

Business products from new generation

Varna - 13.05.2016



Vladimir Angelov

Relationship product manager



A close-up, top-down view of a person's hands interacting with a tablet and a smartphone on a grassy surface. The tablet, which has a silver bezel, is lying flat and displays a photo of a couple in a boat on a lake. The person's right hand is holding a yellow, pill-shaped object over the tablet screen. Their left hand is also positioned over the tablet. Below the tablet, a smartphone with a black bezel and a colorful, abstract wallpaper is visible. The background is a lush green lawn.

**FIVE DEVICES
SOLD EVERY
SECOND**

Lenovo™



LENOVO IS...

A GLOBAL TECHNOLOGY LEADER WITH
\$46B IN SALES, 58,000 PEOPLE,
AND CUSTOMERS IN 160+ COUNTRIES.

A RISING STAR

Lenovo leaps to #231 on
Global Fortune 500 list

2015
#231

2014
#286

2013
#329

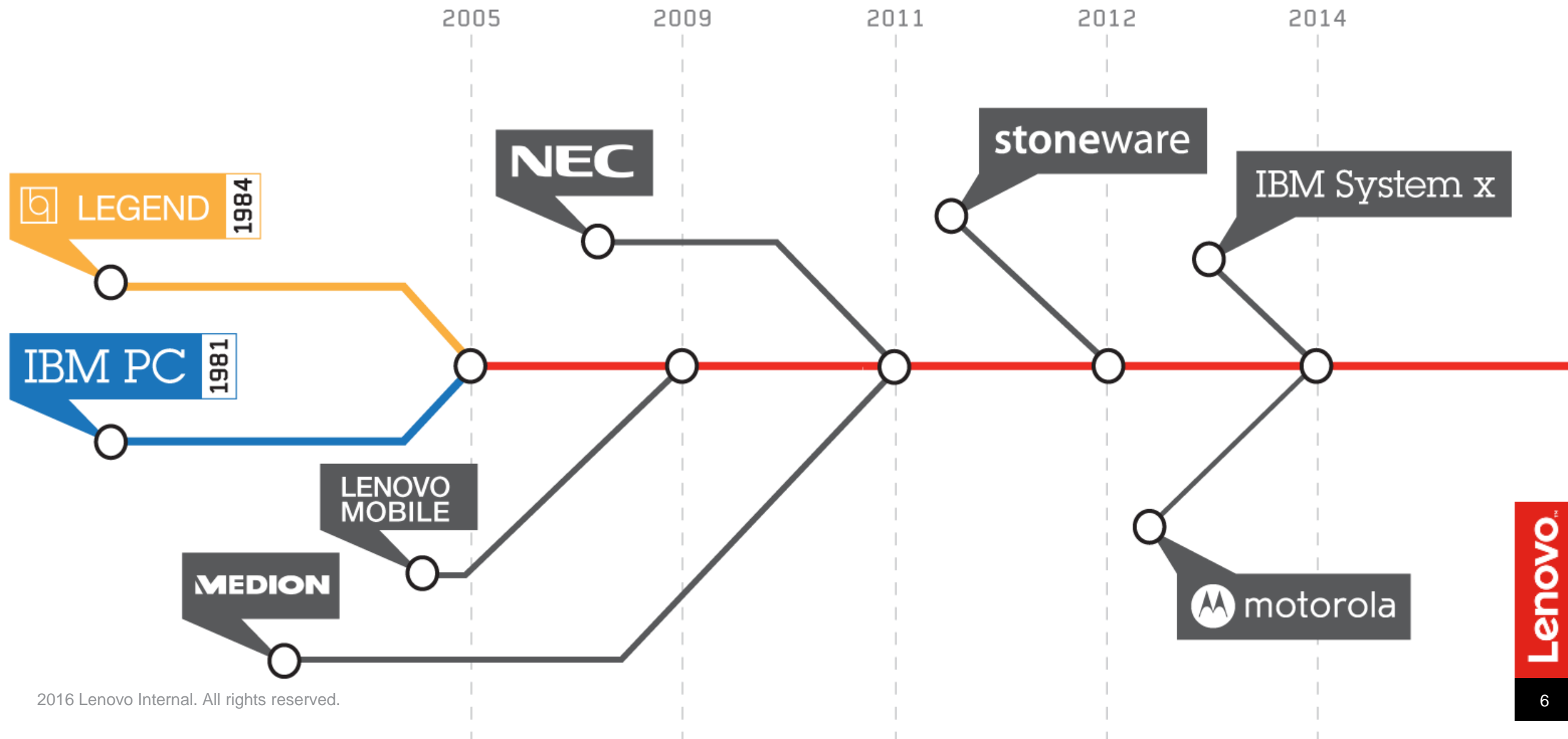
2012
#370

Lenovo™



LENOVO NAMED TO
INTERBRAND'S LIST
OF THE **100** BEST
GLOBAL BRANDS

+ Our Unique Heritage

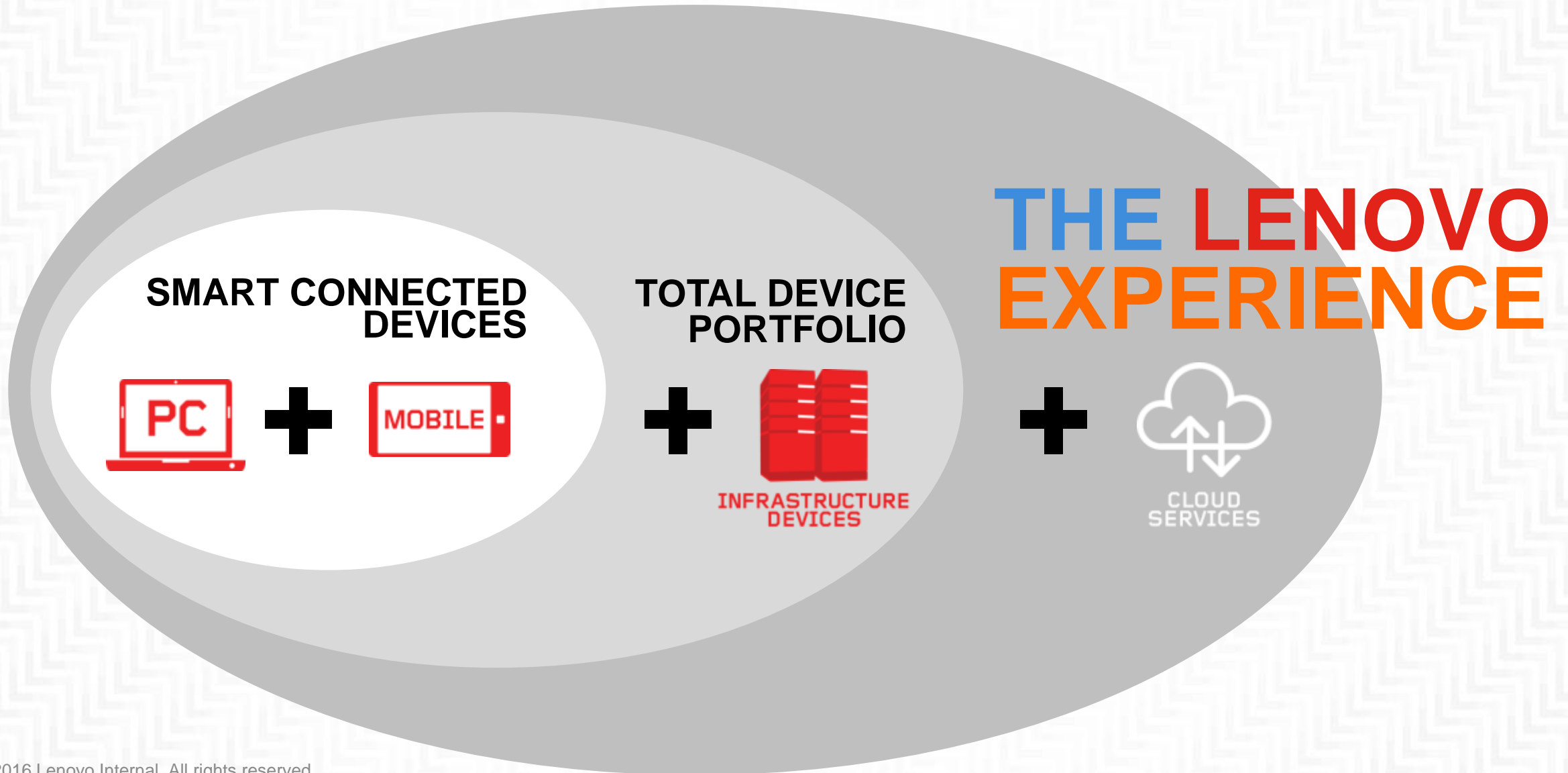




THE WORLD IS CHANGING

Lenovo™

+ Triple PLUS Strategic Roadmap



+ Lenovo's Performance

Lenovo WW PC Market Share – 1.5% YTY Share Gain*

#1 Worldwide share (IDC)

