and collaterals

You can also easily perform the following actions:

11. Create bid request
12. Add to solution list
13. Compare different part numbers



Access Product Details

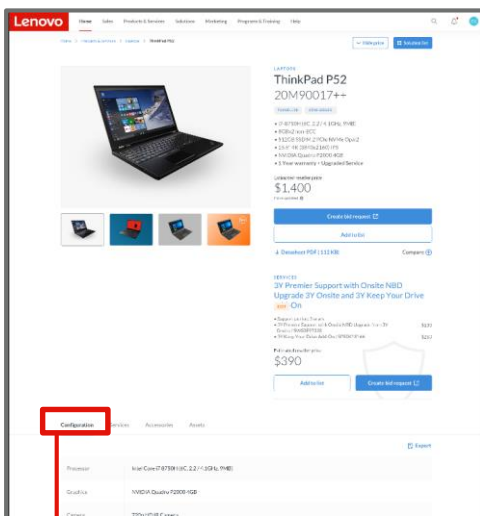
You can find all the information of the selected product part number in one single page

Configuration Tab

Services Tab

Accessories Tab

Assets Tab



Click the **Configuration** tab to see the configuration details.

Configuration	Services	Accessories	Assets
Processor	Intel Core i7 8750H (6C, 2.2 / 4.1GHz, 9MB)		
Graphics	NVIDIA Quadro P2000 4GB		
Camera	720p HD IR Camera		
Memory	8GBx2 non-ECC		
Storage	512GB SSD		
RAID	✓ YES		
Display	15.6" UHD 4K (35.56 cm) display, 3840 x 2160 px		
Battery	90WHr		
Power supply	170W Slim Tip		
Security	TPM 2.0 IR Camera	Fingerprint Reader ThinkShutter2	

The configuration information you can see are listed as the following:

- Processor
- Graphics
- Memory
- Storage
- RAID
- Display
- Battery
- Power Supply
- Security
- Ports
- WLAN
- WWAN1
- Media Card Reader
- Base Warranty

Access Product Details

You can also find all the details of the recommended services under the following sub-tabs:

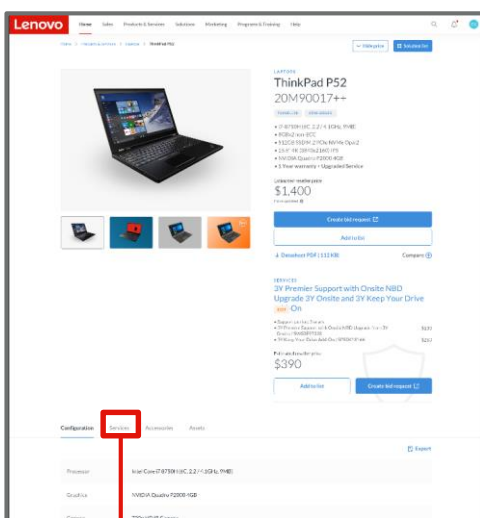
Configuration Tab

Services Tab

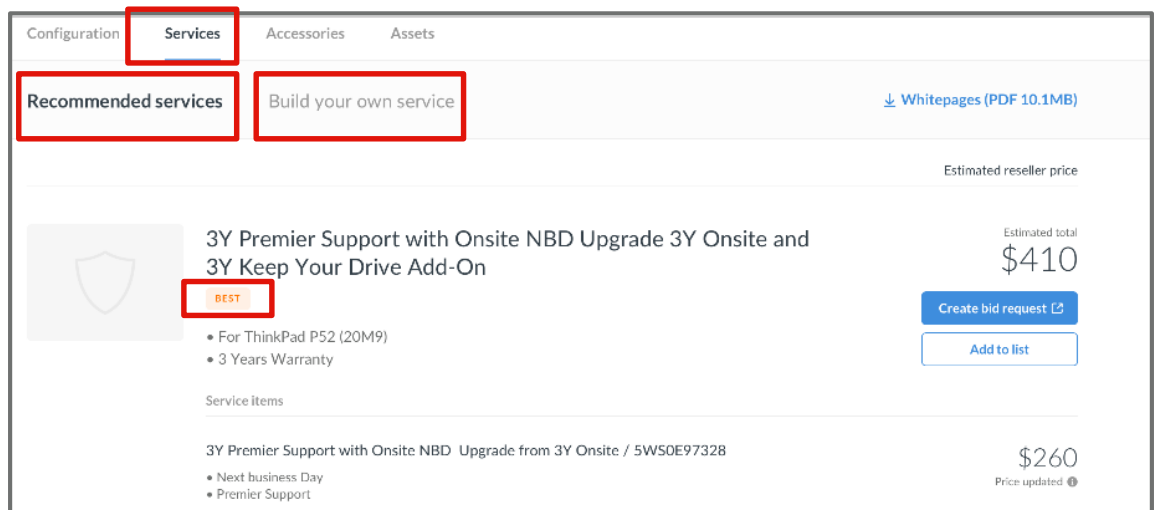
Accessories Tab

Assets Tab

- Recommended Services are listed for you to leverage to pitch to your end customers.
- Build your own service enables you to easily customize the best suitable choice for your end customers.



Click the **Services** tab to check the recommended services or build your own service



You can also add the recommended services directly to the Solution List:

- Start by selecting the support period
- Then, check the details of the support type to help you narrow down your choice.
- Want to know more? Simply download the service brochure

GREAT NEW FEATURES

- The Best service recommendation is prioritized for you with the tag
- You can directly create a bid request for the service of your choice



Access Product Details

You can also find all the details of the recommended services under the following sub-tabs:

Configuration Tab

Services Tab

Accessories Tab

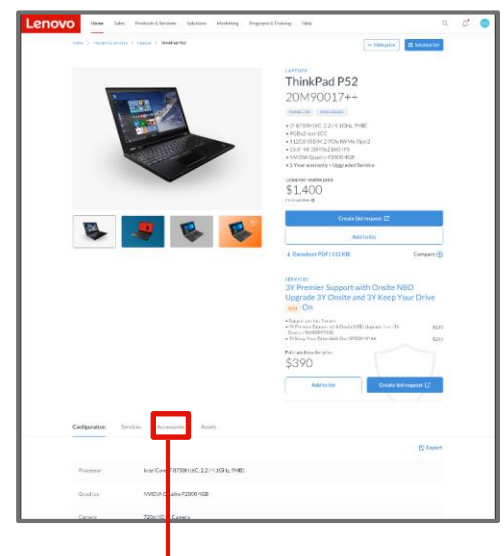
Assets Tab

1. Check the New, Best Choice and Recommended accessories from Lenovo.

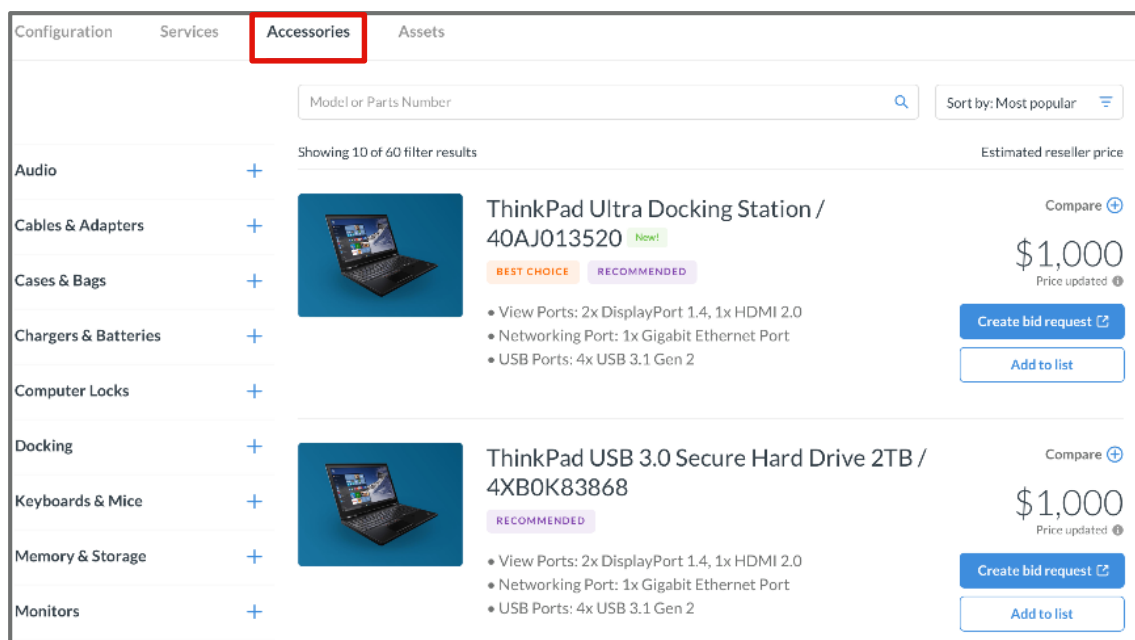
2. Check the Channel Price (for distributor) or Estimated Reseller Price (for reseller) to help you decide.

3. Confused between different options? Compare them!

4. Once decided, directly add to your solution list.



Click the **Accessories** tab to check the list of accessories or search one.





Access Product Details

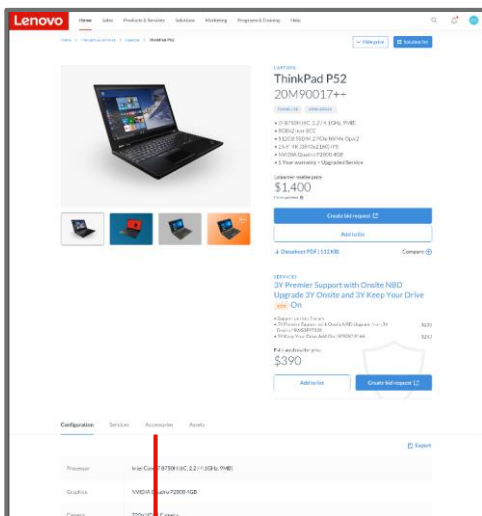
Lenovo provides ready-to-use marketing and solutioning assets that can be leveraged to tailor your marketing collaterals and empower your selling efforts

Configuration Tab

Services Tab

Accessories Tab

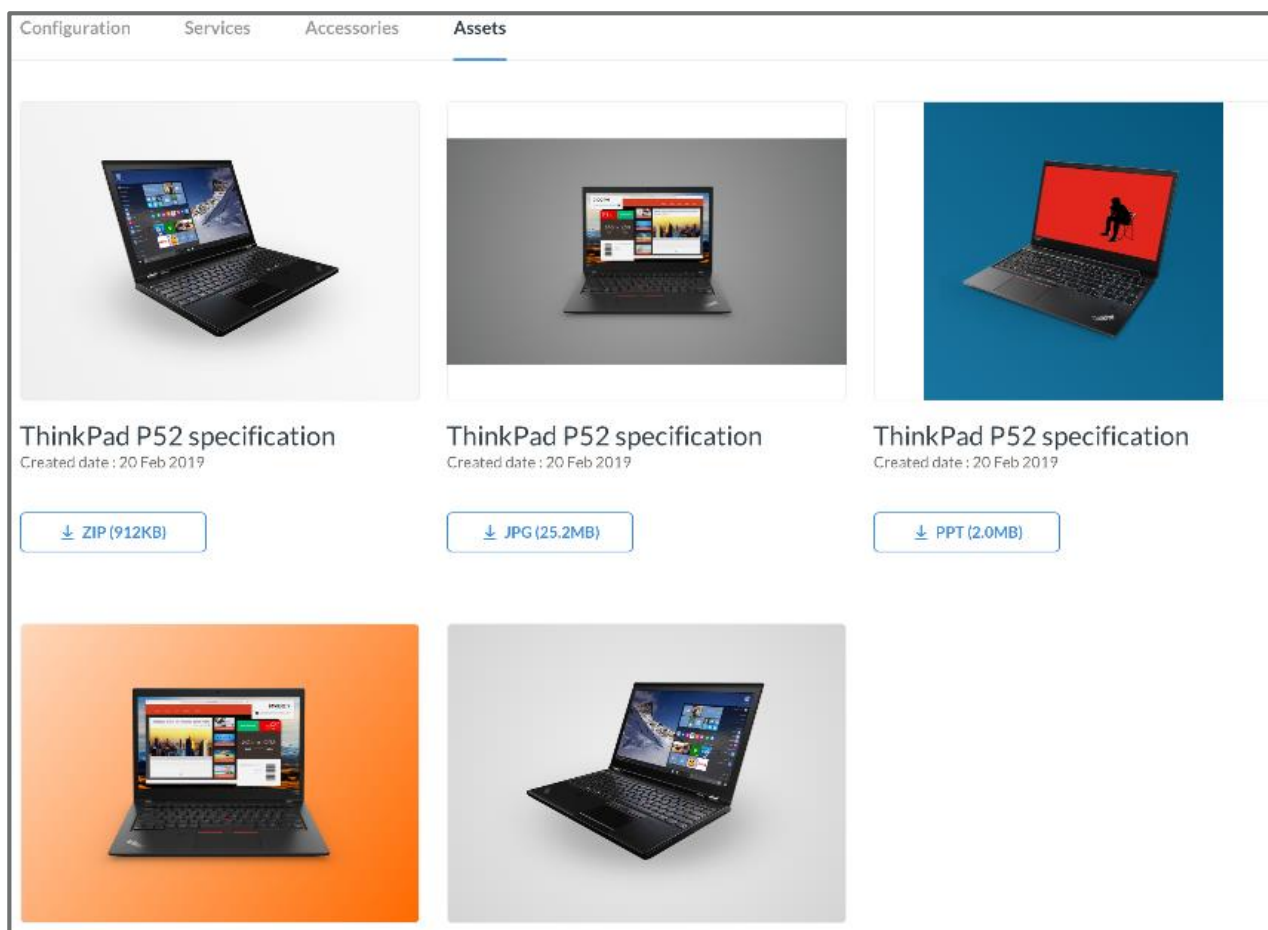
Assets Tab



The following assets can be found under the **Assets** tab (depending on availability):

- Product specification
- Product video
- Product guide
- Previous successful case studies of how this product helped customers

Click the **Assets** tab to view and download the recommended assets.





Build Customized Solutions

Let's understand how to build right solutions for your customers

What is a solutions list?

- Lenovo solutions list equips you to upsell by cross-linking products with the best suited services and accessories. It allows you to build complete solutions quickly to optimize your proposal saving time.

What I can do with a solutions list?

- You can save the solutions list in the portal to help you quickly access the solutions for a customer deal.
- You can export the solutions list to share with your colleagues or customers.
- You can clone and edit the solutions list to build new solutions leveraging the existing ones.
- You can drop all products from the solutions list in to a bid request with one click.

How can I create a solutions list?

- You can create a new solutions list from the **Solutions List landing** page.
- You can also create a solutions list when you are browsing different products. The portal provides you quick links to add products in multiple pages of the product catalog.

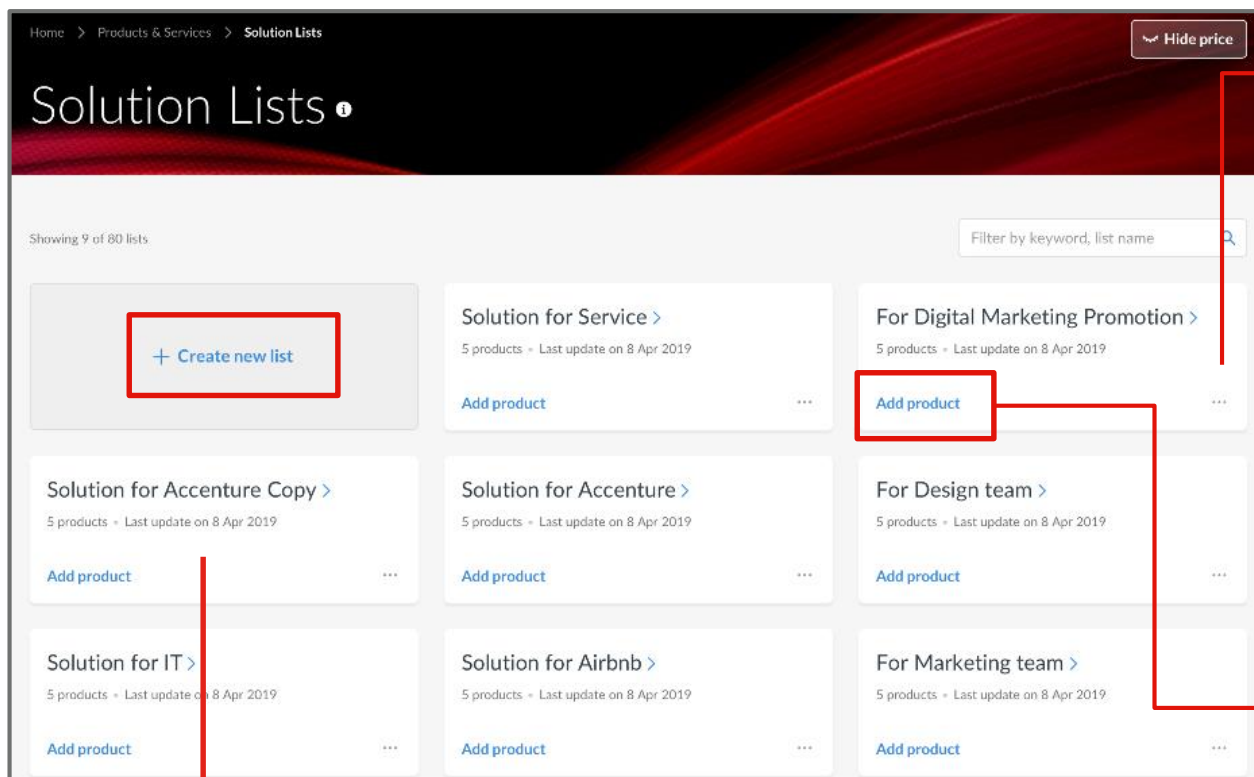
Build Customized Solutions

You can find all the solutions you saved using the portal in one central location

- You can create a new solutions list from scratch by clicking the + **Create new list** button
- Or, clone and adjust an existing list to suit new customer needs
- You can also continue to work on existing solutions by adding or editing the products

GREAT NEW FEATURES

The solution list created will be flagged as New



Allows you to either clone, export or delete the solution list

Allows you to add a product to the existing solution list

Click the solution list to open the solution list details page.



Build Customized Solutions

Solution list details: Here you can find all the information such as specifications, assets, recommended items and the price for products, services and accessories in the solution list

The screenshot displays the 'Solution for Service' page on the Lenovo website. The page features a navigation menu at the top with 'Lenovo' and 'Products & Services' highlighted. Below the navigation, there's a breadcrumb trail: 'Home > Product & Services > Solution Lists > Solution for Service'. The main heading is 'Solution for Service' with '15 products • Last update: 08 Apr 2019' and an 'Add remark' link. A search bar is present with the placeholder 'Add products by model name or part number'. Below the search bar, it says 'Showing 10 of 15 products' and 'All prices are estimated reseller price'. A product card for 'ThinkPad P52 / 20M90017++' is shown with its image, specifications (i7-8750H, 512GB SSD, 15.6\"/>

01 Add to bid request and drop all products from the solution list to a bid request

02 Duplicate the information of the existing solution list in the newly cloned list

03 Export the solution list as a PDF, XLS or DOC file

04 Delete the existing solution list that you no longer need



Build Customized Solutions

Solution list details (continued)

Add remarks

Directly add products to the solution list from the search field, with the recommended services and accessories

The screenshot shows the 'Solution for Service' page for a ThinkPad P52 / 20M90017++. The page includes a navigation bar with 'Lenovo' and various menu items. Below the navigation, there's a breadcrumb trail: 'Home > Product & Services > Solution Lists > Solution for Service'. The main heading is 'Solution for Service' with a sub-heading '15 products • Last update: 08 Apr 2019'. There are buttons for 'Add remark', 'Create bid request', 'Clone', 'Export', and 'Delete'. A search field is present with the placeholder text 'Add products by model name or part number'. Below the search field, it says 'Showing 10 of 15 products' and 'All prices are estimated reseller price'. The product details for the ThinkPad P52 include a list of specifications: 'i7-8750H (6C, 2.2 / 4.1GHz, 9MB)', '512GB SSD M.2 PCIe NVMe Opal2', '15.6" 4K (3840x2160) IPS', 'NVIDIA Quadro P2000 4GB', and '1 Year warranty + Upgraded Service'. The price is listed as '\$1,400' with a 'Remove' button. There are also links for 'Assets' (Datasheet, Images, Video) and 'Recommended items' (3Y Premier Support with Onsite NBD Upgrade, 3Y Onsite and 3Y Keep Your Drive Add-On). The estimated total for the recommended items is '\$390'. At the bottom, there's a 'CREATE A PITCH' section with the text 'Use myPitch to help you to prepare a presentation for your customers' and a 'My pitch' button.

View the specifications summary

Remove a product from the Solution List, if not required

View and download the assets related to this product

View the recommended services

Access the My pitch tool to help you to prepare presentations for your end customers

Please note that the presentation created will be in English

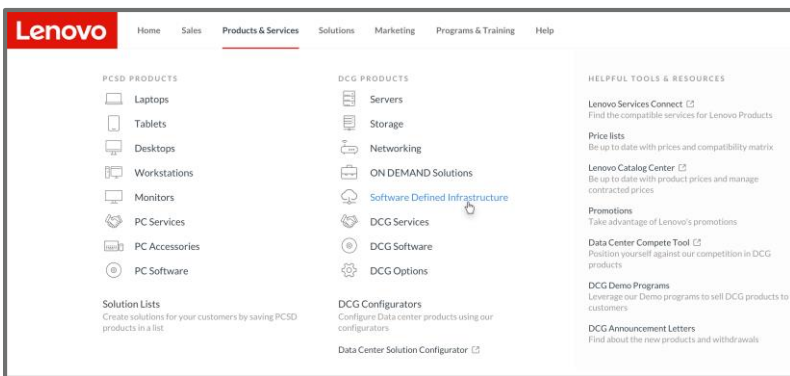


Find the Right Services

Lenovo offers a wide range of services according to the different types of products: Services by support type and additional services upgrading support

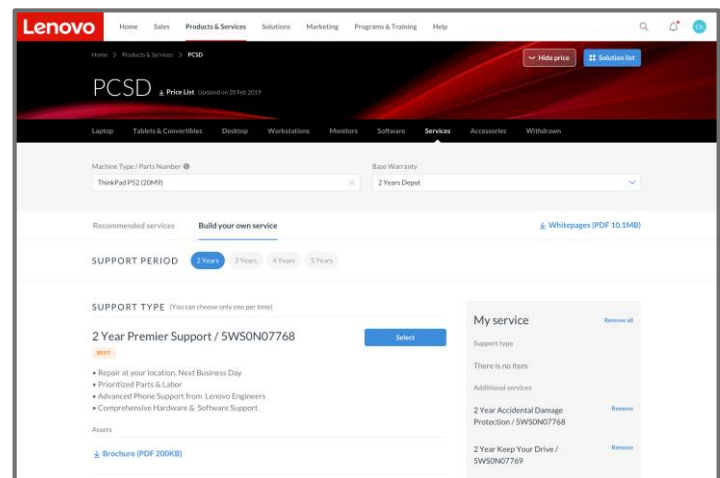
There are three options for you to find the right services:

1. From the navigation menu



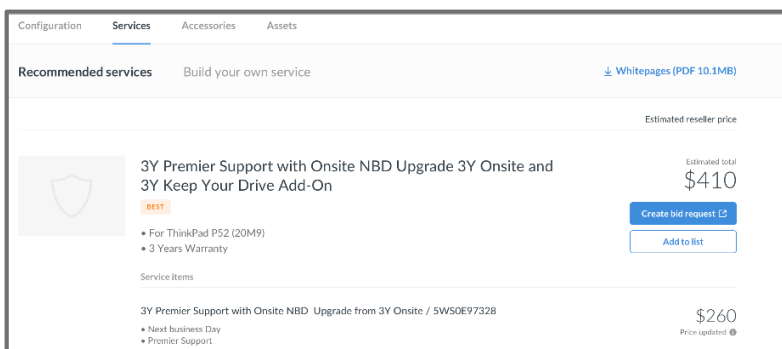
Covered in the following pages

2. Switch between the different types of products in the product catalog



Covered in the following pages

3. In the Product Detail page



Covered in pages 18 to 22



Note:

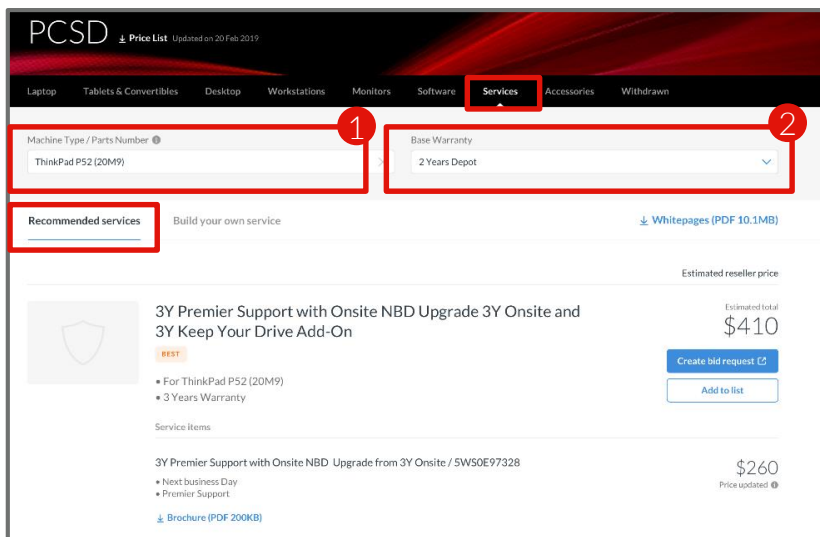
- For option 3, the **Services** tab will display the services compliant with the specific product
- screenshots shown are indicative, please refer to the portal for the latest product catalogue available



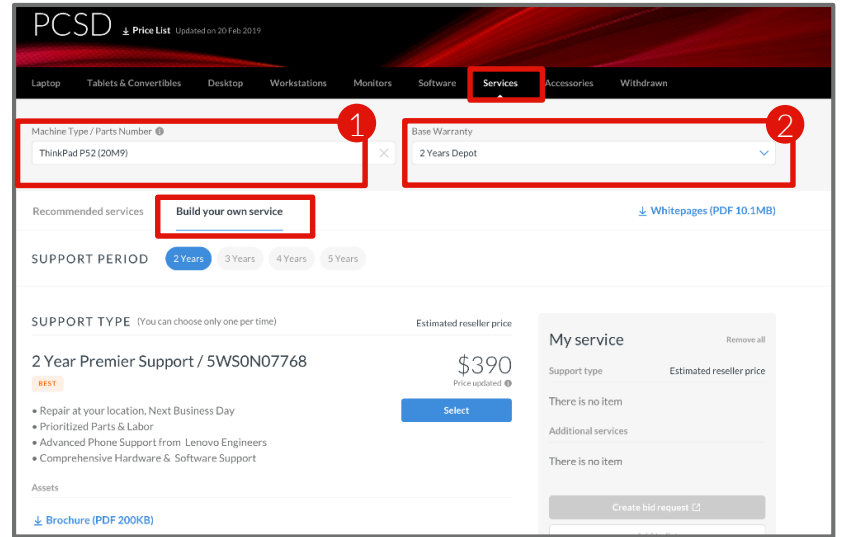
Find the Right Services

You can check the recommended service by Lenovo or use the portal to build your own service based on your customer's needs

Recommended services



Build your own service



01

Enter the Machine type or Part Number in the search bar to search for recommended services

02

Filter the search results by support type and period



Note:

- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available



Find the Right Services

You can build customized services to cater to your customer's need. It allows you to select the support period and support type to build your own service. You can also choose from the recommended additional service compliant with selected support period/type.

