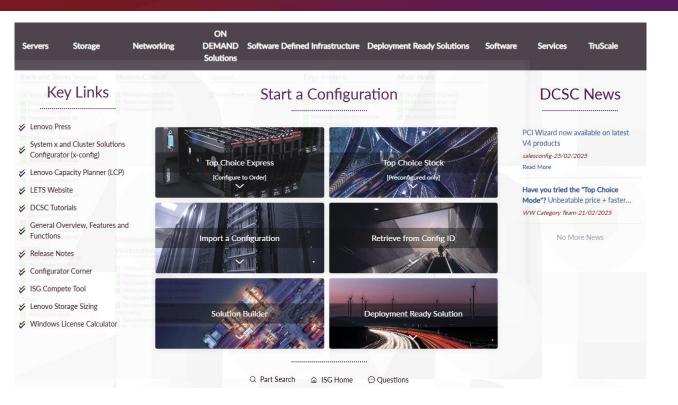
Lenovopartnerhub – product and services – DataCenter Solution Configurator



A new layout for DCSC With important links at the left site. More logical index for the server. Faster loading time for the site.

2 new buttons:

Top Choice Express

- configure Top Choice as CTO, custom build but faster delivery than normal CTO.

Top Choice stock:

- Servers which are in stock at manufacturing, shipping in 1 week

Supply status

Excess available supply

Normal available supply

Limited available supply Supply availability risk

Do not order anymore

WDFM

For assistance, you may E-mail to: salesconfig@lenovo.com

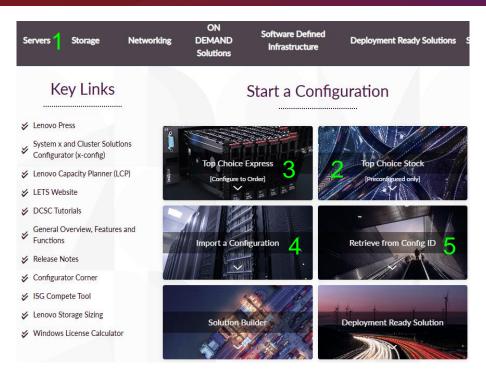
DCSC beginners guide

Go to: DCSC, left site general overview, features and functions



DCSC

Data Center Solution Configurator



How to select the right server?

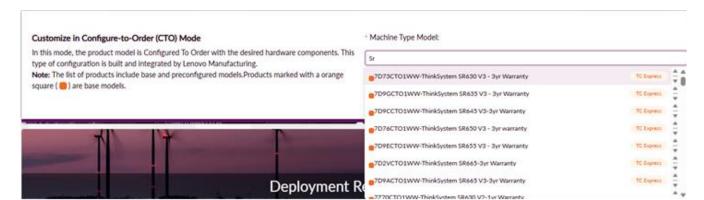
- 1: This tab shows all available server. when click on a server you see the preconfigured or another tab for CTO.
- 2: Preconfigured Top Choice server which are in stock at ULLO manufacturing.
- 3: CTO Top Choice server with fast delivery times.
- 4: To Import a configuration made before with .xml
- 5: To retrieve a config when Config ID is available.

How to select the right TOP CHOICE EXPRES server?

Which are manufacturing assembled deliverable in approx. 10 days!

Click at button 3 in DCSC "Top Choice Express"

Type "SR" for Rack or "ST" for tower – and you will see the available choices server.





Go to:

- Lenovopartnerhub.com
- Sales
- Promotions (at right site)

Level Up with Lenovo

Lenovo Level Up is now adjusting the pricing automatically to come closer to the right value!

For any bid requests in LPBe up to 50,000 EUR (or local equivalent) T1 Approved pricing, you will get the volume discount instantly when adding each of the following product families to your order:

Level Up Software: Level Up Options: Level Up Switches: Level Up Services:

Up to 3% Discount Up to 6% Discount Up to 9% Discount Up to 12% Discount

Offset Promo

Get 15% discount on CO2 offset and/or deployment services

For any deal that include all of the below:

- Top Choice services or storage controller
- Premier services
- Carbon offset service and/or deployment service

Express Promo

Get the best possible price on the first go, no touch needed

Top Choice Express enables customatization in the configure to order (CTO) mode in DCSC.It offers CTO with desired hardware components, faster than traditional CTO, competitive pricing, easy setup and quick delivery.

Top Choice Express will always contain products with:

- Fast delivery
- Best price in the market
- Easy to order
- Direct shipment to resellers if needed





Lenovo

Lenovo Top Choice

Website

Drive sales. Reduce costs. Earn top rewards.

Why sell Lenovo Top Choice?

The right price, first time
Key product buy-prices reflect local market conditions and are fixed for 90 days





Plug and play

Every Top Choice offering is plug-and-play. Simple to deploy, manage and grow.



4

Lightning fast

Fulfil orders fast with high availability and quick delivery on best-selling products



Top Choice Express

- configure Top Choice as CTO, custom build but faster delivery than normal CTO. **Top Choice stock:**

 Servers which are in stock at manufacturing, shipping in 1 week

With the Top Choice portfolio, you can easily propose an out-of-the-box data center solution for your SMB clients – featuring best-selling Lenovo® servers, storage, software and services. **Order, deploy, support and grow solutions with ease.** It's a great way to grow your sales while reducing acquisition costs. And with Lenovo's channel incentives you can earn fantastic rewards and prizes!



Easy to propose, order, deploy, support and grow