27 Straight quarters outperforming the PC market

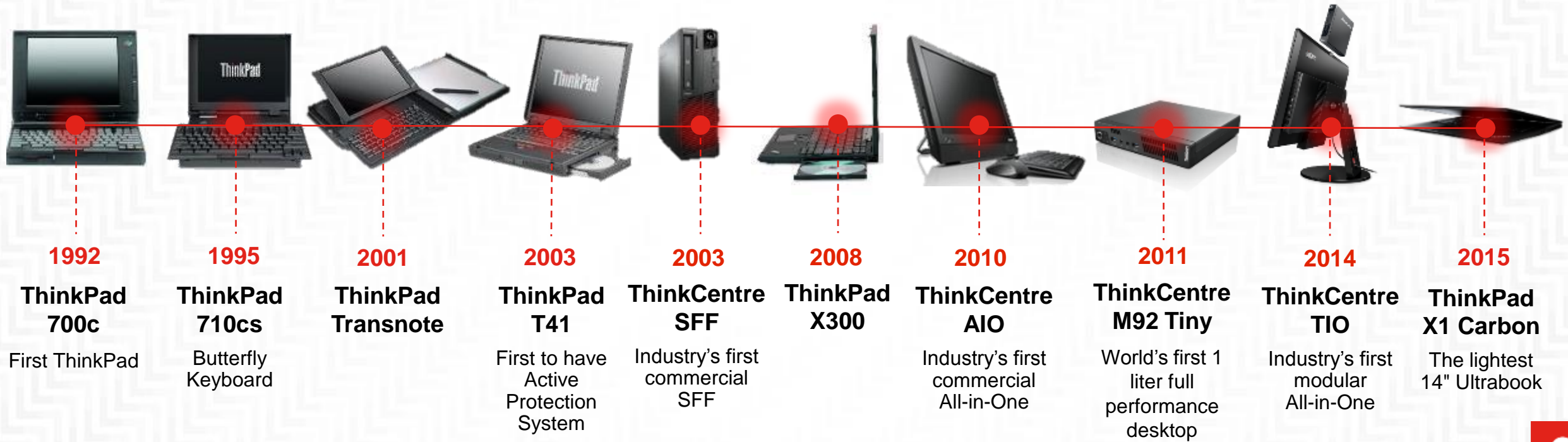




#1 GLOBAL PC
FOR TWO
STRAIGHT YEARS

Lenovo™

+ A History of Commercial PC Innovation



WE BELIEVE THAT

Our emphasis on **PURPOSEFUL DESIGN**, our **TRUSTED QUALITY**
And our **RELENTLESS PURSUIT OF INNOVATION**



Enable us to create **AMAZING PRODUCTS** people are proud to own

+ Serious durability

MAGNESIUM ROLL CAGE



- Protects your ThinkPad from shocks, falls, and crashes
- Forged of a single piece of metal for added strength
- Honeycomb sub-frame adds durability

SATELLITE-GRADE CARBON FIBER COVERS



- 1/3 the weight of aluminum and more shock absorbent
- Stronger than the carbon fiber used on airplanes and F1 race cars

ANTI-SHOCK FLOATING DESIGN



- A metal protection plate protects the hard disk drive from shock and static electricity
- Rubber isolator rails reduce shock from any direction

+ Smart sensing

Designed specifically for ThinkPad YOGA products to optimize power management



Cooler

Less heat when on your lap or in your hands



Easier

Keeps the display on longer while reading or browsing



Smarter

Keyboard backlight adjusts based on ambient lighting



Longer

Turns display off when PC is face-down or while walking

+ Integrated Hardware And Software Security

Lenovo's proprietary suite of available security features will ensure your data is both protected and permanently removed when it needs to be.

Software Security



Biometric scanner
Use your fingerprint as your password



USB Smart Protection
Port restriction data



Lenovo Bluetooth Lock
Paired device automatically locks solution when away

Hardware Security

Think PCs offer a range of hardware security features such as a Kensington lock, camera privacy lock, and front-accessible removable HDD.



Lock Tiny inside ThinkCentre Tiny-in-One with a single Kensington Lock



Camera Privacy Lock

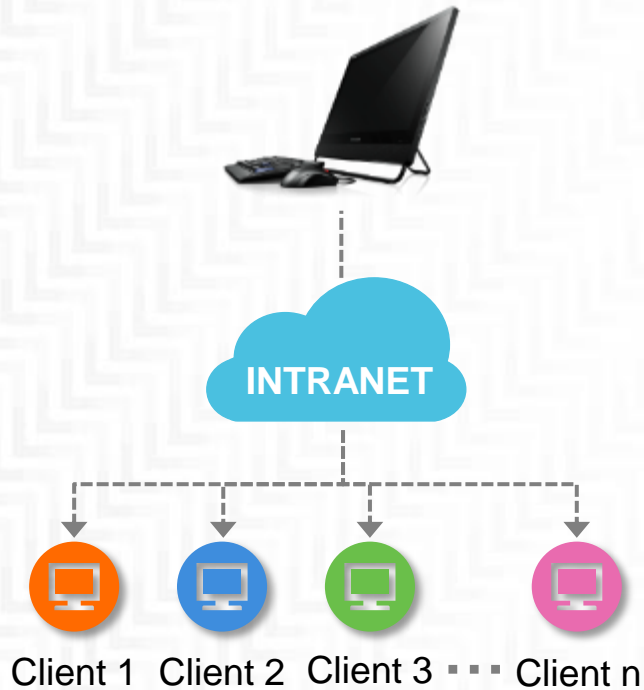


Front Accessible Removable HDD

+ Easy manageability

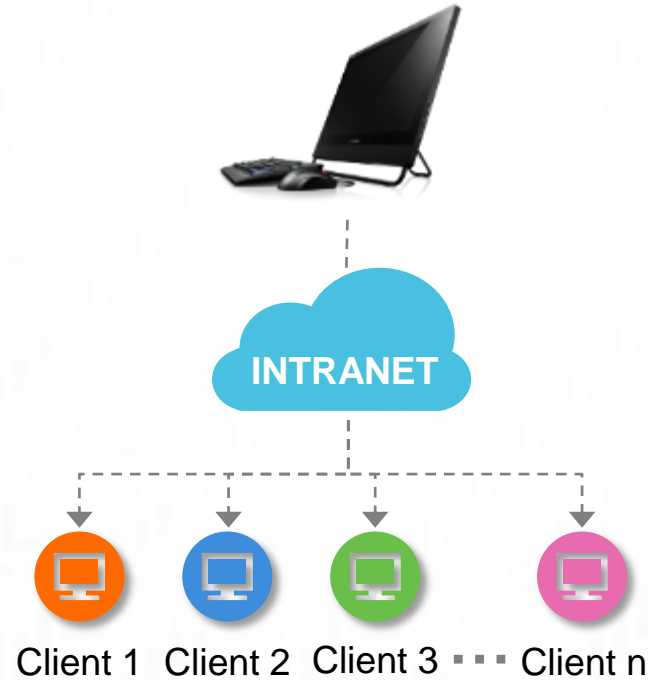
Intel® vPro™

Fix and maintain PCs remotely
– even when powered off



PC Cloud Manager

Monitor desktops health and
power consumption remotely



Microsoft SCCM Plug-in

Access unique ThinkCentre features
such as thermal status, power
consumption and port control



+ We take quality to a new level

We understand that you want to spend time focusing on your business, not managing your IT solutions. With limited time and resources, you need an IT partner you can trust to provide superior products.