Service Description	Estimated Price	Rating
3Y Premier Support with Onsite NBD Upgrade 3Y Onsite and 3Y Keep Your Drive Add-On	\$410	BEST
3Y Premier Support with Onsite NBD Upgrade from 3Y Onsite / 5WS0E97328	\$260	BETTER
3Y Keep Your Drive Add On / 5P50K18166	\$150	BETTER
5Y Onsite upgrade from 1Y Depot/CCI + 5Y Accidental Damage Protection / 5WS0E97328	\$300	BETTER
3Y Onsite upgrade from 1Y Depot/CCI + 3Y Accidental Damage Protection / 5WS0E97328	\$200	GOOD

GREAT NEW FEATURES

- You can now view the top three recommended services under the Services tab of the Best, Better and Good choices.
- You can also add the recommended service directly to the Solution List or create a bid request and download the relevant Whitepaper or brochures.



Note:

- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available



Find the Right Services

You can build customized services to cater to your customer's need. It allows you to select the support period and support type to build your own service. You can also choose from the recommended additional service compliant with selected support period/type.

The screenshot displays the Lenovo PCSD (Product Catalogue Services Database) interface. At the top, the navigation bar includes 'Home', 'Sales', 'Products & Services', 'Solutions', 'Marketing', 'Programs & Training', and 'Help'. The main header shows 'PCSD' with a 'Price List' updated on 20 Feb 2019. Below this, a breadcrumb trail reads 'Home > Products & Services > PCSD'. A 'Hide price' button and a 'Solution list' button are visible. The main content area features a search bar for 'Machine Type / Parts Number' (filled with 'ThinkPad P52 (20M9)') and a 'Base Warranty' dropdown (set to '2 Years Depot'). A 'Recommended services' section contains a red-bordered button labeled 'Build your own service' and a link for 'Whitepages (PDF 10.1MB)'. Under 'SUPPORT PERIOD', buttons for '2 Years', '3 Years', '4 Years', and '5 Years' are shown, with '2 Years' selected. The 'SUPPORT TYPE' section (with a note 'You can choose only one per time') lists two options: '2 Year Premier Support / 5WS0N07768' (marked 'BEST') and '2 Year Onsite Support / 5WS0N07769' (marked 'BETTER'). Each option has a 'Select' button and a list of service details. On the right, a 'My service' sidebar shows a 'Support type' section with 'There is no item' and an 'Additional services' section listing '2 Year Accidental Damage Protection / 5WS0N07768', '2 Year Keep Your Drive / 5WS0N07769', and '2 Year International Upgrade / 5WS0N07769', each with a 'Remove' button. At the bottom of the sidebar are 'Create bid request' and 'Add to list' buttons.



Note:

- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available

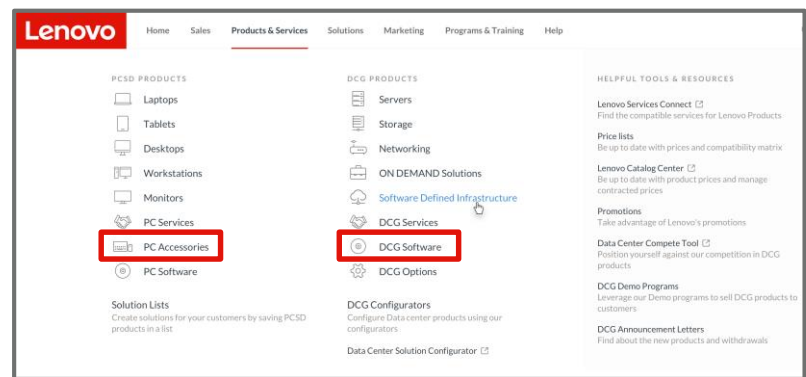


Find the Right Accessories

Lenovo offers a wide range of accessories according to the different types of products

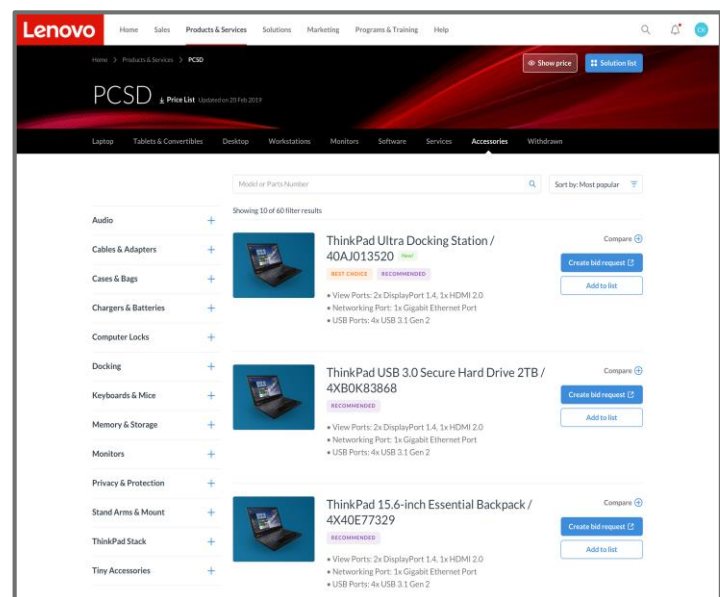
There are three options for you to find the right accessories:

1. From the navigation menu



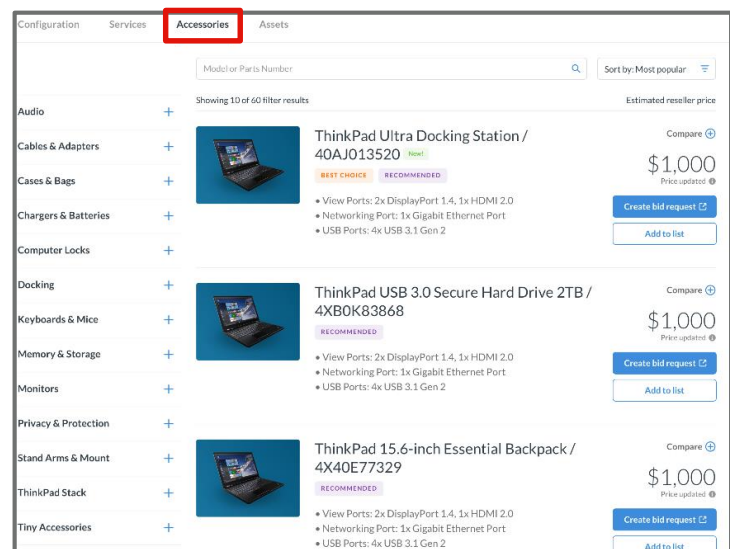
Covered in the following pages

2. Switch between the different types of products in the product catalog



Covered in the following pages

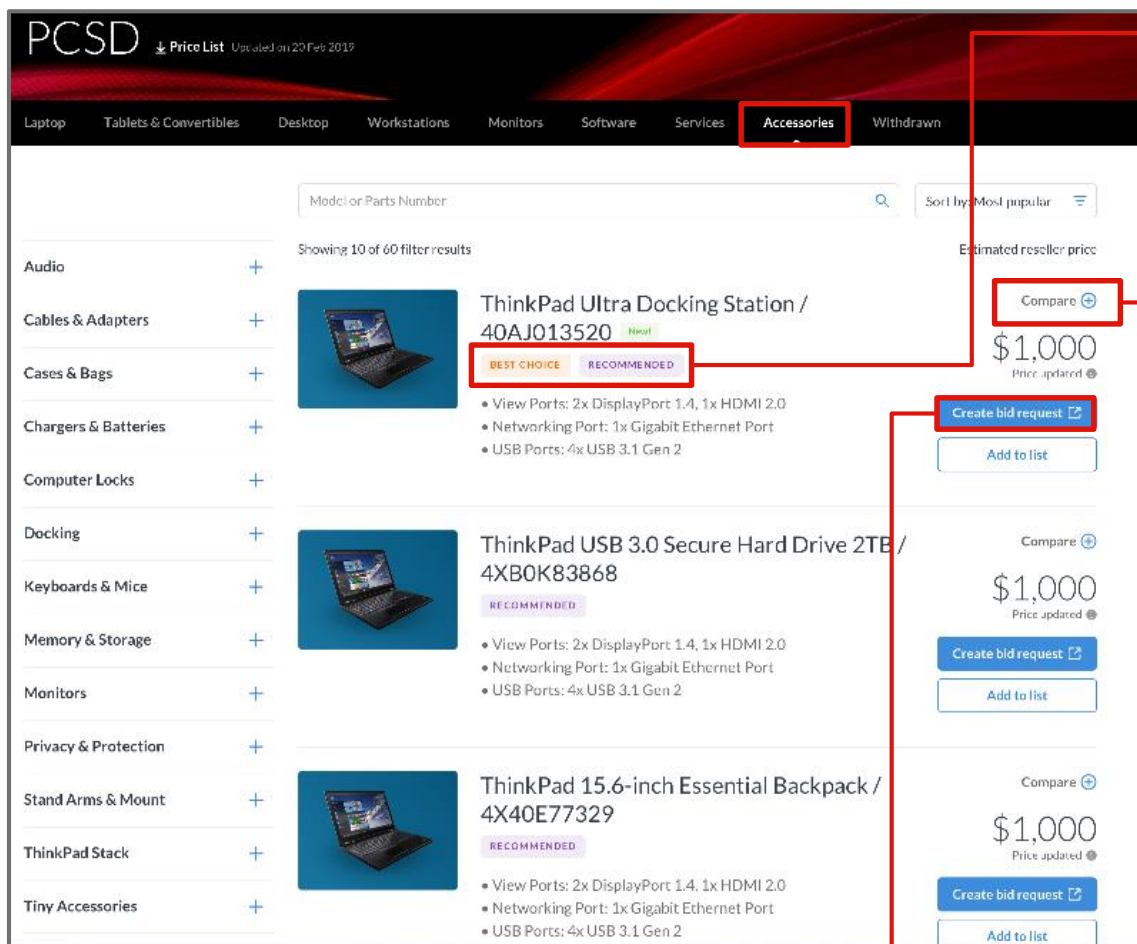
3. In the Product Detail page tab



Covered in pages 18 to 22

Find the Right Accessories

You can find all the information for accessories that suit your customer needs using the search bar, sort by functionality and by applying dynamic filters



The new and recommended accessories are highlighted with tags to draw your attention.

The compare functionality allows you to add the product to the compare list.

It also allows you to directly create a bid request or add the accessories to the solution list.



Note:

- Screenshots shown are indicative; please refer to the portal for the latest product catalogue available



Lenovo Partner Hub

Data Center Group (DCG) Product Catalog



What You Can do with the Product Catalogue for Data Center Group (DCG) Products

The new Product Catalogue is designed to give you complete access to information about Lenovo products, services, accessories and their relevant assets in one single place

The DCG Product Catalogue equips you to configure and sell DCG products and services by providing easy access to relevant information, tools and assets to cater to your customer's needs.

1 [Find and download price list](#)

2 [Find the right product](#)

3 [Compare products](#)

4 [Access product details in a single place such as configuration, all recommended and compatible services, accessories, and all relevant assets](#)

5 [Configure a data center product](#)

6 [Find The Right Services](#)



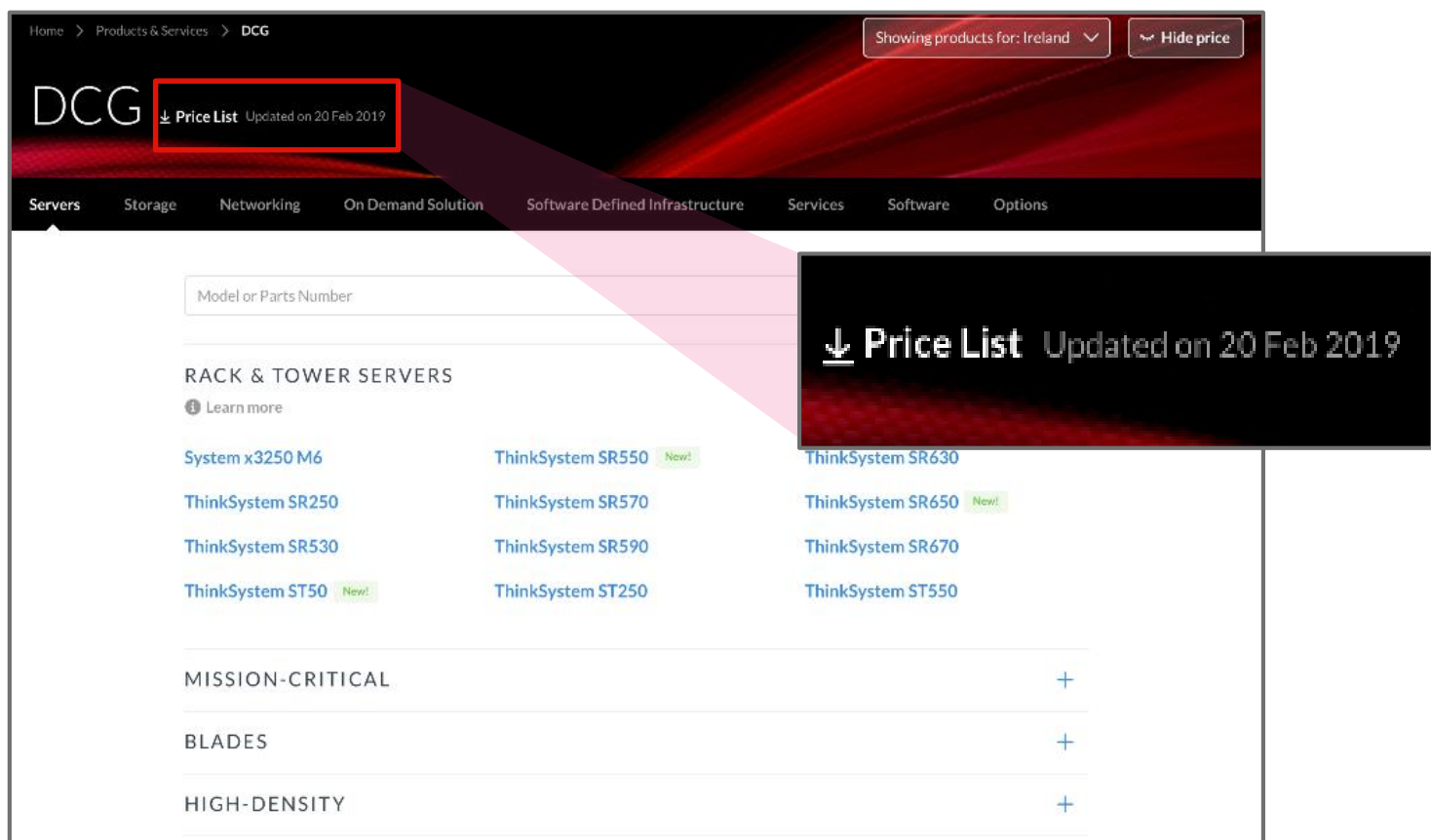
Note: Initiation of bid request is done via a separate tool called Lenovo Bid Portal (LBP) hosted on Lenovo Partner Hub. Training of LBP will be covered in a separate section



Find and Download Price List

The price list is available for you from all the Data Center Group (DCG) catalogue pages

Download the price lists to access the latest product and price information



GREAT NEW FEATURES

- You can now download the DCG price list in the Microsoft Excel format from all the DCG Product Catalogue Series Listing pages.
- You can also see the date when the price list was last updated.



Note: Screenshots shown are indicative; please refer to the portal for the latest product catalogue available
The prices, product status and other information included in the Price List is only accurate as of the date and time of download, and may change at any time



Find and Download Price List

Download the price lists to access the latest product and price information such as the below:

- Part number
- Product description
- List price
- Channel price (for distributor) or estimated reseller price (for reseller), and currency
- Product level information
- Withdraw information
- Special program eligibility

A	B	C	D	E	F	G	H	I	J
Part #	Product Description	List Price	Estimated Reseller Price	Currency	1st Level Category	2nd Level Category	3rd Level Category	Withdrawn from Marketing	User Defined Flag
7X02A05A	SR630 Xeon Silver 4110 (8	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A065I	SR630 Xeon Gold 6154 (18	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	Yes	
7X02A066I	SR630 Xeon Gold 6136 (12	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A067I	SR630 Xeon Gold 6150 (18	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	Yes	
7X02A06C	SR630 Xeon Gold 6128 (6C	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A06Q	SR630 Xeon Gold 6142 (16	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A06SI	SR630 Xeon Gold 6126 (12	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A06TI	SR630 Xeon Gold 6130 (16	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A06U	SR630 Xeon Gold 6150 (18	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A06X	SR630 Xeon Gold 6136 (12	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A085I	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A08R	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A08SI	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A093I	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A0A9	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	
7X02A0AH	ThinkSystem SR630, 1xInt	xxxx	xxxx	GBP	Servers	Rack and Tower Servers	ThinkSystem SR630	No	

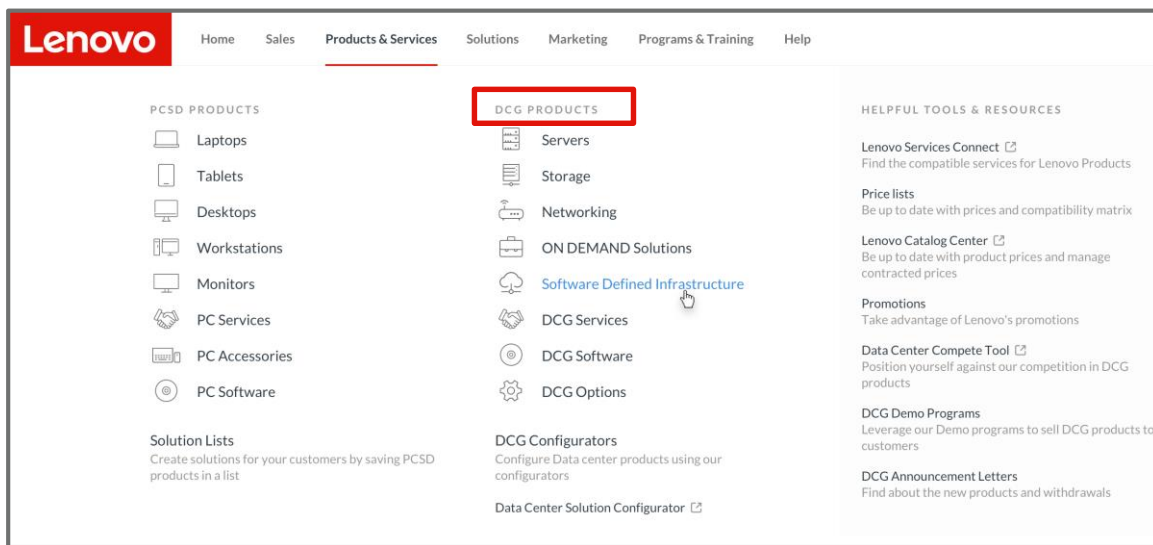


Find the Right Product

Step 1: Select the country you are operating in and find the right product type.

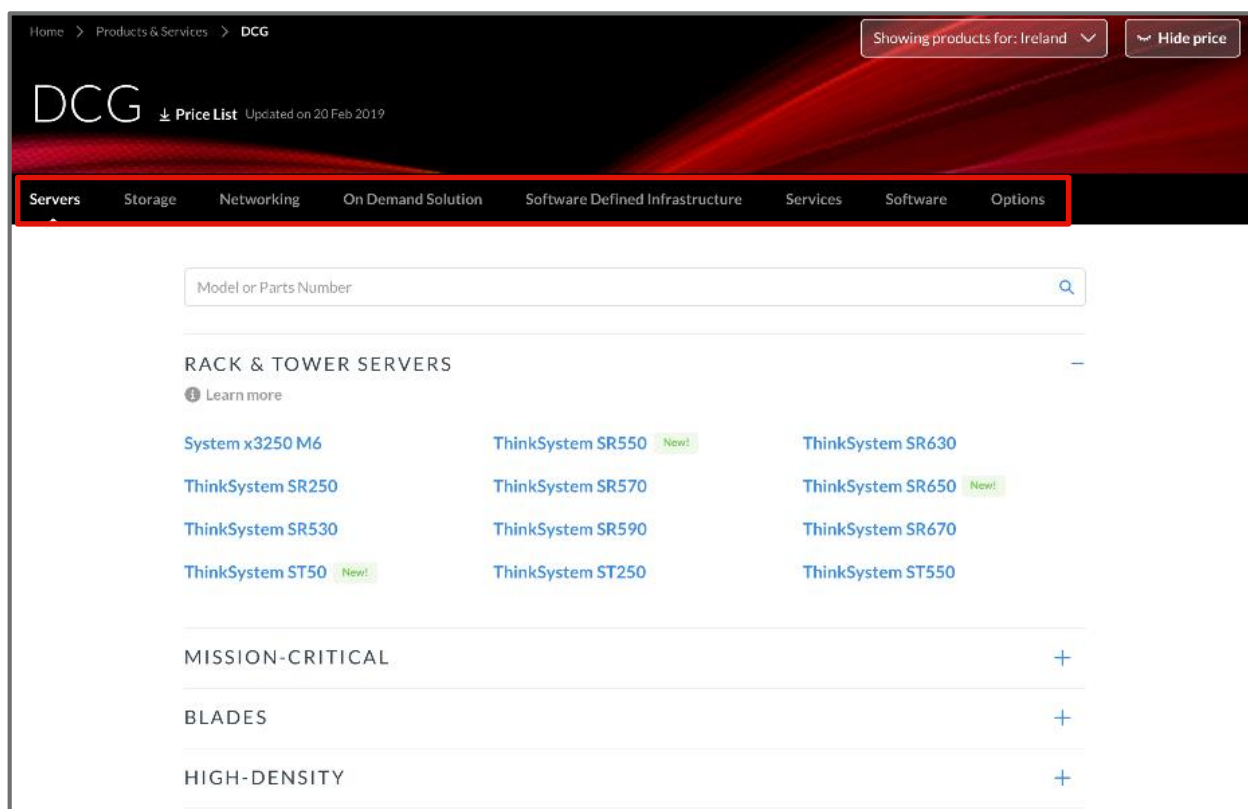
Lenovo offers a wide range of data center products that you can offer to your customers: Servers, Storage, Networking, On Demand Solution, Software Defined Infrastructure, Services, Software and Options. The availability of DCG products differs according to the country you are selling them in.

