Lenovo Commercial
Product Selector (Decision Tree)
For our Channel Partners

For commercial notebook and mobile workstation → click here

For commercial desktop and desktop workstation → click here

For docking stations → click here

Lenovo Commercial **Notebook**
Product Selector (Decision Tree)
For our Channel Partners

Start with screen size

13" → click here

14" → click here

15"/16" → click here

Start with user persona

Knowledge worker → click here

Sales / Executives → click here

Power users → click here

Power users → by software application

Start with Dell comparable model
Dell comparison grid → click here

Start with HP comparable model
HP comparison grid → click here

13" Notebook – Decision Tree for Channel Partners

This is not intended to represent all of our products. It represents the products you'll sell most frequently.

ThinkPad X13

Start with: $1299+
ThinkPad X13

Starting at 2.62lbs and 18.1mm
15.4hrs battery life (MM18)
Soldered memory
Longest Battery Life

Customer wants $1889+
Thinner, Lighter More Premium
ThinkPad X1 Nano

Starting at 1.99lbs and 13.87mm
13.6hrs battery life (MM18)
Soldered memory
Lightest ThinkPad Ever

Customer wants $1519+
Best User Experience / Versatility
ThinkPad X13 Yoga

Starting at 2.65lbs and 15.39mm
12.2hrs battery life (MM18)
Soldered memory

Customer wants $829+
Lower Price
ThinkPad L13

Starting at 3.06lbs and 17.6mm
8.91hrs battery life (MM18)
Soldered memory

Customer wants $829+
Silver / Metal ID / No Trackpoint
ThinkBook 13s

Starting at 2.78lbs and 14.9mm
12.1hrs battery life (MM18)
Soldered memory

Customer wants $2089+
Thinner, Lighter More Premium Yoga
ThinkPad X1 Titanium

Starting at 2.54lbs and 11.5mm
11.7hrs battery life (MM18)
Soldered memory
Thinnest ThinkPad Ever

Customer wants $1139+
Lower Priced Yoga
ThinkPad L13 Yoga

Starting at 3.17lbs and 17.6mm
8.36hrs battery life (MM18)
Soldered memory

ThinkBook 13s

14" Notebook – Decision Tree for Channel Partners

This is not intended to represent all of our products. It represents the products you'll sell most frequently.

ThinkBook 14

ThinkPad T14

Start with: $1269+
ThinkPad T14

Starting at 3.23lbs and 17.9mm
10.7hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $1749+
Best User Experience / Versatility
ThinkPad X1 Yoga

Starting at 3.0lbs and 14.99mm
16.1hrs battery life (MM18)
Soldered memory

Customer wants $1439+
Higher Performance &
ISV Certified Discrete Graphics
ThinkPad P14s

Starting at 3.24lbs and 17.9mm
12.5hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $1429+
Thinner, Lighter, More Premium
ThinkPad T14s

Starting at 2.83lbs and 16.1mm
14.5hrs battery life (MM18)
Soldered memory

Customer wants $979+
Lower Price
ThinkPad L14

Starting at 3.49lbs and 19.1mm
9.0hrs battery life (MM18)
Two DIMM Sockets (one in use)

Customer wants $1699+
Thinner, Lighter, More Premium
ThinkPad X1 Carbon

Starting at 2.49lbs and 14.9mm
16.7hrs battery life (MM18)
Soldered memory
Longest Battery Life
Lowest Weight

Customer wants $979+
Lower Priced Yoga
ThinkBook 14s Yoga

Starting at 3.3bs and 16.9mm
8.4hrs battery life (MM18)
One Soldered + One DIMM Socket

Customer wants $729+
Lower Price
ThinkPad E14

Starting at 3.51lbs and 17.9mm
8.7hrs battery life (MM18)
One DIMM Socket in use

Customer wants $679+
Silver / Metal ID / No Trackpoint
ThinkBook 14

Starting at 3.09lbs and 17.9mm
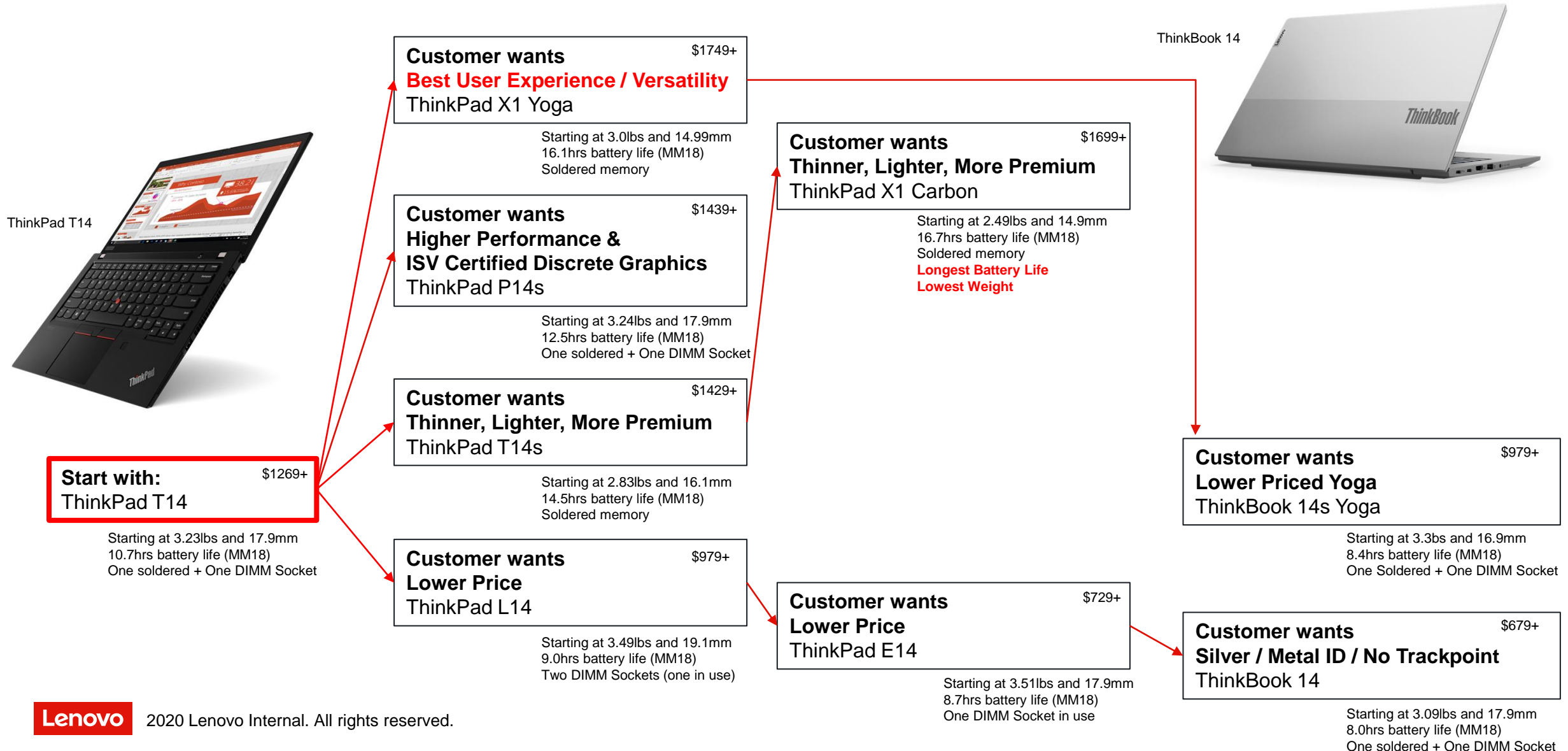8.0hrs battery life (MM18)
One soldered + One DIMM Socket

