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**Lenovo Live Monthly
Update April 11, 2012**

(866) 400-9717

Conference ID # 70007152

Agenda

Introduction and Welcome

Jason Yelton – *NA Channel Marketing Manager* – jyelton@lenovo.com

Channel Programs Update

Chris Combs – *Director, NA Channel* – ccombs@lenovo.com

Public Sector Plan

Jarrett York – *ThinkPad Brand Manager* - jyork@lenovo.com

X220 Overview

Mike Ferrell – *ThinkPad Brand Manager* - mferrell@lenovo.com

Microsoft EE3

Brad Ries – *Channel Marketing Manager* – bries@lenovo.com

Accelerate Update

Ann Panaro – *Event Marketing Manager* – annpanaro@lenovo.com

Q&A



Introduction and Welcome

Jason Yelton

NA Channel Marketing Manager



Channel Programs Update

Chris Combs

Director, NA Channel

TopSeller Volume Delegation (commercial)

PARTNERS CAN NOW OFFER:

- Discounts from **3%** to **6%** on qualifying TopSeller desktops and notebooks
- Discounts from **4%** to **8%** on TopSeller ThinkStation, ThinkServer and ThinkServer options

Workstation, Server and Server Options	Discount
Qty 2 to 9	4%
Qty 10 to 200	8%

Notebook, Desktop, and Services	Discount
Qty 5 to 14	3%
Qty 15 to 49	5%
Qty 50 to 500	6%



New volume clips make it easier and richer selling servers and workstations!

Program Duration:

4/1/12– 3/31/13

Reviewed Quarterly

Pre-Approved Bid numbers:

L1Q130001

L1Q130002

L1Q130003

*ThinkPad Edge, X120e, X130e, Thinkpad Tablets, ThinkCentre Edge series capped at **3%** from quantity 5 to 500.

Volume Delegation – Options (commercial)

Options	Quantity	Discount
Notebook Options Desktop Options Workstation Options	Qty 5 to 500	8%
Server Options	Qty 2 to 9	4%
	Qty 10 to 200	8%
Services Visuals (ThinkVision)	Qty 5 to 14	3%
	Qty 15 to 49	5%
	Qty 50 to 500	6%
Visuals (Transactional)	Qty 5 to 500	3%

Pre-Approved Bid numbers L1Q130001, L1Q130002, L1Q130003
Program Duration: April 1, 2012 – March 31, 2013.

*Software Options and Third Party Options do NOT qualify.



Topseller Volume Delegation (public sector – US only)

PARTNERS CAN NOW OFFER:

- A discount of up to **6%** on qualifying* TopSeller desktops and notebooks, and up to **8%** on Servers and Workstations

NA TOPSELLERS MODELS

Product	Quantity	Discount
Topseller : Notebook Desktop	Qty 5 to 500	6%
ThinkStation and ThinkServer	Qty 2 to 9	4%
	Qty 10 to 200	8%
ThinkPad Edge, X120e/130e, Think Tablets ThinkCentre Edge Series	Qty 5 to 500	3%

*Product families ThinkPad Edge, X120e, X130e, Thinkpad Tablets, ThinkCentre Edge Series capped at 3% from quantity 5 to 500.

Program Duration: April 1, 2012 – September 30, 2012.

Pre-Approved Bid numbers: L1Q130004, L1Q130005, L1Q130006, L1Q130007 and L1Q130008



Volume Delegation – Options (public sector – US only)

Options	Quantity	Discount
Notebook Options Desktop Options Workstation Options	Qty 5 to 500	8%
Server Options	Qty 2 to 9	4%
	Qty 10 to 200	8%
Services Visuals (ThinkVision)	Qty 5 to 500	6%
Visuals (Transactional)	Qty 5 to 500	3%

Pre-Approved Bid numbers: L1Q130004, L1Q130005, L1Q130006, L1Q130007 and L1Q130008 Program
Duration: April 1, 2012 – September 30, 2012.

*Software Options and Third Party Options do NOT qualify.

New Customer Bonus - Commercial

PARTNERS CAN EARN :

- **4% rebate** on sales made to new customers on Desktops and Notebooks
- **8% rebate** on Think Options, Services, Servers and Workstations.

**No minimum clip level*



Increased Caps!!!
\$20,000 on DT and NB
\$20,000 on WS and SVR

Maximum payout of \$20,000 on combined desktop and notebook approvals per end-user customer and a maximum payout of \$20,000 on combined ThinkStation® and ThinkServer® approvals per end-user customer (Total maximum payout of \$40,000 per end-user customer).

Partners can nominate up to 15 customers per week via the following URL: <http://www.pcnewcustomerbonus.com>

Program Duration: April 1, 2012 – March 31, 2013. *Please refer to announcement letter BPL00852 (Commercial) for all terms and conditions

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New Customer Bonus – Public Sector (US only)

PARTNERS CAN EARN :

- **6% rebate** on sales made to new customers on Desktops and Notebooks
- **8% rebate** on Think Options, Services, Servers and Workstations.