MIL-SPEC Durability

ThinkPads are proven to survive extreme environmental variables including temperature, pressure, dust, humidity, and vibration testing.



High Quality Components

ThinkCentres use more solid capacitors than other leading PC brands* for a longer life, higher maximum working temperature, better stability, and more reliable performance.



Premium Materials

Think PCs employ 15µin gold plating (vs. the industry minimum of 1µin) on all connectors so that optimum signal clarity is maintained over years of wear and tear.



Extensive Internal Testing

Our engineers have devised a number of stringent examinations using innovative testing methods so you can depend on your ThinkPad year after year.

+ MIL-SPEC tough

All Think models undergo a battery of military grade testing to ensure the highest levels of quality:



Low Temperature

Frozen at -20°C for over 72 hours



Temperature Shock

Performs in temperatures oscillating between -20°C and +60°C over 3 Cycles of 2-hour duration



High Temperature

30°C to 60°C over 7x24-hour cycles



Sand Test

Subjected to 140 mesh silica dust for 6-hour cycles



Mechanical Shock

High acceleration and repeated shock pulses – over 18 times



Humidity

Subjected to 91-98% humidity at 20°C to 60°C



High Altitude

Tests the operation at 15,000 feet while running



High Vibration

Undergoes multiple tests while on and off

+ Built to last

Every Think product has to pass more than 200 quality tests and all ThinkCentre desktops undergo thorough reliability tests that push them to the extreme.

- 15,000 volt electronic static discharge test
- 10% margin voltage test
- 50G/11MS shock test
- 6,000 volt surge test
- 10 direction drop test
- -40°C to 60°C storage test
- 360° emission test
- 1.04G vibration test
- 240 hours 40°C enhanced early life performance test



+ Intelligent Cooling System 3 (ICE 3)

Staying cool and working efficiently under pressure is a prized quality in business.

The **Intelligent Cooling Engine (ICE)** ensures your ThinkCentre can stay cool and work efficiently under pressure, just like you do.

It automatically chooses the best power mode for your machine and usage scenario, maintaining temperatures at an optimal level for high performance computing while carefully controlling power consumption.

The ICE system runs up to 5dB quieter than competitors.



+ Inspired by nature

The silent, efficient owl wing fan

ThinkPad engineers noticed the notched feathers that enable owls to fly stealthily and developed **unique notched blades** that make this the most silent and efficient fan ever made.

8th generation

23% lighter

10% smaller

38% increased airflow

15% better thermal performance



+ The innovative ThinkCentre Tiny-In-One

Industry-first modular All-In-One



Set it up in seconds, saving time on deployment



Easily upgrade or refresh without replacing entire PC, extending your investment



Save space and create an improved, clutter-free user experience

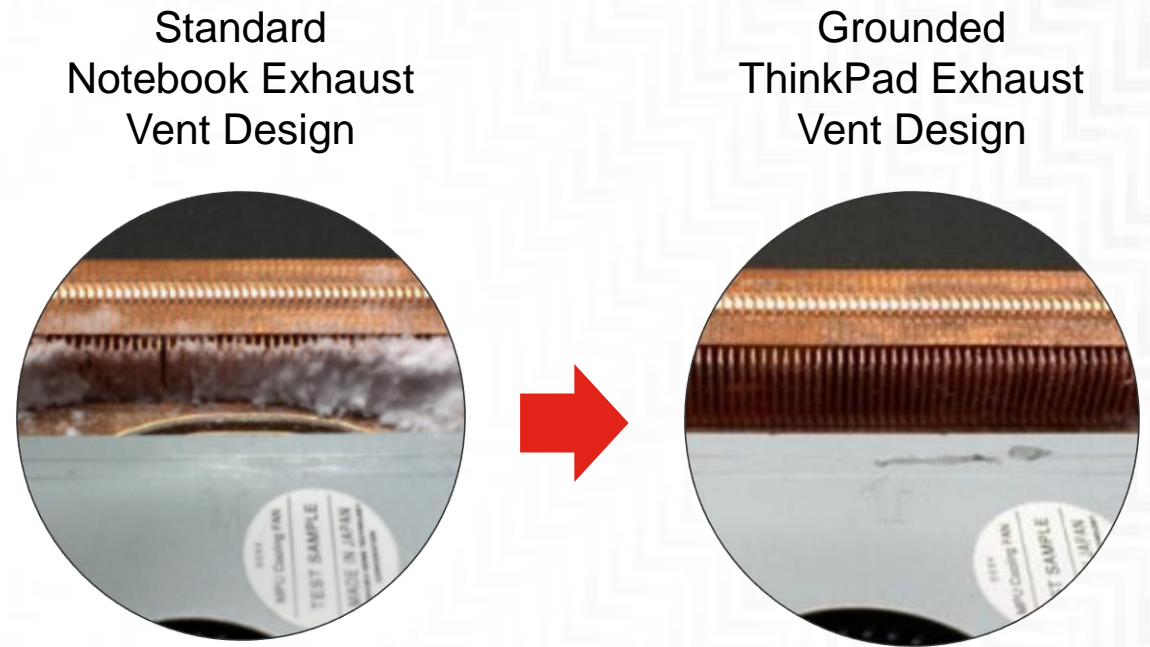


Conduct modular service and repairs, without the need to send the entire system in