15"/16" Notebook – Decision Tree for Channel Partners

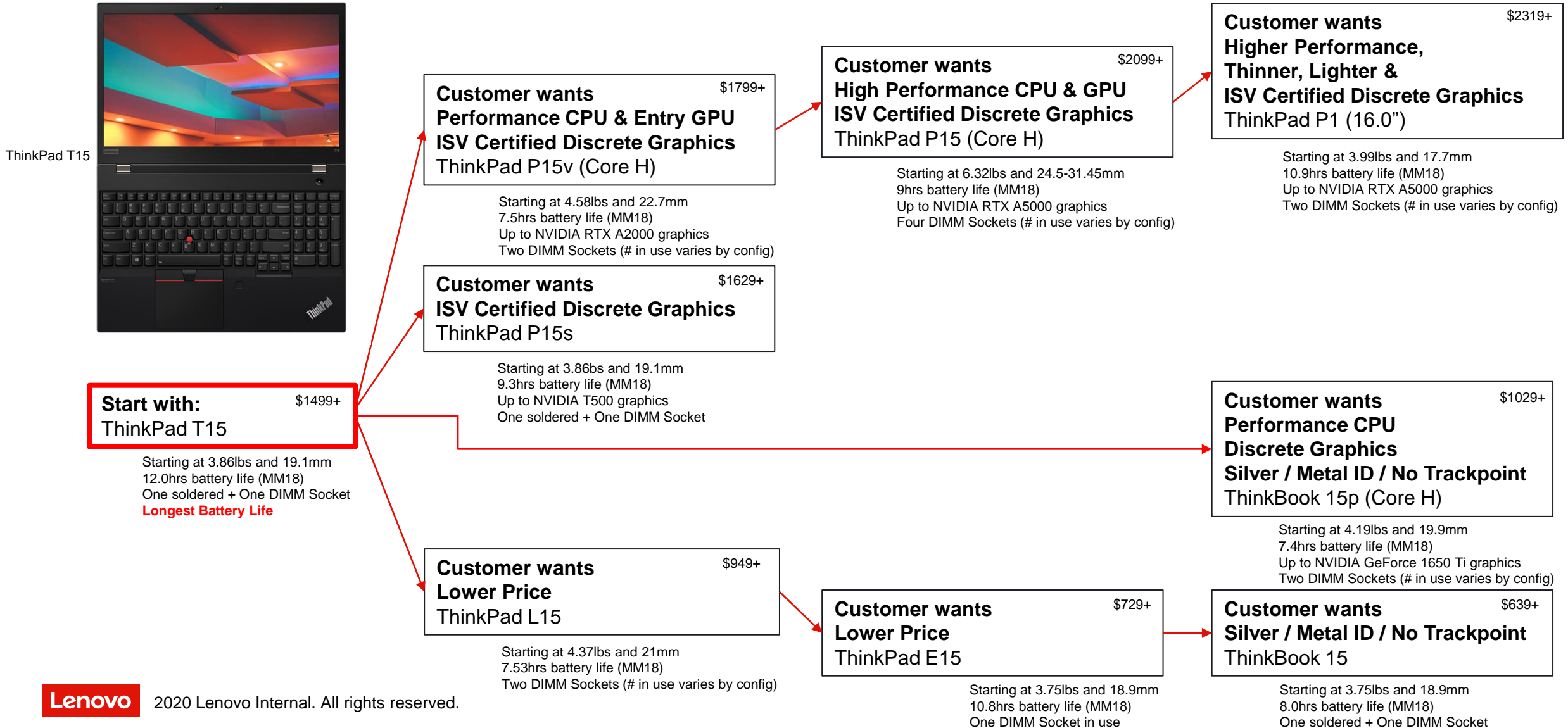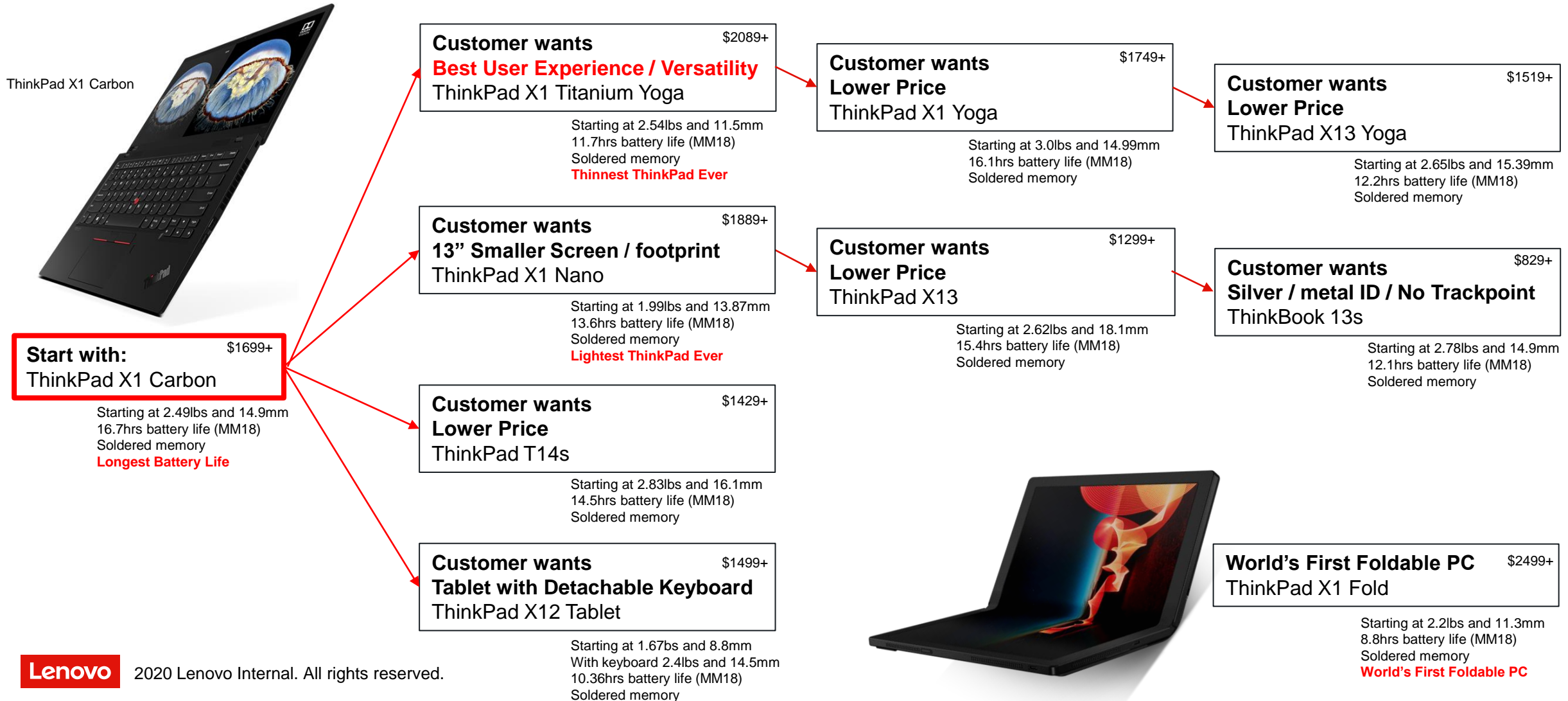This is not intended to represent all of our products. It represents the products you'll sell most frequently.

ThinkPad T15

Start with: $1499+
ThinkPad T15

Starting at 3.86lbs and 19.1mm
12.0hrs battery life (MM18)
One soldered + One DIMM Socket
Longest Battery Life

Customer wants $1799+
Performance CPU & Entry GPU
ISV Certified Discrete Graphics
ThinkPad P15v (Core H)

Starting at 4.58lbs and 22.7mm
7.5hrs battery life (MM18)
Up to NVIDIA RTX A2000 graphics
Two DIMM Sockets (# in use varies by config)

Customer wants $1629+
ISV Certified Discrete Graphics
ThinkPad P15s

Starting at 3.86bs and 19.1mm
9.3hrs battery life (MM18)
Up to NVIDIA T500 graphics
One soldered + One DIMM Socket

Customer wants $2099+
High Performance CPU & GPU
ISV Certified Discrete Graphics
ThinkPad P15 (Core H)

Starting at 6.32lbs and 24.5-31.45mm
9hrs battery life (MM18)
Up to NVIDIA RTX A5000 graphics
Four DIMM Sockets (# in use varies by config)

Customer wants $2319+
Higher Performance,
Thinner, Lighter &
ISV Certified Discrete Graphics
ThinkPad P1 (16.0")

Starting at 3.99lbs and 17.7mm
10.9hrs battery life (MM18)
Up to NVIDIA RTX A5000 graphics
Two DIMM Sockets (# in use varies by config)

Customer wants $1029+
Performance CPU
Discrete Graphics
Silver / Metal ID / No Trackpoint
ThinkBook 15p (Core H)

Starting at 4.19lbs and 19.9mm
7.4hrs battery life (MM18)
Up to NVIDIA GeForce 1650 Ti graphics
Two DIMM Sockets (# in use varies by config)

Customer wants $949+
Lower Price
ThinkPad L15

Starting at 4.37lbs and 21mm
7.53hrs battery life (MM18)
Two DIMM Sockets (# in use varies by config)

Customer wants $729+
Lower Price
ThinkPad E15

Starting at 3.75lbs and 18.9mm
10.8hrs battery life (MM18)
One DIMM Socket in use

Customer wants $639+
Silver / Metal ID / No Trackpoint
ThinkBook 15

Starting at 3.75lbs and 18.9mm
8.0hrs battery life (MM18)
One soldered + One DIMM Socket