**No minimum clip level*



Increased Caps!!!
\$30,000 on DT and NB
\$30,000 on WS and SVR

Maximum payout of \$30,000 on combined desktop and notebook approvals per end-user customer and a maximum payout of \$30,000 on combined ThinkStation® and ThinkServer® approvals per end-user customer (Total maximum payout of \$60,000 per end-user customer).

Partners can nominate up to 15 customers per week via the following URL: <http://www.pcnewcustomerbonus.com>

Program Duration: March 1, 2012 – September 30, 2012. *Please refer to announcement letter BPL00853 (Public Sector) for all terms and conditions.

Lenovo Partner Demo Program

PARTNERS CAN NOW :

- Purchase 1 - 6 system units at up to **35% off list price!**
 - From 04/1/12 to 06/31/12, get up to **50% off** Topseller ThinkPad T420s, Topseller ThinkPad X130e, Topseller ThinkCentre M91p
- Purchase 1-2 Server or Workstation systems at up to **50% off list price!**

Previous Quarter Lenovo Purchases	Eligible Notebook and Desktop Systems	<i>*New*</i> Eligible Server and Workstation Systems	Eligible PDP Options
< \$10,000	1	1	2
\$10,000 - \$50,000	2	2	4
\$50,000 - \$100,000	4	2	8
>\$100,000	6	2	12

Please see BPL00854 for all terms and conditions.
Use products for demonstration, seed units, or internal use.
** Number of units will be based on purchases for previous quarter*

*Please refer to announcement letter BPL00854 for all terms and conditions. Program Duration: April 1, 2012 – Mar 31, 2013. Quantities reset quarterly. Claims to be submitted to <http://www.tappcproducts.com>

T2 TopSeller Base Rebate Program

Earn a **1%** rebate

on Topseller **Think** Systems

Distributors, DRCs and Retailers do not qualify

NO REGISTERING OR CLAIMING REQUIRED!

Minimum Clip Levels apply. See BPL00855 for more information

Program Duration: April 1, 2012 – March 31, 2013. *Please refer to announcement letter BPL00855 for all terms and conditions.

*when purchased from a Lenovo authorized distributor

Stay Up-to-Date on Programs/Promos

- Contact any Lenovo authorized distributor
- Contact your Lenovo Account Executive or Lenovo Partner Assist (877-536-9955)
- Go to Lenovo Partner Network:
<http://www1.partnerinfo.lenovo.com/partners/us/index.shtml>
<http://www1.partnerinfo.lenovo.com/partners/ca/index.shtml>

The screenshot displays the Lenovo Business Partners website. At the top, there is a navigation bar with the Lenovo logo, 'BUSINESS PARTNERS', a location dropdown set to 'United States', and an 'AUTHORIZED PARTNER LOGIN' button. Below this is a secondary navigation menu with links for 'PRODUCTS', 'PERIPHERALS', 'SERVICES', 'PROGRAMS', 'RESOURCES', and 'BECOME A PARTNER'. A 'CHAT' button is also visible. The main content area features a large banner for 'PARTNER PROGRAMS' with the text 'STACK LENOVO TOPSELLER PARTNER PROGRAMS TO MAXIMIZE YOUR MARGIN AND PUT MORE MONEY TO YOUR BOTTOM LINE'. Below the banner, there are several sections: 'NEW! What's Hot Episode VII' with a description of a video episode; 'Partner Demo Program (Formerly TAP)' with details on 'Up to 80% Off Select Models' and a list of eligible products; 'New Customer Bonus (NCB)' with details on earning up to a 6% rebate; and 'Related Resources' which includes links for 'New Customer Bonus', 'Trade In', and 'Lenovo Direct Contract Vehicles'. A 'Distributor information' section lists various partners like D&H, Ingram Micro, Synnex Corporation, Tech Data, ASI, and SED International with their contact information.

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Public Sector Plan

Jarrett York

ThinkPad Brand Manager

Why Lenovo In Education?



LENOVO LEADS IN EDUCATION.

- Through technology, Lenovo is revolutionizing the way teachers teach and students learn. By putting a Lenovo computer in the hands of every single student, we are empowering schools everywhere to fulfill the promise of one-to-one education. We believe every student should have an equal opportunity to develop the critical thinking and problem solving needed to advance in the 21st century.
- Why Lenovo over Apple or any other PC maker? It's simple. No one can help schools implement the technology solutions they need to achieve operational excellence as we can. We build the most rugged, reliable, and best-priced hardware specifically designed for education. Plus, we have a service and support model that allows schools to focus their attention where it really belongs: on teaching and learning.

ALL OVER, LENOVO IS HELPING SCHOOLS IMPROVE LEARNING OUTCOMES AND OPERATIONAL EFFICIENCY.