1a. Access the product types from the navigation menu



OR

1b. Switch among the products in the product catalog



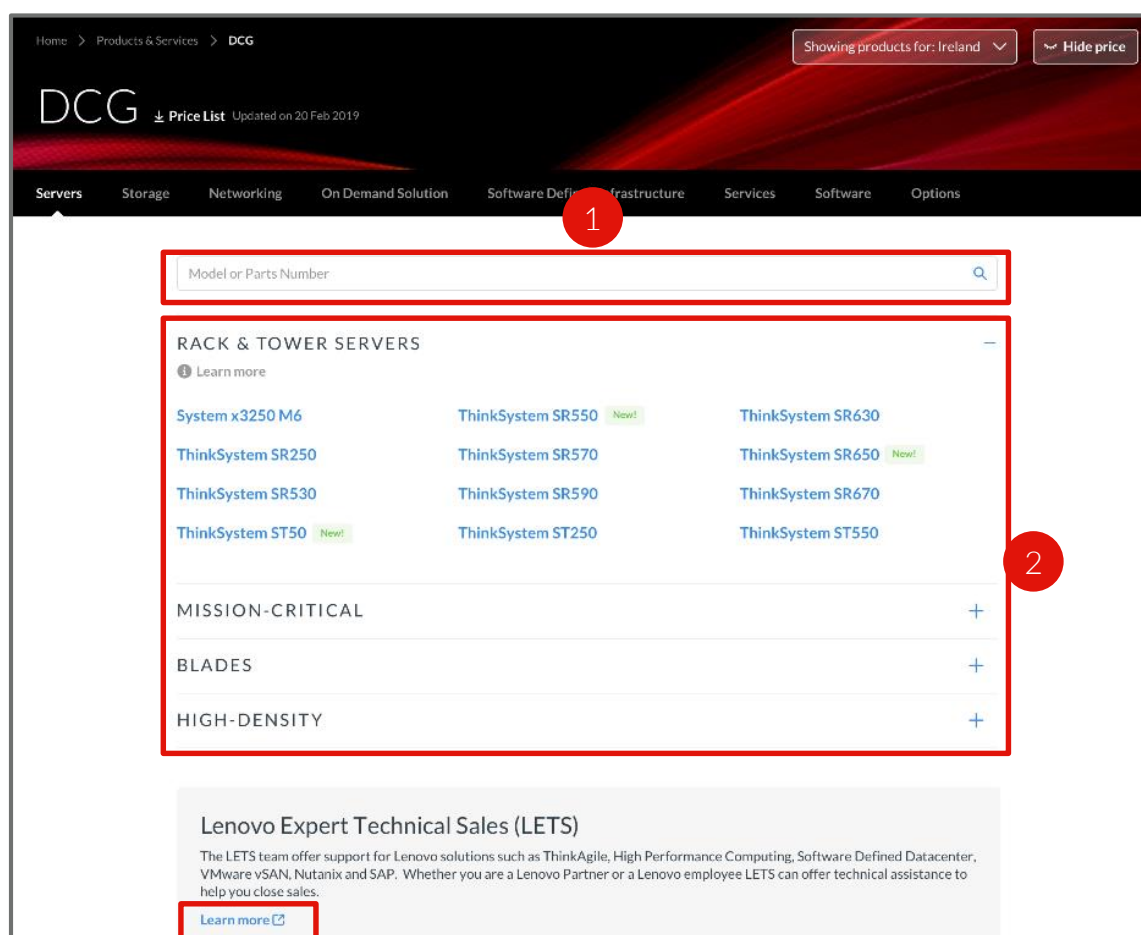


Find the Right Product

Step 2: Find the right product series

The **Product Series Listing** page helps you to find the right product series:

1. You can use the **Search** bar to directly search for products with the model name or part number, or
2. Select from the Product Series Listing drop-down list



GREAT NEW FEATURES

You can see all the Lenovo product series for a particular product type in one page



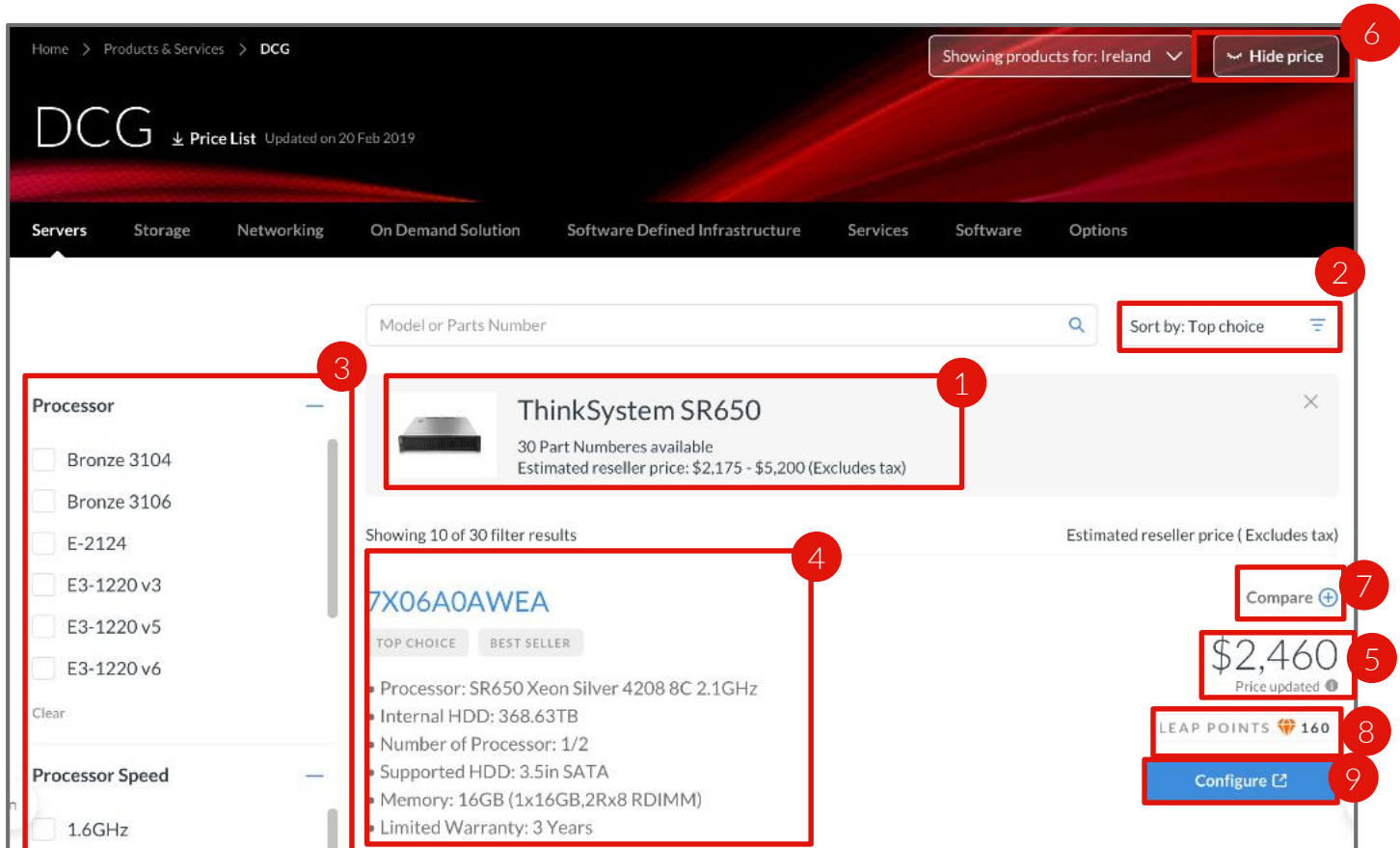
Note: In addition to products, you can also search for services and accessories



Find the Right Product

Step 3: Find the right part number

The Product Part Number Listing page is designed to further help you to find the right product part number:



- 01 Series summary
- 02 Sort by
- 03 Filters
- 04 Part number specifications
- 05 Estimate Reseller Price (for resellers) or Channel Price (for distributors)
- 06 Hide price
- 07 Compare
- 08 Lenovo Expert Achievers Program (LEAP) points
- 09 You can also directly configure a product if required



Note: LEAP points may not be visible to all users



Find the Right Product

Step 3 (continued): Find the right part number

Step 1:

You can see a summarized view of the product series you have chosen:

- Part numbers available for the product series
- Range of the Estimated Reseller price

Step 2:

You can sort the products by:

- Special programs
- Promotion
- Recent price update
- Newest

Step 3:

Apply filters to further find products according to the specifications that meet your requirements

Home > Products & Services > DCG

Showing products for: Ireland Hide price

DCG

[Price List](#) Updated on 20 Feb 2019

Servers Storage Networking On Demand Solution Software Defined Infrastructure Services Software Options

Model or Parts Number Sort by: Top choice

Processor

- Bronze 3104
- Bronze 3106
- E-2124
- E3-1220 v3
- E3-1220 v5
- E3-1220 v6

Clear

Processor Speed

- 1.6GHz

ThinkSystem SR650

30 Part Numbers available
Estimated reseller price: \$2,175 - \$5,200 (Excludes tax)

Showing 10 of 30 filter results Estimated reseller price (Excludes tax)

7X06A0AWEA

TOP CHOICE BEST SELLER

- Processor: SR650 Xeon Silver 4208 8C 2.1GHz
- Internal HDD: 368.63TB
- Number of Processor: 1/2
- Supported HDD: 3.5in SATA
- Memory: 16GB (1x16GB,2Rx8 RDIMM)
- Limited Warranty: 3 Years

Compare +

\$2,460

Price updated !

LEAP POINTS 🔥 160

Configure 🔗



Find the Right Product

Step 3 (continued): Find the right part number

Step 4:

View a summary of the key specifications of the different part numbers to help you decide the part number that suits your customer's needs.

Step 5:

Check the latest **Channel Price** (for distributors) or **Estimated Reseller Price** (for resellers) for the selected part numbers.

Step 6:

Use the Hide price option when you are browsing this catalogue together with your customers.

The screenshot shows the DCG Price List website interface. At the top right, there is a dropdown menu for 'Showing products for: Ireland' and a 'Hide price' button, both annotated with a red circle containing the number 6. The main content area displays a product listing for 'ThinkSystem SR650' with '30 Part Numbers available' and an 'Estimated reseller price: \$2,175 - \$5,200 (Excludes tax)'. Below this, a filter results section shows 'Showing 10 of 30 filter results' and a list of part numbers. One part number, '7X06A0AWEA', is highlighted with a red box and annotated with a red circle containing the number 4. To the right of this part number, the price '\$2,460' is displayed with a 'Price updated' tag, annotated with a red circle containing the number 5. A 'Configure' button is visible below the price. The website header includes 'DCG Price List Updated on 20 Feb 2019' and a navigation menu with categories like Servers, Storage, Networking, etc.

The **Price updated** tag highlights that the price is recently updated



Find the Right Product

Step 3 (continued): Find the right part number

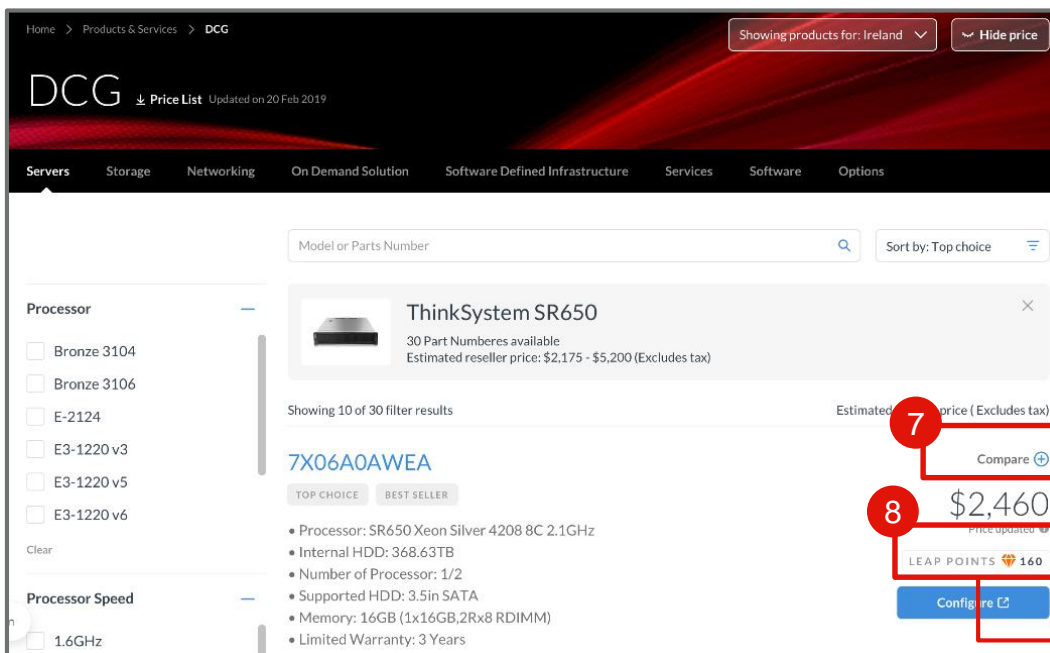
Step 3:

If you cannot make up your mind among several options, you can **compare** them side-by-side to determine what is best suited for your customers' needs.



Step 4:

Refer to the LEAP points to help you decide about the right product to offer to your customers.



Products eligible for LEAP points are clearly highlighted in the product catalog. You will also see the number of points you can earn with the eligible products.

GREAT NEW FEATURES

You can compare two or three part numbers of the same product type.

What is LEAP program and how can the LEAP points be used?

- The Lenovo Expert Achievers Program (LEAP) offers a wide range of financial sales incentives and support to grow sales and technical skills on Data Center products (available for Lenovo Data Center products only)
- For detailed information on LEAP program, please refer to the portal

Compare Products

You can add products to compare when you are hesitating among different product part numbers.

The product comparison functionality helps you to easily view differences between various part numbers within the same product type so that you can choose the one that's best suited for your needs.

- 01 Comparison Summary
- 02 Show only differences
- 03 Download comparison result
- 04 Click Configure to launch the Data Center Solutions Configurator tool allow configuration of the selected product

The screenshot shows the 'Compare Part Numbers' interface. At the top, three product cards are displayed for ThinkSystem SR650 models: 7X06A02CNA, 7X06A0GXNA, and 7X06A02TNA. Each card has a 'Configure Standard Model' and 'Configure CTO' button. A red box highlights these buttons, with a '4' in a red circle. An 'Export' button is visible in the top right, with a '3' in a red circle. Below the cards is a 'Comparison summary' table. A red box highlights the table, with a '1' in a red circle. The table has columns for Processor/Speed, Processor Cores, Number of Processors, Memory (Standard/Max/Type), Slots x Bays Total (Avail), Internal Hard Disk (Max), Supported Hard Disk, and RAID/Storage controller. The table shows differences highlighted in orange. A 'Show only the differences' toggle is visible to the right of the table.

	Intel Xeon Gold 6126 12C 2.6GHz/ 2.6GHz	Intel Xeon Gold 6248 20C 2.5GHz/ 2.5GHz	Intel Xeon Gold 6134 8C 3.2GHz/ 3.2GHz
Processor/Speed	Intel Xeon Gold 6126 12C 2.6GHz/ 2.6GHz	Intel Xeon Gold 6248 20C 2.5GHz/ 2.5GHz	Intel Xeon Gold 6134 8C 3.2GHz/ 3.2GHz
Processor Cores	12	20	8
Number of Processors	1/2	2/2	1/2
Memory (Standard/Max/Type)	32GB/3072GB/TruDDR4	384GB/3072GB/TruDDR4	32GB/3072GB/TruDDR4
Slots x Bays Total (Avail)	2(2) x 0(0)	7(6) x 0(0)	2(1) x 8(8)
Internal Hard Disk (Max)	368.64TB	368.64TB	368.64TB
Supported Hard Disk	2.5in SAS/SATA/NVMe	2.5in SAS/SATA/NVMe	2.5in SAS/SATA/NVMe
RAID/Storage controller	SW RD	ThinkSystem M.2 with Mirroring Enablement Kit	RAID 930-8i 2GB Flash PCIe 12Gb Adapter Kit



Compare Products

You can add products to compare when you are hesitating among different product part numbers.

The product comparison functionality helps you to easily view differences between various part numbers within the same product type so that you can choose the one that's best suited for your needs.

1. You can also choose to **show only the differences** of the compared products

2. There is an option to download the comparison result to easily share.

GREAT NEW FEATURES

Rows with difference are highlighted for your attention

1 **Comparison summary**

■ Differences are highlighted

2 **Show only the differences**

Processor/Speed	Intel Xeon Gold 6126 12C 2.6GHz/ 2.6GHz	Intel Xeon Gold 6248 20C 2.5GHz/ 2.5GHz	Intel Xeon Gold 6134 8C 3.2GHz/ 3.2GHz
Processor Cores	12	20	8
Number of Processors	1/2	2/2	1/2
Memory (Standard/Max/Type)	32GB/3072GB/TruDDR4	384GB/3072GB/TruDDR4	32GB/3072GB/TruDDR4
Slots x Bays Total (Avail)	2(2) x 0(0)	7(6) x 0(0)	2(1) x 8(8)
Internal Hard Disk (Max)	368.64TB	368.64TB	368.64TB
Supported Hard Disk	2.5in SAS/SATA/NVMe	2.5in SAS/SATA/NVMe	2.5in SAS/SATA/NVMe
RAID/Storage controller	SW RD	ThinkSystem M.2 with Mirroring Enablement Kit	RAID 930-8i 2GB Flash PCIe 12Gb Adapter



Compare Products

You can add products to compare when you are hesitating among different product part numbers.

The product comparison functionality helps you to easily view differences between various part numbers within the same product type so that you can choose the one that's best suited for your needs.

3. You have the option of **downloading the comparison result** to easily share with your customers.

4. You can also directly **configure your selected product**.

GREAT NEW FEATURES

- You have the option to download the comparison result with or without the price in the PDF, MS Excel or MS Word format
- Click the **Configure** button to launch the Data Center Solutions Configurator tool to allow configuration of the selected product

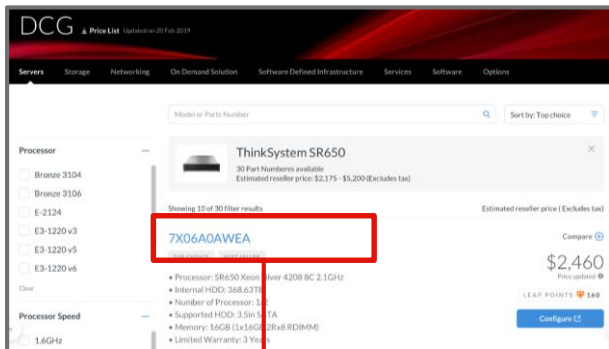
Compare Part Numbers

The screenshot displays a comparison of three ThinkSystem SR650 server models. Each model is shown with a product image, a close button (X), and a name: ThinkSystem SR650 7X06A02CNA, ThinkSystem SR650 7X06A0GXNA (with LEAP POINTS: 140), and ThinkSystem SR650 7X06A02TNA. An 'Export' button is highlighted with a red circle and the number 3. Below each model are two buttons: 'Configure Standard Model' and 'Configure CTO'. A red box highlights these buttons across all three models, with a red circle and the number 4 next to it.

Access Product Details

You can find all the information of the select product part number in one single page

The Product Details page provides the following information and also downloadable resources:



Click the product name to display the details page.

1. Product images
2. 3D Tour
3. Special program eligibility
4. Specifications summary
5. Channel price (for distributors) or Estimated reseller price (for resellers)
6. LEAP eligibility and LEAP points
7. Datasheet
8. Detailed configuration
9. The best recommended service
10. All available services
11. Relevant assets and collaterals

The screenshot shows the product details page for the ThinkSystem SR650 (part number 7X06A0AWEA). The page includes a product image (1), a 3D Tour link (2), a 'TOP CHOICE' badge (3), a specifications summary (4), an estimated reseller price of \$2,460 (5), LEAP points (6), a 'Configure' button (12), a 'Datasheet PDF (112 KB)' download link (7), a 'Compare' button (13), a recommended service (9), and a list of services (10). At the bottom, there are links for 'Preset Configuration' (8), 'Services' (10), and 'Assets' (11).

You can also easily perform the following actions:

12. Configure product
13. Compare different part numbers



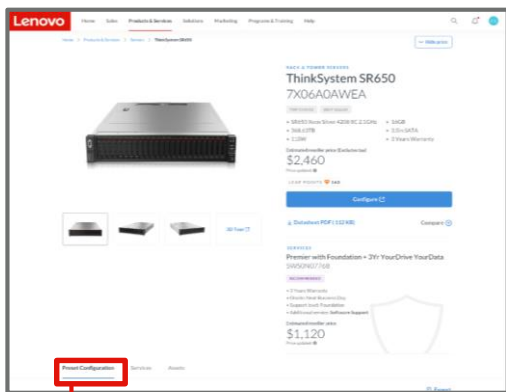
Access Product Details

Let's understand the key information available in the **Preset Configuration** tab

Preset Configuration Tab

Services Tab

Assets Tab



Click the **Preset Configuration** tab to see the configuration details.

Preset Configuration		Services	Assets
Processor	Intel Xeon Silver 4110 8C 2.1GHz		Export
Processor Speed	2.1GHz		
Number of Processor	1/2		
Processor Cores	8		
Memory(Standard/Max/Type)	16GB/3072GB/TruDDR4		
RAID	2(2) x 0(0)		
Display	368.64TB		
Battery	2.5in SAS/SATA/NVMe		
Power Supply	N/A		
Security	SW RD		
Power Supply(Size / Type)	750W / Hot-Swap Optional Redundant Power Supply		
Limited Warranty	3 year CRU & On-site 9x5 Next Business Day (NBD)		

Click **Export** to export the preset configuration details.

The following are the configuration details included in the Preset Configuration tab:

- Type of processor
- Processor speed
- Number of processor
- Processor Cores
- Memory
- Storage
- RAID
- Display
- Battery
- Power Supply
- Security
- Ports
- WLAN
- WWAN1
- Media Card Reader
- Base Warranty



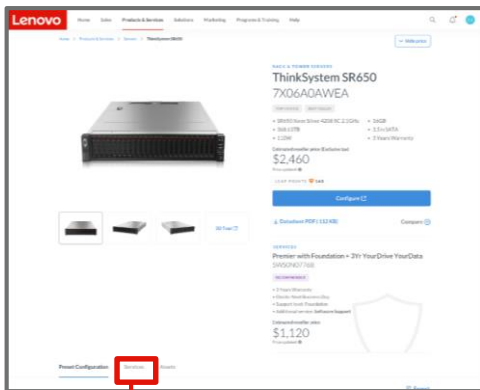
Access Product Details

Let's understand the key information available in the Preset Configuration tab

Preset Configuration Tab

Services Tab

Assets Tab



Click the **Services** tab to view the details of the recommended services.

Preset Configuration **Services** Assets

Filter by keyword or Part # Sort by: Recommended

Showing 10 of 25 Services Estimated reseller price

Support Period	Service Name	Price
<input type="checkbox"/> 2 Years <input type="checkbox"/> 3 Years <input type="checkbox"/> 4 Years <input type="checkbox"/> 5 Years Clear	Premier with Foundation + 3Yr YourDrive YourData / 5PS7A07810 RECOMMENDED TOP CHOICE • 5 Years Warranty • Onsite: Standard • Support level: Foundation • Additional service: YourDrive YourData	\$1,120 <small>Price updated</small>
<input type="checkbox"/> Foundation <input type="checkbox"/> Essential <input type="checkbox"/> Advanced Clear	Premier with Foundation + 4Yr YourDrive YourData / 5PS7A07849 RECOMMENDED • 5 Years Warranty • Onsite: Standard • Support level: Foundation • Additional service: YourDrive YourData	\$1,948 <small>Price updated</small>
<input type="checkbox"/> Installation <input type="checkbox"/> Software Support Clear	1Yr Enterprise Software Support - Operating Systems & Applications (2P Server) / 5PS7A07912 RECOMMENDED • 5 Years Warranty • Onsite: Standard • Support level: Foundation • Additional service: YourDrive YourData	\$1,090 <small>Price updated</small>

GREAT NEW FEATURES

- The recommended service is highlighted with the Recommended tag.
- The Best Choice service recommendation is prioritized for you with the tag.



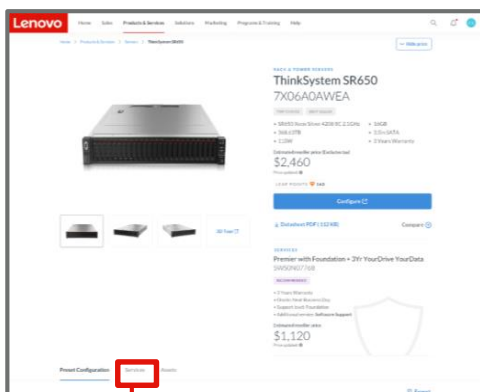
Access Product Details

Lenovo provides ready-to-use marketing and solutioning assets that can be leveraged to tailor your marketing collaterals and empower your selling efforts. Let's understand the key information available in the **Assets** tab.

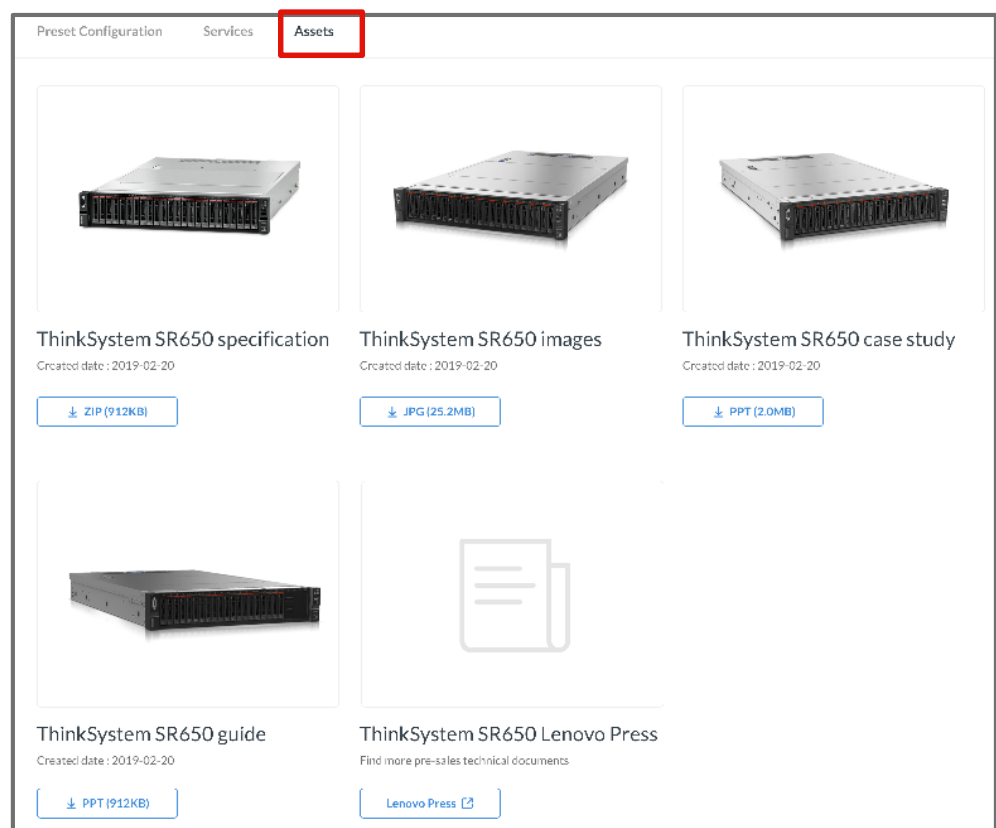
Preset Configuration Tab

Services Tab

Assets Tab



Click the **Assets** tab to view and download the recommended assets.