Executive & Sales Leader Device – Decision Tree for Channel Partners

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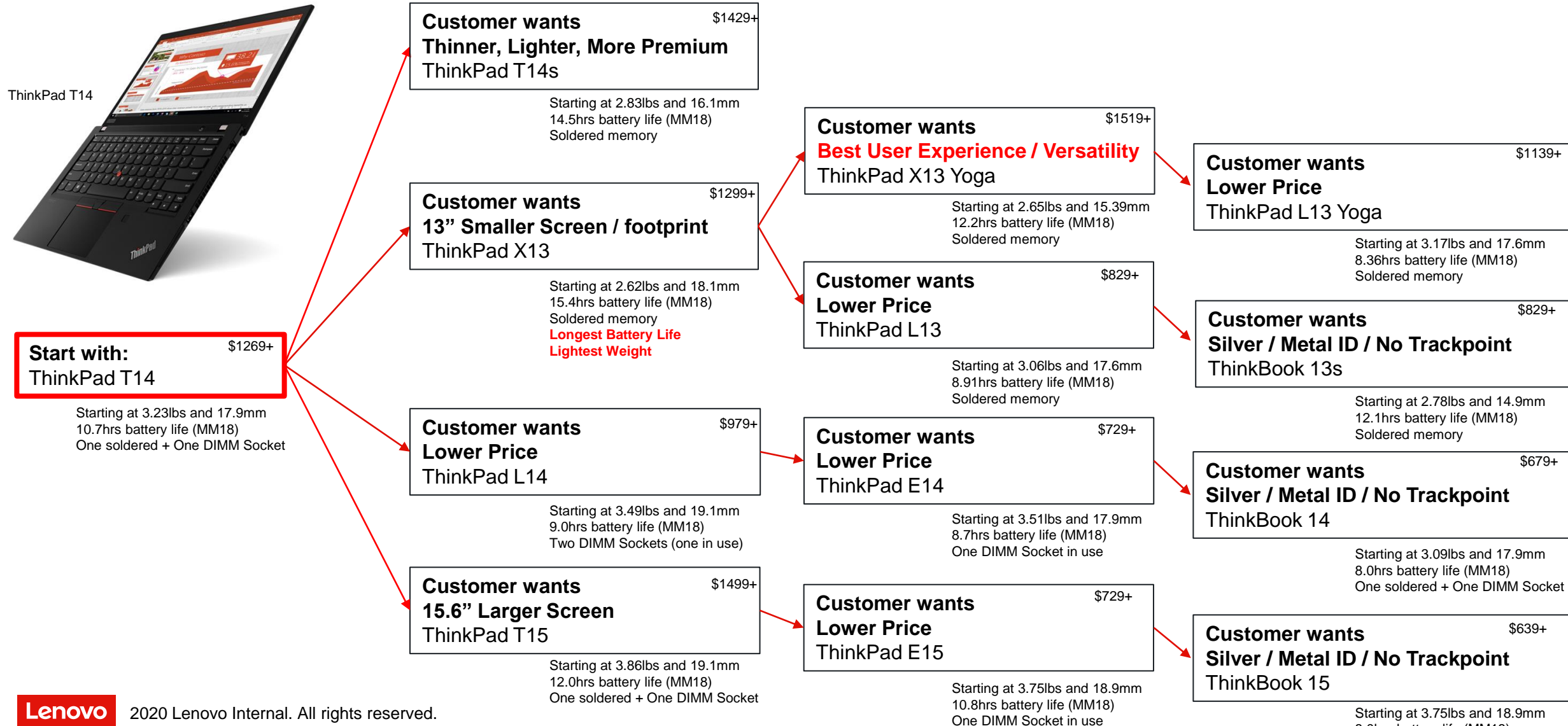
ThinkPad X1 Carbon

Start with:
ThinkPad X1 Carbon — $1699+

Starting at 2.49lbs and 14.9mm
16.7hrs battery life (MM18)
Soldered memory
Longest Battery Life

Customer wants
Best User Experience / Versatility — $2089+
ThinkPad X1 Titanium Yoga

Starting at 2.54lbs and 11.5mm
11.7hrs battery life (MM18)
Soldered memory
Thinnest ThinkPad Ever

Customer wants
Lower Price — $1749+
ThinkPad X1 Yoga

Starting at 3.0lbs and 14.99mm
16.1hrs battery life (MM18)
Soldered memory

Customer wants
Lower Price — $1519+
ThinkPad X13 Yoga

Starting at 2.65lbs and 15.39mm
12.2hrs battery life (MM18)
Soldered memory

Customer wants
13" Smaller Screen / footprint — $1889+
ThinkPad X1 Nano

Starting at 1.99lbs and 13.87mm
13.6hrs battery life (MM18)
Soldered memory
Lightest ThinkPad Ever

Customer wants
Lower Price — $1299+
ThinkPad X13

Starting at 2.62lbs and 18.1mm
15.4hrs battery life (MM18)
Soldered memory

Customer wants
Silver / metal ID / No Trackpoint — $829+
ThinkBook 13s

Starting at 2.78lbs and 14.9mm
12.1hrs battery life (MM18)
Soldered memory

Customer wants
Lower Price — $1429+
ThinkPad T14s

Starting at 2.83lbs and 16.1mm
14.5hrs battery life (MM18)
Soldered memory

Customer wants
Tablet with Detachable Keyboard — $1499+
ThinkPad X12 Tablet

Starting at 1.67bs and 8.8mm
With keyboard 2.4lbs and 14.5mm
10.36hrs battery life (MM18)
Soldered memory

World's First Foldable PC — $2499+
ThinkPad X1 Fold

Starting at 2.2lbs and 11.3mm
8.8hrs battery life (MM18)
Soldered memory
World's First Foldable PC

Knowledge Worker Device – Decision Tree for Channel Partners

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ThinkPad T14

Start with: $1269+
ThinkPad T14

Starting at 3.23lbs and 17.9mm
10.7hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $1429+
Thinner, Lighter, More Premium
ThinkPad T14s

Starting at 2.83lbs and 16.1mm
14.5hrs battery life (MM18)
Soldered memory

Customer wants $1299+
13" Smaller Screen / footprint
ThinkPad X13

Starting at 2.62lbs and 18.1mm
15.4hrs battery life (MM18)
Soldered memory
Longest Battery Life
Lightest Weight

Customer wants $1519+
Best User Experience / Versatility
ThinkPad X13 Yoga

Starting at 2.65lbs and 15.39mm
12.2hrs battery life (MM18)
Soldered memory

Customer wants $1139+
Lower Price
ThinkPad L13 Yoga

Starting at 3.17lbs and 17.6mm
8.36hrs battery life (MM18)
Soldered memory

Customer wants $829+
Lower Price
ThinkPad L13

Starting at 3.06lbs and 17.6mm
8.91hrs battery life (MM18)
Soldered memory

Customer wants $829+
Silver / Metal ID / No Trackpoint
ThinkBook 13s

Starting at 2.78lbs and 14.9mm
12.1hrs battery life (MM18)
Soldered memory

Customer wants $979+
Lower Price
ThinkPad L14

Starting at 3.49lbs and 19.1mm
9.0hrs battery life (MM18)
Two DIMM Sockets (one in use)

Customer wants $729+
Lower Price
ThinkPad E14

Starting at 3.51lbs and 17.9mm
8.7hrs battery life (MM18)
One DIMM Socket in use

Customer wants $679+
Silver / Metal ID / No Trackpoint
ThinkBook 14

Starting at 3.09lbs and 17.9mm
8.0hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $1499+
15.6" Larger Screen
ThinkPad T15

Starting at 3.86lbs and 19.1mm
12.0hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $729+
Lower Price
ThinkPad E15

Starting at 3.75lbs and 18.9mm
10.8hrs battery life (MM18)
One DIMM Socket in use

Customer wants $639+
Silver / Metal ID / No Trackpoint
ThinkBook 15

Starting at 3.75lbs and 18.9mm
8.0hrs battery life (MM18)
One soldered + One DIMM Socket