ThinkPad K-12 Public Sector Portfolio



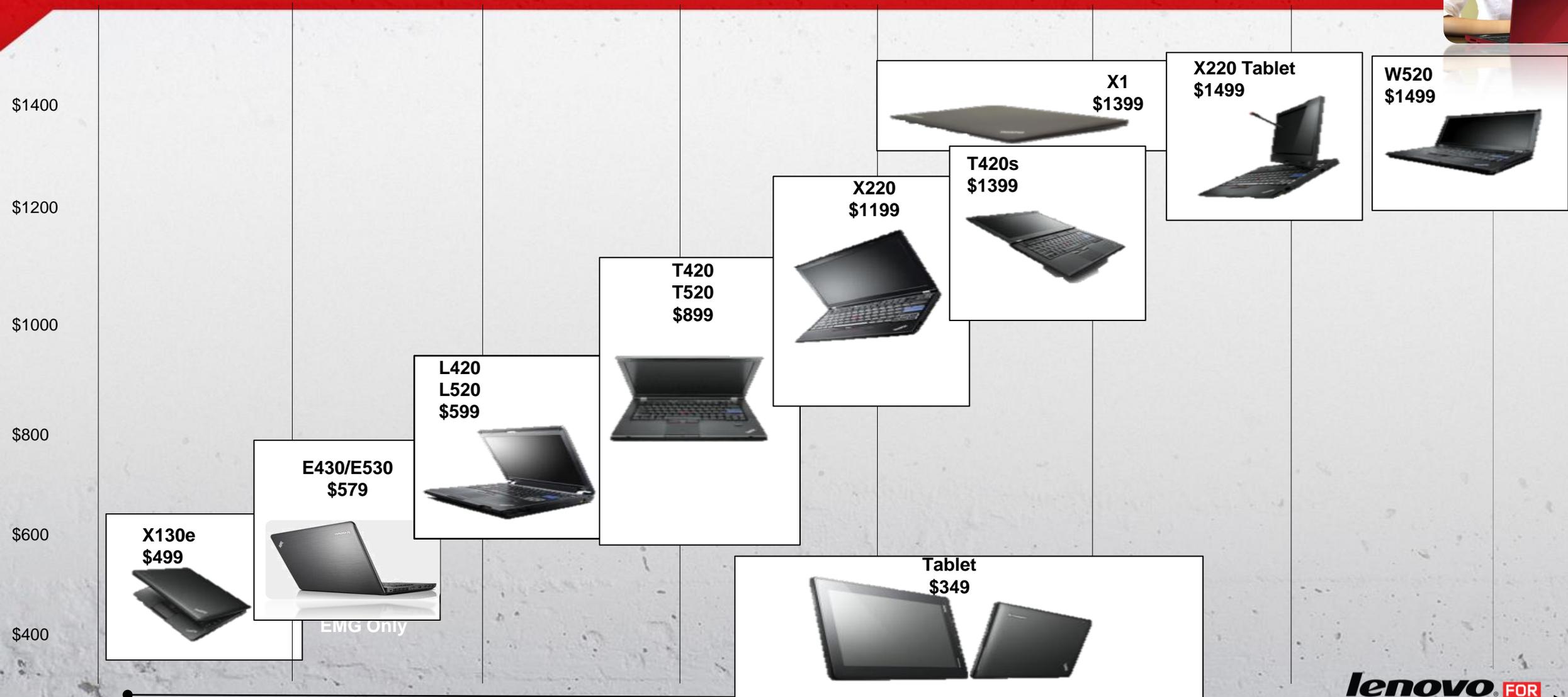
\$700

\$500

\$300



2012 Public Sector Higher Education Portfolio



ThinkPad Tablet (Android)

- Now starting at \$349!
- Still the most rugged, durable, useable Android tablet available (Pen, USB, SD Card slot, etc.)
- Beta testing ICS now



Features

- True Pen Experience – note-taking, editing documents, portable whiteboard
- Multi-touch (pen and finger)
- Front (2MP) & Rear (5MP) Cameras
- 10.1" Displays w/ IPS Technology
- Protected by Corning® Gorilla® Glass
- Flash support
- Business-oriented preloaded applications
 - DataVis Office Reader / Adobe Reader
 - Skype
 - Poketalk
 - Gmail Client
 - Nomadio Connectify (WiFi/3G sharing)
 - eBuddy (IM Client)
 - Adobe Flash / Adobe Air
 - Print Anywhere Printshare
 - Remote Desktop (Citrix)
 - Auto Config Deployment and Policies (LanDesk)
- Consumer-oriented preloaded applications
 - Zinio Magazine Reader
 - Amazon Kindle & Amazon Media
 - Media Codec (Arcsoft)
 - Video Playback (Arcsoft)
 - Audio Playback (Arcsoft)



ThinkPad Tablet WIFI

183822U \$349

16GB³ SSD with WiFi
 Nvidia® Tegra™ 2 Processor
 Google® Android OS
 1GB² Memory
 Bluetooth
 Front (2MP) & Rear (5MP) Cameras
 Up to 8 hour Battery
 Micro-USB and Full-sized USB ports
 SD Card Slot
 Mini-HDMI
 Ltd. 1 Year Warranty⁴