The following are the examples of the kinds of assets that might be shown in the **Assets** tab (depending on availability):

- Product specification
- Product video
- Product guide
- Previous successful case studies of how this particular product helped customers

Related assets will also be available from the Asset Library

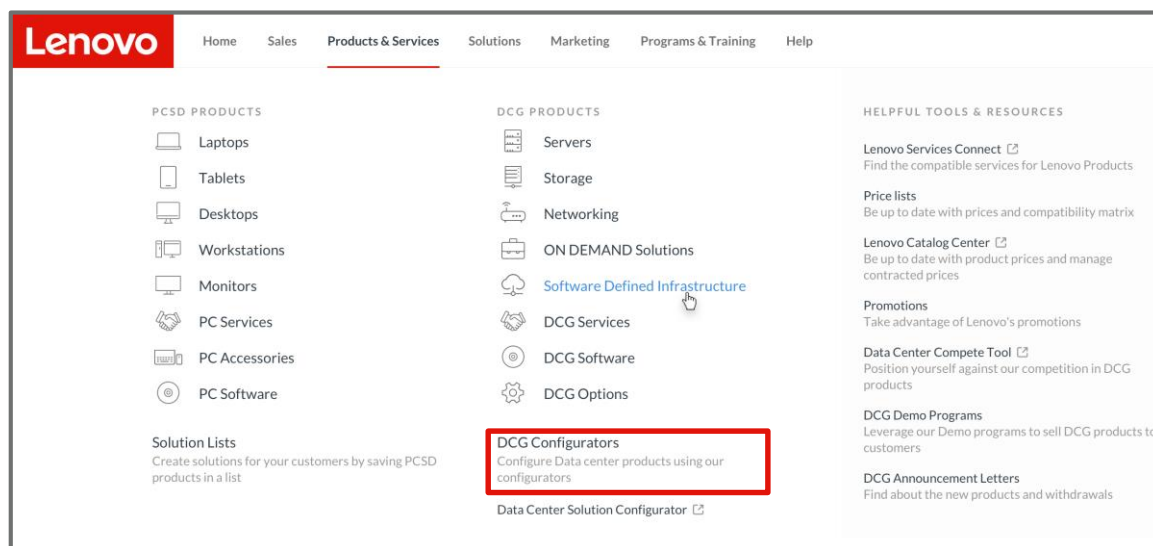


Configure a Data Center Product

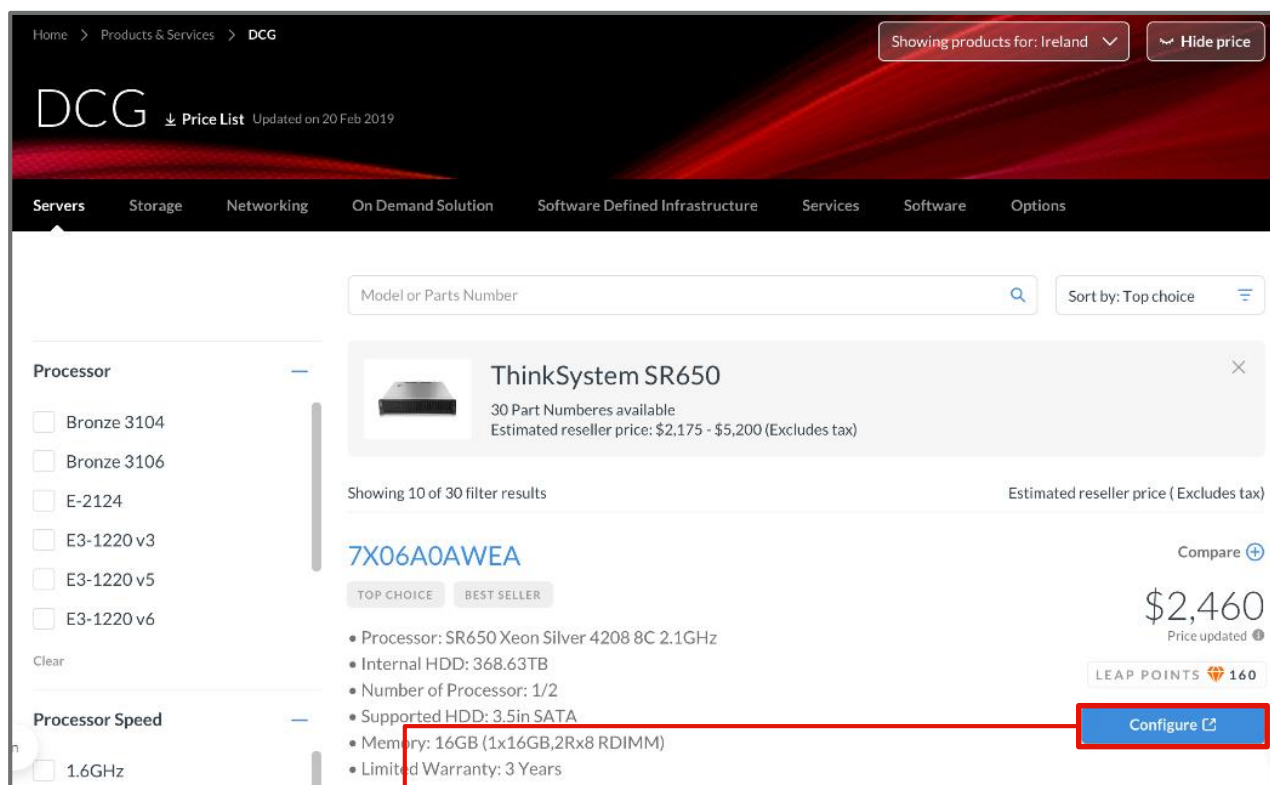
Lenovo offers you configuration tools to enable you to configure a Data Center Product according to your customer needs.

How can you access the configuration tools?

1. Access the configuration tools from the navigation menu



2. Access it while browsing the Data Center Product catalog



The Configure button not only takes you to the configurator but also opens the configurator with the product selected in the catalog

Configure a Data Center Product

You can find all the DCG Configuration tools in one page

The product comparison functionality helps you to easily view differences between various part numbers within the same product type so that you can choose the one that's best suited for your needs.

Enter the password displayed to display the channel prices in the tool.

Click the download link to download the offline version of the tool.

The screenshot shows a webpage titled "DCG Configurators" with the following content:

- 1** Data Center Solution Configurator (DCSC) Online: Includes a "Visit Data Center Solution Configurator" link.
- 2** Data Center Solution Configurator (DCSC) Offline: Includes a "XLS (234 KB)" download link and a password field containing "03e4PIkk".
- 3** Lenovo Storage Sizing Tool (LSST) - for DE Storage: Includes a "XLS (234 KB)" download link.
- 4** Lenovo Storage Sizing Tool (LSST) - for DM Storage: Includes a "Visit Lenovo Storage Sizing Tool" link.

01

Visit the **Data Center Solution Configurator (DCSC) Online** to build Lenovo DCG solutions for your customers.

02

Download the **Data Center Solution Configurator (DCSC) Offline** to configure the DCG products without Internet connectivity.

03

Download the **Lenovo Storage Sizing Tool (LSST)** for storage system sizing and planning activities.

04

Visit **Lenovo Storage Sizing Tool (LSST) – for DM Storage** to get system recommendations or design a system on your own.



Note: Password for the configurator is only for tier 1 resellers and distributors, and can only be used by them

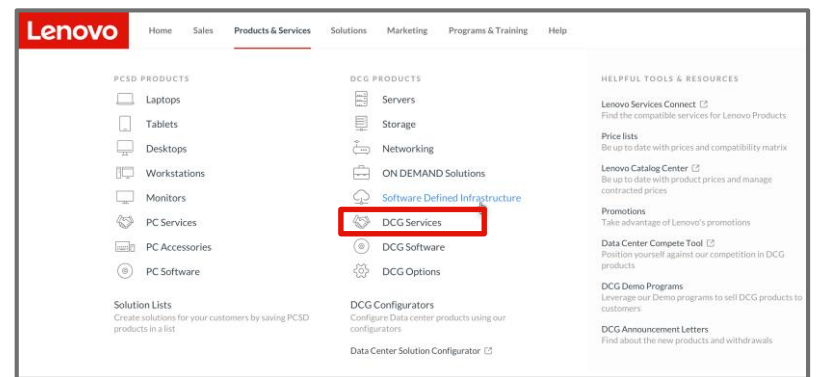


Find the Right Services

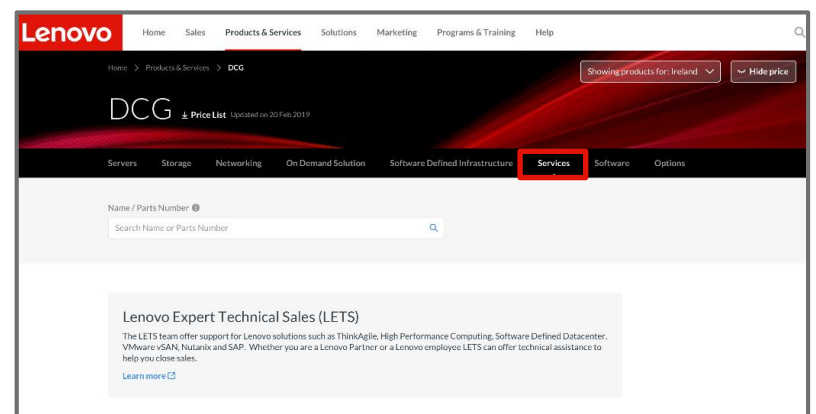
Lenovo offers a wide range of services (Warranty, Support, Data Center Services) according to different types of product

There are three options for you to find the right services

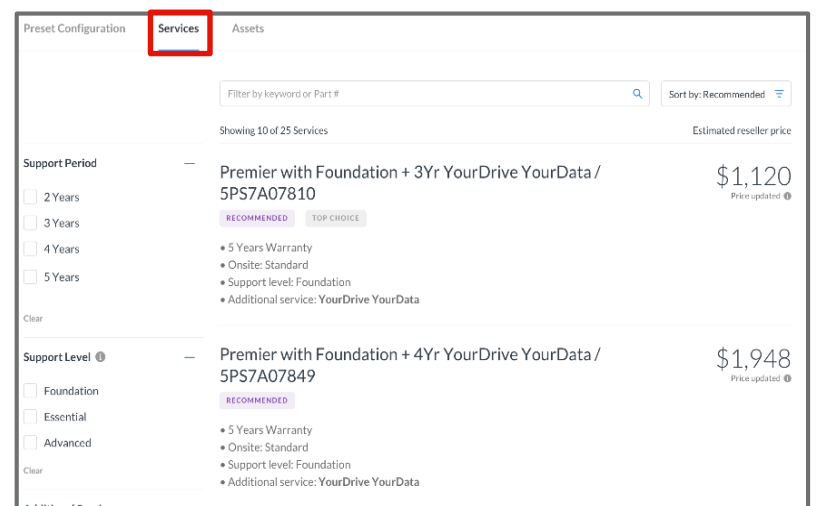
1. From the navigation menu



2. Switch among different types of products in the product catalog



3. In the Product Detail page



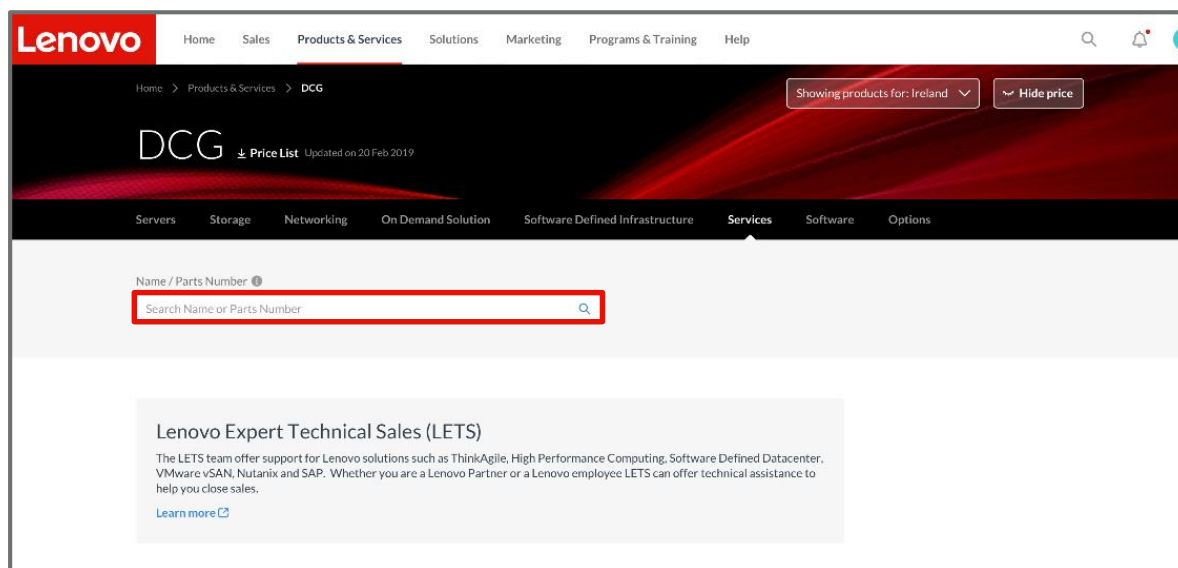


Find the Right Services

You can use the portal to search the right service based on your customer needs.

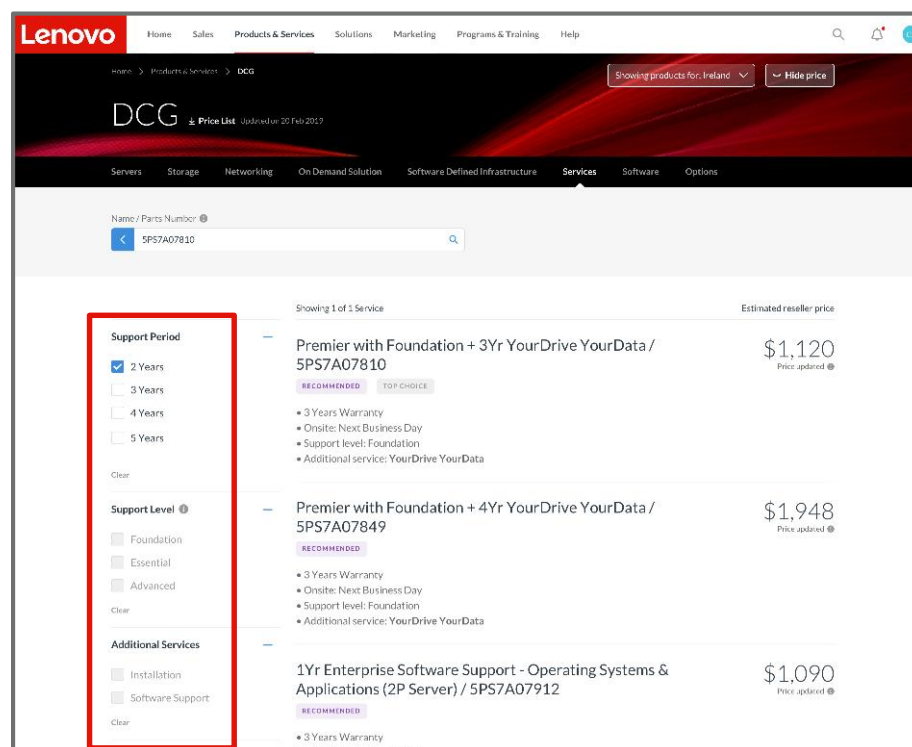
01

Enter the product name or part number in the **Search** bar to search for the required services.



02

Filter the search results to further narrow down your choice.





Lenovo Partner Hub

The new global partner portal

Solutions



Solutions Overview

Increase your understanding of Lenovo solutions in the new global partner portal –
Lenovo Partner Hub

What are Lenovo solutions?

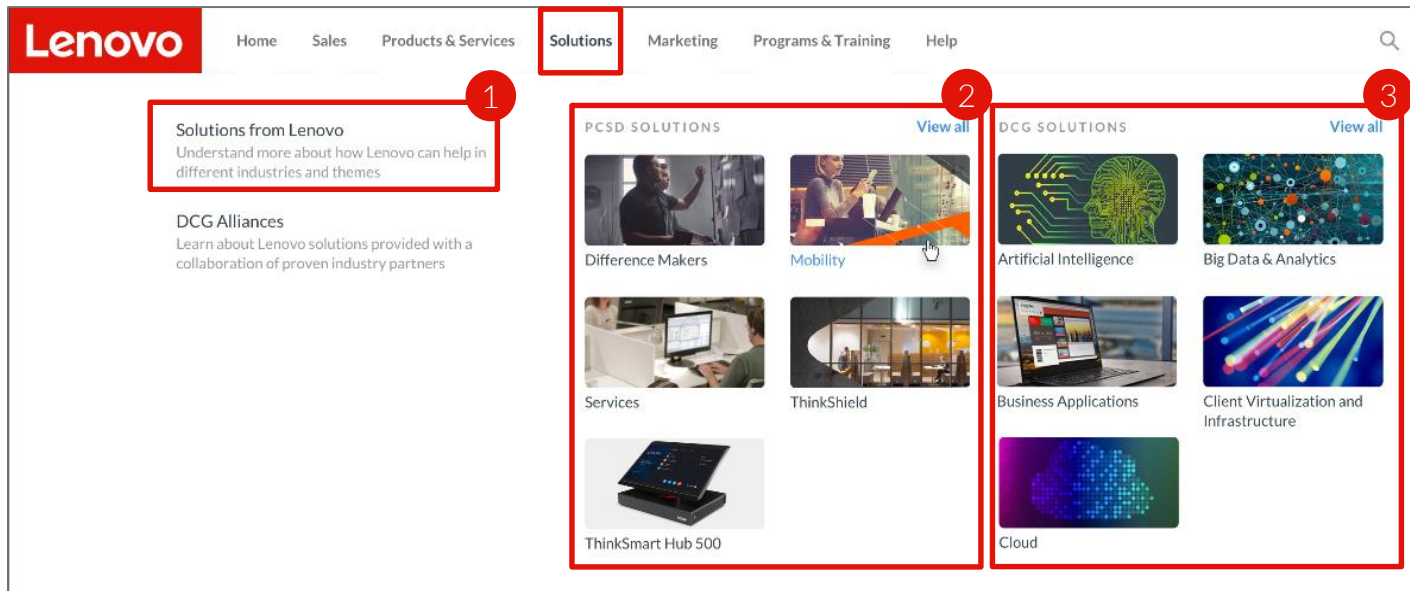
Lenovo's broad product portfolio, deep expertise, and relentless focus on innovation that matters makes us an ideal technology partner. Based on Lenovo's experience and expertise, we offer various solutions for different industries, such as government, education, and healthcare to help our customers respond to the complicated challenges they face and drive better outcomes and success with smarter technology.

Lenovo wants to empower partners with unique access to the resources and tools enabling the partners understand the solutions we have to offer, so that the partners can discuss and offer them to clients.



Solutions

You can access all the information related to solutions by any one of the three options below



01

Solutions from Lenovo

02

View All solutions for Personal Computers and Smart Devices

03

View All solutions for Data Center Products

What are the differences between Lenovo solutions and the solutions list on the portal?

The Solutions from Lenovo feature provides access to the existing Lenovo solutions for different industries that you can leverage. Whereas, Solutions List covered in the PCSD Product Catalogue module equips you to create solutions for your customers by saving the PCSD products for a deal in a list

Solutions

After clicking any one of the three options, you can find a list of all the available solutions. Use the following portal features to find the solutions you are interested to explore further:

- 01 Allows you to **sort** the solutions by newest or oldest in the order you prefer
- 02 Shows the total **number** of solutions and the number displayed on the page
- 03 Allows you to **filter** the solutions by product group and categories to easily find what you are looking for
- 04 Displays the **name and brief description** of the solution to give you an overview of the solution
- 05 Highlights if a solution is applicable for **PCSD or DCG** products
- 06 Highlights if the solutions is **newly published** on the portal to catch your attention
- 07 Displays the **category and published date** of the solution

The screenshot shows the 'Solutions' portal interface. At the top, it says 'Solutions' and 'Leverage solutions information from Lenovo to plan your sales'. Below this, there are several features highlighted with numbered callouts:

- 1: A dropdown menu for 'Sort by: Newest'.
- 2: A text box indicating 'Showing 10 of 20 solutions'.
- 3: A sidebar for filtering solutions by 'Product Group' (ALL, PCSD, DCG) and 'Categories' (Artificial Intelligence, Big data & Analytics, Business Applications, Client Virtualization & Infrastructure, Cloud, Database, DevOps, High-Performance Computing, Hyperscale Computing, Intel Select Solutions, Intel Selection Solutions, Internet of Things (IoT), Telco and NFV, OEM).
- 4: A solution card for 'Artificial Intelligence' with a brief description and published date.
- 5: A solution card for 'Their classroom just got a lot bigger' with a 'New!' badge.
- 6: A 'New!' badge on the second solution card.
- 7: A solution card for 'Lenovo Healthcare Solutions' with a brief description and published date.

Solutions

To know more about a solution you are interested in, check its details

01 Provides an overview of the solution

02 Calls out the key features of the solution that you can pitch to your customers

03 Introduces the benefits that customers can get out of this Lenovo solution

04 Displays the products that are used to build this solution (at one place)

05 Displays the corresponding services that are used to build this solution

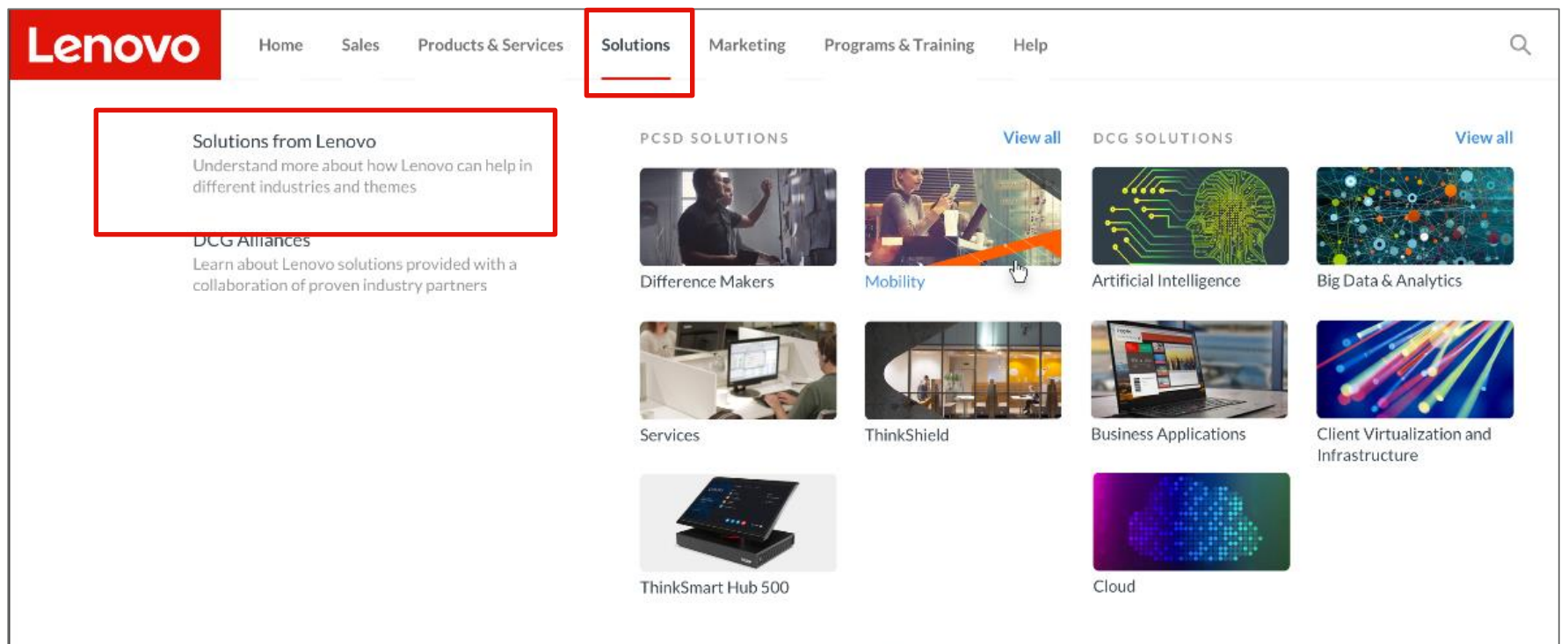
06 Allows you to quickly find and download all assets related to this solution

The screenshot shows a web page for a Lenovo VR classroom solution. The page is divided into several sections, each highlighted with a red circle and a number:

- 1 Overview:** A section titled "Their classroom just got a lot bigger" with a sub-heading "Introducing the Lenovo VR Classroom". It includes introductory text about the solution's benefits.
- 2 Features:** A section titled "Lenovo Mirage Solo with Daydream" listing key features like "No cables, no PC, no extra software" and "WorldSense™ motion tracking with 3DOF".
- 3 Why Lenovo?:** A section with a video player icon and text stating "We believe AI is essential for an organization's journey to digital transformation".
- 4 PRODUCTS INCLUDED IN THE SOLUTION:** A grid of three product cards: "Tab 4 10 Plus Datasheet", "Bretford Mobile Cart™ Datasheet", and "Ruckus R5 10 Access Point Datasheet". Each card has a "PDF File (300KB)" download link.
- 5 Services:** A section titled "Our value-added services are included with every kit and make program implementation and maintenance easy so the learning never has to stop." It lists services like "On-site or off-site school year warranty options" and "24x7 support with our contact number to call (US only)".
- 6 Solution Assets:** A section titled "Schools and students want VR, and Lenovo is leading the way." It features three asset cards: "Understand how Lenovo is leveraging AI solution guide", "Lenovo helps make artificial intelligence a reality case study", and "Bringing AI to mainstream manufacturing infographics". Each card has a "PDF File (24KB)" download link.

Data Center Alliances

You can access all the information about Data Center Alliances by clicking **DCG Alliances** under **Solutions**

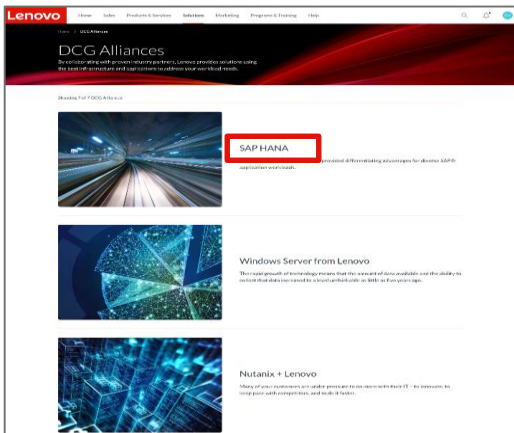


What are the differences between Data Center Solutions (DCG solutions) and Data Center Alliances (DCG Alliances)?

- Lenovo delivers cost-effective, reliable, and scalable *Data Center Solutions* by combining industry-leading technology and world's best software-defined offerings. With a suite of managed services covering the entire technology lifecycle, you can find all featured solutions such as Cloud solutions, Data analytics solutions and so on.
- By collaborating with proven industry partners, such as Microsoft, Intel and SAP, Lenovo provides solutions using the best infrastructure and applications to address your workload needs. In the *DCG alliances* section of the portal, you can explore how Lenovo and alliance partners join forces to engineer a variety of solutions to help customers.