Power User (Workstation) Device – Decision Tree for Channel Partners

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ThinkPad P1

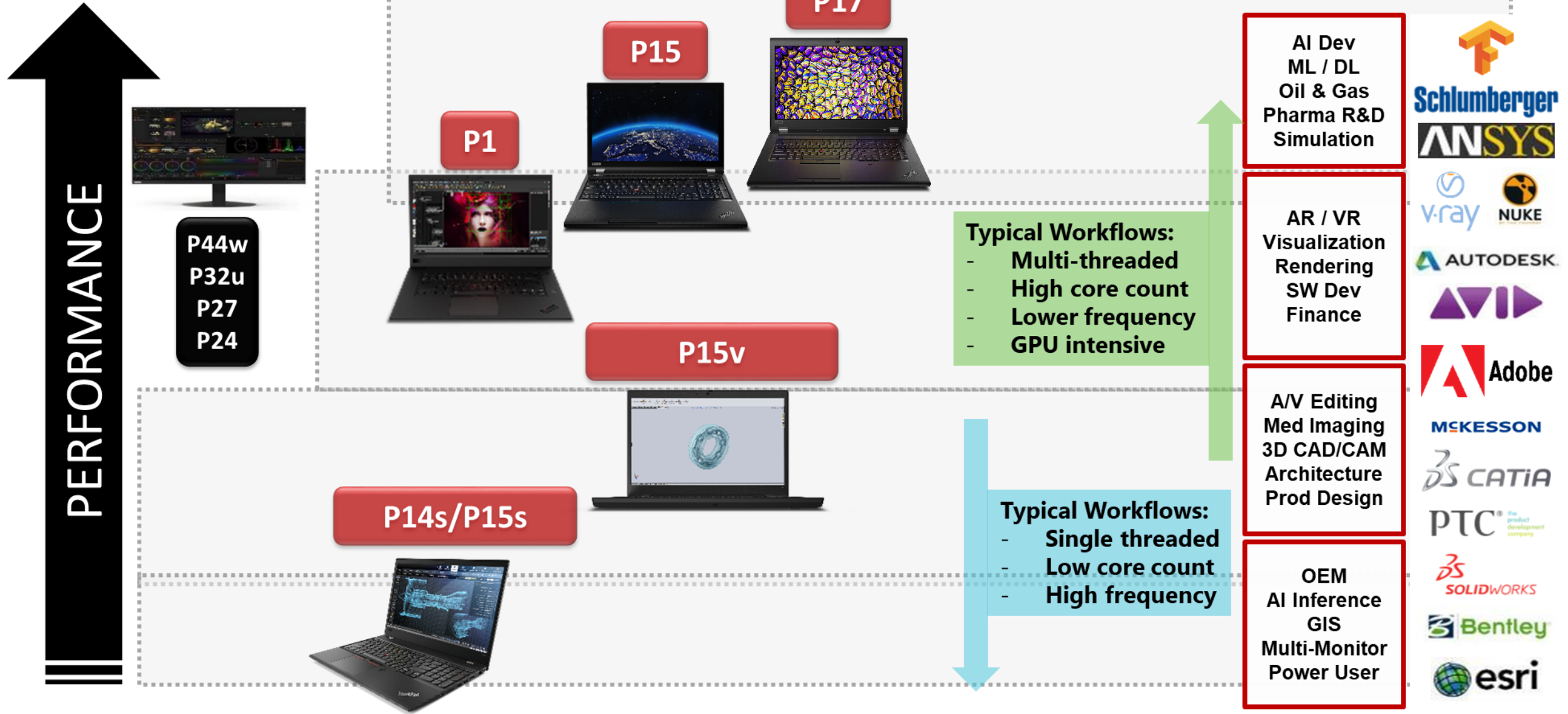**Start with:** $2319+
ThinkPad P1 (16.0")

Core H and Xeon Processors
Up to NVIDIA A5000 / GeForce RTX3080
Starting at 3.99lbs and 17.7mm
10.9hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants $2219+
17" Screen/ Ultimate Performance
ThinkPad P17 (17")

Core H and Xeon Processors
Up to NVIDIA RTX A5000 / 16GB
Starting at 8.09lbs and 24.31 to 32.45mm
8.3hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants $2099+
Ultimate Performance
ThinkPad P15 (15.6")

Core H and Xeon Processors
Up to NVIDIA RTX A5000 / 16GB
Starting at 6.32lbs and 24.5-31.45mm
9hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants $1629+
Lower Price / Entry CPU & dGPU
ThinkPad P15s (15.6")

Core U Processors
Up to NVIDIA T500 graphics / 4GB
Starting at 3.86lbs and 19.1mm
9.3hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $1439+
14", Thinner, Lighter, Entry CPU
ThinkPad P14s (14.0")

Core U Processors or AMD Ryzen Pro APUs
NVIDIA T500/4GB + Intel Iris XE or AMD Pro Driver Support
Starting at 3.22lbs and 17.9mm
12.9hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants $2629+
Performance CPU with GeForce
ThinkPad T15g (15.6")

Core H and Xeon Processors
Up to NVIDIA GeForce RTX 3080 / 8GB
Starting at 6.05lbs and 24.5-31.45mm
10.3hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants $1799+
Performance CPU / Entry dGPU
ThinkPad P15v (15.6")

Core H and Xeon Processors
Up to NVIDIA A2000 / 4GB
Starting at 4.58lbs and 22.7mm
7.5hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants $1559+
Performance CPU with Entry GeForce
ThinkPad T15p (15.6")

Core H Processors
Up to NVIDIA GeForce 1050 3GB
Starting at 4.58lbs and 22.7mm
10hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Power User Notebook – Software Based Decision Tree for Channel Partners

Typical Workflows:
- **Multi-threaded**
- **High core count**
- **Lower frequency**
- **GPU intensive**

Typical Workflows:
- **Single threaded**
- **Low core count**
- **High frequency**

P17
P15
P1
P15v
P14s/P15s
P44w
P32u
P27
P24

**AI Dev
ML / DL
Oil & Gas
Pharma R&D
Simulation**

**AR / VR
Visualization
Rendering
SW Dev
Finance**

**A/V Editing
Med Imaging
3D CAD/CAM
Architecture
Prod Design**

**OEM
AI Inference
GIS
Multi-Monitor
Power User**

PERFORMANCE

Dell to Lenovo Comparison Grid for Channel Partners

*Dell, Latitude, XPS and Precision are trademarks of Dell.
*ThinkPad and ThinkBook are trademarks of Lenovo.

	Dell Product	Closest Lenovo Product
Premium Convertible	Latitude 94xx 2-in-1 (14") Latitude 74xx 2-in-1 (14") Latitude 73xx 2-in-1 (13") XPS 13 2-in-1 (13") Latitude 53xx 2-in-1 (13")	ThinkPad X1 Yoga (14") ThinkPad X1 Yoga (14") ThinkPad X1 Yoga (14") ThinkPad X1 Yoga (14") ThinkPad X13 Yoga (13")
Mainstream Convertible	Latitude 33xx 2-in-1 (13")	ThinkPad L13 Yoga (13") or ThinkBook 14s Yoga (14")
Premium 14"	Latitude 74xx Latitude 54xx	ThinkPad T14s or T14 ThinkPad T14 or L14
Mainstream 14"	Latitude 34xx	ThinkPad L14, E14 or ThinkBook 14

	Dell Product	Closest Lenovo Product
Premium 15"	Latitude 95xx XPS 15 Latitude 55xx	ThinkPad X1 Extreme ThinkPad X1 Extreme ThinkPad T15 or L15
Mainstream 15"	Latitude 35xx	ThinkPad L15, E15 or ThinkBook 15
Premium 13"	XPS 13 Latitude 73xx Latitude 53xx	ThinkPad X1 Carbon (14") ThinkPad X13 ThinkPad X13
Mainstream / SMB 13"	Latitude 33xx	ThinkPad L13 or ThinkBook 13s
Workstation 17" 15" Performance 15" Ultraslim 15" Mainstream H 15" Mainstream U	Precision 5750/7750/7760 Precision 7550/7560 Precision 5550/5560 Precision 3551/3561 Precision 3550/3560	Thinkpad P17 ThinkPad P15 ThinkPad P1 ThinkPad P15v ThinkPad P15s

HP to Lenovo Comparison Grid for Channel Partners

*HP, EliteBook, ProBook and Zbook are trademarks of HP.
*ThinkPad and ThinkBook are trademarks of Lenovo.

	HP Product	Closest Lenovo Product
Premium Convertible	EliteBook X360 1040 (14")	ThinkPad X1 Yoga (14")
	Elite Dragonfly (13")	ThinkPad X1 Yoga (14")
	EliteBook X360 1030 (13")	ThinkPad X1 Yoga (14")
	EliteBook X360 830 (13")	ThinkPad X13 Yoga (13")
Mainstream Convertible	ProBook X360 14 (14")	ThinkPad L13 Yoga (13") or ThinkBook 14s Yoga (14")
	ProBook X360 435 (13")	ThinkPad L13 Yoga (13")
Premium 14"	EliteBook 1040	ThinkPad X1 Carbon or ThinkPad T14s or T14s AMD
	EliteBook 840	ThinkPad T14
	EliteBook 745/845	ThinkPad T14 AMD
Mainstream 14"	ProBook 640	ThinkPad L14 or E14
	ProBook 645	ThinkPad L14 AMD or E14 AMD
SMB 14"	ProBook 440	ThinkPad E14 or ThinkBook 14
	ProBook 445	ThinkPad E14 AMD or ThinkBook 14 AMD

	HP Product	Closest Lenovo Product
Premium 15"	EliteBook 1050	ThinkPad X1 Extreme
	EliteBook 850	ThinkPad T15
	EliteBook 755/855	Thinkpad L15 AMD
Mainstream 15"	ProBook 650	ThinkPad L15 or E15
	ProBook 655	ThinkPad L15 AMD or E15 AMD
SMB 15"	ProBook 450	ThinkBook E15 or ThinkBook 15
	ProBook 455	ThinkBook E15 AMD or ThinkBook 15 AMD
	HP 250/255	Lenovo V15 or ThinkBook 15
Premium 13"	EliteBook 830	ThinkPad X13
	EliteBook 735/835	ThinkPad X13 AMD
Mainstream / SMB 13"	ProBook 430	ThinkPad L13
Workstation		
17"	Zbook Fury 17	Thinkpad P17
15" Performance	Zbook Fury 15	ThinkPad P15
15" Prosumer	Zbook Create	ThinkPad T15g
15" Ultraslim	Zbook Studio	ThinkPad P1
15" Mainstream H	Zbook Power	ThinkPad P15v
15" Mainstream U	Zbook 15u / Firefly 15	ThinkPad P15s
14"	Zbook 14u / Firefly 14	ThinkPad P14s