ThinkPad Tablet WIFI

183825U \$389

32GB³ SSD with WiFi & Pen
 Nvidia® Tegra™ 2 Processor
 Google® Android OS
 1GB² Memory
 Bluetooth
 Front (2MP) & Rear (5MP) Cameras
 Up to 8 hour Battery
 Micro-USB and Full-sized USB ports
 SD Card Slot
 Mini-HDMI
 Ltd. 1 Year Warranty⁴

ThinkPad Tablet GOBI

18384QU \$429

16GB³ SSD, GOBI 3K & Pen
 Nvidia® Tegra™ 2 Processor
 Google® Android OS
 1GB² Memory
 Bluetooth
 Front (2MP) & Rear (5MP) Cameras
 Up to 8 hour Battery
 Micro-USB and Full-sized USB ports
 SD Card Slot
 Mini-HDMI
 Ltd. 1 Year Warranty⁴

X130e

■ X130e

- **Added ABGN and SSD models at upon Special Request**
- New ruggedized design
- 132% better performance than a netbook
- 11.6" screen, under 4lbs, 8 hour battery life, full-sized keyboard
- Stable Topseller models now through September to cover the entire education RFP season and buying season



ThinkPad X130e 06222FU \$499

MS Windows 7 Professional 64¹
AMD® Fusion™ E300 Single-Core
Processor
11.6" LED HD (1366x768)
AMD™ Radeon™ HD 6310 Graphics
2GB² (2GB x 1) Memory
320GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

ThinkPad X130e 062223U \$549

MS Windows 7 Professional 64¹
AMD® Fusion™ E450 Dual-Core
Processor
11.6" LED HD (1366x768)
AMD™ Radeon™ HD 6320 Graphics
4GB² (4GB x 1) Memory
320GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

ThinkPad X130e 2338A14 \$549

MS Windows 7 Professional 64¹
Intel® Celeron™ 867 Dual-Core
Processor
11.6" LED HD (1366x768)
Intel® HD Graphics 3000
4GB² (4GB x 1) Memory
320GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

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Edge 14/15 N-1

- Edge 14/15 N-1
 - High Performing Budget Friendly Notebook
 - Spill Resistant Contemporary Island-Style Keyboard
 - 0.3 MP Webcam
 - Trusted Reliability
 - Affordably Priced



ThinkPad Edge 14/15 05796AU/031946U \$499

MS Windows 7 Professional 64¹
Intel® Core™ i3-380 Dual-Core
Processor
14" or 15.6" LED HD (1366x768)
Intel™ HD Graphics^M
2GB² (2GB x 1) Memory
320GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

ThinkPad Edge 15 03193SU \$579

MS Windows 7 Professional 64¹
Intel® Core™ i3-380 Dual-Core
Processor
15.6" LED HD (1366x768)
Intel™ HD Graphics^M
4GB² (2GB x 1) Memory
500GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

ThinkPad Edge 15 031942U \$579

MS Windows 7 Professional 64¹
Intel® Core™ i5-540 Dual-Core
Processor
15.6" LED HD (1366x768)
Intel™ HD Graphics^M
4GB² (2GB x 1) Memory
500GB³ 7200RPM HDD
ThinkPad BGN Wireless
Bluetooth
6-Cell battery
Memory card reader
Integrated 0.3MP camera
HD Audio
Ltd. 1 Year Warranty⁴

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ThinkPad Edge E430

Simplicity, Lenovo reliability, sophisticated design and powerful computing make the ThinkPad Edge E430 and E530 the essential notebook solution for today's business users.

Lenovo Solutions for Small Business powered by Intel Small Business Advantage

A Lenovo exclusive, these ThinkPad Edge models feature software that can function as a virtual help desk continuously managing system security settings, monitoring security software, and scheduling and performing routine backup and maintenance during off-peak hours.



E430



E430 Aluminum

Design Features

- ✓ New! Optional black brushed aluminum casing
- ✓ Thinner and lighter design
- ✓ Durable drop-down hinges

Reliability & Security

- ✓ Spill-resistant keyboard
- ✓ Active protection system to protect your data
- ✓ Rescue and Recovery
- ✓ Lenovo Solutions for Small Business powered by Intel Small Business Advantage

Technology

- ✓ Intel® Core Processors
- ✓ Windows 8 Ready
- ✓ USB 3.0, HDMI
- ✓ Dolby Advanced Audio v2
- ✓ Boots up to 40% faster than competition
- ✓ 5GB of Free Lenovo Cloud Storage

Edge E430 3254ACU \$599

Windows 7 Pro 64
Intel® Core i3-2350M
14.0" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
320GB³ 7200RPM HDD
DVD Recordable
ThinkPad bgn Wireless
6-Cell battery
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴



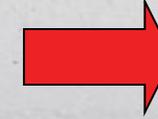
Upgrade for larger hard drive, Bluetooth, Fingerprint Reader and Aluminum cover!

