

Expand your portfolio for the accelerating SMB segment

With a predicted rise in infrastructure spending among SMBs of 8.6% in 2024 and 10.5% in 2025,¹ now is the ideal time to supercharge your success with Lenovo ThinkSystem rack and tower servers.

Increasing growth is a top priority for small and mid-market businesses,² and you can meet this need by entering the high-volume infrastructure solutions space with products optimized for SMBs. Powered by up to Intel® Xeon® 6 processors, our entry-level servers can spearhead your journey into infrastructure sales, strengthen your competitive position and increase your revenue.

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Why supply Lenovo infrastructure?

Partnering with us grants you access to a wide range of infrastructure solutions designed to meet the needs of growing businesses, from on-premises and entry-level servers to hybrid cloud and edge solutions. This comprehensive portfolio makes us your ideal partner for meeting SMB customers' evolving needs.

We invest in your success with Lenovo 360

Our channel partner framework, Lenovo 360, supports your growth as you tap into the high-volume rack and tower server opportunity. Through it, you can access tools, assets, support, incentives and training to help your business adapt and grow.

Our all-in-one Lenovo 360 Bid Platform can help you close more deals, faster, through streamlined quotes, deal registration and bonus collection. And with sales enablement and co-brandable marketing assets, you'll be able to easily connect with new prospects and reinforce your relationships with existing customers.

There's a range of rewards and incentives available so you can receive tangible benefits for your commitment. And you'll unlock additional earnings for your business as you increase your Lenovo 360 Tier status through achievements and ongoing partnership. Plus, with Lenovo 360 Partner Learning (LPL) you can support your team as they grow their expertise with targeted Lenovo 360 Learning Paths, like the Data Center Learning Path, which incorporates rack and tower servers.

We help strengthen your position with reliable choices

With 99.99% uptime across all mainstream server hardware platforms and proven reliability³ and security,⁴ Lenovo ThinkSystem rack and tower servers deliver dependable productivity for your customers. Plus, with our exceptional supply chain recognized by Gartner,⁵ you can accelerate the pace of customer transformation with Lenovo.

Offering simple solutions to complex business needs, our ThinkSystem rack and tower servers are an efficient way to expand your portfolio for the growing SMB segment.⁶ Explore the range via Lenovo Press:

Lenovo ThinkSystem SR250 V3



Lenovo ThinkSystem SR630 V3



Lenovo ThinkSystem SR630 V4



Lenovo ThinkSystem SR650 V3



Lenovo ThinkSystem ST50 V3



Lenovo ThinkSystem ST250 V3



Lenovo ThinkSystem ST650 V3



We unlock increased flexibility to meet customer needs

Our approach is open and based on industry standards, allowing you to eliminate vendor lock-in and seamlessly integrate Lenovo solutions with your customers' existing setups. And through our partnerships with leading software vendors, you can streamline the delivery of tailored, tested and certified IT solutions.

You can further enhance your offering with services such as Lenovo Premier Support – which gives your customers a single point of contact service to technical consultants. And thanks to our deep infrastructure expertise, we can advise on the best IT strategy for your customers. So, your business is supported from assessment and planning to design and optimization.

Why Lenovo for infrastructure solutions?

Operate in
180
Markets

120M+
shipments

30+ global
manufacturing sites

Ranked **#1** Gartner
Asia/Pacific Supply
Chain Top 10 for 2023

#1 Current
world record
performance
workloads

#1 x86 security for
five consecutive years

Feeling inspired to start selling Lenovo ThinkSystem rack and tower servers? Contact your Lenovo Partner Account Manager or visit [Lenovo 360 Partner Hub \(LPH\)](#) for more information.

[Visit LPH](#)



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1. Analysys Mason, 2023 – predicted growth (by solution category) in worldwide SMB IT spending year-on-year
2. TechAisle, 2024 – assessment of SMB's top 10 business issues, challenges and technology priorities
3. ThinkSystem servers received the highest reliability and uptime score among all Intel x86-based platforms in ITIC's 2023 Global Server Hardware Server OS Reliability Survey
4. ThinkSystem servers received the #1 ranking for security in the ITIC 2023 Global Server Hardware Security Survey
5. Lenovo is ranked #10 in the Gartner Supply Chain Top 25 for 2024 report
6. Analysys Mason, 2023 – predicted rise in worldwide SMB IT spending year-on-year from 2023-2026

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