Lenovo Commercial Desktop
Product Selector (Decision Tree)
For our Channel Partners

Start with Form Factor

Tiny / Nano Form Factor → click here

Small Form Factor → click here

Tower Form Factor → click here

All in One / Tiny in One → click here

Thin Client → click here

Start with user persona / use case

Knowledge worker → click here

Conference Rooms → click here

IoT / Industrial PC → click here

Power users → by software application

Desktop - Start with HP/Dell comparable model
HP/Dell comparison grid → click here

Workstation - Start with HP/Dell comparable model
Dell/HP comparison grid → click here

Tiny / Nano Form Factor – Decision Tree for Channel Partners

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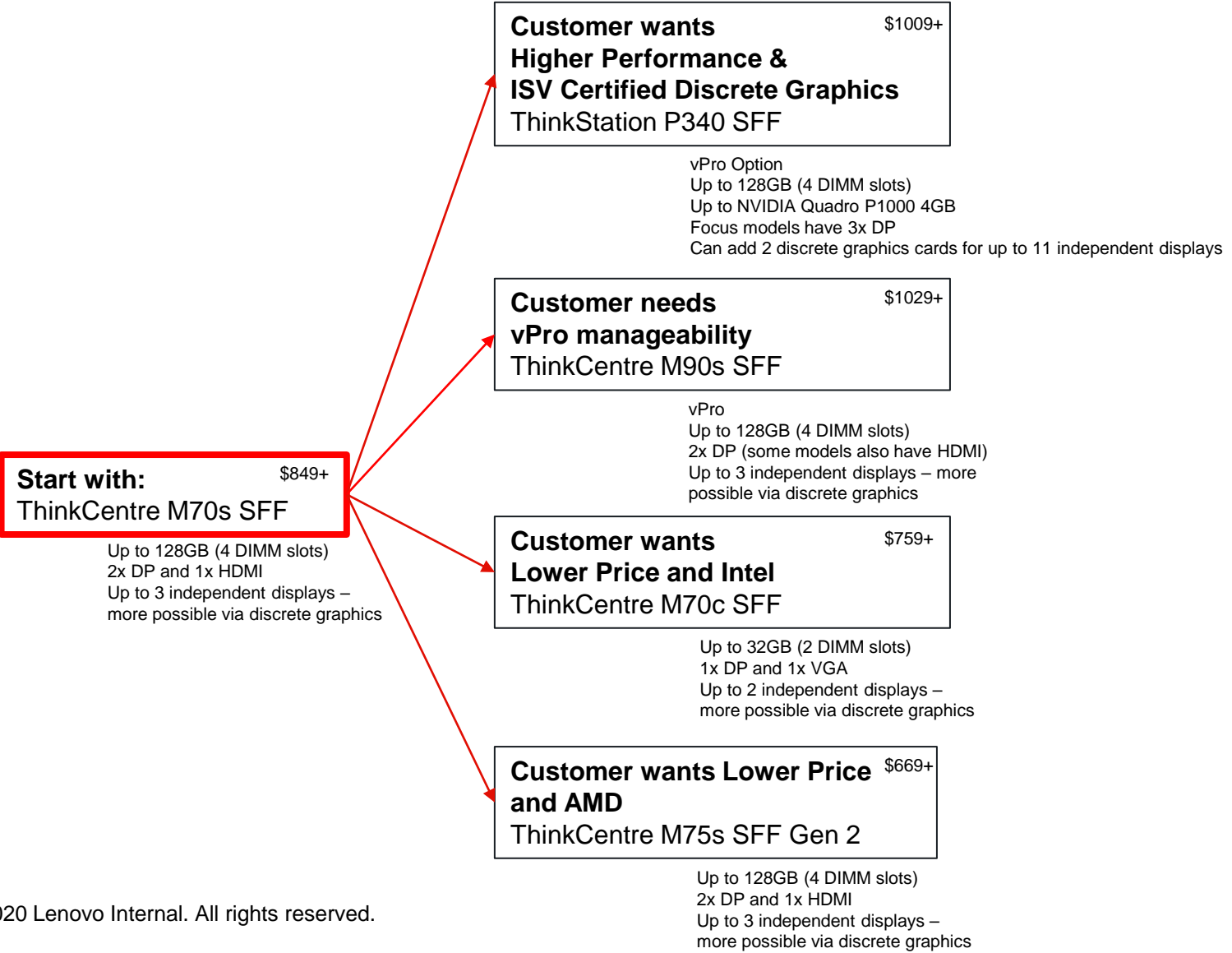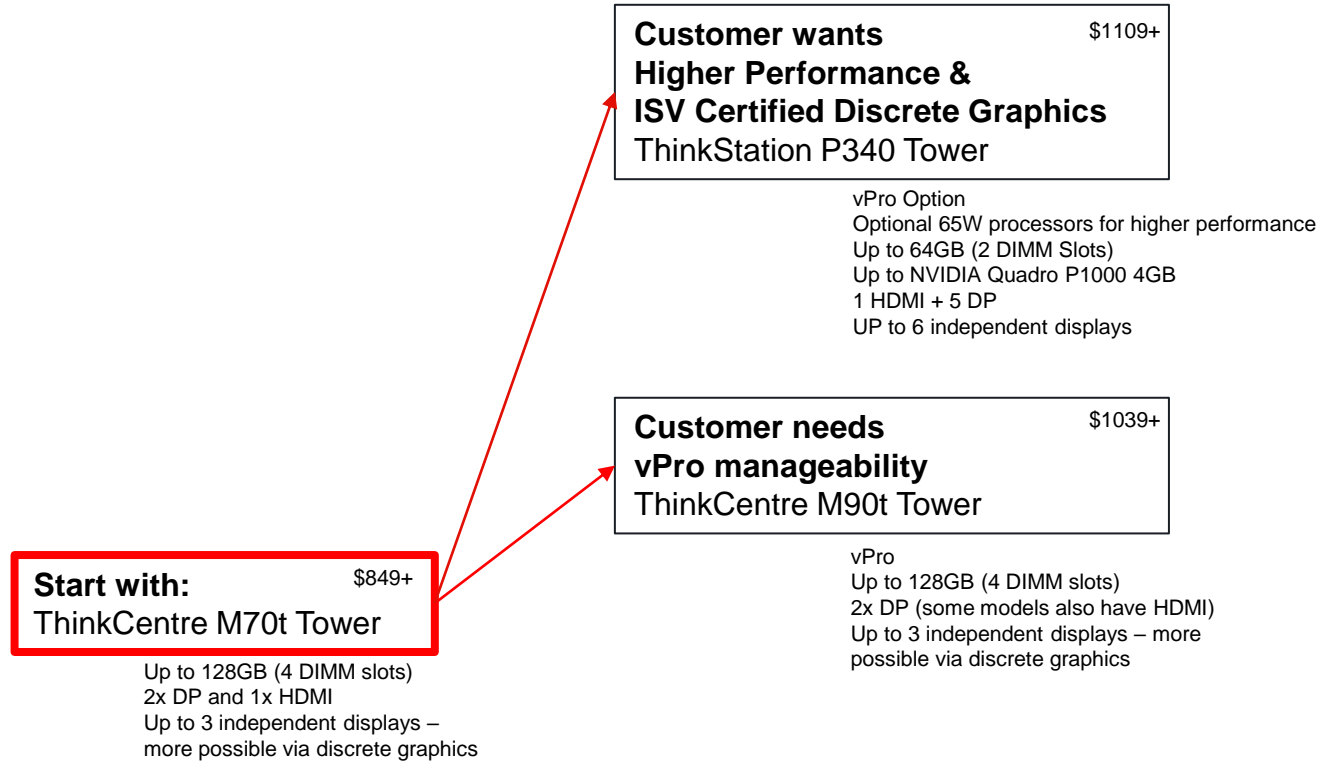
M70q Tiny
1L chassis

Start with: $749+
ThinkCentre M70q Tiny

Up to 64GB (2 DIMM slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

Customer wants $1039+
Higher Performance &
ISV Certified Discrete Graphics
ThinkStation P340 Tiny

vPro Option
Optional 65W processors for higher performance
Up to 64GB (2 DIMM Slots)
Up to NVIDIA Quadro P1000 4GB
1 HDMI + 5 DP
UP to 6 independent displays

Customer needs $919+
vPro manageability
ThinkCentre M80q Tiny

vPro Option
Up to 64GB (2 DIMM Slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

Customer needs $1019+
vPro and/or 65W Processors
ThinkCentre M90q Tiny

vPro Option
Optional 65W processors for higher performance
Up to 64GB (2 DIMM Slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