Edge E430 3254ALU \$649

Aluminum Cover
Windows 7 Pro 64
Intel® Core i3-2350M
14.0" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴

Edge E430 3254AEU \$699

Windows 7 Pro 64
Intel® Core i5-2450M
14.0" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴



Upgrade for 16GB Cache drive and Aluminum cover!

Edge E430 3254AMU \$749

Aluminum Cover
Windows 7 Pro 64
Intel® Core i5-2450M
14.0" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
16GB Cache Drive
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴

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ThinkPad Edge E530

Simplicity, Lenovo reliability, sophisticated design and powerful computing make the ThinkPad Edge E430 and E530 the essential notebook solution for today's business users.

Lenovo Solutions for Small Business powered by Intel Small Business Advantage

These ThinkPad Edge models now feature Lenovo exclusive software that can function as a virtual help desk continuously managing system security settings, monitoring security software, and scheduling and performing routine backup and maintenance during off-peak hours.



E530 Aluminum



E530

Design Features

- ✓ New! Optional black brushed aluminum casing
- ✓ Thinner and lighter design
- ✓ Durable drop-down hinges

Reliability & Security

- ✓ Spill-resistant keyboard
- ✓ Active protection system to protect your data
- ✓ Rescue and Recovery
- ✓ Lenovo Solutions for Small Business powered by Intel Small Business Advantage

Technology

- ✓ Intel® Core Processors
- ✓ Windows 8 Ready
- ✓ USB 3.0, HDMI
- ✓ Dolby Advanced Audio v2
- ✓ Boots up to 40% faster than competition
- ✓ 5GB of Free Lenovo Cloud Storage

Edge E530 325978U \$599

Windows 7 Pro 64
Intel® Core i3-2350M
15.6" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
320GB³ 7200RPM HDD
DVD Recordable
ThinkPad bgn Wireless
6-Cell battery
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴



Upgrade for larger hard drive, Bluetooth, Fingerprint Reader and Aluminum cover!

Edge E530 32597HU \$649

Aluminum Cover
Windows 7 Pro 64
Intel® Core i3-2350M
15.6" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴

Edge E530 32597AU \$699

Windows 7 Pro 64
Intel® Core i5-2450M
15.6" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴



Upgrade for 16GB Cache drive and Aluminum cover!

Edge E530 32597JU \$749

Aluminum Cover
Windows 7 Pro 64
Intel® Core i5-2450M
15.6" LED HD (1366x768)
Intel® HD Graphics
4GB² (4GB x 1) Memory
500GB³ 7200RPM HDD
16GB Cache Drive
DVD Recordable
Intel 2230 Wireless
6-Cell battery
Bluetooth
Fingerprint reader
Memory card reader
720p HD camera
HD Audio
Ltd. 1 Year Warranty⁴

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Traditional Soft Paint vs Brushed Aluminum

Traditional Soft Paint Cover



E530 Soft Touch Paint cover has Keyboard with 10-key Numeric pad



Brushed Aluminum Cover



E530 Brushed Aluminum cover has keyboard without 10-key Numeric pad



Lenovo Solutions for Small Business

powered by Intel Small Business Advantage



Software Monitor

- **Features:** Runs at firm ware level and ensures that Security Software is running and has not been tampered with.
- **Benefit:** Peace of mind to small business owner to ensure the critical software on their systems is always running



After Hours Maintenance

- **Features:** Schedules and automates maintenance tasks including software updates, backup, disk defragmentation, deleting cookies/temp internet files
- **Benefit:** Increases productivity by eliminating the need to restart machines due to updates during work hours



Energy Saver

- **Features:** Allows the machine to “wake up” or “go to sleep” at specifically scheduled times and Supports turning PC on from “powered off”, “sleep”, and “hibernate” states (*must be plugged into AC adaptor to wake*)
- **Benefit:** Saves money by ensuring that PCs are shut down during off hours (consumes less energy)



USB Blocker

- **Features:** Blocks the use of any USB device connected to the system and Can include or exclude based on types of devices and allow specific devices based on their digital serial number.
- **Benefit:** Protect confidential and sensitive information from leaving the office while providing Complete control on what is allowed or not allowed to be connected to machines

Lenovo Cloud Storage by SugarSync (available ROW)

5GB included for free



Automatic backup and syncing

Business plans with advanced features available



SECURE ONLINE BACKUP
Continuous online backup of your files to your secure, Personal Cloud.



ANYTIME, ANYWHERE ACCESS
Remote access to all of your data, right from your smartphone, tablet, or any browser.



SYNC MULTIPLE DEVICES
Sync files and folders across multiple computers and devices.



SIMPLE FOLDER & FILE SHARING
Share files with friends and collaborate with colleagues, instantly.



DATA PROTECTION
Data is encrypted on transfer using SSL and stored securely using 128-bit AES.



BROAD PLATFORM & DEVICE SUPPORT
Works on Mac, Windows, and mobile devices including, iPhone, iPad, Android, BlackBerry, Symbian and Windows Mobile.