Data Center Alliances

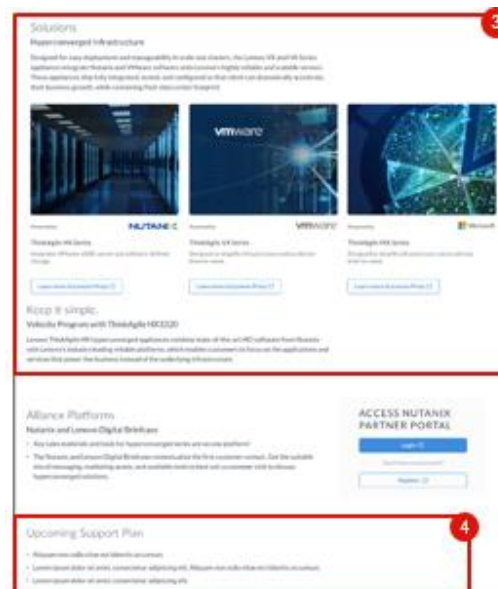
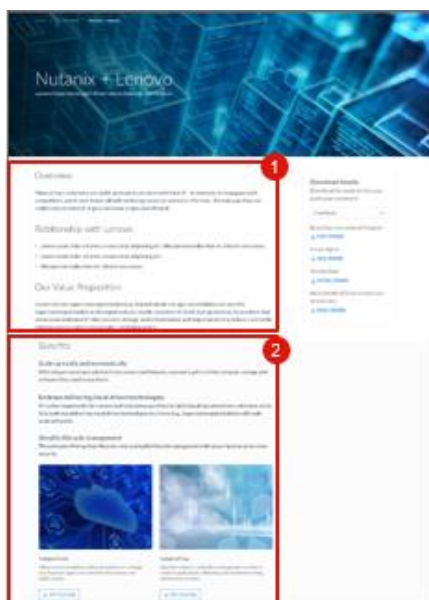
You can find a list of all the solutions provided by Lenovo and our listed alliance partners



The new **DCG Alliance Detail** pages give you a more structured way of easily understanding the solutions that we provide in collaboration with our alliance partners

What information can you find:

1. Description of the alliance
2. Benefits that customers can get out of this alliance
3. Details of Lenovo solutions that are provided in collaboration with this alliance partner
4. Upcoming support plan of the alliance



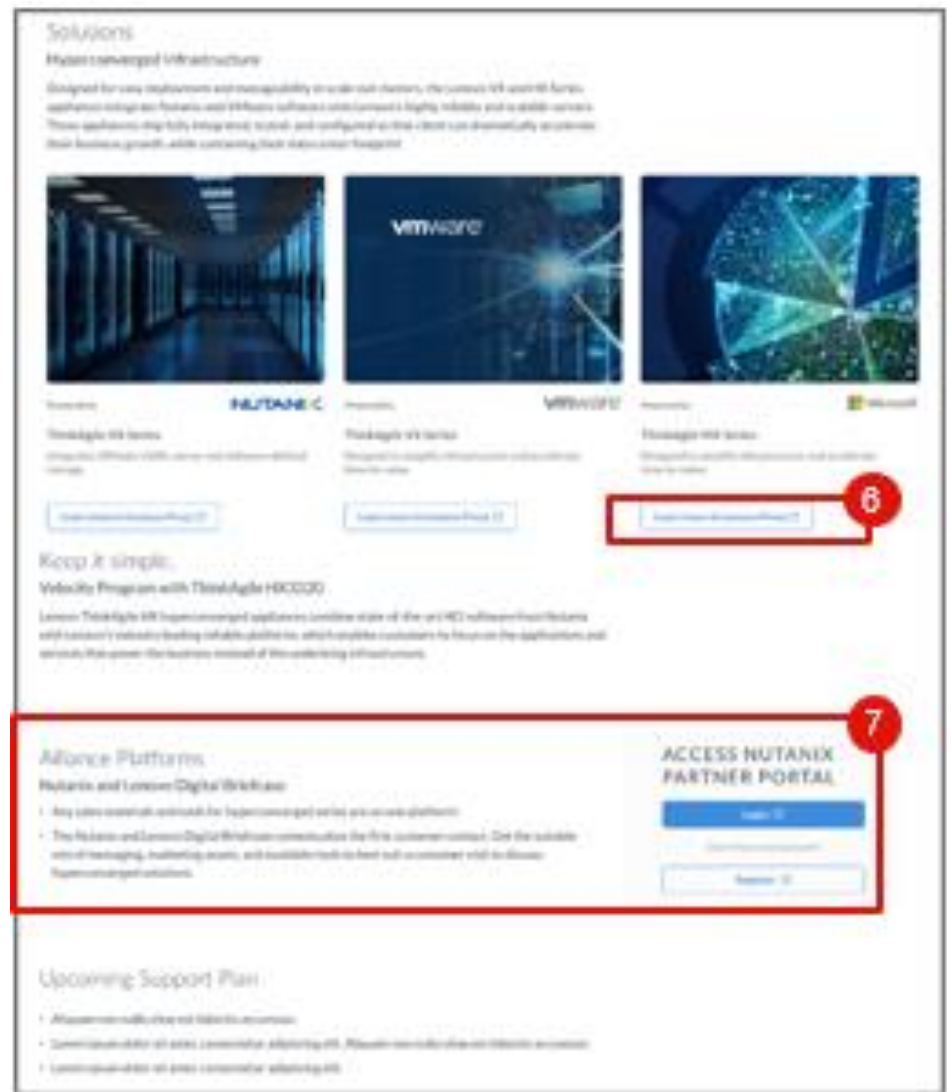
Note: Lenovo Press provides high quality technical publications on Lenovo data center products

Data Center Alliances

The new DCG Alliance Detail pages give you a more structured way of easily understanding the solutions that we provide in collaboration with our alliance partners.

You can also:

5. Quickly download the assets related to the alliance
6. Go to **Lenovo Press** to learn more about this solution
7. Access the platforms of our alliances partners directly





Lenovo Partner Hub

The new global partner portal

Profile Management

Profile Management Overview

What profile information can you see on the new global portal?

- As a Portal user, you can see and manage your own **contact information** and **set your preference** in terms of email and SMS subscription, portal and subscription language, and your product focus.
- As a Portal user, you can see your **company profile information**, including your company's account ID with Lenovo, the branches that are registered with the Lenovo portal and your key Lenovo contacts information, for example, your Lenovo Sales Representative.
- If you are assigned as the **admin role** in the system, you can also:
 - Add a new branch to your company account
 - Invite your colleagues
 - View the list of **your colleagues** who use Lenovo Partner Hub and their assigned user roles
 - Assign and update portal user roles to your colleagues
 - You can view and download the contracts signed with Lenovo such as the Lenovo Partner Network Agreement (LPNA) and Special Bid Addendum (SBA)

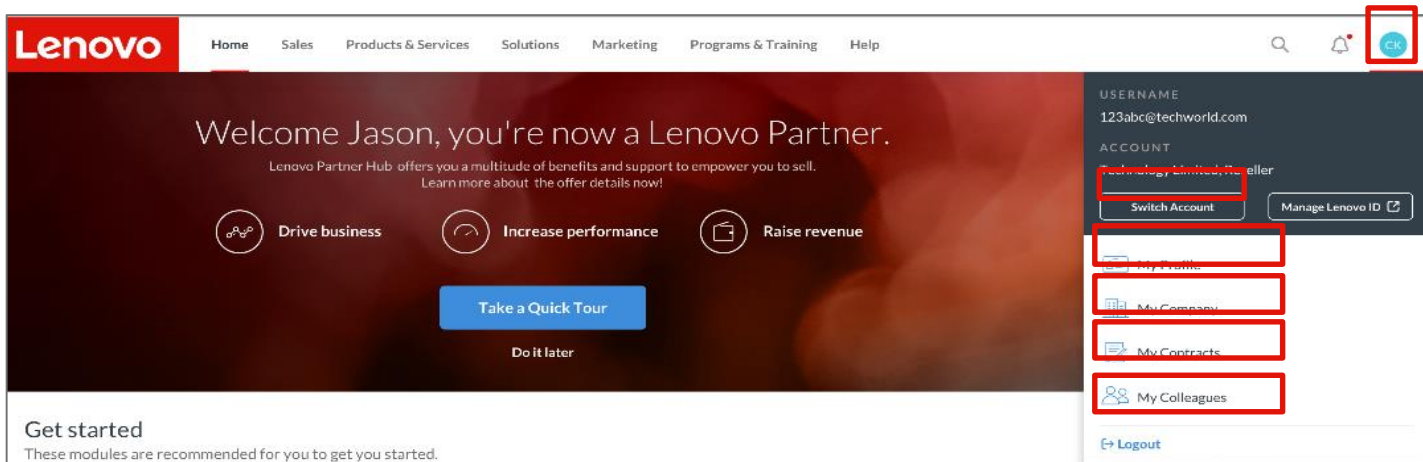




Access Profile Management

You can manage your profile by clicking your initials or your photo (if you uploaded your photo on the portal).

If your company works with Lenovo both as a distributor and as a reseller, you will have two accounts to perform your tasks separately. You can switch account to access the different views of the portal



Contracts information are only available for admin users.

Manage My Profile Information

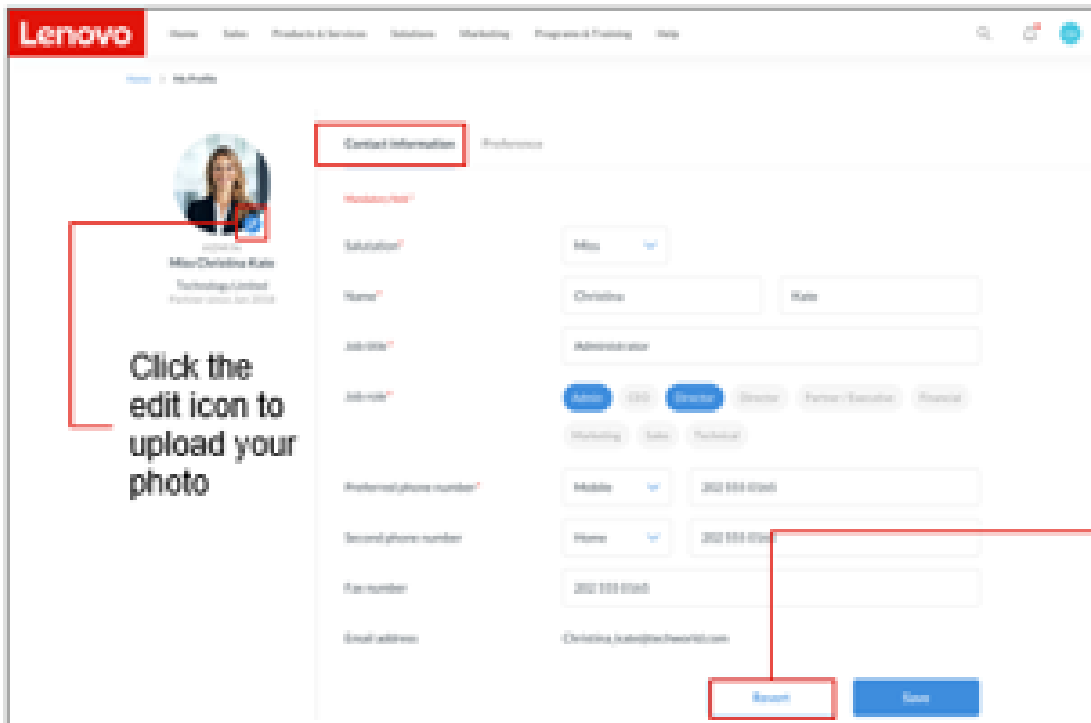
You can see and manage your own contact information and set your preference for email and SMS subscription, portal and subscription language, your product focus

Contact Information

Preference

Manage My Profile Information

You can view and update the following contact information



GREAT NEW FEATURES

Your profile information, especially your job role, help us to deliver a personalized portal experience for you

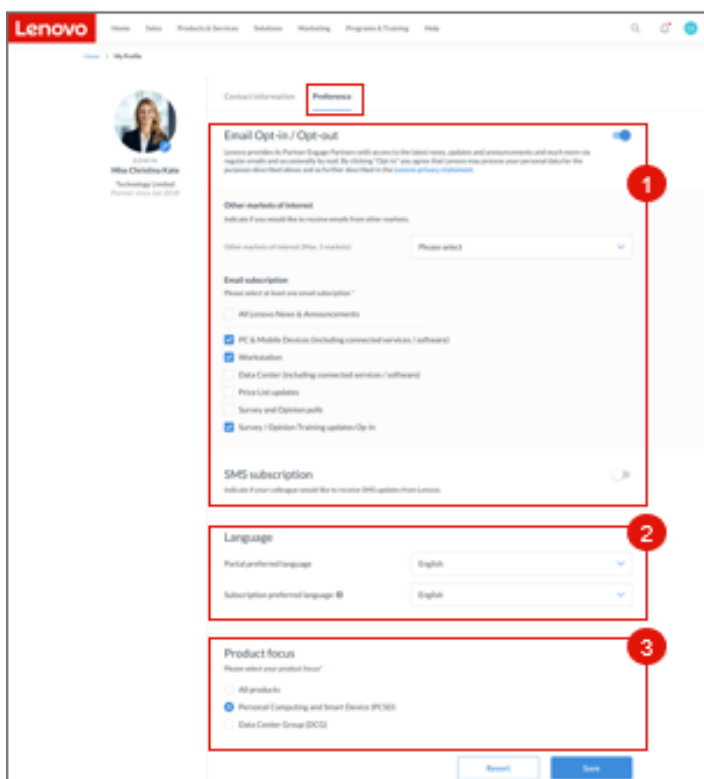
Click to **Revert** button to reset the information and click the **Save** button to save the information



Note: Your portal user role is set by your company admin

- Salutation
- Name
- Job title
- Job role
- Phone number
- Email address

And set preferences for the following items:



01 Receive email and SMS subscriptions.

02 Select your portal preferred language and the communication preferred language.

03 Select your product focus from the following options:

- All products
- PCSD
- DCG

Manage My Company Information

As an Admin, you can view your company and branches information

GREAT NEW FEATURES

You can find all the account information and the key contact information you need for doing business with Lenovo centrally in one page.

Click the branch to view its detailed information

Home > My Company

Vogue Residence Canada (Waterloo)
Last modified date: 20 May 2019

Overview | Branch profile | Dealer information | Additional information

Account ID

CRM BP ID	1213066678	HD IIA ID	10w3a5w
HQ SAP ID	0003062324	ARS ID	Owe291e0
Incentive ID	10w3a5w	ULT ZDX ID	0771033479
ULT DUNS Name	Chris Bond		

Contacts

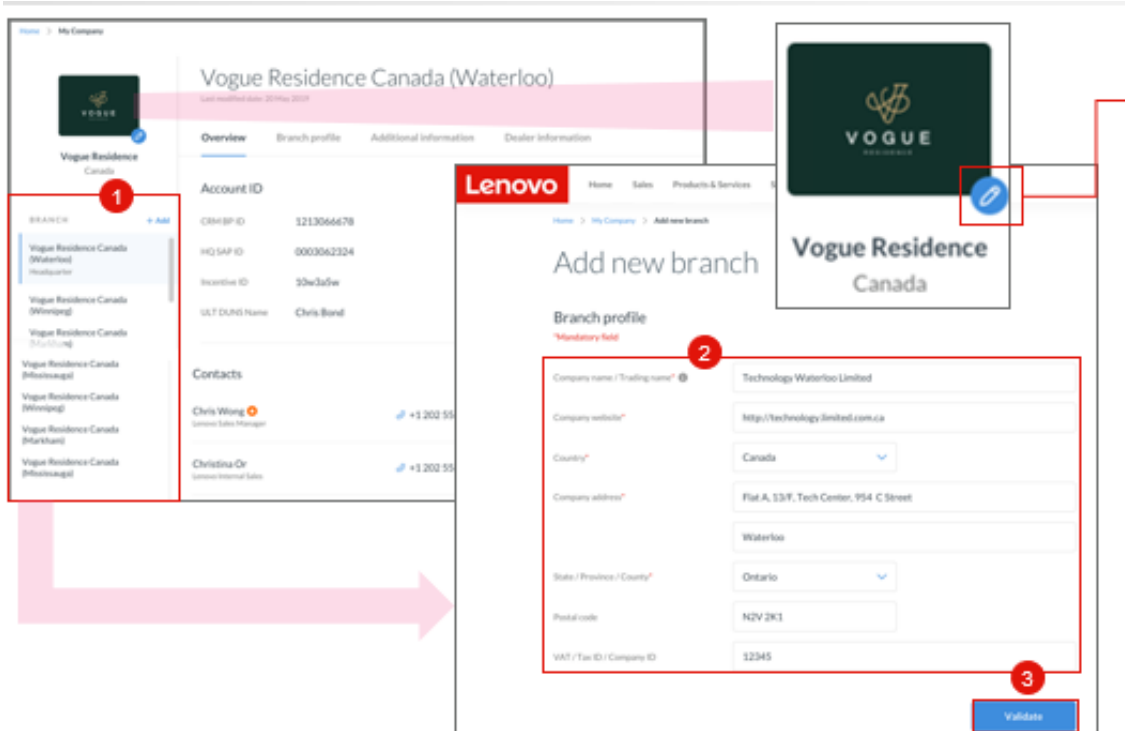
Chris Wong Lenovo Sales Manager	12025550165	chris.wong@lenovo.com
Christina Or Lenovo Internal Sales	12025550165	christina.or@lenovo.com
Daniel Ergun Lenovo External Sales	12025550165	daniel.ergun@lenovo.com
Tommy Rabbit Lenovo Consumer Sales	12025550165	tommy.rabbit@lenovo.com
Lauren Bond Lenovo Server International Sales	12025550165	lauren.bond@lenovo.com

View the name and contact information of the key Lenovo contacts for your company

Find all the account IDs your company has with Lenovo in one place

Manage My Company Information

As an Admin, you can also manage your Company information and add new branches on the portal



Click the edit icon to update the following information:

- Company photo
- Company name
- Company location

01

Click the **Add** button to add a new branch

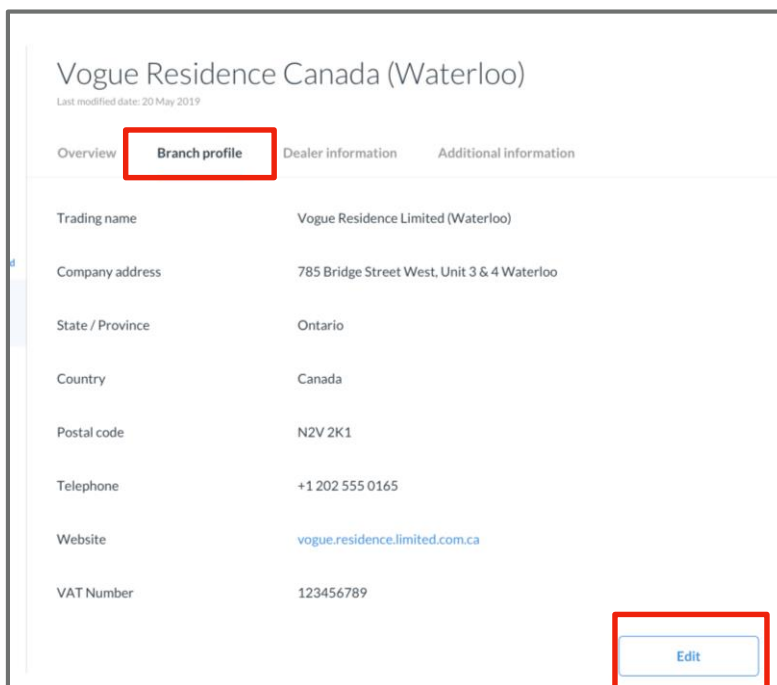
02

In the **Branch profile** section of the **Add new branch** page, enter the branch details

03

Click the **Validate** button

As an Admin, you can also update the branch information of your organization



The branch profile information can be changed/edited only after receiving Lenovo approval



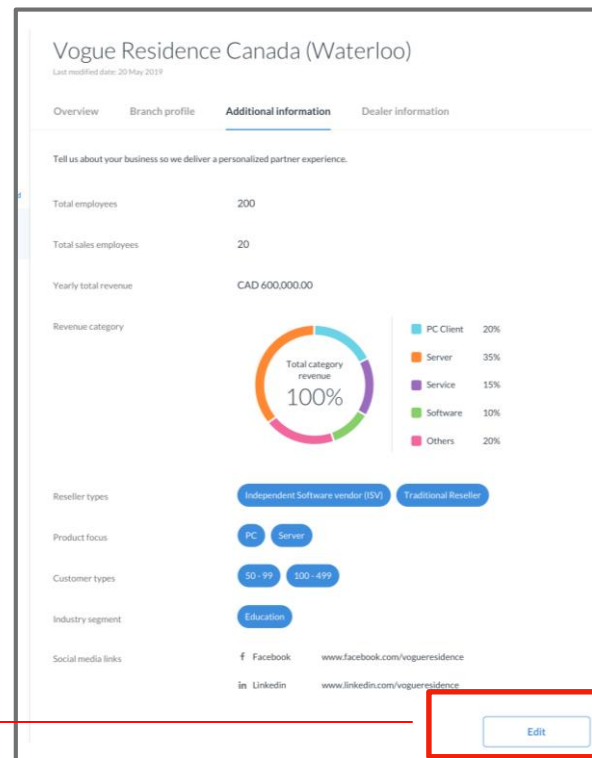
Note: Any changes to the branch profile information requires Lenovo approval, which is stated on the tool tip next to the branch profile header

Manage My Company Information

In addition, you can update additional information of your company

You can view and edit the following details:

- Total employees
- Yearly total revenue
- Revenue category
- Reseller types
- Product focus
- Customer types
- Industry segment
- Social media links



GREAT NEW FEATURES

Your company information helps us to deliver a personalized portal experience for all the users in your company



Note: Your portal user role is set by your company Admin

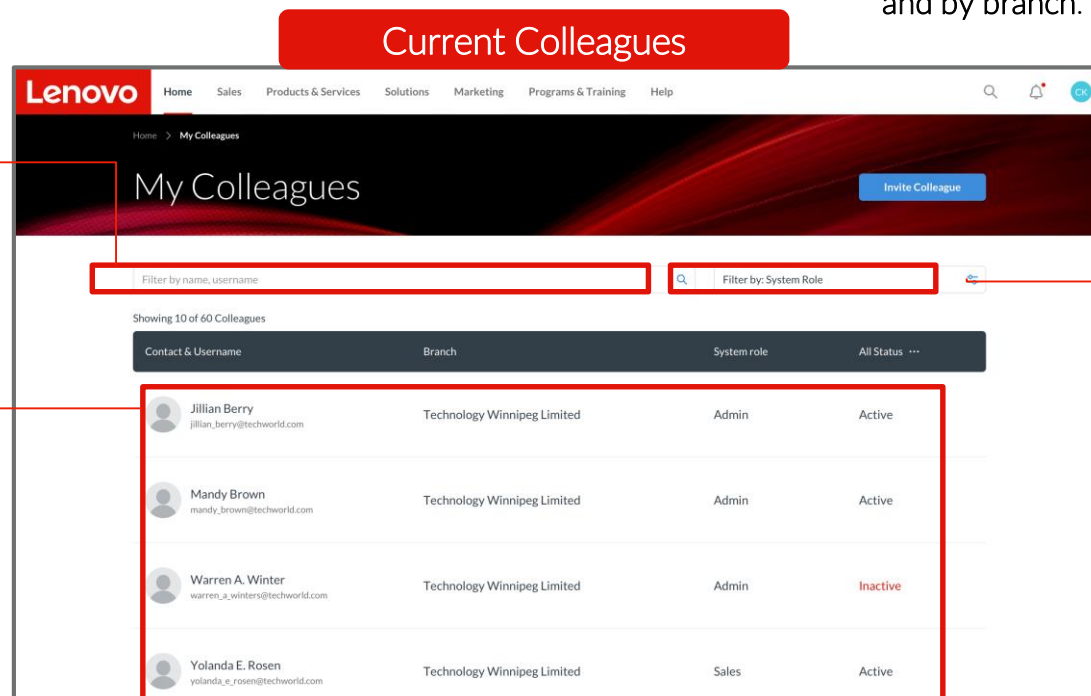
As an Admin, you can see list of your colleagues who use the Lenovo Partner Hub, and user roles assigned to them

Search colleagues who have access to the portal.

Filter the colleagues by system role and by branch.