+ Minimize TCO with ThinkPad dust-free innovation

- A simple, but ingenious, solution to a complex problem, the zero dust solution for ThinkPad's cooling system eliminates failures due to dust build-up.
- By placing a grounding wire to the baseplate of the fan, Lenovo engineers eliminated static electricity and any trace of dust.



Failures
20% → 0%

+ Maximize performance with the ThinkCentre Dust Shield



Improves thermal and acoustic performance

Significantly prevents components from overheating and creating disruptive background noise.



Enhanced reliability and safety

Reducing dust helps prevent components from clogging up and performing poorly.



Reusable design

Removable and washable for longevity and ease of use.

Reduce dust intake
by up to **57%**



+ Security: Smart USB Protection

ThinkCentre Smart USB Protection is designed to control USB access and blocks external storage drives without restricting the use of devices such as keyboards and mouse.

It's a more secure way of keeping your data safe without removing the convenience of USB devices.





➞ The Notebook Portfolio

+ A Notebook for Every Need



Traditional

A balance of power, portability, and durability.



Ultra Slim

Full laptop performance in the thinnest and lightest solutions



Convertibles

Laptops with a 360 degree hinge to adapt to your diverse computing needs



Detachables

High performance tablets? Amazing 2-in-1 laptops? You decide.



THINKPAD X1 CARBON

Thin. Light. Tough.

The lightest 14" commercial ultra-book in the world is also remarkably thinner and amazingly more powerful! ThinkPad X1 Carbon is your passport to go anywhere with more than 10 hours battery life, advanced PCIe storage options, enhanced connectivity, rugged durability and innovative OneLink+ for seamless, easy docking.

1 in 3 companies have employees who travel frequently

61% of all businesses will implement cloud storage in the next 2-3 yrs

Save space and reduce clutter at your desk

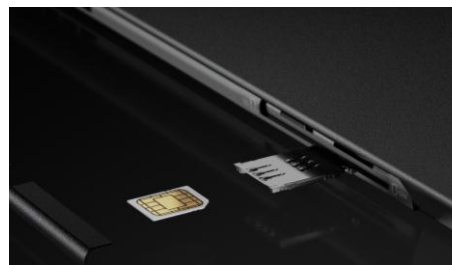
Best-in-class performance is ranked as the top consideration



Incredibly thin and light (2.6lbs, 16.5mm) thanks to carbon reinforced chassis



Built tough - tested to withstand temperatures of -20°C to +60°C



Mobile connectivity to the cloud with 4G LTE-A: 100% faster than 4G LTE*



Wirelessly connect your X1 Carbon to WiGig dock - a hub includes LAN, video outputs, USB ports & more



NVMe PCIe SSD: Open files 2X faster than SATA SSD*

THINKPAD X1 YOGA

Adapts to your business

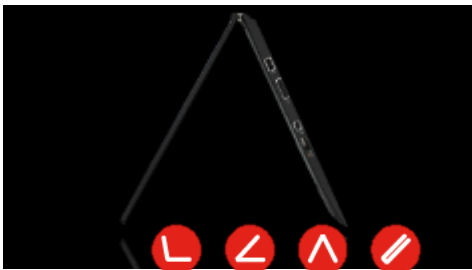
ThinkPad X1 can do Yoga now. It is not only remarkably light but also powerful with Intel 6th generation Core i processors. Four amazing modes of X1 Yoga offer the incredible flexibility and productivity, optimal OLED display with richer colors, plus the WWAN and OneLink+ for unlimited connectivity. ThinkPad X1 Yoga is the ultimate professional ultra-book definition.

1 in 5 small businesses plan to issue more hybrids to their employees

1 in 4 small businesses have employees who travel frequently

61% of small business will implement cloud storage in the next 2-3 yrs

Large number of tablet users in workplace find stylus pen causes frustration - either don't work properly, or easily lost *



Incredibly light (2.8lbs) with four ways to use: Tent, Stand, Tablet and Laptop

World's 1st convertible with OLED display – richer colors and deeper blacks

Retractable keyboard with spill resistance features

Mobile connectivity to the cloud with 4G LTE-A: 100% faster than 4G LTE**

Dockable stylus pen that automatically recharges inside the laptop – 19 hrs from a 15 sec charge



THINKPAD YOGA 260/460

Adapts to your work style

A road warrior's dream! The 360 degree hinge allows the ThinkPad Yoga to operate in a variety of modes: Laptop, Stand, Tent, and Tablet. With an integrated ThinkPad® Pen Pro, up to 512 GB SSD storage, 16GB DDR4 memory and up to 10 hours of battery life, ThinkPad Yoga is a true high-performance office on the go.