Access on most mobile devices!

Lenovo Cloud Storage – How Does it Work?

Backup & Sync

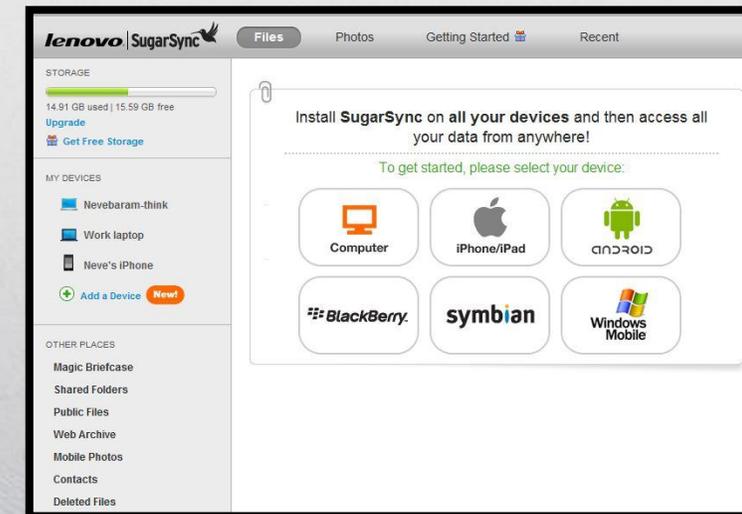
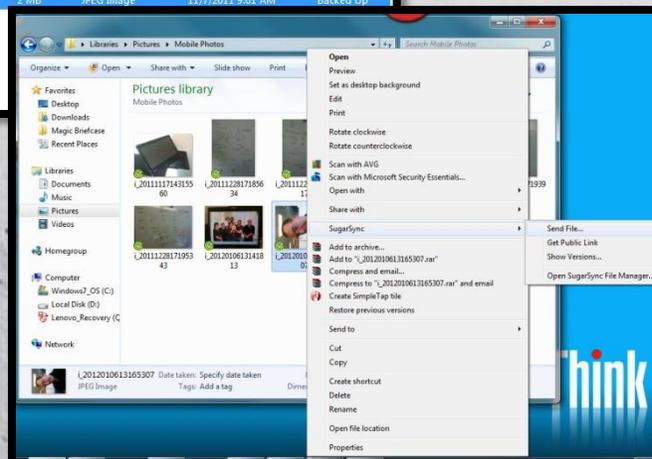
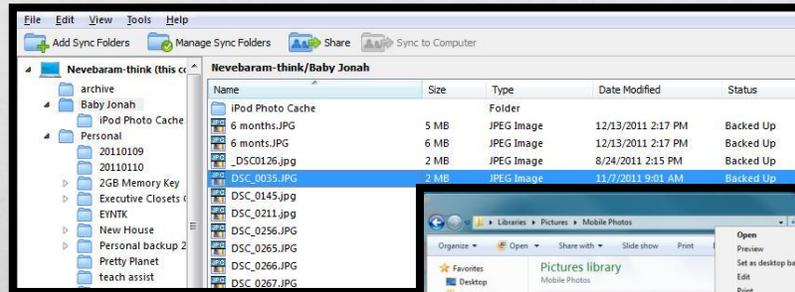
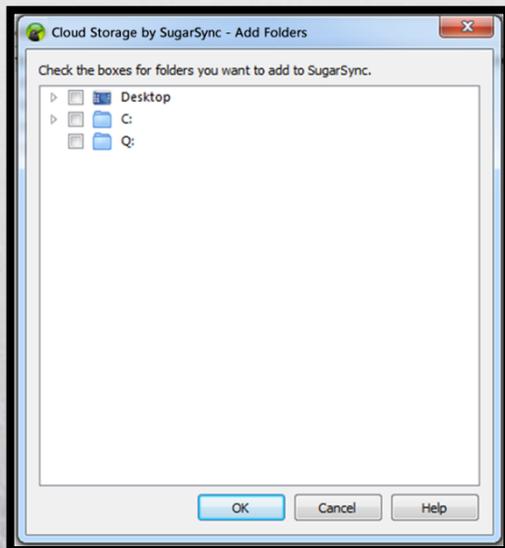
- Select which folders you want to back up
- Application will automatically detect changes to folders and backup to the cloud
- Keeps last 5 versions in the cloud in case user wants to revert

Share

- Select the file/folder you want to share from the File Manager or right click on the file/folder from Windows Explorer
- Enter the recipients email address and it will send them a link to download the files
- Files stay in the cloud for 21 days
- Will notify you when the files have been accessed

Access

- Access your data from most mobile devices
- Supports Android, Apple, Blackberry, and Symbian
- Download app from App Store or click on “Add a Device” from Web Manager



Why Teachers Like Lenovo Cloud Storage

powered by SugarSync

- Teachers could create cloud clusters by subject, where up to ten teachers could share, back up, and sync collective curriculum and media to reduce redundancy in curriculum creation.
- Administrators and teachers could share file presentations and large files to reduce inbox clutter and “mail jail.”
- Teachers could sync ThinkPad Tablet with ThinkPad Laptops and Desktops to easily sync and back up curriculum in a Lenovo “ecosystem.”

