**Lenovo
OEM Solutions**

Sharpen the focus of your next big innovation

Access the most complete and customizable OEM data platform portfolio, supported by a global partnership and end-to-end services.

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Succeed today and long into the future

Your OEM partner is pivotal to the success of your innovation projects. How do you ensure access to the best technologies and support?

The right OEM data platforms enable you to take solutions to market sooner and with greater success. OEM elements can help you reduce R&D costs and focus on what you do best.

But as you strive to build on your existing success, how can you evolve your use of OEM to meet the challenges of global business growth?

In this document, we explore the biggest OEM hurdles and how Lenovo OEM Solutions, powered by Intel®, helps you overcome them.

Read on to discover how you can innovate faster, reduce complexity, and drive growth with the right OEM partner.

As a global, Tier 1 provider of enterprise compute and storage for the OEM market, we help you bring innovative solutions to market faster, reduce complexity, and scale with confidence. With Lenovo as your trusted OEM partner, you gain stability, expertise, and cutting-edge solutions.

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Unlock competitive advantage with Lenovo OEM Solutions

Your business is growing, and now, it's time to take it to the next level. The competition isn't waiting. Neither should you.

1 Accelerate time to revenue with seamless compute and storage integration

Cut development costs, reduce internal IT burdens, and free your teams to focus on innovation—not infrastructure. The result? Faster time to market, lower operational costs, and a stronger bottom line.

With Lenovo OEM Solutions you can:

- **Shorten product development time** with access to a comprehensive portfolio of Tier 1, enterprise-grade server and storage - such as edge-optimized ThinkEdge SE350 powered by Intel® Xeon® processors.

- **Scale efficiently on a global level** thanks to Lenovo's global presence and award-winning supply chain.[1]

- **Deliver complex solutions** with comprehensive OEM services for customization, integration, product support, and more.

2 Take your customer experience to the next level

Reliability, security, and performance sell. With Lenovo, you're delivering industry-leading uptime and enterprise-grade security—which means your customers will pay more, stay longer, and buy again.

At the core of the Lenovo portfolio, ThinkSystem servers and storage powered by Intel® offer:

- **Reliability and uptime rated #1 globally** in ITIC's x86 server reliability surveys.[2]

- **Industry-leading security** among x86 servers per ITIC's latest global server hardware security report.[3]

- **More than 360 world record performance benchmarks** spanning a wide range of workloads, as of December 2024.[4]

3 Take full ownership of your Solutions

Your brand is the one customers remember. Lenovo works behind the scenes so that your name is front and center - helping you build recognition, loyalty, and long-term growth.

Lenovo OEM Solutions makes this easier by offering a choice of strategies:

- **Access a complete portfolio** of standard, Lenovo-branded platforms.

- **Integrate standard, unbranded OEM platforms and technical support.**

- **Create custom solutions** with your own branding, model names, color schemes, packaging, firmware, documentation, and accessories.

- **Fully engineer custom platforms from the chassis up**, for when standard platforms do not meet your requirements.

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4 Streamline operations and drive business growth

Make it easier to handle the complex processes of software integration, system configuration, solution testing, and handling documentation and accessories.

With Lenovo OEM Solutions you can:

- **Enhance your manufacturing and integration processes** leveraging our OEM expertise and industry-leading facilities.[5]

- **Expand your integration options** with factory configuration services for custom firmware, software image loading, validation testing, third-party component integration, and drop-in-box items.

- **Achieve seamless global distribution** with our established presence and services.

5 Future-proof your business with a smarter R&D approach

Work with an OEM partner who understands your need to include up-to-date technologies in your solutions – even after a long R&D and certification process.

With Lenovo OEM Solutions, you can:

- **Choose components with high expected stability and longer lifecycles,** leveraging our Lifecycle Management Program with Extended Life Platforms.

- **Reduce the need for OEM component changes** during the shipping life of your solutions, and receive alerts about unavoidable changes, with our OEM Solutions Lifecycle Management Program.

6 Deliver unmatched customer support

Improve the customer experience for your customers all over the world, with a higher level of technical support for OEM compute and storage components.

Lenovo OEM Solutions enable you to:

- **Deliver exceptional customer service** including 24/7 Lenovo Premier Support enhanced specifically for OEM customers.

- **Support customers globally** with global support contracts. Support is available in nations where Lenovo conducts business.

- **Offer a wider range of support options**, such as the ability to international warranty extensions.

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Excellence in every detail. Partnership in every step. Success in every innovation.

Speed time to market

With a broad and comprehensive portfolio of enterprise-grade compute and storage from a Tier 1 vendor.

Reduce risk

With solutions built on our 20+ years of experience and award-winning supply chain.