30% companies plan to issue more hybrids to their employees



Multimode Flexibility
Use as a laptop, tablet or anything in between

1 in 3 of companies have employees who travel frequently

Higher chance of accidental damage



Durability
Lift & Lock keyboard with spill resistance feature

More demand for WWAN connection



First Yoga with WWAN
4G LTE-A: 100% faster than 4G LTE*

Why type when you can write? With Lenovo WRITEit you can write in any text field & easily edit on the fly



ThinkPad Pen Pro
with WRITEit (Optional)

Lenovo



YOGA 900 BUSINESS EDITION

Thin, light and colorful

The YOGA™ 900 is instantly recognizable as something different. Always a step ahead by testing perceptions of what a laptop should be, the YOGA™ 900 delivers the performance you need to work and play in any situation: LAPTOP, STAND, TENT and TABLET modes. The ultimate blend of personal desires and work requirements

Half of all businesses are issuing more hybrid device to employees

More than half of companies plan to provide their employees with greater choice when it comes to technology devices

When considering PC brands, large enterprises rank security features even higher than ease of use

More than half of businesses purchase extended warranties



Only 1.29kg, 14.5mm thin but with 4 modes



13.3" QHD+ (3200 x 1800) 300nit, tuned for brighter & more vibrant images



Stylish Watchband hinge design



Enterprise Security Features
With TPM



Extended Warranty Options
Up to 3 years, on-site servicing



Lenovo Active Pen

High sensitivity, capture and avert non-writing touches

INPUT



MIIX 700 BUSINESS EDITION

The first 2 in 1 for your company

Designed differently from other tablets with its unique dual watchband hinges, the Miix 700 Business Edition opens the door for new and innovative ways to work.

Offering the best of both consumer desires and enterprise needs, Miix 700 is the best BYO/CYO solution available

Half of all businesses are issuing more hybrid device to employees

20% of business plans to provide 3D print tools for employees

When considering PC brands, large enterprises rank security features even higher than ease of use



Dual Watchband Hinge



Detachable folio keyboard – 11% lighter than equivalent laptop design*



12.0" FHD+ 2160x1440, 400nits with Gorilla Glass



Turn your tablet into a 3D object scanner with Intel RealSense R200 rear camera



Enterprise Security Features
With TPM chipset (TCG 1.2)



➞ The Commercial Desktop Portfolio



+ A Desktop for Every Need



Traditional

Tower and small form factor options with a variety of ports, bays, and configurations.



Tiny

The power desktops per square inch in the world. No compromise computing in a 1 liter package



All-In-One

Utility and performance in a single elegant package

ThinkCentre X1

The ultimate design center-piece

Be the center of attention with the new ThinkCentre X1 – an ultimate design center piece which perfectly combines design sophistication with the performance you need. The supremely sleek display is only 11mm thin and offers the perfect viewing experience with crystal clear sound and video. What's more, you'll surprised to know the X1 is as tough as it is beautiful with U.S. mil-spec testing.



60% of businesses say that the space-saving benefits of all-in-ones outweigh costs

Displays with reflective glare increase employee fatigue and reduce productivity

63% of companies have at least one unified communication app in the cloud, with Web conferencing as the most widely adopted product*

50% of businesses say durability/build quality is a must have feature



Design

Ultra thin, 11mm Aluminum Chassis



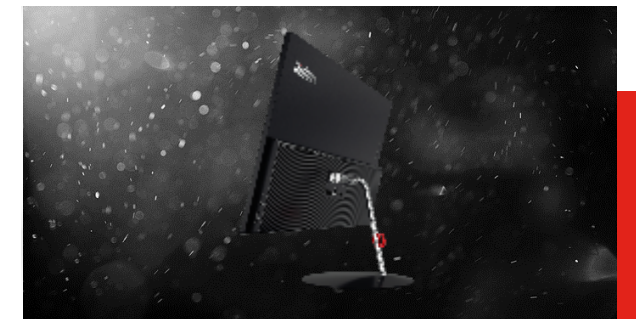
Premium Display

Brilliant 24" anti-glare display for a bright picture with zero shine.



Conferencing

Crystal clear sound and video experience (Skype for Business Certified & Dolby Audio) with Camera Privacy Lock



Built tough

Tested to US Mil Spec and tested under 2kg of dust for 8hours straight

Lenovo

ThinkCentre M900/M700/M600 Tiny

Compact & Rugged Performance

The new generation ThinkCentre Tiny family is more powerful and rugged than ever. These compact 1L PCs are packed with performance and are exhaustively tested to take whatever you throw at them. What's more with their 1L frame you can place ThinkCentre Tiny virtually anywhere.



Improved performance is the No.1 reason business buy a new desktop

Desktops are deployed in more company departments than laptops or tablets

Dust is the primary cause of desktop component failure

2//3s of businesses regard durability and build quality as a minimum (must-have) requirement



Powerful Performance

Intel 6th Generation Processor and performance boosting PCIe SSD¹



Deploy Anywhere

Place Tiny anywhere with a range of accessories and transform even into an AIO2



Dust Shield

37% LESS dust - reduce system maintenance, enhance performance and extend operating life.



Built Tough

Tiny can endure temperatures of up to 63 degrees – just one test of many to ensure military specification.