ThinkPad Classic Updates

- Remember! Topseller stays on current generation Huron River products through September (T420, T520, X220, X220T, W520)
- All existing product MTM's for L, T, and X will stay consistent through September to support the Education Buying Season.

Edge N-1 Transitions

March/April		April-September
\$499	0579A62 14" i3-380, 250GB	05796AU 14" i3-380, 320GB
\$499	0319A24 15.6" i3-380, 250GB	031946U 15.6" i3-380, 320GB
\$579	03193SU 15.6" i3-380, 500GB	No change – keep 03193SU
\$629	031942U 15.6" i5-540, 500GB	No change – keep 031942U

***New news: may need to remove the 42U (i5-540) - Intel signaling that they want to end production on this processor.*

Thin and Light

Monthly Leasing Programs Available - Call Lenovo Financial Services at (888) 537-8838

X220	\$1,179	\$1,379	\$1,529	\$1,879	X220 Tablet	\$1,479	\$1,649	\$1,849	X1	\$1,399	\$1,749
	42875TU	42875UU	42872WU	428767U		42962WU	42963LU	42963MU		129126U	129127U
	Core i5 2450M 4GB DDR3 320GB/7200 12.5"HD Std Cam, BT, FPR 6 Cell Win 7 Pro 64 3 Yr Depot	Core i5 2450M 4GB DDR3 128GB SSD 12.5"HD Std Cam, BT, FPR 6 Cell Win 7 Pro 64 3 Yr Depot	Core i5 2520M 4GB DDR3 320GB/7200 12.5"HD Std Cam, BT, FPR Base+DVDRW 6 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2640M 4GB DDR3 128GB SSD 12.5" HD Std Cam, BT, FPR Base+DVDRW 6 Cell Win 7 Pro 64 3 Yr Depot		Core i5 2520 4GB DDR3 320GB/7200 12.5" HD Multi Cam, BT, FPR 6 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2640M 4GB DDR3 320GB/7200 12.5" HD Multi Cam, BT, FPR 6 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2640M 4GB DDR3 320GB/7200 12.5" HD Multi Cam, BT, FPR Base+DVDRW 6 Cell Win 7 Pro 64 3 Yr Depot		Core i5 2520M 4GB DDR3 320GB/7200 13.3" HD Prem Cam, BT, FPR Integrated 4 Cell Win 7 Pro 64 3 Yr Depot	Core i5 2520M 4GB DDR3 160GB SSD 13.3" HD Prem Cam, BT, FPR Integrated 4 Cell Win 7 Pro 64 3 Yr Depot

Premier Performance and Mobility

Mobile Workstation

T420 & T520	\$879	\$969	\$1,119	\$1,269	\$1,349	T420s	\$1,399	\$1,649	\$1,849	W520	\$1,529	\$1,649	\$1,929
	4177RVU	4177Q5U - 14"	417860U - 14"	41786VU - 14"	4178C9U - 14"		417152U	417153U	41717FU		42763KU	42763JU	42763LU
	Core i5 2450M 4GB DDR3 320GB/7200 14" HD Cam, BT, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot	423946U - 15" Core i5 2520M 4GB DDR3 320GB/7200 14" or 15.6" HD Cam, DVDRW 6 Cell Win 7 Pro 64 1 Yr Depot	42404AU - 15" Core i5 2520M 4GB DDR3 500GB/7200 14" or 15.6" HD Cam, BT, FPR DVDRW 6 Cell, W7P64 3 Yr Depot	424049U - 15" Core i5 2520M 4GB DDR3 500GB/7200 14 or 15.6" HD+ Cam, BT, FPR DVDRW 9 Cell, W7P64 3 Yr Depot	424066U - 15" Core i7 2640M 4GB DDR3 500GB/7200 14 or 15.6" HD Cam, BT, FPR 6 Cell Win 7 Pro 64 3 Yr Depot		Core i5 2520M 4GB DDR3 320/7200 14." HD+ Cam, BT, DVD RW 6 Cell Win 7 Pro 64 3 Yr Depot	Core i5 2540M 4GB DDR3 128GB SSD 14. HD+ Cam, BT, DVD RW 6 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2640M 4GB DDR3 160GB SSD 14. HD+ Nvidia 1GB Cam, BT, FPR DVD RW, 6 Cell Win 7 Pro 64 3 Yr Depot		Core i7 2760QM 4GB DDR3 500GB/7200 15.6" HD+ LED Nvidia 1GB Cam, BT, FPR 9 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2760QM 8GB DDR3 500GB/7200 15.6" FHD LED Nvidia 1GB Cam, BT, FPR 9 Cell Win 7 Pro 64 3 Yr Depot	Core i7 2860QM 8GB DDR3 500GB/7200 15.6" FHD LED Nvidia 1GB Cam, BT, FPR 9 Cell Win 7 Pro 64 3 Yr Depot