View the following information of the colleagues:

- contact name
- Username (email ID)
- the branch information
- Status (active or inactive)



Manage My Colleagues Information

As an Admin, you can:

My Colleagues Invite Colleague

Current Colleagues (60) **Pending Colleagues (40)**

Filter by name, username Filter by: Branch Filter by: System Role

Showing 10 of 60 Colleagues

Contact & Username	Branch	System role	All Status ...	Actions
Jillian Berry jillian_berry@techworld.com	Technology Waterloo Limited Headquarter	Unassigned	Pending approval	<input type="button" value="Approve"/> <input type="button" value="Reject"/>
Mandy Brown mandy_brown@techworld.com	Technology Waterloo Limited Headquarter	Admin	Pending registration	<input type="button" value="Resend invitation"/>

View in InVision

01 Invite new colleagues to access the portal

02 Manage and authorize your colleagues



Manage My Colleagues Information

As an Admin, you can invite more colleagues to access the portal. Perform the following process to invite new colleagues:

1. Invite Colleagues

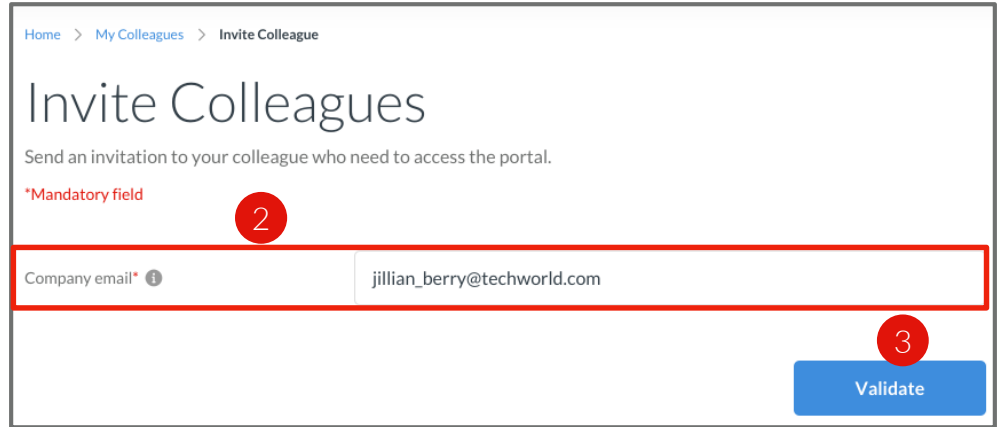
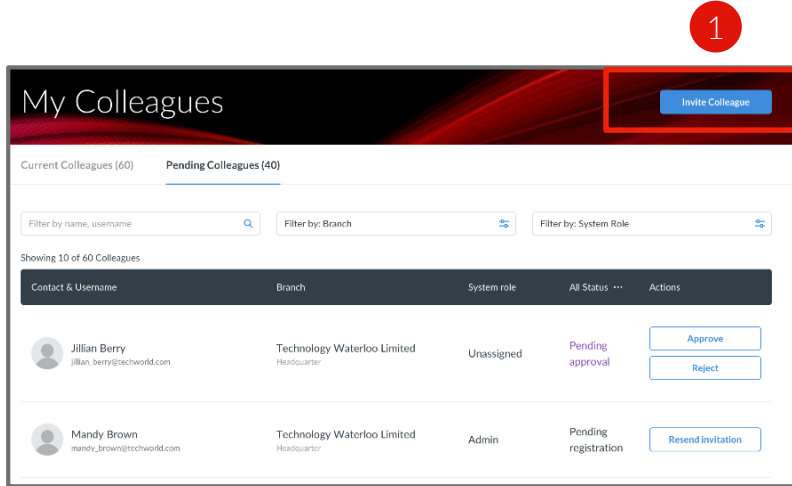
2. Enter Company Email

3. Validate

4. Confirm Email ID

5. Enter Other Details

6. Send Invitation



01 Click the **Invite Colleagues** button to get redirected to the **Invite Colleagues** page.

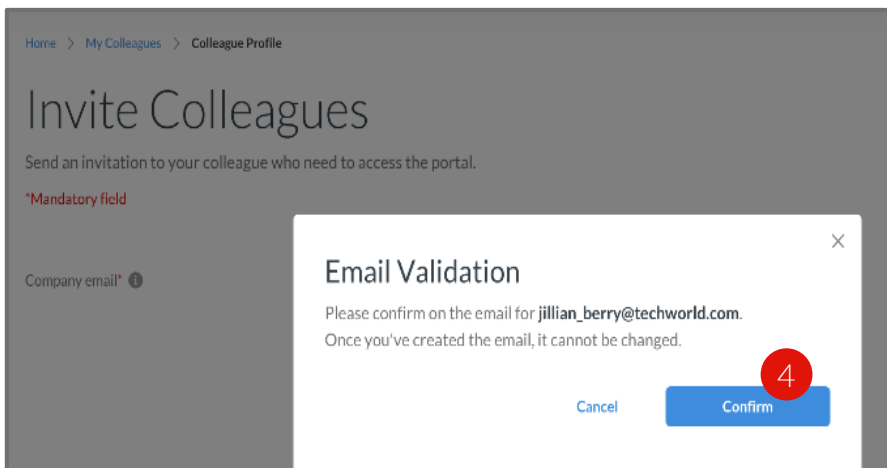
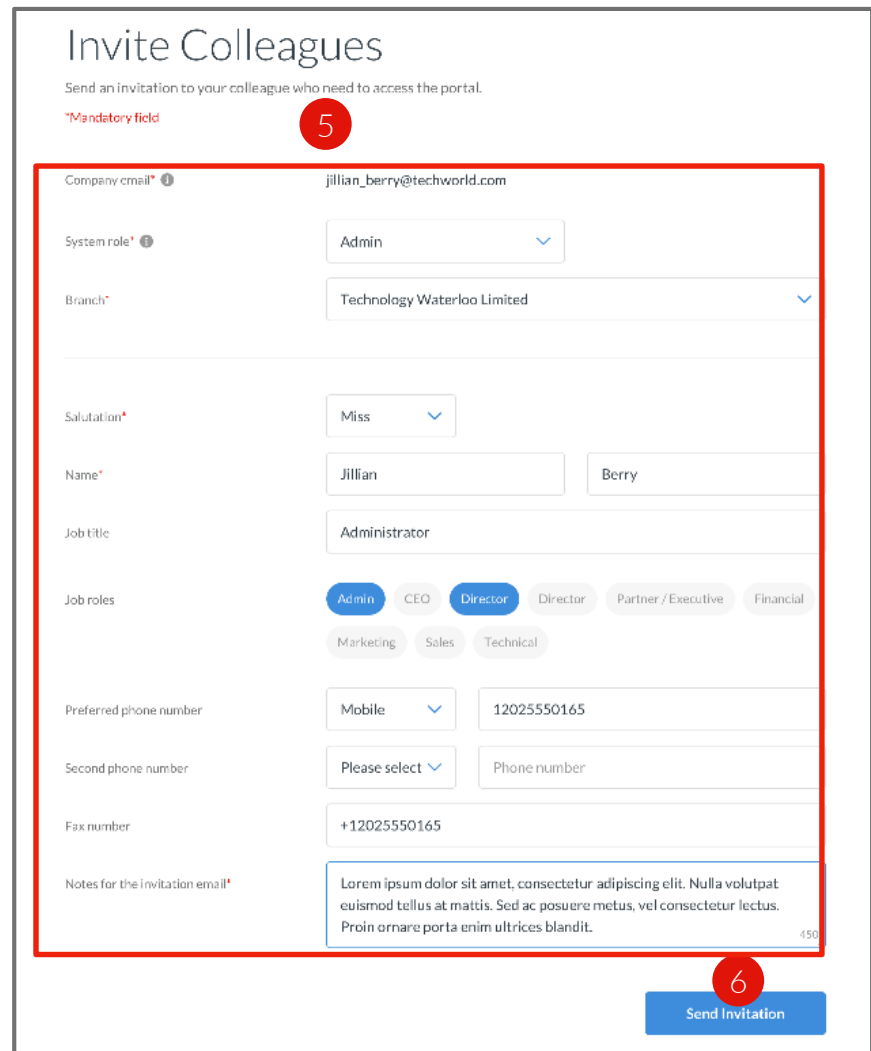
02 Enter the company email ID of the colleague to whom invitation has to be sent.

03 Click the **Validate** button.

04 Confirm the email ID entered is correct.

05 Enter the relevant details according to the tooltips.

06 Send Invitation to the colleague.



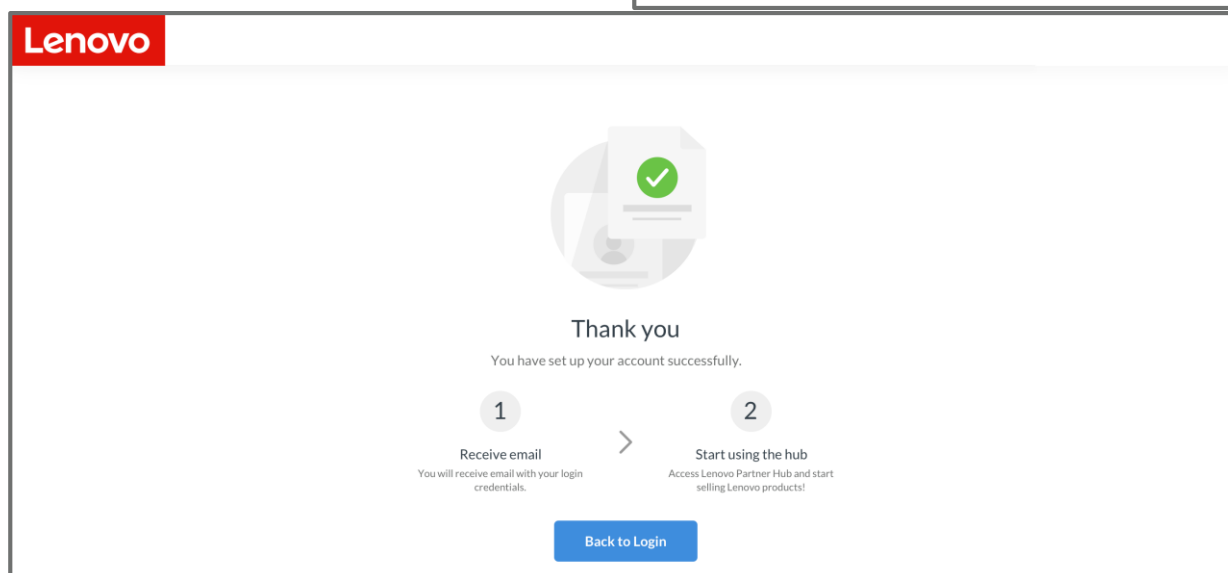
Note: Once you've created the email, it cannot be changed



Manage My Colleagues Information

After you send the invitation, the colleague you invited will perform the following process to complete the registration:

- 01 Receive an email with a link to set up the account.
- 02 Click the link in the email to get redirected to the **Set up your account** page.
- 03 Populate the required details; some information will be pre-filled by the Admin when the invite is sent.
- 04 Click the **Confirm** button to confirm the details entered and get redirected to the confirmation page.



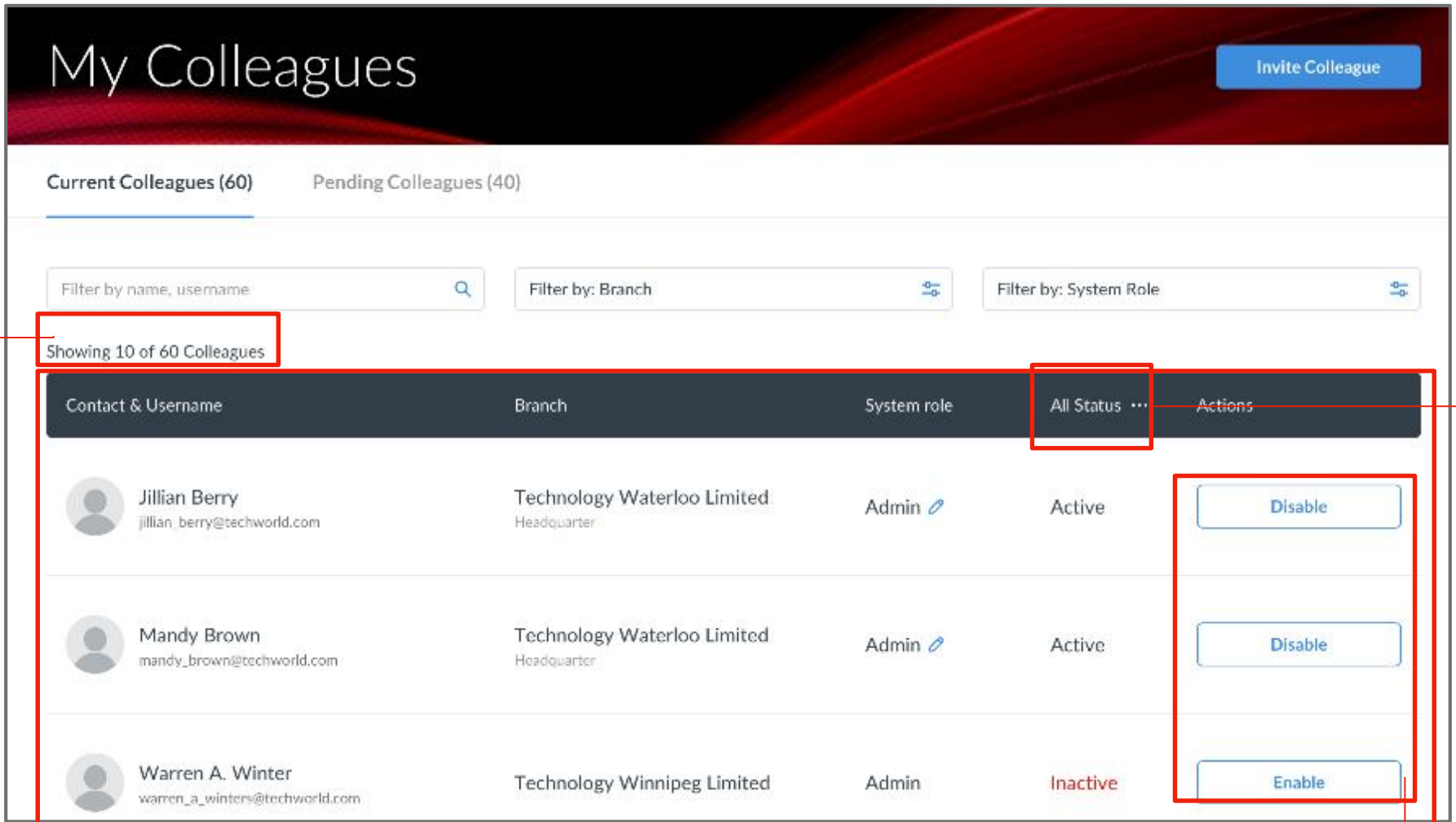
Note:

- Once the information is confirmed, the colleague will receive an email with the login credentials
- As the colleague is invited by the Admin, no approval is required from the Admin

Manage My Colleagues Information

As an Admin, you can also view your existing colleagues' information, enable or disable their access to the portal

Current Colleagues



View the total number of current colleagues on the portal

Filter the colleagues by status (for example, Active or Inactive)

View the following information of the colleagues:

- contact name, username (email ID)
- the branch information
- Status (active or inactive)

Enable or Disable the user account of your colleague

Manage My Colleagues Information

An Admin can authorize colleagues' pending approval or resend invitation to their colleagues

Pending Colleagues

The screenshot shows the 'My Colleagues' interface. At the top, there is a red button labeled 'Pending Colleagues'. Below it, the 'My Colleagues' header has an 'Invite Colleague' button. The main content area shows 'Current Colleagues (60)' and 'Pending Colleagues (40)'. There are three filter boxes: 'Filter by name, username', 'Filter by: Branch', and 'Filter by: System Role'. Below the filters, it says 'Showing 10 of 60 Colleagues'. A table lists colleagues with columns for 'Contact & Username', 'Branch', 'System role', 'All Status', and 'Actions'. Two colleagues are shown: Jillian Berry (Unassigned, Pending approval) and Mandy Brown (Admin, Pending registration). Red boxes highlight the 'Pending approval' and 'Pending registration' status cells, and the 'Approve', 'Reject', and 'Resend invitation' action buttons.

Contact & Username	Branch	System role	All Status	Actions
Jillian Berry jillian_berry@techworld.com	Technology Waterloo Limited Headquarter	Unassigned	Pending approval	Approve Reject
Mandy Brown mandy_brown@techworld.com	Technology Waterloo Limited Headquarter	Admin	Pending registration	Resend invitation

Filter and view the colleagues by status
(Pending approval or Pending registration)

The Admin can **Approve** or **Reject** colleagues with pending approval and **Resend Invitation** to colleagues with pending registration



Note: A colleague rejected can be invited another time. However they have to set up their account again.

Manage My Contracts Information

What contracts can you see on the portal?

- As an Admin, you will be asked to sign both Lenovo Partner Network Agreement (LPNA) and Special Bid Addendum (SBA) when your company registers with Lenovo. An authorized person from your organization can sign the agreements



- If there is any update for the terms and conditions of these contracts, you will be asked to sign the contracts again to renew them

Manage My Contracts Information

An Admin can access all the signed contracts from single repository on **My Contracts** page. The page consists of the following two tabs:

Online Contracts

Version no. & Contract name	All type	Signed date	Authorized signatory	All status
LBPS-0003-05 Agreement for Resellers	LPNA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active
LBPS-0003-04 Special Bid Addendum	SBA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active
LBPS-0003-03 Agreement for Resellers	LPNA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active

Offline Contracts

Version no. & Contract name	All type	Created date	Expired date	All status	Actions
Agreement for partner	PCSD	2019-04-20	2019-04-30	Active	PDF (1.98KB)
Agreement for partner	DCG	2019-04-20	2019-04-30	Active	PDF (1.98KB)
Agreement for partner	PCSD	2019-04-20	2019-04-30	Active	PDF (1.98KB)

As an Admin you can view and manage all your online contracts information in one place

View the total number of online contracts.

Sort the online contracts by signed date.

Online Contracts

Version no. & Contract name	All type	Signed date	Authorized signatory	All status
LBPS-0003-05 Agreement for Resellers	LPNA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active
LBPS-0003-04 Special Bid Addendum	SBA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active
LBPS-0003-03 Agreement for Resellers	LPNA	2019-04-30	Mandy Brown mandy_brown@techworld.com	Active

View the version number of the online contracts on the page

Filter and view the online contracts by status (for example, Active or Expired).

Filter and view the online contracts by contract type:

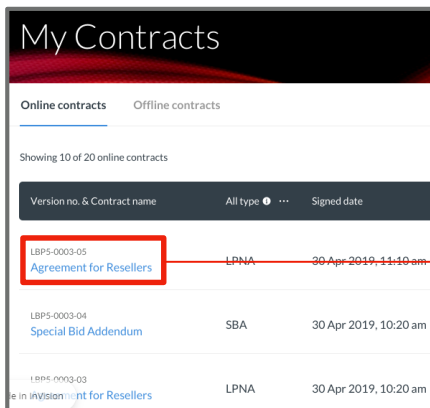
- Lenovo Partner Network Agreement (LPNA)
- Special Bid Addendum (SBA)

View:

- the **date and time** when the online contract was signed
- the **name and email ID** of the authorized signatory of the online contract

Manage My Contracts Information

An Admin can view online contract details or download contracts.



Click the contract name to open the **Contract Details** page.

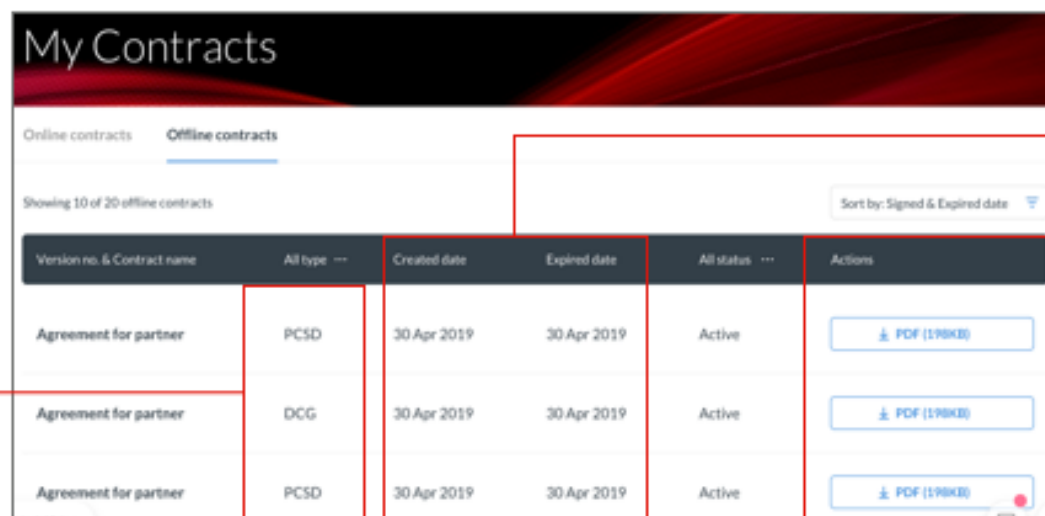


GREAT NEW FEATURES

- All the detailed information such as the contract name, status, type, authorized signatory, signed date and version number are available for you on the Contract Details page.
- And you can easily download the PDF version of the contract for offline reference.

An Admin can also download offline contracts to view the details

Offline Contracts



View the date when the offline contract was created and expired

Download the pdf file of the offline contracts

View if the offline contract type is PCSD or DCG



Note: On the new portal, you can view the contract details online only for online contracts. To view the offline contract details, you need to download the PDF file.

Distributors and T1 Resellers

Distributors and T1 Resellers Overview

Lenovo Partner Hub is your one-stop solution to find all the information, resources and tools to help complete your tasks and grow your business with Lenovo.

? What is a distributor? What is a Tier 1 (T1) reseller?

- Distributors and T1 resellers place the orders directly with Lenovo.
- Distributors will provide the products or stock to tier 2 (T2) resellers.
- T1 resellers sell to end customers

? How will the portal support a distributor or T1 reseller differently?

- The portal is personalized based on the your partner type. The homepage and the sales performance dashboard will have a personalized view. In addition, the navigation is personalized for you to host all the resources and tools that are important to help you grow your business with us.
- In addition to all the resources and tools that T2 resellers can access in the portal, the portal holds the tools for you to place and track the orders from Lenovo via Lenovo Product Ordering System (LPOS) and Order Visibility Portal (OVP).
- For distributors, the portal also provides you with a recruiting playbook to efficiently recruit the T2 resellers, and an onboarding playbook to help onboard T2 resellers.
- For distributors that sell Data Center Group (DCG) products, the portal also enables you to search the T2 resellers in your region or country to grow business.

The portal enables you to find the tools to place and track your orders with Lenovo.

? How to place an order?

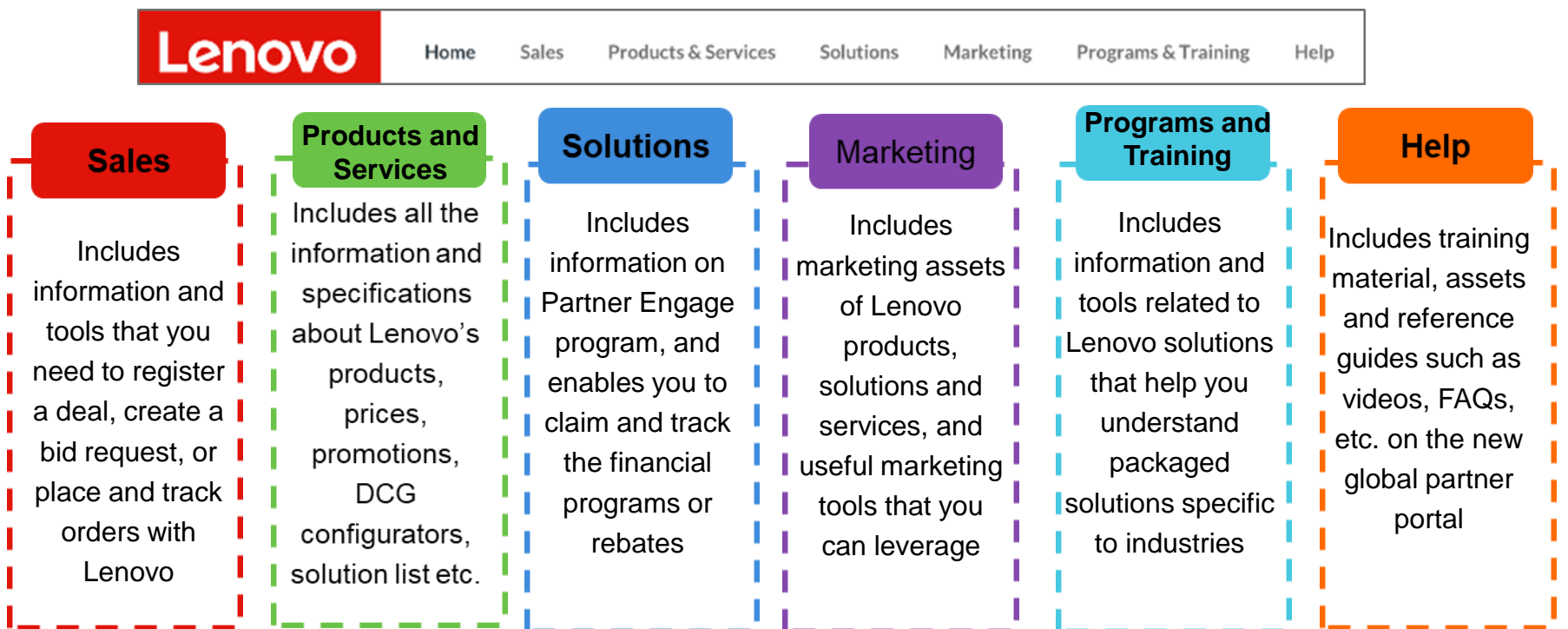
- Distributors and T1 resellers can place their orders using Lenovo Partner Ordering System (LPOS) under sales tab in the navigation menu.

? How to track your order?

- Distributors and T1 resellers can track their orders using Order Visibility Portal (OVP) under sales tab in the navigation menu.