Support global growth plans

With a broad and comprehensive portfolio of enterprise-grade compute and storage from a Tier 1 vendor.
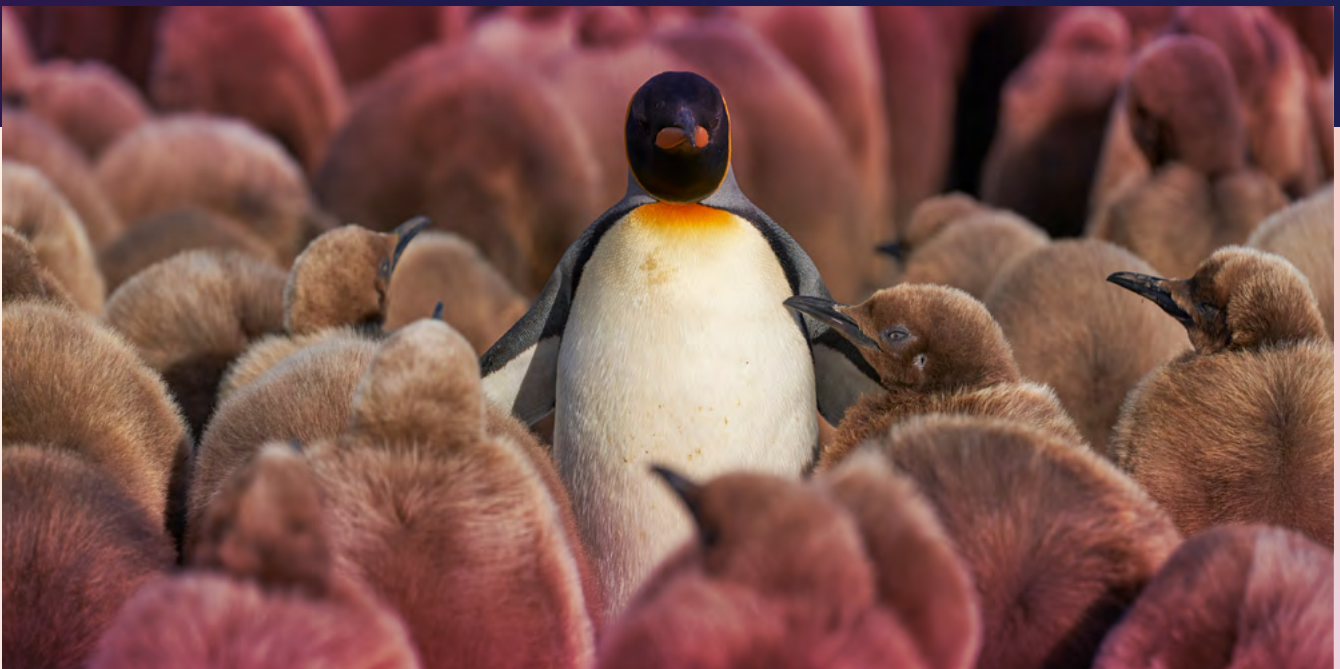
Create long-term value

We build long-term, collaborative relationships that deliver shared success.

Go beyond the ordinary

From factory-customized components to solutions tailored to your budget, we're here to understand and meet your unique business needs.

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Meet every need with the broadest portfolio

With access to the complete Lenovo hardware portfolio, one OEM partnership is all you need.

Enterprise compute

Lenovo servers lead the industry in reliability and uptime. Our systems powered by Intel® hold 360+ world record performance benchmarks across a wide range of workloads.[4]

Rack servers
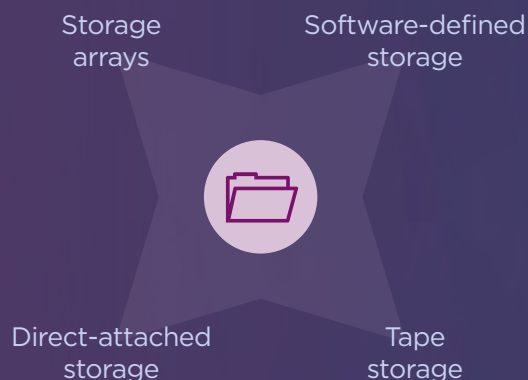(general purpose, high density, storage dense, GPU accelerated, modular, AI/HPC servers)

Tower servers

Edge servers

Enterprise storage

Lenovo's comprehensive portfolio of storage arrays, disk enclosures, and Fibre Channel switches offer fast performance, enhanced data management, and security.

Storage arrays

Software-defined storage

Direct-attached storage

Tape storage

End user

The world's #1 PC maker, Lenovo offers a wide range of end-user devices to power your innovations.

Tablets

Notebook PCs

Desktop PCs

Workstations

Hardened/ Rugged PCs

Tiny Clients PCs

Motorola phones

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Let's build something extraordinary together

As you tackle challenges like reducing time to market and enhancing the customer experience, having the right OEM partner is vital. It can make innovation more efficient, and free your teams to do their very best work.

We'd love to discuss your goals and how the Lenovo OEM Solutions team can support you to achieve greater success.

Contact us

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[1] Lenovo ranks 10th in the Gartner® Supply Chain Top 25 for 2024 report
[2] Lenovo Press (2024, March 20th): ITIC Reliability Study
[3] ITIC 2023 Global Server Hardware, Server OS Security Report
[4] Lenovo ThinkSystem Servers Continue to Lead the Industry in Performance and Customer Value
[5] Lenovo Recognized for Global Manufacturing Leadership at World Economic Forum 2023
[6] Gartner (2024, January 10th): Gartner Says Worldwide PC Shipments Increased 0.3% in Fourth Quarter of 2023 but Declined 14.8% for the Year

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