Progressive Style

Edge 14 & 15	\$499	\$579	\$629	Edge E430 & E530	\$599	\$649	\$699	\$749
	05796AU - 14"	03193SU	031942U		3254ACU - 14"	3254ALU - 14"	3254AEU - 14"	3254AMU - 14"
	031946U - 15"	Core i3 380M 4GB DDR3 500GB/5400 15.6" HD LED Cam, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot	Core i5 540M 4GB DDR3 500GB/5400 15.6" HD LED Cam, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot		Core i3 2350M 4GB DDR3 320GB/7200 14" or 15.6" HD Cam, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot	Core i3 2350M 4GB DDR3 500GB/7200 14" or 15.6" HD Aluminum cover Cam, BT, FPR 6 cell, DVD RW W7P64, 1 Yr Depot	Core i5 2450M 4GB DDR3 500GB/7200 14" or 15.6" HD Cam, BT, FPR 6 Cell, DVD RW Win 7 Pro 64 1 Yr Depot	Core i5 2450M, 4GB 500GB/7200 w/16GB Cache 14" or 15.6" HD Aluminum cover Cam, BT, FPR, 6 cell, DVD RW W7P64, 1 Yr Depot

Upgrade to:
 - Aluminum Cover
 - High capacity drive

Entry Ultraportable

Mainstream Value

ThinkPad Tablet

X130e	\$499	\$549	\$549	Edge E525 AMD	\$499	ThinkPad Tablet	\$349	\$389	\$429
	06222FU	062223U	2338A14		120038U		183822U	183825U	18384QU
	AMD E-300 2GB DDR3 320GB/7200 11.6" HD LED Cam, BT 6 Cell Win 7 Pro 64 1 Yr Depot	AMD E-450 4GB DDR3 320GB/7200 11.6" HD LED Cam, BT 6 Cell Win 7 Pro 64 1 Yr Depot	Celeron 867 4GB DDR3 320GB/7200 11.6" HD LED Cam, BT 6 Cell Win 7 Pro 64 1 Yr Depot		AMD E2 3000M 4GB DDR3 320GB/7200 15.6" HD LED Cam, DVD RW 6 Cell Win 7 Pro 64 1 Yr Depot		NVIDIA Tegra 2.0 1GB Memory 16GB Flash 10.1" Multitouch Gorilla Glass Cam, BT, Wifi Android 1 Yr Depot	NVIDIA Tegra 2.0 1GB Memory 32GB Flash 10.1" Multitouch Gorilla Glass Cam, BT, Wifi, Pen Android 1 Yr Depot	NVIDIA Tegra 2.0 1GB Memory 16GB Flash 10.1" Multitouch Gorilla Glass Cam, BT, Wifi, Pen Android, GPS 1 Yr Depot





Accelerate Update

Ann Panaro

Event Marketing Manager

Overview

- Event Name: Accelerate 2012
- Dates: May 14 – 16, 2012 (Monday-Wednesday)
- Location: Mandalay Bay Hotel & Casino
- Cost: \$699
- 650 Planned Attendees
- Evening Events: Foundation Room, Mandalay Beach
- Monday Workshops now available
- Registration URL: <http://www.lenovoaccelerate.com/>

Monday Pre-Event Workshops

Join us on Monday before official kickoff for a short series of in-depth workshops on the following topics:

- Server/Workstation
- Tablet/Mobility/Consumerization
- Public Sector – Education & Healthcare
- Cloud/Future Technologies

Details:

- 2 back-to-back sessions held 2:30 – 3:30 and 3:30 – 4:30
- Optional but encouraged
- Sign up online

ThinkPad E420 Drawing

Submit a Survey and Enter

Register to win a ThinkPad Edge E420 by filling out the survey located here:

<http://www.surveymonkey.com/s/2YRX5W6>

One lucky winner will be awarded after surveys are collected between now and 2:00pm EDT tomorrow, April 12.

Q&A

Introduction and Welcome

Jason Yelton – *NA Channel Marketing Manager – jyelton@lenovo.com*

Channel Programs Update

Chris Combs – *Director, NA Channel – ccombs@lenovo.com*

Public Sector Plan

Jarrett York – *ThinkPad Brand Manager- jyork@lenovo.com*

X220 Overview

Mike Ferrell – *ThinkPad Brand Manager- mferrell@lenovo.com*

Microsoft EE3

Brad Ries – *Channel Marketing Manager – bries@lenovo.com*

Accelerate Update

Ann Panaro – *Event Marketing Manager – annpanaro@lenovo.com*

THANK YOU GRAZIE MERCI DANKE GRAZIAS 謝謝 СПАСИБО
GRACIAS OBRIGADO ありがとう DANK TAKK BEDANKT DAKUJEM