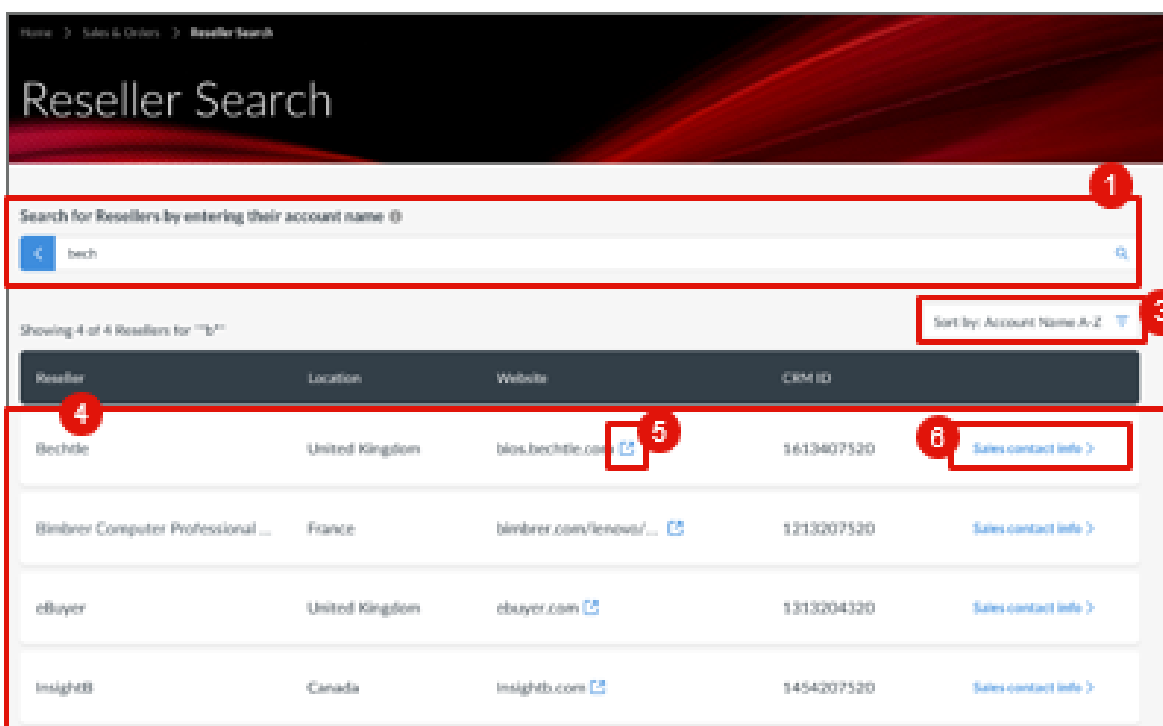
Navigation in the Portal as a Distributor or T1 Reseller

The most important information and links under the main menu items are displayed in a prioritized and structured manner. Other information and tools are grouped



Search for a DCG Reseller

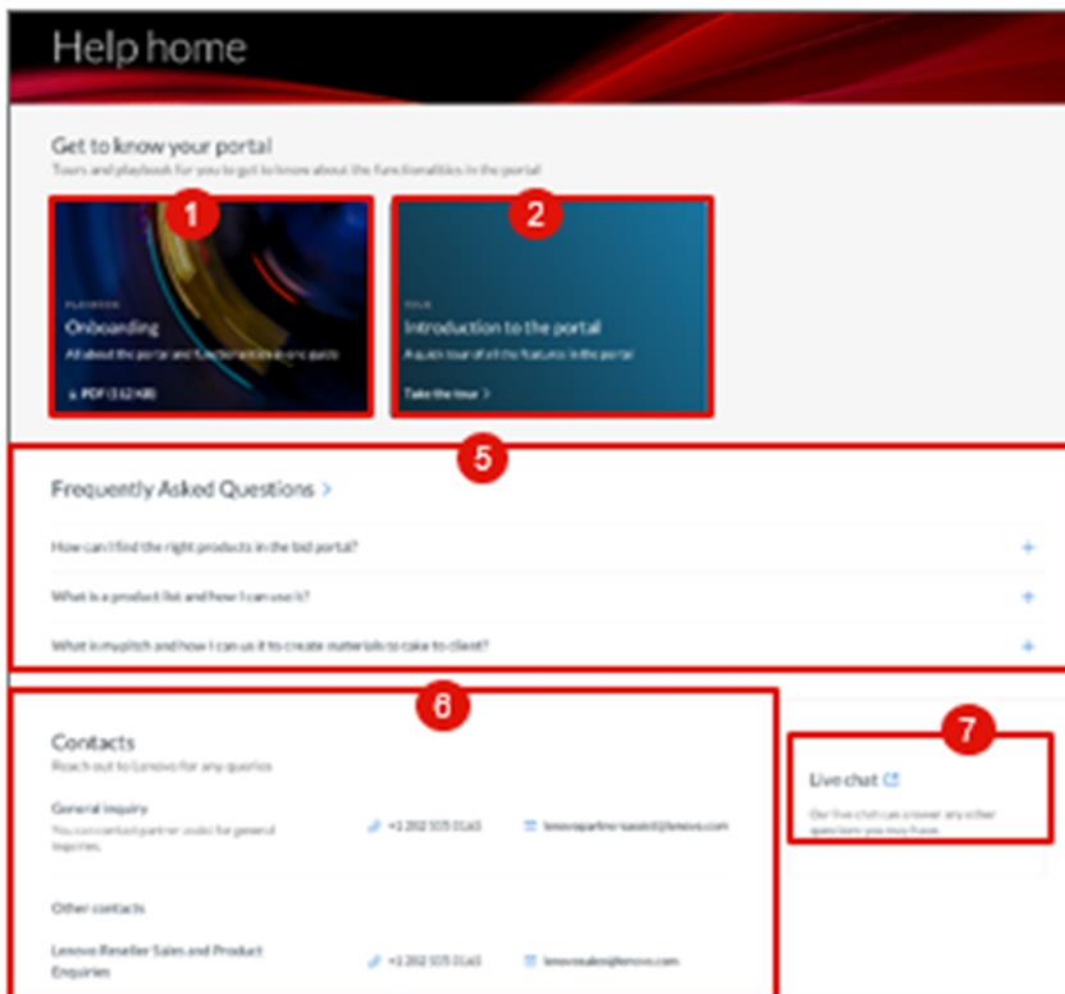
For the distributors that sell Data Center Group (DCG) products, you can search the T2 resellers in your region or country to grow your business:



- 01 Enables you to search for resellers by entering their account name
- 02 Displays the number of search result
- 03 Enables sorting the search results in the alphabetical order by using the account name (A to Z or Z to A)
- 04 Provides details such as: Reseller name, Website
- 05 Displays the link to the reseller's website
- 06 Displays the sales contact information of the respective reseller

Get Help

The portal provides comprehensive guidance and engaging support resources to help you along your journey with us.



The phone numbers and email IDs for addressing different enquiries are displayed

- 01** You can download the Recruiting and Onboarding Playbook to help you recruit more tier 2 resellers.
- 02** You can also take the portal Introduction tour to quickly understand what the portal offers.
- 03** You can see several onboarding videos to give you a visual introduction of doing business with Lenovo using the portal.
- 04** You will find a series of short training modules to help you understand how to use the portal.
- 05** You can access the Frequently Asked Questions (FAQ) to resolve queries.
- 06** You can also see your key Lenovo contact information if you have questions that cannot be resolved using the portal.
- 07** You have the option of reaching out to us via Live Chat as well.

Programs & Training

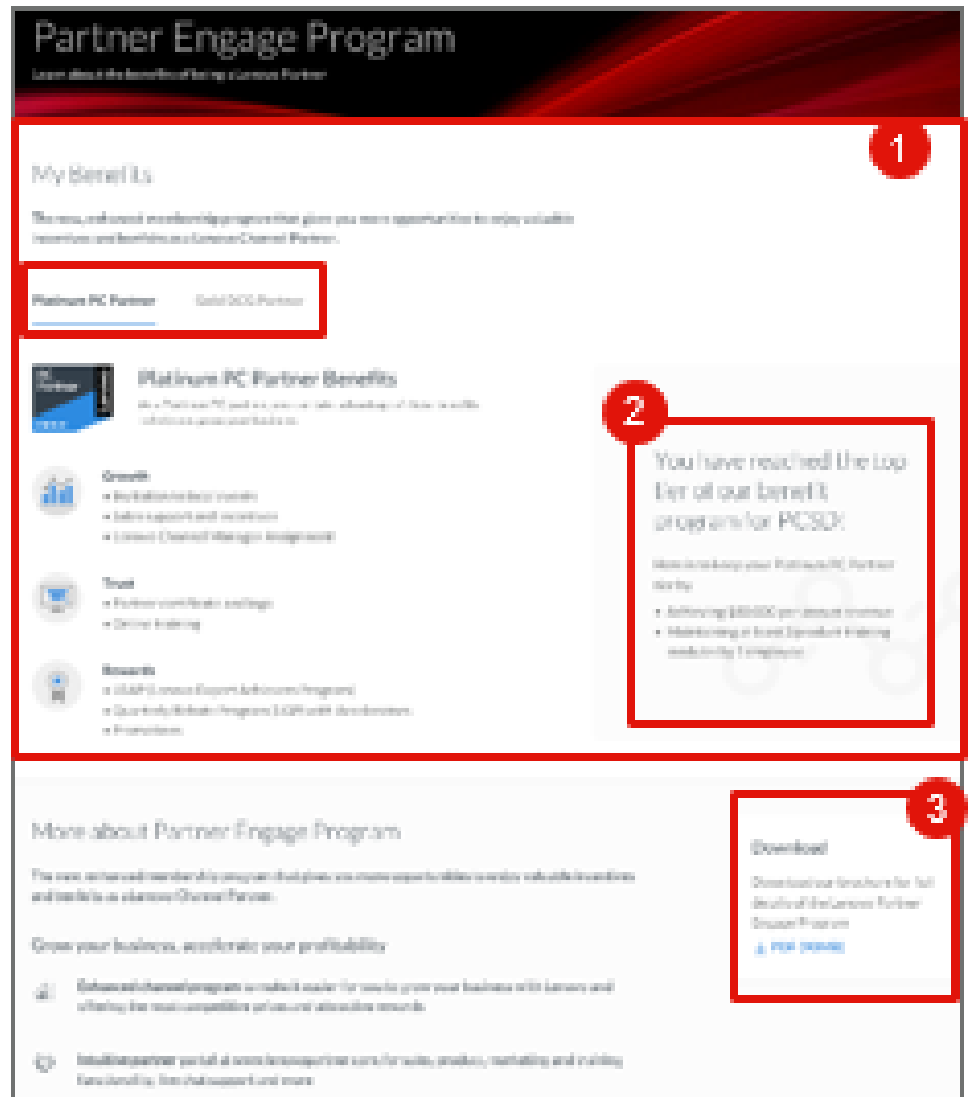


View Your Program Benefits

As a Lenovo partner, you are part of the Lenovo Partner Engage Program. You can find all the information regarding this program and the benefits you can enjoy in one page of the portal

You can find the following information:

- 01 The benefits that you can enjoy at a certain tier level of the Lenovo partner engage program
- 02 How to move up a tier level to enjoy further benefits
- 03 How to download the brochure for complete details of the Lenovo Partner Engage program products



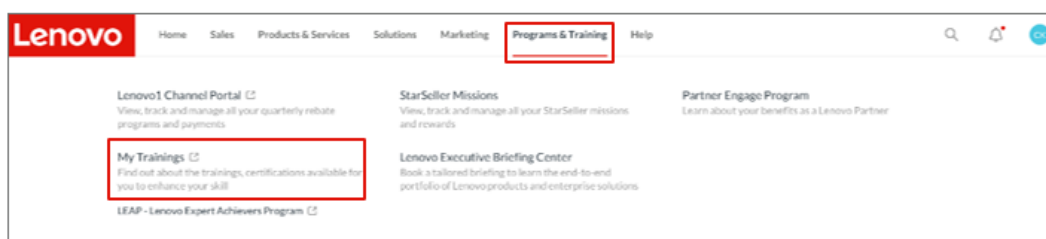
GREAT NEW FEATURES

- You can view your benefits from the Lenovo programs based on your partner tier for Personal Computers and Smart Devices Product Catalogue (PCSD) and Data Center Group (DCG).

Access Trainings

What type of trainings can you take?

Click **Programs & Training** in the navigation menu to access trainings that are available for you



- Market trends
- Products training
- Skills training
- Training about Lenovo

Marketing



Lenovo Partner Hub

1. Marketing resources
2. Lenovo marketing campaign
3. Lenovo marketing tools
4. Promotions

The new **global partner portal** aims to fuel your **marketing engine** with the vast amount of collaterals, assets, industry insights and tools to help you sell more of **Lenovo Products and Solutions** easily

Find Marketing Resources

Lenovo Partner Hub is designed to provide you with the right content at the right time, which is personalized just for you.

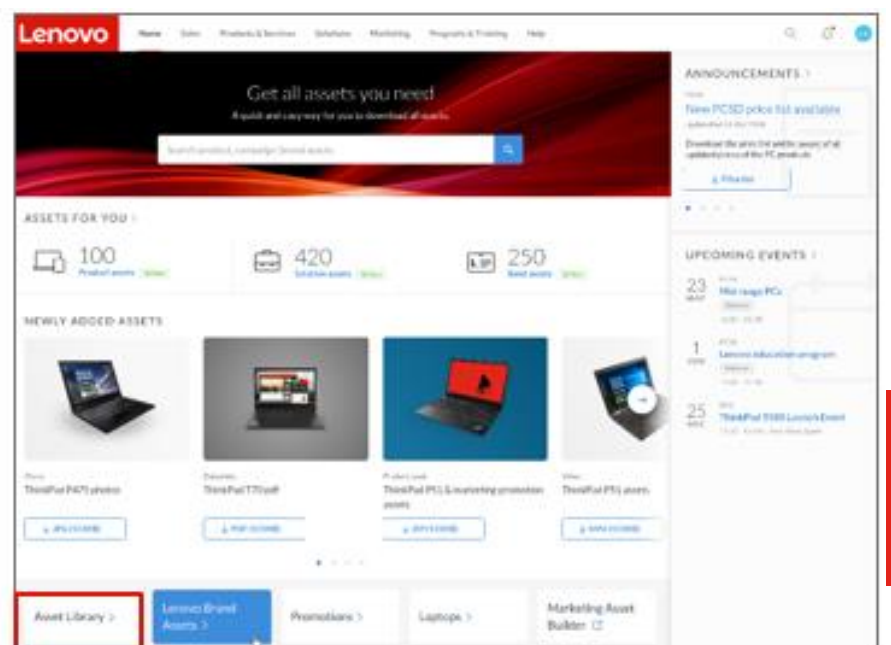
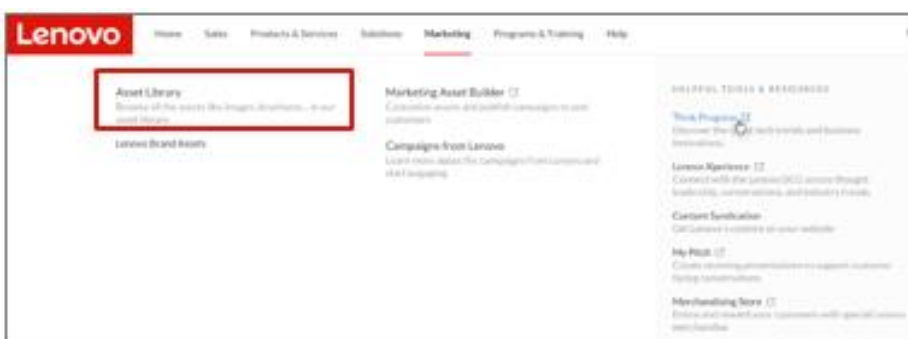
The following table lists key resources types that you can access across the moments that matter throughout your journey with Lenovo:

Onboarding	Sales	Product Catalog	Marketing	Programs & GTN	Training	Support
<ul style="list-style-type: none"> ✓ Overall Partner Program Benefits Introduction ✓ Lenovo Portal Guide ✓ Training & Certification Guide ✓ Product Training By Product Line / Family 	<ul style="list-style-type: none"> ✓ Sales Playbook ✓ Battlecard ✓ Competitive Asset ✓ Product Pitch Presentation ✓ Product / Solution Case Study 	<ul style="list-style-type: none"> ✓ Price List ✓ Product Specs ✓ Datasheet ✓ Product Image & Video ✓ Product / Solution Guide ✓ Product / Solution Case Study 	<ul style="list-style-type: none"> ✓ Lenovo Marketing Guidelines ✓ Lenovo Branding Assets ✓ Market Trends Assets ✓ Marketing Campaign Assets 	<ul style="list-style-type: none"> ✓ Overall Partner Program Benefits Introduction ✓ Special Program Guide ✓ Program Announcement Letters 	<ul style="list-style-type: none"> ✓ Training and Certification Guide ✓ Product Training ✓ Skills Training ✓ Market Trends And Theme Training ✓ Training about Lenovo ✓ Learning Curriculum ✓ Channel Webinars 	<ul style="list-style-type: none"> ✓ Getting Started Guide ✓ Guide (Lenovo Portal Guides) ✓ Guide Related To Business Process (for example, Deal Registration / New Customer Bonus) ✓ Lenovo Marketing Guidelines

The Asset Library is a centralized repository of ready-to-use marketing assets

1. You can easily access the Asset Library from the Marketing tab.

2. If you are assigned a marketing role in the system, you can also access the Asset Library from the quick links on your Homepage.





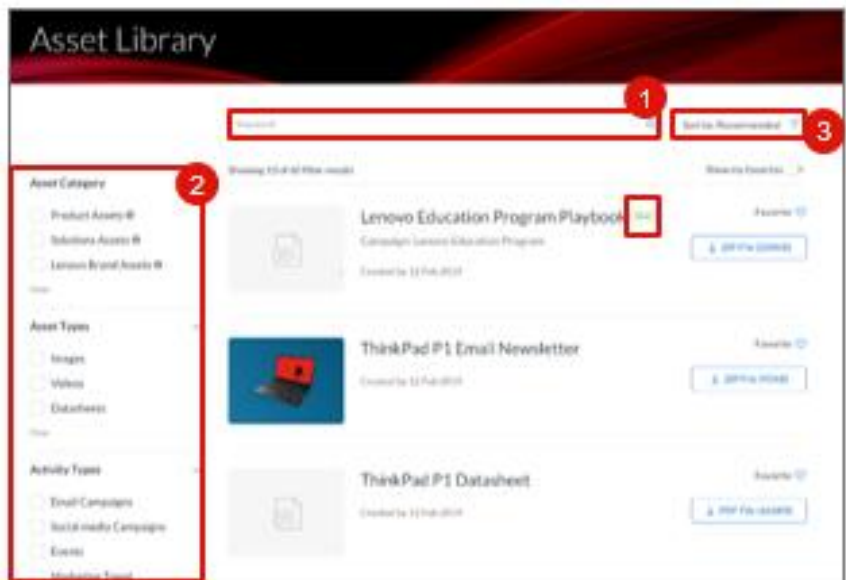
Find Marketing Resources

The Asset Library is designed to help you find the assets you need in the most effortless and efficient way

- 01 Easily find all assets you need with a single search
- 02 Apply the following dynamic filters to perform a focused search of required assets: Asset Category, Asset Types, Activity Types, Product Group, Product Types, Product Series, Solution Stage
- 03 Sort the assets by Recommended, Newest, and Most downloaded using the “Sort by” functionality

GREAT NEW FEATURES

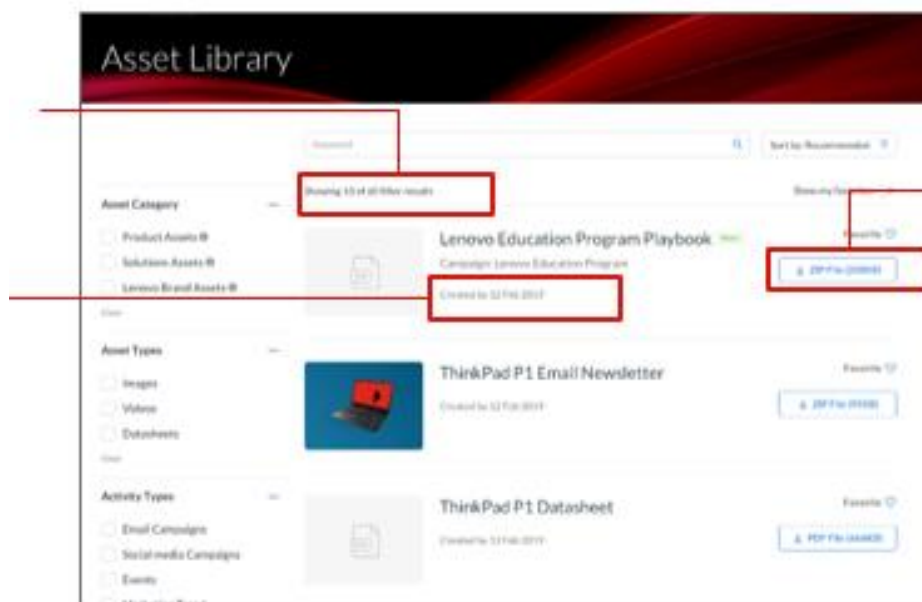
- In the search bar, the search results show the recommended and latest assets on top of the list.
- The new and latest assets are highlighted with the **New** tag to catch your attention.



You can download the assets directly from the Asset Library

Displays the number of assets on the page

Shows the date when the asset was created

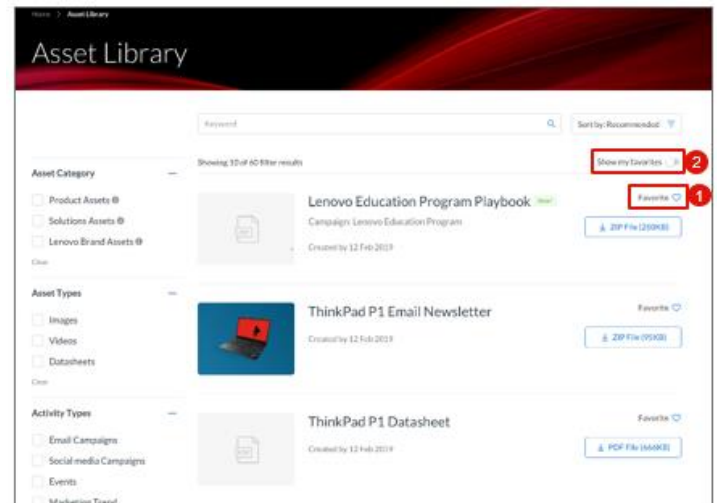


Allows you to download the asset

Find Marketing Resources

The portal allows you to save the assets as Favorites to quickly access them later

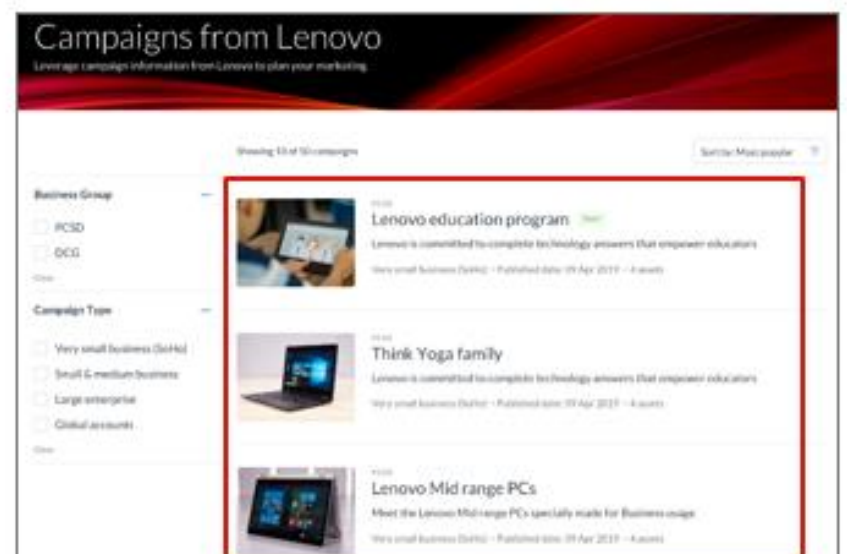
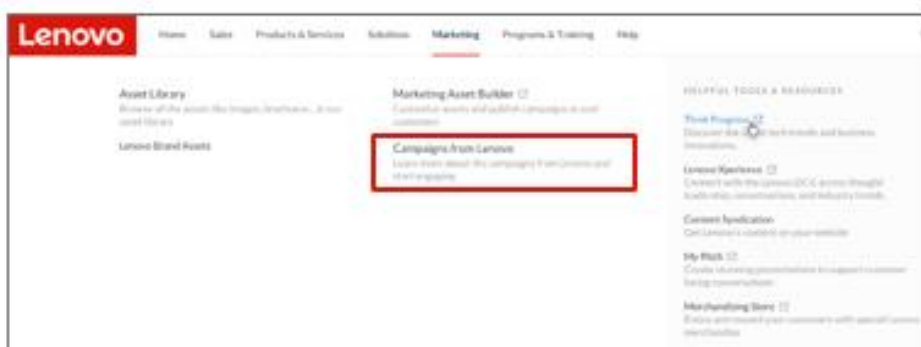
- 01 You can click the **heart** icon to mark the asset as your favorite
- 02 The **Show my favorites** filter enables you to view and focus only on those assets that you have saved as your favorite



Take Advantage of Lenovo Marketing Campaign

A variety of marketing campaigns across different business groups and campaigns can be found easily in the Asset Library

- 1. You can easily access the campaigns information from the navigation
- 2. Browse through the list of marketing campaigns





Take Advantage of Lenovo Marketing Campaign

You can browse the list of campaigns on the **Campaigns from Lenovo** page

01

You can sort the campaigns' list by newest (based on the creation date) or most popular (based on the view count)

02

You can apply filters to simplify your search for relevant campaigns

03

The **PCSD/DCG** tags help you to easily differentiate between the campaigns that are for PCSD and DCG

04

You can click the campaign name to open the **Campaign Details** page



The campaign type, published date and number of assets for the campaign are displayed with the campaign name

GREAT NEW FEATURES

- The latest and new campaigns are highlighted with the **New** tag to catch your attention.