Customer wants $599+
Lower Price and Intel
ThinkCentre M60e Tiny

Up to 32GB (2 DIMM Slots)
Focus models have 1 DP & 1 HDMI
Up to 2 independent displays

M75n Nano
0.35L chassiss

Customer wants $509+
Lower Price and AMD
ThinkCentre M75q Tiny Gen 2

DASH manageability
Up to 64GB (2 DIMM Slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

Customer wants $699+
Smaller Form Factor & Power
Savings
ThinkCentre M75n Nano

0.35L Form Factor
Up to 8GB Soldered memory
One DP & One USBC
Up to 2 independent displays

Small Form Factor– Decision Tree for Channel Partners

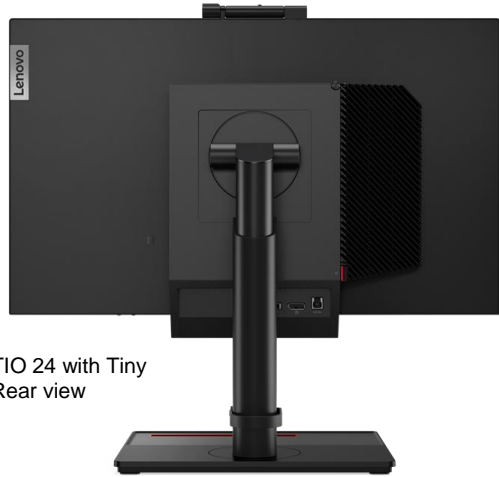This is not intended to represent all of our products. It represents the products you'll sell most frequently.

Start with: $849+
ThinkCentre M70s SFF

Up to 128GB (4 DIMM slots)
2x DP and 1x HDMI
Up to 3 independent displays –
more possible via discrete graphics

Customer wants $1009+
Higher Performance &
ISV Certified Discrete Graphics
ThinkStation P340 SFF

vPro Option
Up to 128GB (4 DIMM slots)
Up to NVIDIA Quadro P1000 4GB
Focus models have 3x DP
Can add 2 discrete graphics cards for up to 11 independent displays

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Customer needs $1029+
vPro manageability
ThinkCentre M90s SFF

vPro
Up to 128GB (4 DIMM slots)
2x DP (some models also have HDMI)
Up to 3 independent displays – more
possible via discrete graphics

Customer wants $759+
Lower Price and Intel
ThinkCentre M70c SFF

Up to 32GB (2 DIMM slots)
1x DP and 1x VGA
Up to 2 independent displays –
more possible via discrete graphics

Customer wants Lower Price $669+
and AMD
ThinkCentre M75s SFF Gen 2

Up to 128GB (4 DIMM slots)
2x DP and 1x HDMI
Up to 3 independent displays –
more possible via discrete graphics

M70s SFF
8.2L chassis

Tower Form Factor – Decision Tree for Channel Partners

Go back

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**Customer wants
Higher Performance &
ISV Certified Discrete Graphics**
ThinkStation P340 Tower $1109+

vPro Option
Optional 65W processors for higher performance
Up to 64GB (2 DIMM Slots)
Up to NVIDIA Quadro P1000 4GB
1 HDMI + 5 DP
UP to 6 independent displays

**Customer needs
vPro manageability**
ThinkCentre M90t Tower $1039+

vPro
Up to 128GB (4 DIMM slots)
2x DP (some models also have HDMI)
Up to 3 independent displays – more
possible via discrete graphics

Start with:
ThinkCentre M70t Tower $849+

Up to 128GB (4 DIMM slots)
2x DP and 1x HDMI
Up to 3 independent displays –
more possible via discrete graphics

M70t Tower
13.6L chassis

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All in One / Tiny in One – Decision Tree for Channel Partners

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Customer wants $1319+
Higher Performance &
ISV Certified Discrete Graphics
ThinkStation P340 Tiny
+ ThinkVision Tiny-in-One (TIO4) 24

P340 Tiny slides into the TIO24 (additional dual head cable required to utilize discrete GPU)
23.8" 1920x1080 IPS Display
Optional Touch
vPro Option
Up to 64GB (2 DIMM Slots)
NVIDIA Quadro Discrete Graphics -1 HDMI + 5 DP

Customer needs $1228+
vPro manageability
ThinkCentre M80q Tiny
+ ThinkVision Tiny-in-One (TIO) 24

Tiny desktop slides into the TIO24
23.8" 1920x1080 IPS Display
Optional Touch
vPro
Up to 64GB (2 DIMM Slots)

Customer wants true $1319+
All-in-One design
ThinkCentre M90a – 23.8" FHD IPS

vPro
23.8" 1920x1080 IPS Display
Optional Touch
Optional PrivacyGuard
Up to 64GB (2 DIMM Slots)
One DP port
DVDRW

TIO 24 with Tiny
Rear view

(intel inside)

Start with: $1048+
ThinkCentre M70q Tiny
+ ThinkVision Tiny-in-One (TIO) 24

Tiny desktop slides into the TIO24
23.8" 1920x1080 IPS Display
Optional Touch
Up to 64GB (2 DIMM slots)

Customer wants true $1229+
All-in-One design
ThinkCentre M70a – 21.5" FHD

21.5" 1920x1080 IPS Display
Optional Touch
Up to 64GB (2 DIMM Slots)
One DP port
DVDRW

Customer wants $848+
Lower Price and AMD
ThinkCentre M75q Tiny Gen 2
+ ThinkVision Tiny-in-One (TIO) 24

Tiny desktop slides into the TIO24
23.8" 1920x1080 IPS Display
Optional Touch
DASH manageability
Up to 64GB (2 DIMM Slots)

Thin Client – Decision Tree for Channel Partners

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M75n Thin Client

Start with: $489+
ThinkCentre M75n
Thin Client

AMD Ryzen 3 performance
8GB soldered memory
1x DP and 1x USBC
Up to 2 independent displays

Customer wants $339+
Lower price and
doesn't need Ryzen Performance
ThinkCentre M625q Thin Client

AMD E2 or A4 performance
Up to 8GB (one DIMM slot)
2x DP
Up to 2 independent displays

M625q Thin Client

Customer wants: $359+
- **Fanless design**
- **Lower price**
- **To use in extreme temps**
and doesn't need Ryzen Performance
ThinkCentre M75n IoT Thin Client

AMD Athlon performance
4GB soldered memory
1x DP and 1x USBC
Up to 2 independent displays

M75n IoT Thin Client

Lenovo Thin Clients support:
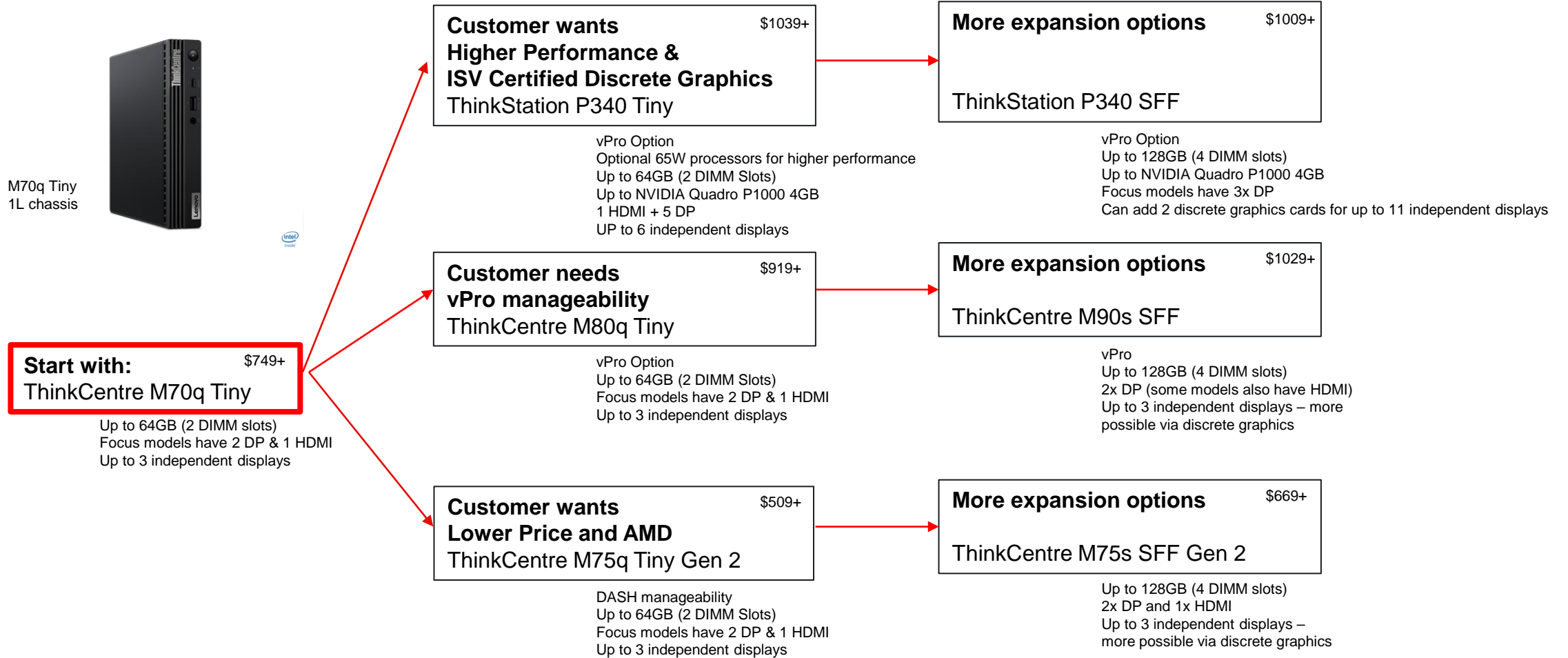Citrix
Microsoft
vmware
Windows IoT
imprivata
LeTOS

Knowledge Worker Device – Decision Tree for Channel Partners

This is not intended to represent all of our products. It represents the products you'll sell most frequently.

