

LENOVO VALUE ADDED HPC SERVICES



Lenovo



Industry and workload

Vertical expertise

Lenovo experts in life sciences, manufacturing, financial services and Oil & Gas understand industry workflows, workloads, and applications and assist account teams in creating tailored solutions to meet customer needs. The vertical industry specialists also help work within customer constraints, including power, datacenter, budget, IT staffing, cooling, to design ideal solutions.

Innovation centers

Three Lenovo HPC & AI Innovation Centers (in Raleigh, North Carolina; Stuttgart, Germany; and Beijing, China) provide collaborative environments for everything from one-on-one personalized workshops to multi-client seminars. They host powerful benchmarking and development clusters with a wide range of HPC and AI technologies to optimally support the collaborations between Lenovo, the clients and the industry partners.

Benchmarking experts

Dedicated on staff HPC application engineers and AI Data Scientists are available to consult on code and solution optimization. Whether HPC or AI workloads (including machine learning and deep learning), customer code can be run to determine ideal component selection for the client applications and to tune for best in class performance.



Data center expertise

Data Center consulting

On staff data center experts who understand facilities requirements consult with data center teams concerning power draw and cooling requirements, including chilled water, hot water with free cooling and absorption chillers. Customers can also attend one-day onsite interactive workshops on datacenter best practices to review power, cooling and energy efficiency.

White glove delivery

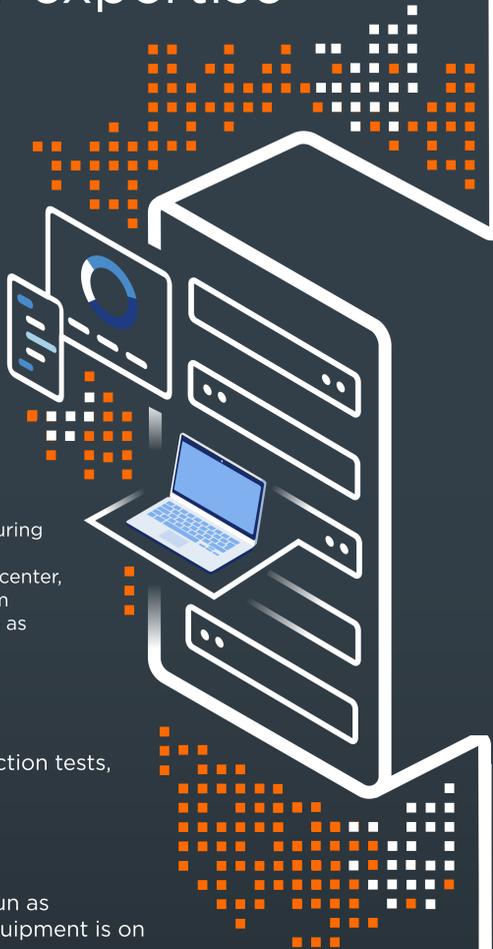
Solutions “racked and stacked” in manufacturing and delivered onsite as full systems. Lenovo installation experts roll the cluster into data center, connect with power distribution and perform inter-rack cabling. Custom labeling available as well as system customization consultation.

Full system bring up

Customized OS, Linpack, reliability/function tests, integration in client environment.

Linpack

Benchmark and system stress testing run as part of seamless install. All told, the equipment is on site and ready for operation same-day.



System design

Sales engineering

Expert architects on the account teams who are trained and skilled in designing solutions to meet exact customer requirements.

LeSI best recipes

Lenovo takes a snapshot of everything in solution, including adapters, networking, GPUs and verifies compatibility between all components. Then, as part of Lenovo Scalable Infrastructure (LeSI) delivery, it recommends ideal firmware and software version settings for 100% interoperability guarantee.

Thermal profiling of components

System solution will be custom-fit to thermal profile of specific componentry requirements. Fans, for instance, not set to 100% by default, drive lower power requirements and less data center ambient noise, translating to a higher solution ROI.



Self-maintainer program

Certification of customers to enable accelerated delivery of replacement components (e.g. memory or hard drive units) to augment and accelerate the standard Lenovo support process. This allows staff members to spend less time engaging with support and more time innovating.



Expansion price protection

Sales team can offer price protection, given customer budget cycles, which locks in committed pricing up front with no renegotiation needed.



Personalized partnerships

Dedicated solutions sales team available to do co-marketing and co-branding of customer HPC/AI installations with Lenovo.

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