Take Advantage of Lenovo Marketing Campaign

You can find the following details about the selected campaign on the **Campaign Details** page:

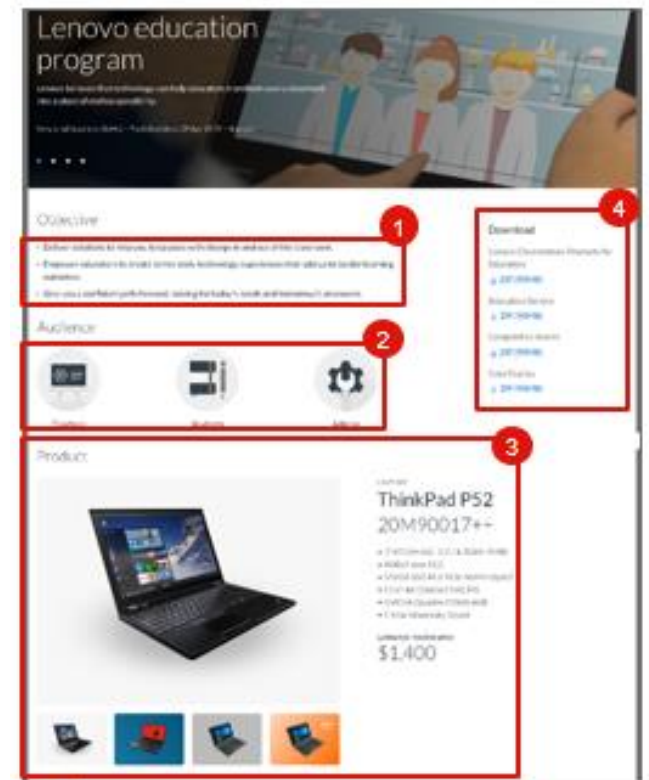
01 Objectives of the campaign

02 Audience for the campaign so that you know whom to target

03 Image, specifications and estimated reseller price for the relevant products

04 Allows you to quickly download the assets related to the campaign

Comparison Summary			
	ThinkPad P52 20M90017+-	Dell Latitude 9310	HP ProBook 11 G2 EE
Processor	Intel Core i7-10750H (4C, 2.2 / 4.3GHz, 9MB)	Intel Core i7-10750H (4C, 2.2 / 4.3GHz, 9MB)	Intel Core i7-10750H (4C, 2.2 / 4.3GHz, 9MB)
Memory	16GB DDR4 ECC	16GB DDR4 ECC	16GB DDR4 ECC
Storage	512GB SSD	256GB SSD	1TB HDD
Display	15.6" UHD-4K (3840x2160) IPS, 300Hz, 2300:1	15.6" UHD-4K (3840x2160) IPS, 300Hz, 2300:1	15.6" UHD-4K (3840x2160) IPS, 300Hz, 2300:1
Graphics	NVIDIA Quadro P5200 8GB	NVIDIA Quadro P5200 8GB	NVIDIA Quadro P5200 8GB
Warranty	3 Year Depot	3 Year Depot	3 Year Depot



Access Other Marketing Tools

Good news! With the new global partner portal, all the marketing tools that you need are centrally organized for you in one place. You can easily get access to:

01 Partner Marketing Hub to customize assets and publish campaigns to end customers

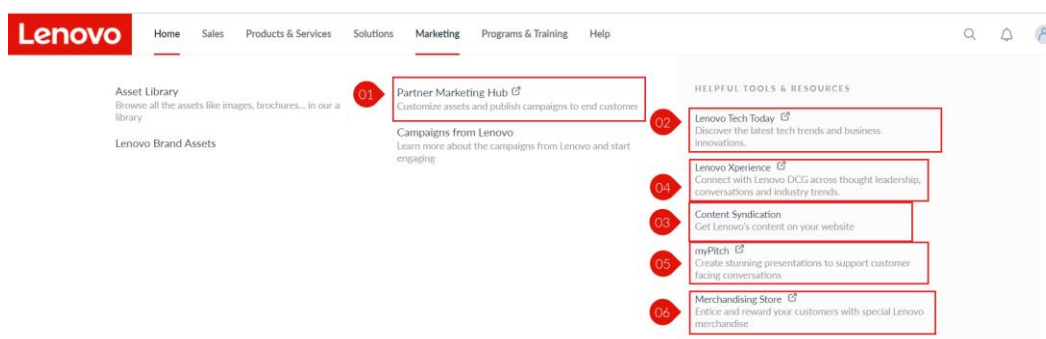
02 Lenovo Tech Today tool to get yourself up-to-speed with the latest industry and market trends

03 Lenovo Xperience tool to connect yourself with the Lenovo data center group in terms of thought leadership, customer conversations and industry trend

04 Content syndication tool to get Lenovo content on your website for free

05 myPitch tool to help you create stunning presentations about Lenovo products to pitch to your customers

06 Merchandising Store - Entice and reward your customers with special Lenovo merchandise

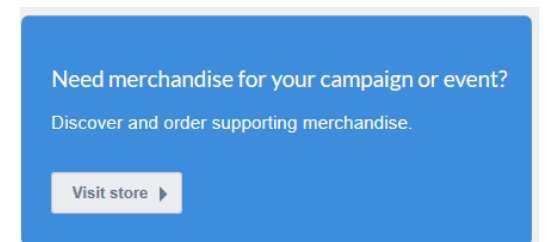
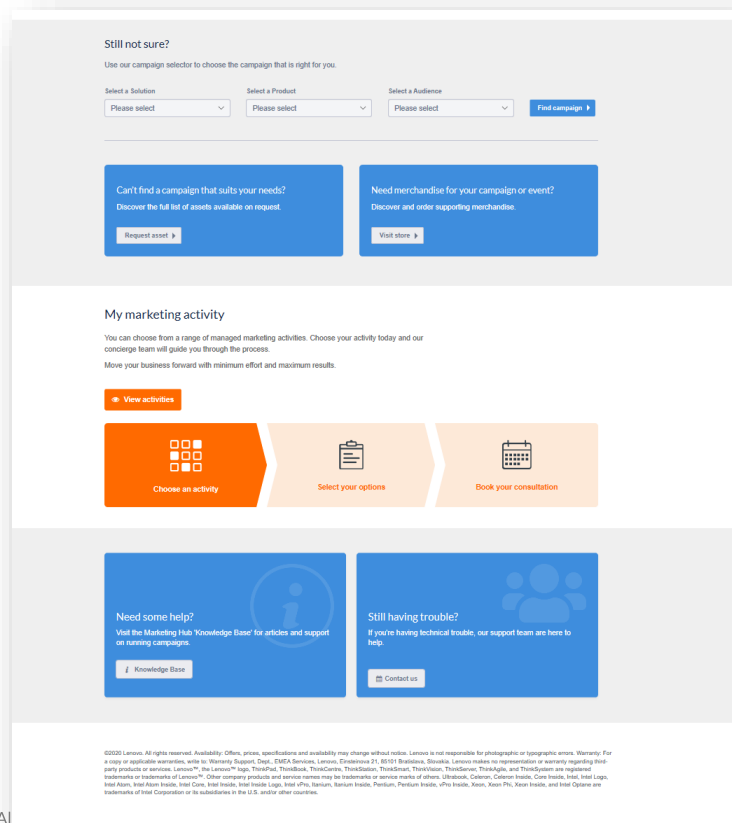
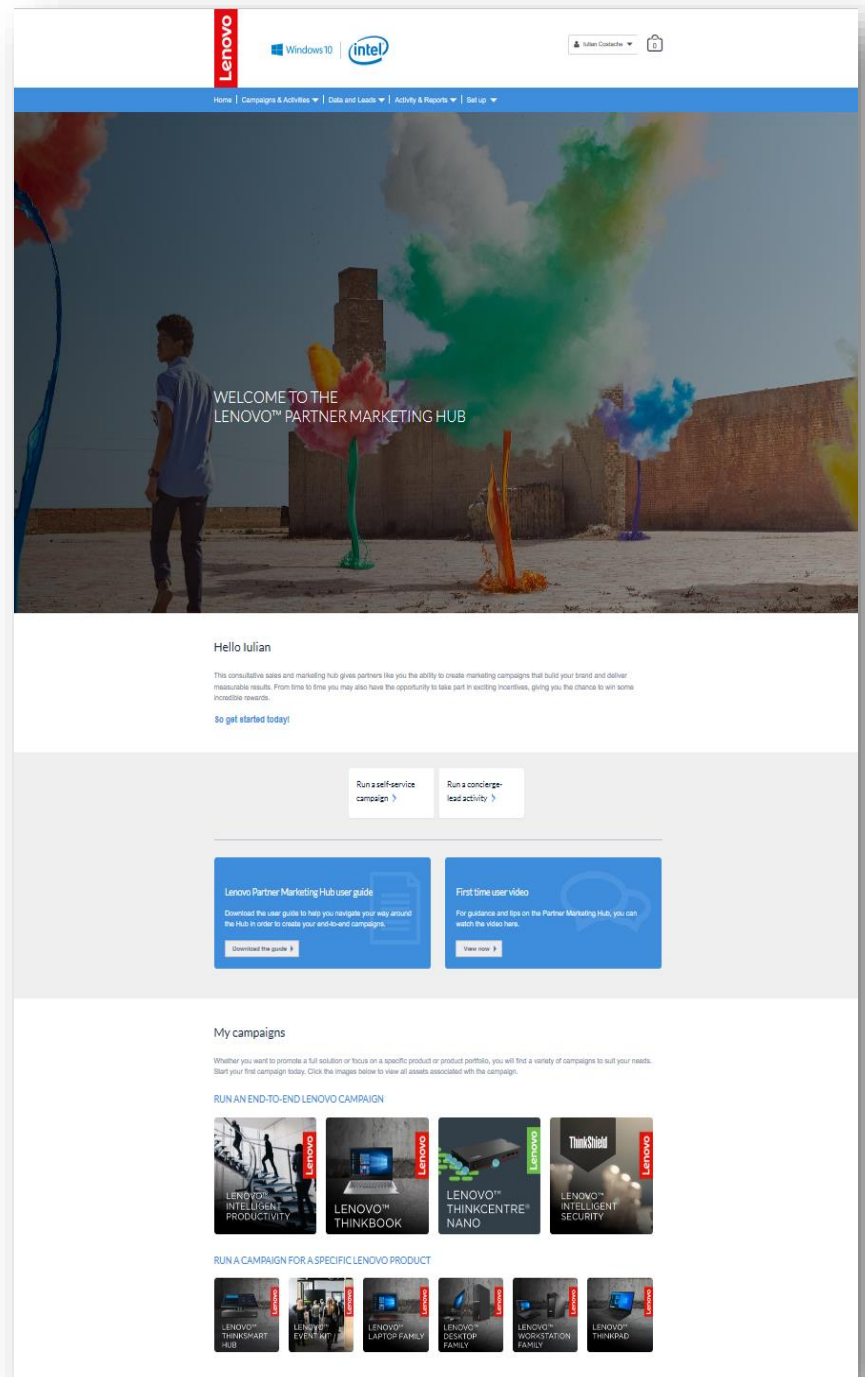




Lenovo Partner Marketing Hub

Co-Marketing activities for your Business Partners

- Ready to use Lenovo branded Marketing assets, validated, aligned and compliant with BPs requirements (personalizing with their contact details, value proposition, logos) or alliance (Intel, Microsoft)
- Full customizable toolkit can be downloaded which includes digital or print assets, available for multiple range of products or solutions: Range of product focused and themed campaigns, Event Kits.
- Ability for you to request a wider suite of products and solutions. With language support to enable you to run a range of demand campaigns, including Content Based Lead Generation or Inside Sales (telemarketing)
- You can find marketing activities or campaigns targeted around specific solutions, products and audiences.
- Reporting & analysis available for collected leads or data, incl. managing lists



SUPPORTING MERCHANDISE

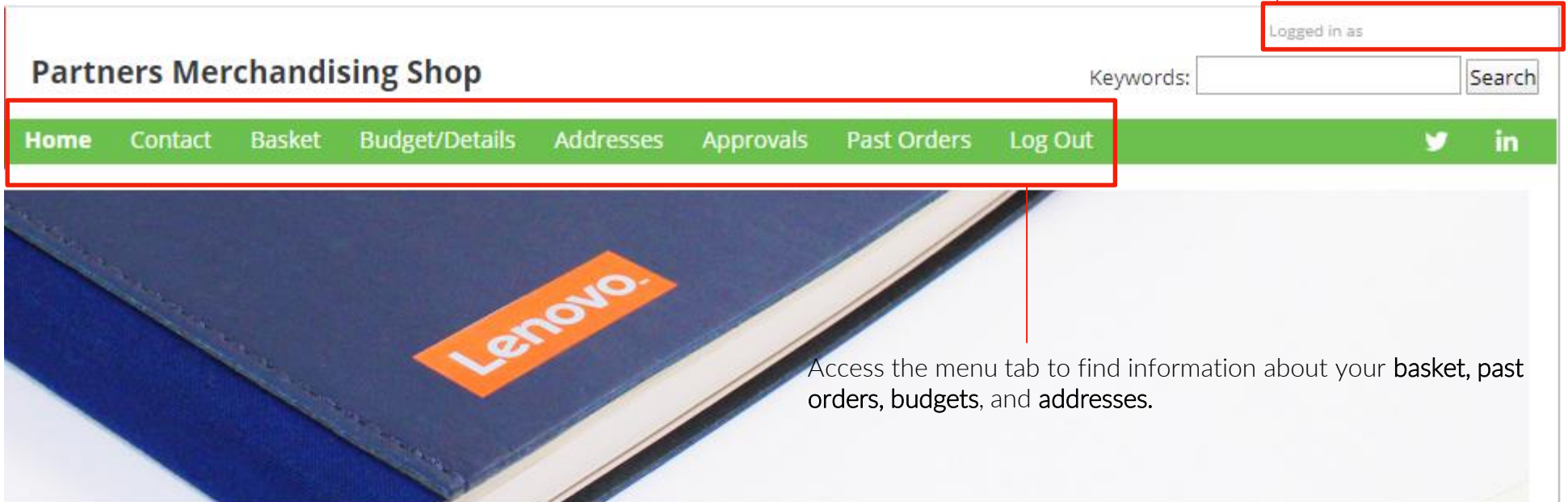
- Should you need any merchandise to compliment your campaign or event you are running, if you click on 'visit store' and this will take you to the Lenovo merchandise store.



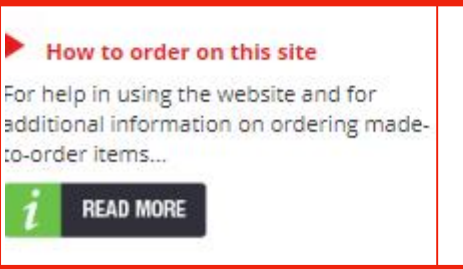
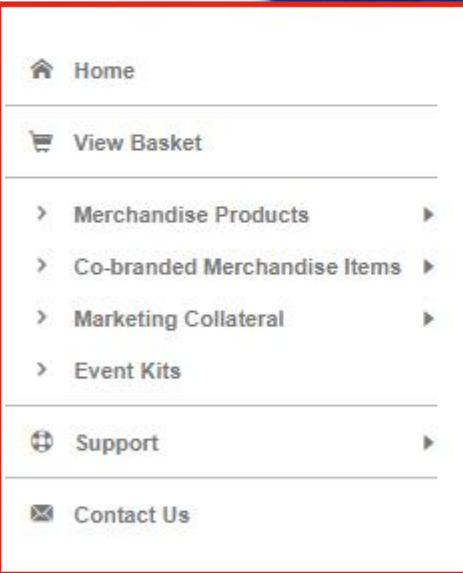
Lenovo Merchandising Shop

Should you need any merchandise to compliment your campaign or event you are running, the Merchandising Shop is designed to help you find a selection of branded products and collaterals that can be used for both.

Single-Sign-On possibility across all Partner platforms



Access the menu tab to find information about your basket, past orders, budgets, and addresses.



Check the different categories of assets available.

Welcome to the Lenovo Merchandising Shop

A selection of branded products and Lenovo printed collateral is available here for fast and easy delivery to your office.

To order, choose a category, select an item, add it to the basket and proceed to the check out. Orders placed by midday will be despatched same day using a next day carrier.



Access the products of the week.

Learn more about how you can order.



Promotions Overview

Increase your understanding of Lenovo promotions in the new global partner portal called Lenovo Partner Hub.

What are Lenovo promotions?

In order to help our partners increase sales, Lenovo offers various promotions to give you special price advantages or financial bonus. All information and details about various promotions Lenovo offers are centrally organized for you in the new global partner portal to help increase sales.

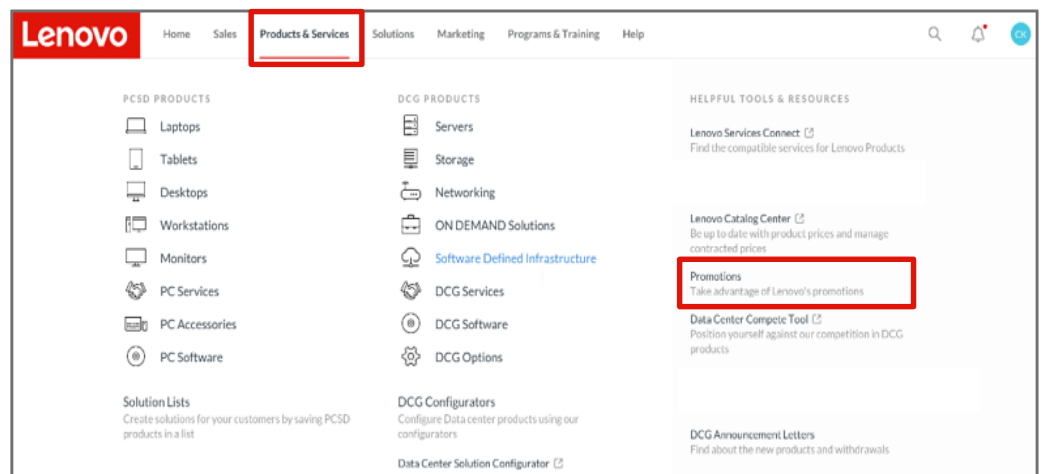


Promotions

You can access all the information about promotions by clicking **Promotions** in **Products and Services**.

What are the differences between promotions, rebate programs, and special bids?

- Promotions are usually for specific products, for which a discount is given to a partner. End users might not necessarily need to be aware of such discounts.
- Rebate programs are contractual programs.
- Special bids are usually discounts given when products are sold in volume for end user deals.





Promotions

Then, you can find a list of all the promotions by Lenovo and partners.

- 01 Allows you to switch the view between PCSD and DCG, or view all promotions
- 02 Shows the number of promotions displayed on the page
- 03 Allows you to sort promotions **by newest or most popular** to help you view promotions in the order that you prefer
- 04 Shows the **PCSD/DCG tags** to draw your attention to promotions, specifically crafted for PCSD and DCG products
- 05 Displays the name of the promotion. Clicking the promotion name opens the **Promotion Details** page
- 06 Highlights the date till when the offer is available
- 07 Displays a brief description of the promotion

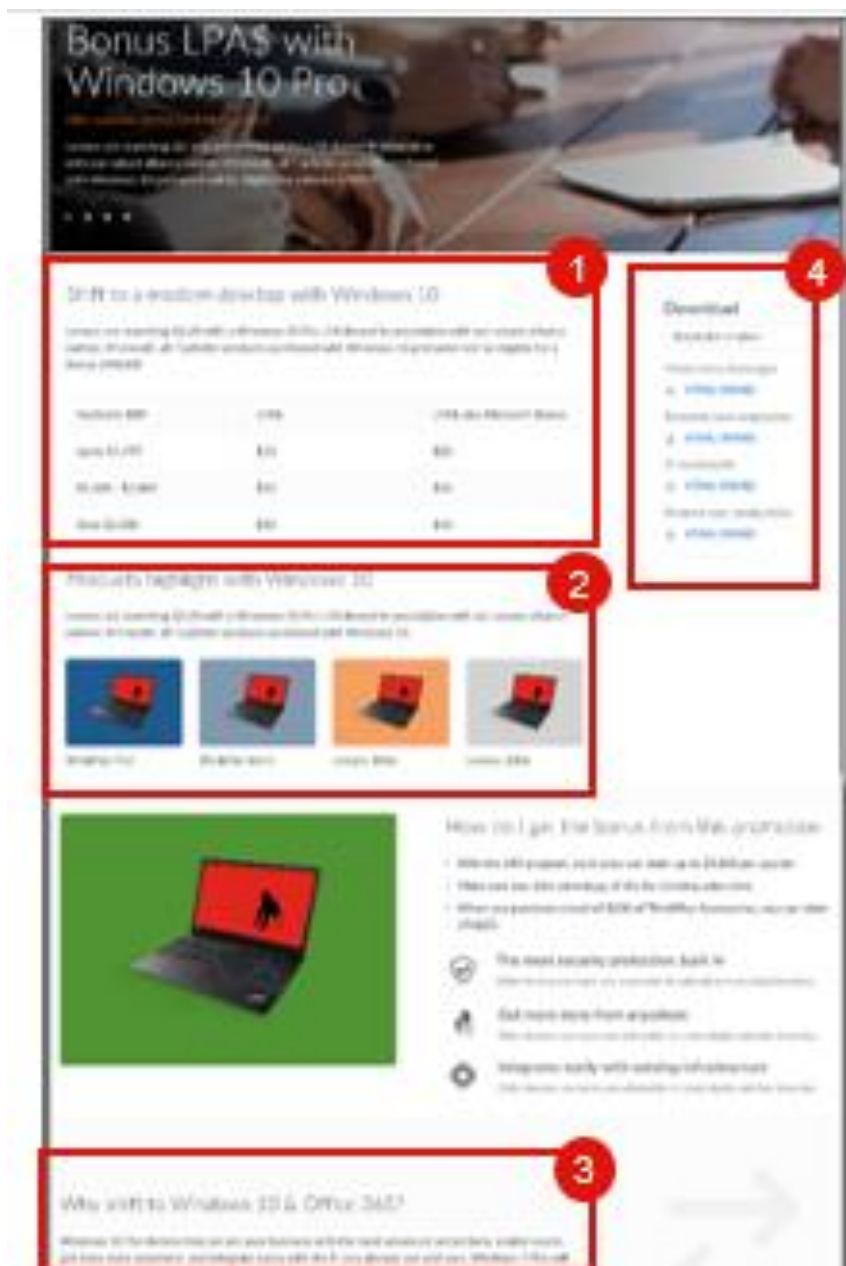
The screenshot shows the 'Promotions' page with the following elements highlighted:

- 1**: Filter tabs for ALL, PCSD, and DCG.
- 2**: 'Showing 10 of 50 promotions' indicator.
- 3**: 'Sort by: Most popular' dropdown menu.
- 4**: PCSD tag for the first promotion.
- 5**: Title of the second promotion: 'Transform your business with a modern data estate'.
- 6**: 'Claim submission period: 1 Oct 2018 - 30 Apr 2019' for the second promotion.
- 7**: Brief description of the second promotion.

Promotions

The new **Promotions Detail** pages give you a structured and easy way of understanding promotions information to reap the benefits.

- 01 Displays details to explain how the promotion works
- 02 Displays products that are eligible for this promotion
- 03 Displays benefits of the products and services that are part of the promotion
- 04 Allows you to download the assets related to the promotion

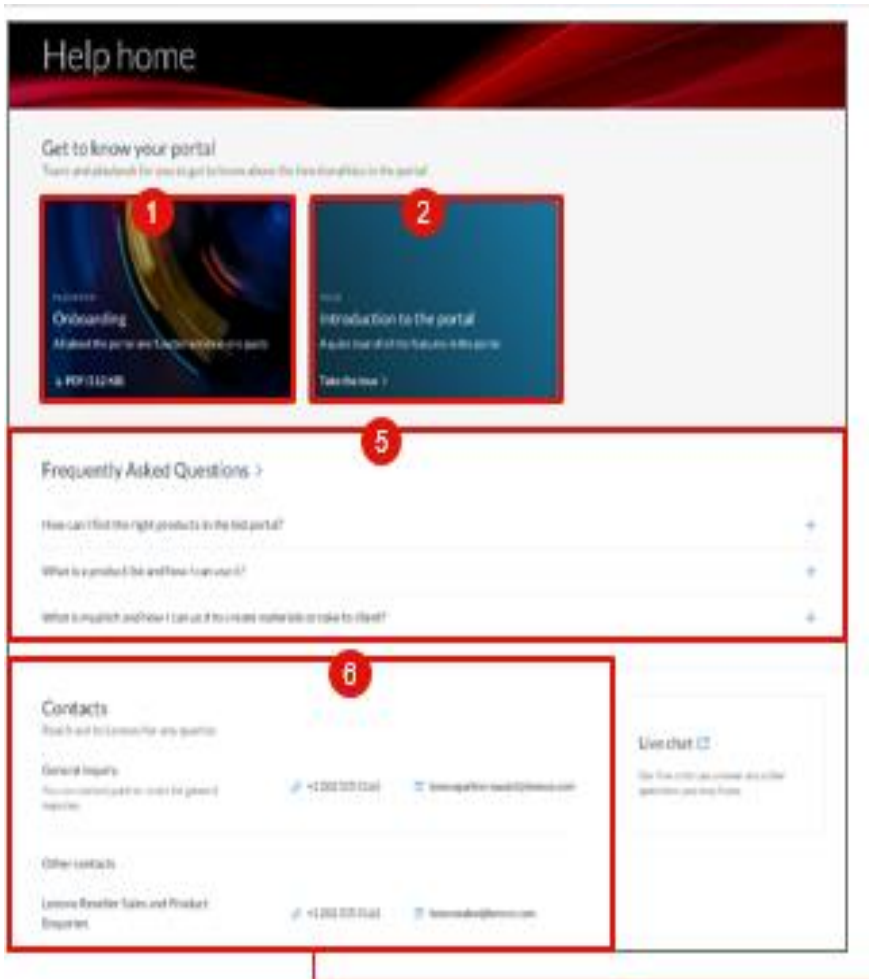


Support and FAQ



Get Help

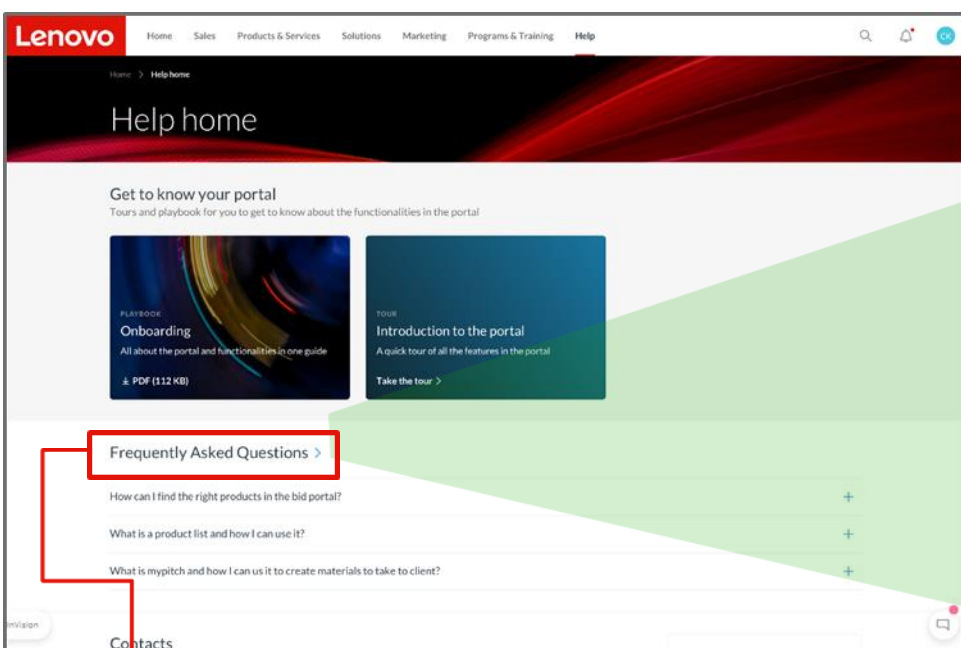
Help page has a list of support documents and resources to help you along your journey with us



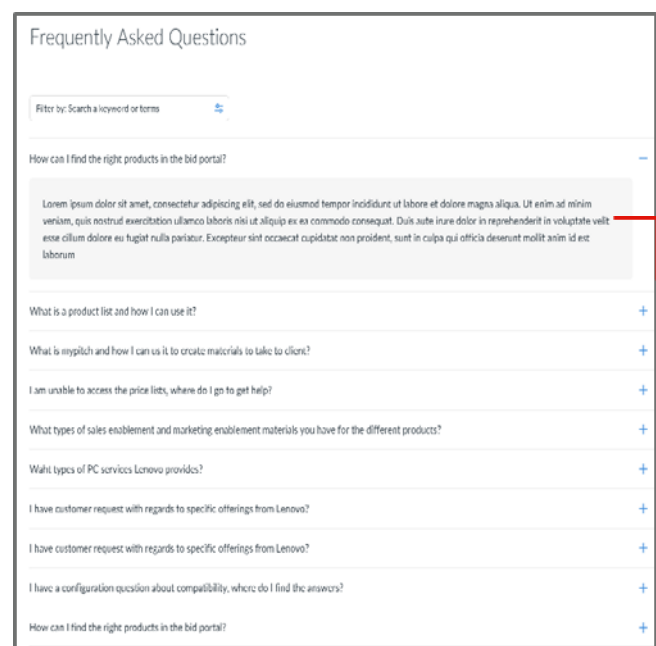
- 01 Onboarding Playbook
- 02 Quick Tour
- 03 Video Guides
- 04 Portal User Guides
- 05 Frequently Asked Questions (FAQ)
- 06 You can also see your key Lenovo contact information if you have questions that cannot be resolved using the portal.

The phone numbers and email IDs for addressing different enquiries are displayed.

Frequently Asked Questions



Click **Frequently Asked Questions** to access the Frequently Asked Questions list page.



The answer to the FAQ helps you resolve your query.

Click the + icon to view the answer for each FAQ.