M70q Tiny
1L chassis

Start with: $749+
ThinkCentre M70q Tiny

Up to 64GB (2 DIMM slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

Customer wants $1039+
Higher Performance &
ISV Certified Discrete Graphics
ThinkStation P340 Tiny

vPro Option
Optional 65W processors for higher performance
Up to 64GB (2 DIMM Slots)
Up to NVIDIA Quadro P1000 4GB
1 HDMI + 5 DP
UP to 6 independent displays

More expansion options $1009+

ThinkStation P340 SFF

vPro Option
Up to 128GB (4 DIMM slots)
Up to NVIDIA Quadro P1000 4GB
Focus models have 3x DP
Can add 2 discrete graphics cards for up to 11 independent displays

Customer needs $919+
vPro manageability
ThinkCentre M80q Tiny

vPro Option
Up to 64GB (2 DIMM Slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

More expansion options $1029+

ThinkCentre M90s SFF

vPro
Up to 128GB (4 DIMM slots)
2x DP (some models also have HDMI)
Up to 3 independent displays – more possible via discrete graphics

Customer wants $509+
Lower Price and AMD
ThinkCentre M75q Tiny Gen 2

DASH manageability
Up to 64GB (2 DIMM Slots)
Focus models have 2 DP & 1 HDMI
Up to 3 independent displays

More expansion options $669+

ThinkCentre M75s SFF Gen 2

Up to 128GB (4 DIMM slots)
2x DP and 1x HDMI
Up to 3 independent displays – more possible via discrete graphics

Conference Rooms / Collaboration – Decision Tree for Channel Partners

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	Microsoft Teams	**Zoom**	**Google Meet**
Personal Productivity Or Huddle Room	ThinkSmart View Teams - ZA690000US	ThinkSmart View Zoom – ZA840013US	
Small to Medium Conference Room **With All-in-One Convenience**	ThinkSmart Hub for Teams Teams – 11H10008US	ThinkSmart Hub for Zoom Zoom – 11H30009US	
Any Size Conference Room **Modular or Build your Own**	ThinkSmart Core + Controller for Teams 11LR0002US ThinkSmart Core Room Kit for Teams 11S30003US ThinkSmart SoundBar PN = 11RTZ9ARUS ThinkSmart 4K HDR Camera PN = 4Y71C41660	ThinkSmart Core + Controller for Zoom 11LT0002US ThinkSmart Core Room Kit for Zoom 11S30003US ThinkSmart SoundBar PN = 11RTZ9ARUS ThinkSmart 4K HDR Camera PN = 4Y71C41660	Google Meet Series One 20WA0006US Small Room Kit Black 20WA0007US Medium Room Kit Black 20WA0008US Large Room Kit Black 20WA0009US Small Room Kit White 20WA000AUS Medium Room Kit White 20WA000BUS Large Room Kit White

IoT / Industrial PC – Decision Tree for Channel Partners

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Customer does not have a space constraint

Customer wants maximum ports

Lenovo SmartEdge SE50   **$1929+**
- 2.36L design with fan
- Intel i5-8365UE or i7-8665UE
- Up to 32GB
- Up to 1TB SSD or HDD
- 2 USB 3.0, 1 USB 3.2, 1 HDMI, 1 DP, 2x RJ45, 2x RS-232
- Optional ports: CAN Bus, 4DI + 4DO, 2x RS-422/485, 2x RS-232, 1x parallel

Lenovo SmartEdge SE30   **$1069+**
- 0.81L fanless design
- Intel i3-1115GRE or i5-1145GRE
- Up to 16GB
- Up to 2x 1TB SSD
- 3 USB 3.2, 1 USB C 3.2, 1 HDMI, 1 DP, 1x Thunderbolt 4, 2x RJ45, 2x RS-232/422/485
- Optional ports: 1x USB C 3.2, 1x DC in, 1x DIO 4DI/4DO, 2x RJ45, 2x RS232/RS422/RS485

intel

Customer is looking for a solution in a constrained space

Customer is looking for a rugged device at a lower price point than our competitors

ThinkCentre M75n Nano IoT   **$359+**
- 0.55L fanless design
- AMD Athlon Silver 3050e with 4GB
- USBC port, USB 3.1 Gen 2 port, RJ45 port, DP, 2x Serial (RS-232)
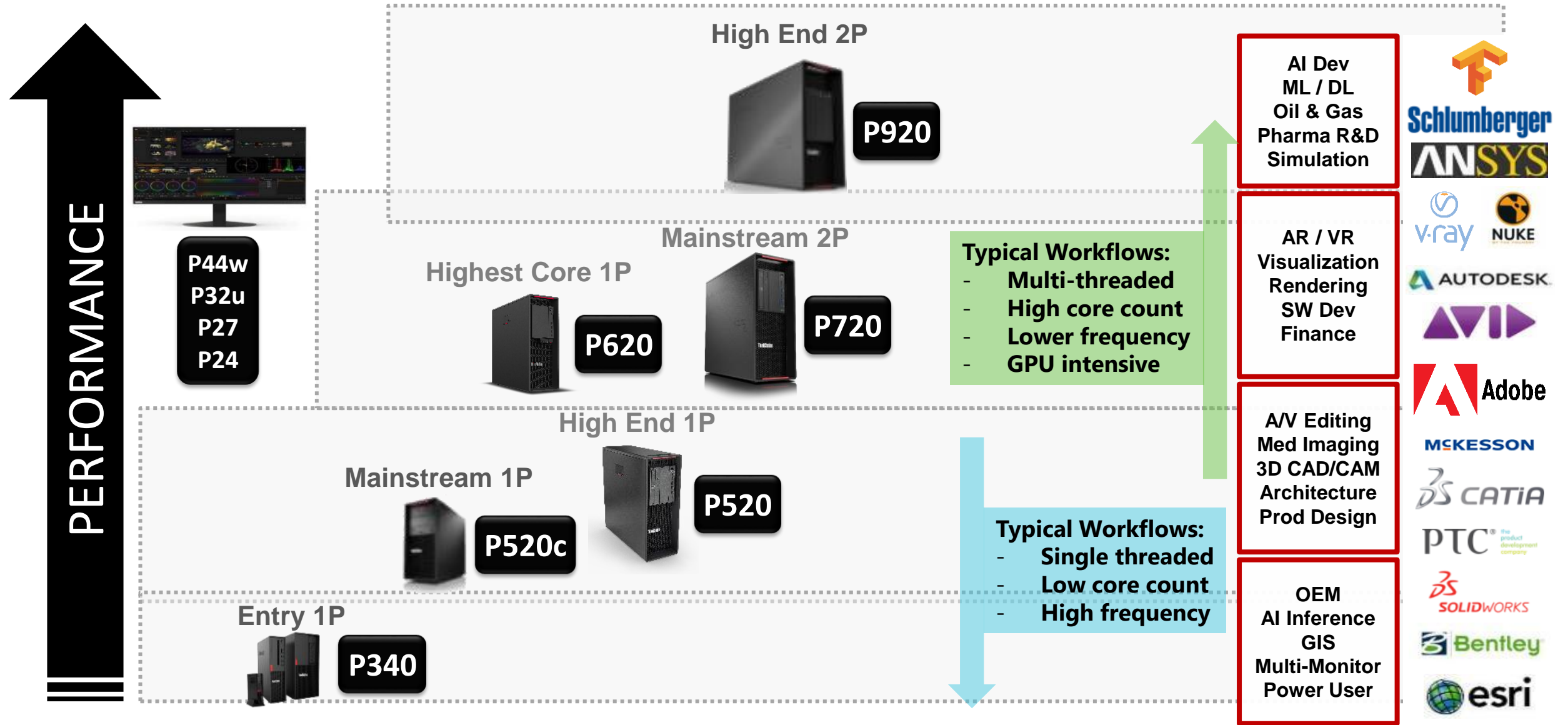- Optional I/O box for additional ports

