Smarter technology for all

Lenovo

Lenovo Partner Battlecard

Lenovo ThinkAgile solutions, powered with 4th Gen Intel® Xeon® Scalable Processors, offer customers a proven hybrid cloud platform with a unique combination of advantages.

4th Gen Intel® Xeon® Platinum processor

intel® XEON® PLATINUM

Propose ThinkAgile when customers need:

Challenge	ThinkAgile solutions provide...
A simple way to implement hybrid cloud	• Turnkey platform with pre-integrated hardware, software, support • Up to 81% faster deployment than standard IT • Optional services that simplify design, setup, knowledge transfer and more • Flexible scaling: easily add HCI building blocks to scale compute & storage
Higher performance for modern workloads	• More than 2x the workload performance of last-gen systems • Faster database and analytics with Intel® In-Memory Analytics Accelerator • Faster data-intensive workloads with Intel® Data Streaming Accelerator
Progress on sustainability goals or cost efficiency	• Energy savings potential with up to 53% better performance per watt • Ability to run up to 100% more VMs or containers per server • Up to 47% better TCO through enhanced support and monitoring • Up to 3x smaller IT footprint than standard IT • Carbon emissions offsetting with optional Lenovo CO2 Offset Service
Modern security for data and applications	• Enhanced ThinkShield security features meet the latest standards incl. FIPS 140-3, NIST SP800-193 Compliance, and ECC-384 signing • Confidential computing with Intel® Software Guard Extensions to isolate and protect sensitive data
A way to overcome budget constraints or move to an opex model	With Lenovo TruScale you can acquire solutions through a pay-as-you-go business model, scale quickly without capital investments, and benefit from managed services.

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Raise pain points in conversation

- **Cost:** How would a lower TCO for IT infrastructure help your business?

- **Latency:** How are you addressing increased latency for workloads in public cloud?

- **Flexibility:** Is public cloud as flexible as you hoped it would be?

- **Hybrid cloud:** Do you have a hybrid cloud strategy? How are you implementing it?

- **Security:** How big a priority is data security? Do you worry about storing data remotely?

- **Scalability:** How would faster scalability of on-prem infrastructure help your business?

- **Sustainability:** Do you have ESG goals? How are they progressing?

- **Modernization cost:** What's stopping you from modernizing on-prem IT today?

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Overcome customer objections

> **We don't have the resources to modernize.**

- Lenovo TruScale provides a pay-as-you-go model for the latest solutions.
- Actual TCO can be up to 47% lower with ThinkAgile V3.

> **Our current IT is working fine.**

With more than 2x the performance of last-gen systems you can be ready for growth and modern workloads like AI, or run the same workloads with fewer servers and smaller footprint/operational costs.

> **We prefer our existing vendor.**

Lenovo servers are consistently #1 for reliability (ITIC surveys) and hold 295 performance world records (Feb 2023).

Focus products

ThinkAgile VX Series
with VMware vSAN software

Delivers value from day one by helping you to automate resource optimization, improve business agility, and take an easy path to hybrid cloud. Data Processing Unit (DPU) support accelerates performance.

ThinkAgile MX Series
with Microsoft Azure Stack HCI software

Built on Microsoft Azure Stack HCI software, Windows Admin Center management, and native integration with Azure Arc. Azure Arc helps you build and run apps and services across datacenters, the edge, and cloud.

ThinkAgile HX Series
with Nutanix software

Supports multiple HCI software hypervisors. A good fit for demanding, memory-intensive, heavy workloads (e.g. office apps, 3D graphics and video streaming). Confidently run applications across different cloud deployments.

Learn more and get started

Ask questions, get support

Contact your Lenovo account manager.

Visit Lenovo Partner Hub

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→ Not yet a partner? Sign up.

Use the Lenovo Compete tool

→ Provide customers with solution information, industry comparisons and more.

Explore the new 4th Generation Intel® Xeon® Scalable Processors

→ Intel® Learning: 4th Gen Intel® Xeon® Scalable Processors

→ Intel® Learning: 4th Gen Intel® Xeon® in the cloud

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