ThinkCentre Tiny-in-One II

A sleek system you can refresh in a flash

Following in the footsteps of the industry changing first generation ThinkCentre Tiny-in-One (TIO), the evolution of the unique form factor continues. Built to make refreshes and upgrades effortless for large enterprise, configurable with the 2nd and 3rd generation ThinkCentre Tiny, ThinkCentre Chromebox and Thin Clients you can build your own PC! The 22" and 24" modular AIO sets up in seconds and comes with a sleek borderless design and embedded audio.



75-95% of M-L businesses have operations on more than one site and would benefit from flexible, modular PC deployment & upgrades

1/3 of small businesses buy consumer PCs, partly for broader design choice

Con-calls are essential to communications with colleagues in different offices, abroad or traveling



Build your own PC!

Compatible with 2nd and 3rd generation ThinkCentre Tiny, Chromebox and ThinClients! Also a range of versatile stands and display sizes.

Setup in seconds

1 step setup takes seconds – an improvement on the 1st generation - deployment couldn't be simpler!

Designed to Impress

Sleek borderless display with anti-glare technology, touch availability.

Enhanced Audio

TIO II comes fitted with an inbuilt speaker – conferencing & entertainment made easier



→ ThinkVision Displays

+ Best-In-Class ThinkVision Monitors



Sleek Elegant Designs



Wide Range of Sizes



Crystal Clear Displays

+ Best-in-class ThinkVision Monitors

SEE MORE, DO MORE



Work effectively with larger screen real estate. With sizes ranging from 14" - 29", there is always a perfect ThinkVision display for you.

MORE OPTIONS,
GREATER PRODUCTIVITY



Boost productivity in several options – from mounting Tiny to have a cleaner desk space, wall mounting for better view, or multi-monitoring for more screens

+ Best-in-class ThinkVision Monitors

PRODUCTIVITY ENHANCING FEATURES



VOIP monitors for
hassle-free collaboration
and conferencing



21:9 panorama display
offers 33% more usable
area perfect for Finance



5:4 and 16:10 aspect
ratio displays for users
using legacy systems

ThinkVision monitors offer value-adding features
suitable for specialized usage in a range of
industries.