AMD

Potential use cases for these products
- For use in an industrial setting as an industrial PC
- To connect IoT devices and sensors to the cloud or data center
- Deliver compute power to the edge to fuel real-time analytics
- Supports Windows 10 IoT and Linux
- Supports Microsoft Azure IoT
- Supports AWS Greengrass

Power User Desktop – Software Based Decision Tree for Channel Partners

PERFORMANCE

P44w
P32u
P27
P24

High End 2P

P920

Mainstream 2P

Highest Core 1P

P620

P720

High End 1P

Mainstream 1P

P520c

P520

Entry 1P

P340

Typical Workflows:
- **Multi-threaded**
- **High core count**
- **Lower frequency**
- **GPU intensive**

Typical Workflows:
- **Single threaded**
- **Low core count**
- **High frequency**

**AI Dev
ML / DL
Oil & Gas
Pharma R&D
Simulation**

**AR / VR
Visualization
Rendering
SW Dev
Finance**

**A/V Editing
Med Imaging
3D CAD/CAM
Architecture
Prod Design**

**OEM
AI Inference
GIS
Multi-Monitor
Power User**

Schlumberger

ANSYS

V-ray

NUKE

AUTODESK

AVID

Adobe

McKESSON

3DS CATIA

PTC

3DS SOLIDWORKS

Bentley

esri

Dell/HP to Lenovo Desktop Comparison Grid for Channel Partners

*Dell, Latitude, XPS, Precision and Optiplex are trademarks of Dell.
*HP, Elitedesk and Prodesk are trademarks of HP.
*ThinkPad, ThinkBook, ThinkCentre and ThinkStation are trademarks of Lenovo.

Lenovo ThinkCentre	Dell	HP
M90	Optiplex 7000	Elitedesk 800
M75 AMD		Elitedesk 705/805 AMD
M80	Optiplex 5000	Prodesk 600
M70	Optiplex 3000	Prodesk 400
M75 AMD		Prodesk 405 AMD

Dell Micro → ThinkCentre Tiny
Dell Ultra → ThinkCentre Tiny or Nano

HP Mini → ThinkCentre Tiny
HP Slice → ThinkCentre Tiny or Nano

Dell/HP to Lenovo Workstation Comparison Grid for Channel Partners

*Dell, Latitude, XPS and Precision are trademarks of Dell.
*ThinkPad, ThinkBook, ThinkCentre and ThinkStation are trademarks of Lenovo.

DT WS	Lenovo ThinkStation	HP Z DESKTOPS	DELL Precision
Rack WS	⭕ /P920 Rack	**ZCentral 4R (1U)**	3930 Rack/7920 Rack
Performance 2P	P920	Z8 G4	7920
Mainstream 2P	P720	Z6 G4	7820
Ultraperformance 1P	P620	⭕	⭕
Performance 1P	P520	Z4 G4	5820
Value 1P**	P520c	Z4x G4	5820x
Mainstream TWR	P340/**P350** Tower	**Z2 G8 Tower**	**3650 Tower**
Value TWR	⭕	**Z1 G8 Entry Tower***	⭕
SFF	P340/**P350** SFF	**Z2 G8 SFF**	**3450 SFF**
Tiny WS	P340/**P350** Tiny*	Z2 Mini G5	3240 Compact

New Products

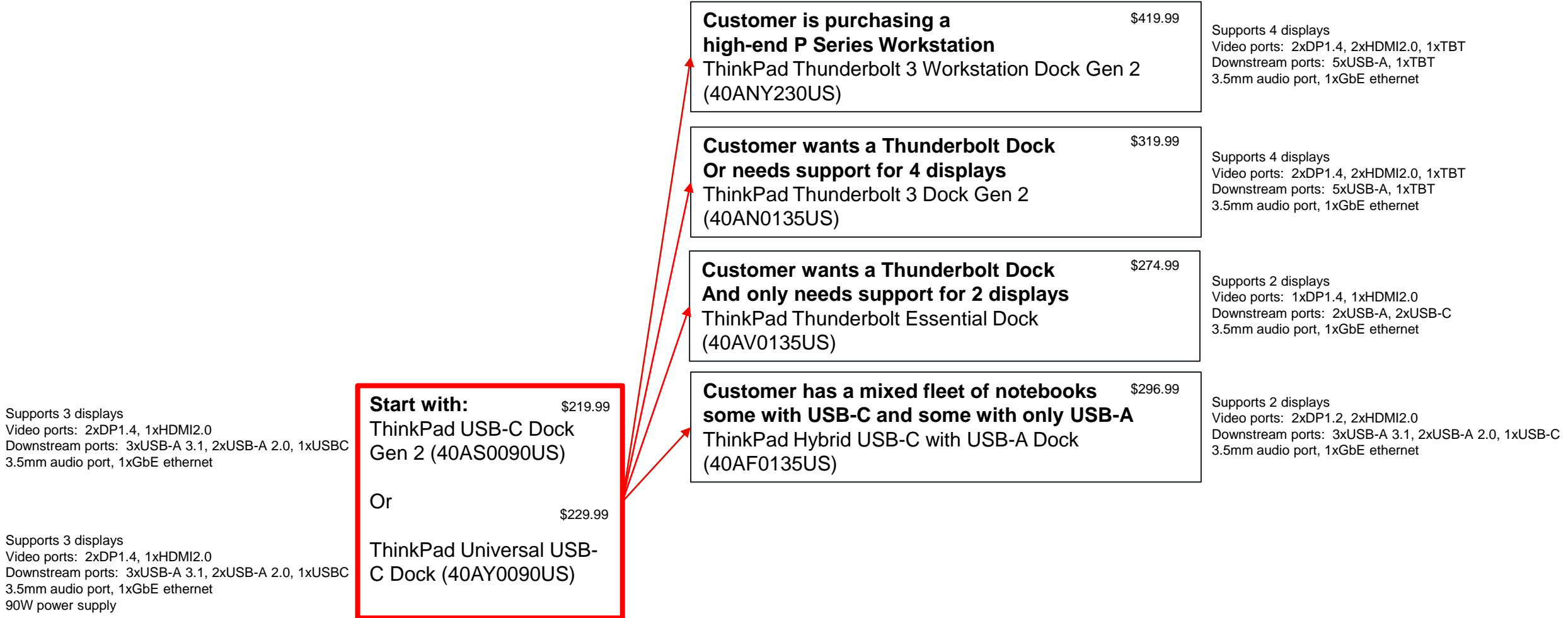*Value tier classification per IDC
**Lenovo value 1P volume only

Docking Station – Decision Tree for Channel Partners

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**Customer is purchasing a
high-end P Series Workstation** $419.99
ThinkPad Thunderbolt 3 Workstation Dock Gen 2
(40ANY230US)

Supports 4 displays
Video ports: 2xDP1.4, 2xHDMI2.0, 1xTBT
Downstream ports: 5xUSB-A, 1xTBT
3.5mm audio port, 1xGbE ethernet

**Customer wants a Thunderbolt Dock
Or needs support for 4 displays** $319.99
ThinkPad Thunderbolt 3 Dock Gen 2
(40AN0135US)

Supports 4 displays
Video ports: 2xDP1.4, 2xHDMI2.0, 1xTBT
Downstream ports: 5xUSB-A, 1xTBT
3.5mm audio port, 1xGbE ethernet

**Customer wants a Thunderbolt Dock
And only needs support for 2 displays** $274.99
ThinkPad Thunderbolt Essential Dock
(40AV0135US)

Supports 2 displays
Video ports: 1xDP1.4, 1xHDMI2.0
Downstream ports: 2xUSB-A, 2xUSB-C
3.5mm audio port, 1xGbE ethernet

**Customer has a mixed fleet of notebooks
some with USB-C and some with only USB-A** $296.99
ThinkPad Hybrid USB-C with USB-A Dock
(40AF0135US)

Supports 2 displays
Video ports: 2xDP1.2, 2xHDMI2.0
Downstream ports: 3xUSB-A 3.1, 2xUSB-A 2.0, 1xUSB-C
3.5mm audio port, 1xGbE ethernet

Supports 3 displays
Video ports: 2xDP1.4, 1xHDMI2.0
Downstream ports: 3xUSB-A 3.1, 2xUSB-A 2.0, 1xUSBC
3.5mm audio port, 1xGbE ethernet

Start with: $219.99
ThinkPad USB-C Dock
Gen 2 (40AS0090US)

Or

$229.99

ThinkPad Universal USB-
C Dock (40AY0090US)

Supports 3 displays
Video ports: 2xDP1.4, 1xHDMI2.0
Downstream ports: 3xUSB-A 3.1, 2xUSB-A 2.0, 1xUSBC
3.5mm audio port, 1xGbE ethernet
90W power supply

Both work with almost every Lenovo commercial notebook except for high-
end P Series (that need more power) and low-end V Series (that don't
have a USBC port).

Visit www.smartfind.lenovo.com
for compatibility information