ELEGANT DESIGN, USEFUL FUNCTIONALITY



ThinkVision X24
UltraSlim design w/
infinity screen

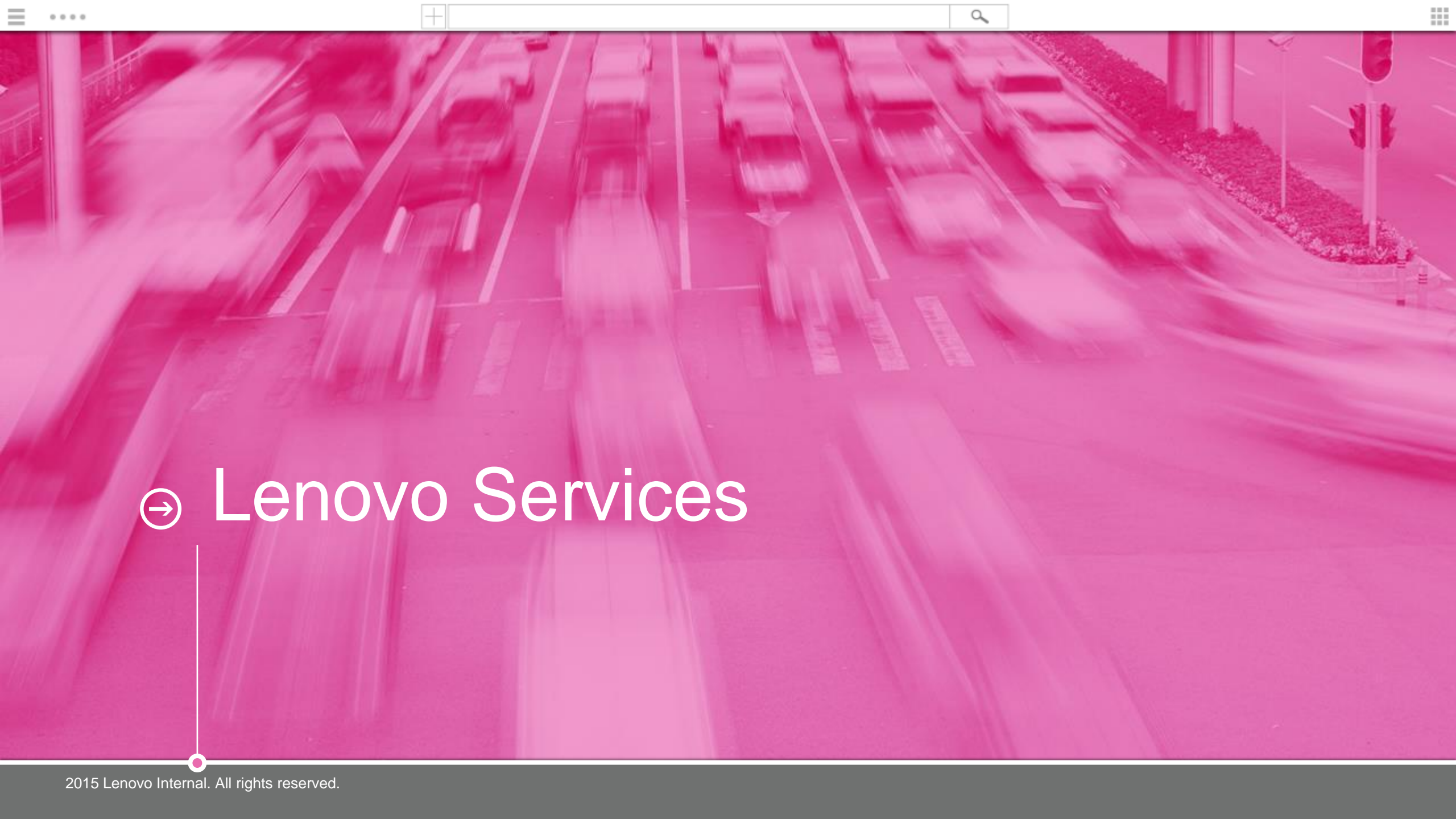


LT2934z
Panorama display



Pro2840m
4K2K display w/
Infinity glass screen

Our award-winning monitors pushing the
boundaries of design that are definite centerpiece
of any desk space.



➞ Lenovo Services

+ Lenovo commercial warranty and protection services



Warranty Extension

Upgradable up to 5 years



Service Delivery

Depot or onsite delivery upgrade



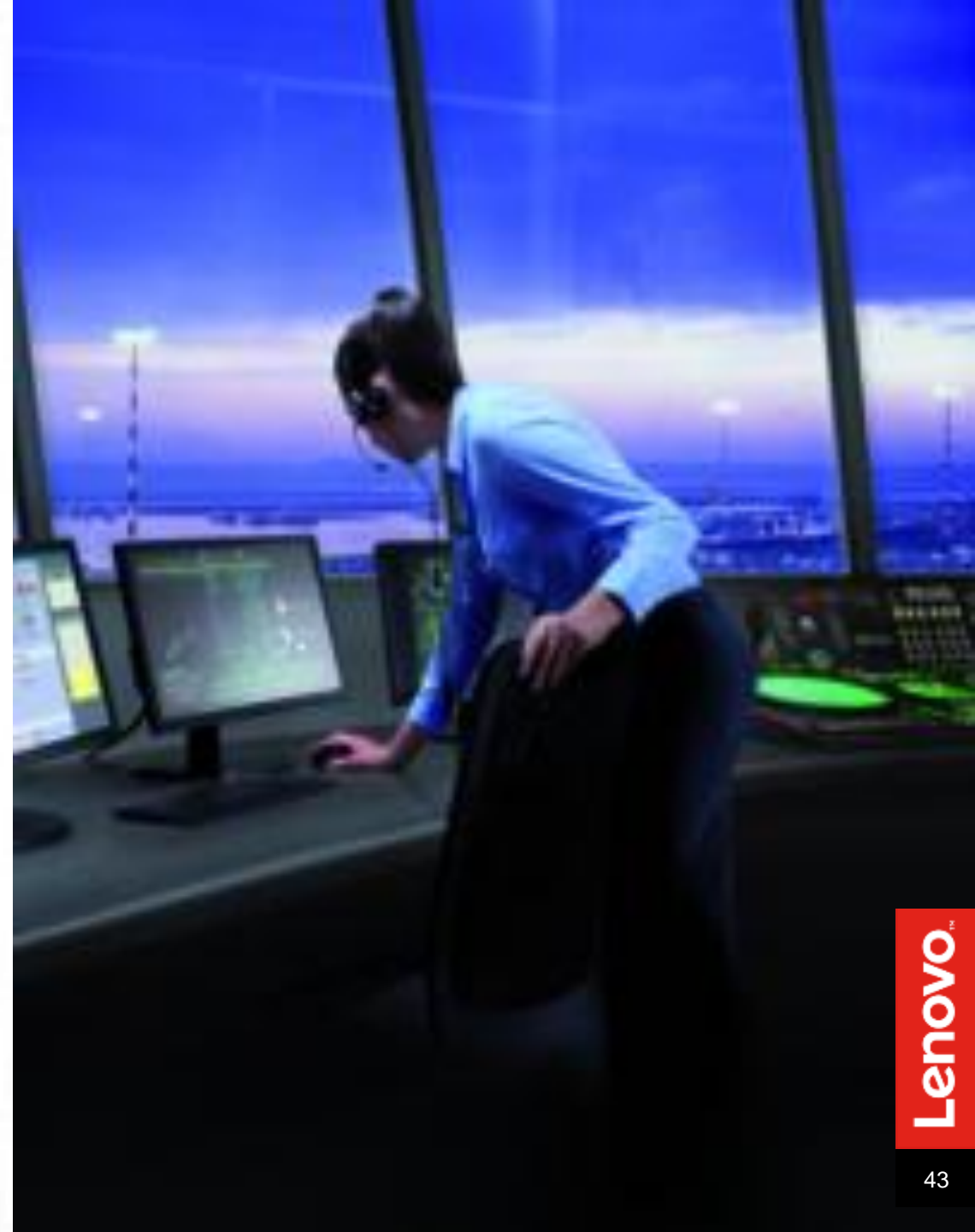
Keep Your Drive

Ensures companies' security compliance



Priority Support

Offers direct access to experienced technicians



“

THANK YOU

DAKUJEM DANK BEDANKT MERCI TAKK 谢谢
ありがとう СПАСИБО GRACIAS DZIĘKUJĘ DANKE
OBRIGADO БЛАГОДАРЯ GRAZIE תודה GRACIAS



Lenovo™