

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](#)



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

Start with screen size

13" → click here

14" → click here

15" → 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



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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: ThinkPad X13

\$1169+

Starting at 2.62lbs and 18.1mm
15.5hrs battery life (MM18)
Soldered memory
Longest Battery Life

Customer wants Thinner, Lighter More Premium
ThinkPad X1 Nano

\$1889+

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

Customer wants Best User Experience / Versatility
ThinkPad X13 Yoga

\$1519+

Starting at 2.76lbs and 15.95mm
12.05hrs battery life (MM18)
Soldered memory

Customer wants Lower Price
ThinkPad L13

\$899+

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

Customer wants Silver / Metal ID / No Trackpoint
ThinkBook 13s

\$829+

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

Customer wants Thinner, Lighter More Premium Yoga
ThinkPad X1 Titanium

\$2189+

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

Customer wants Lower Priced Yoga
ThinkPad L13 Yoga

\$1149+

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



ThinkBook 13s

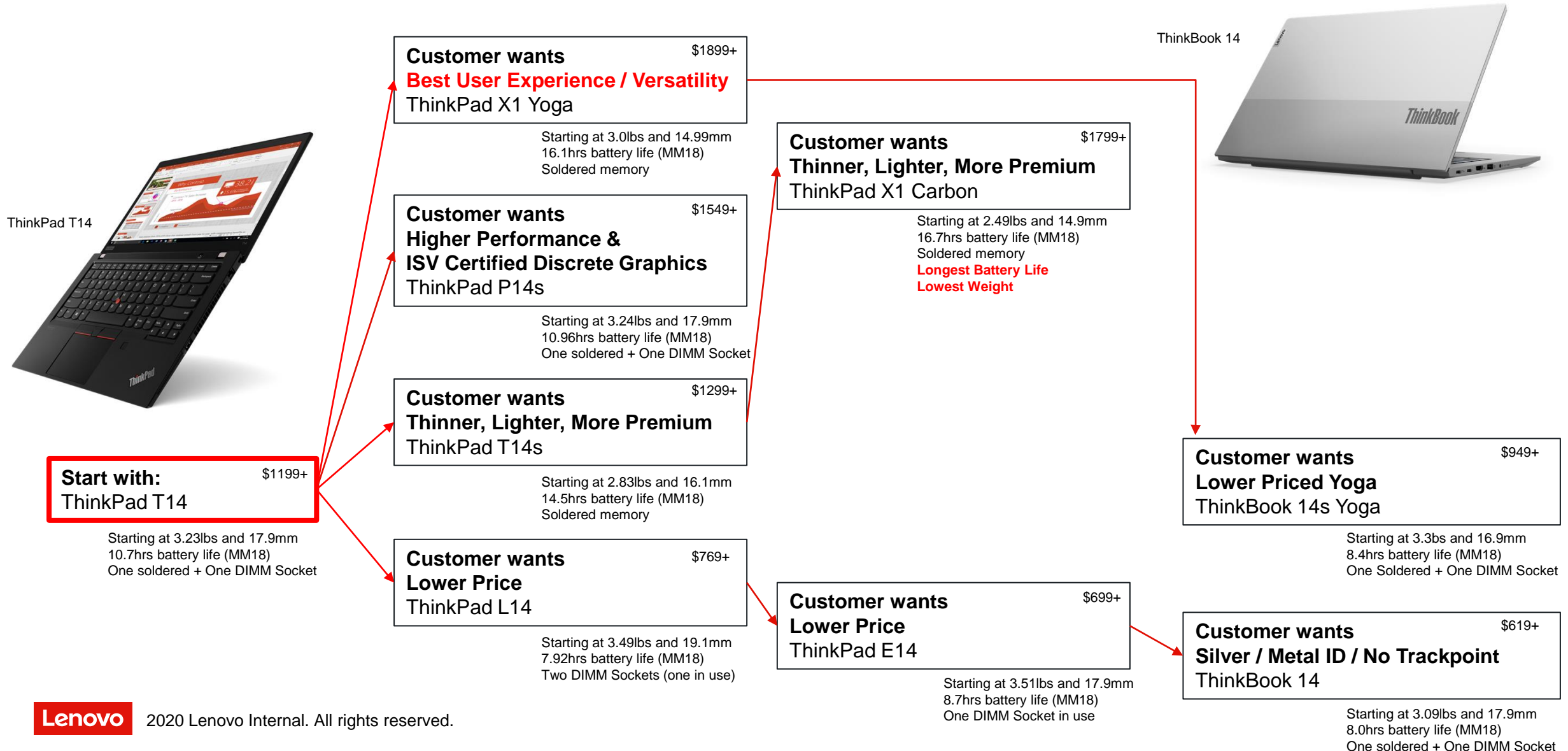




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14" Notebook – Decision Tree for Channel Partners

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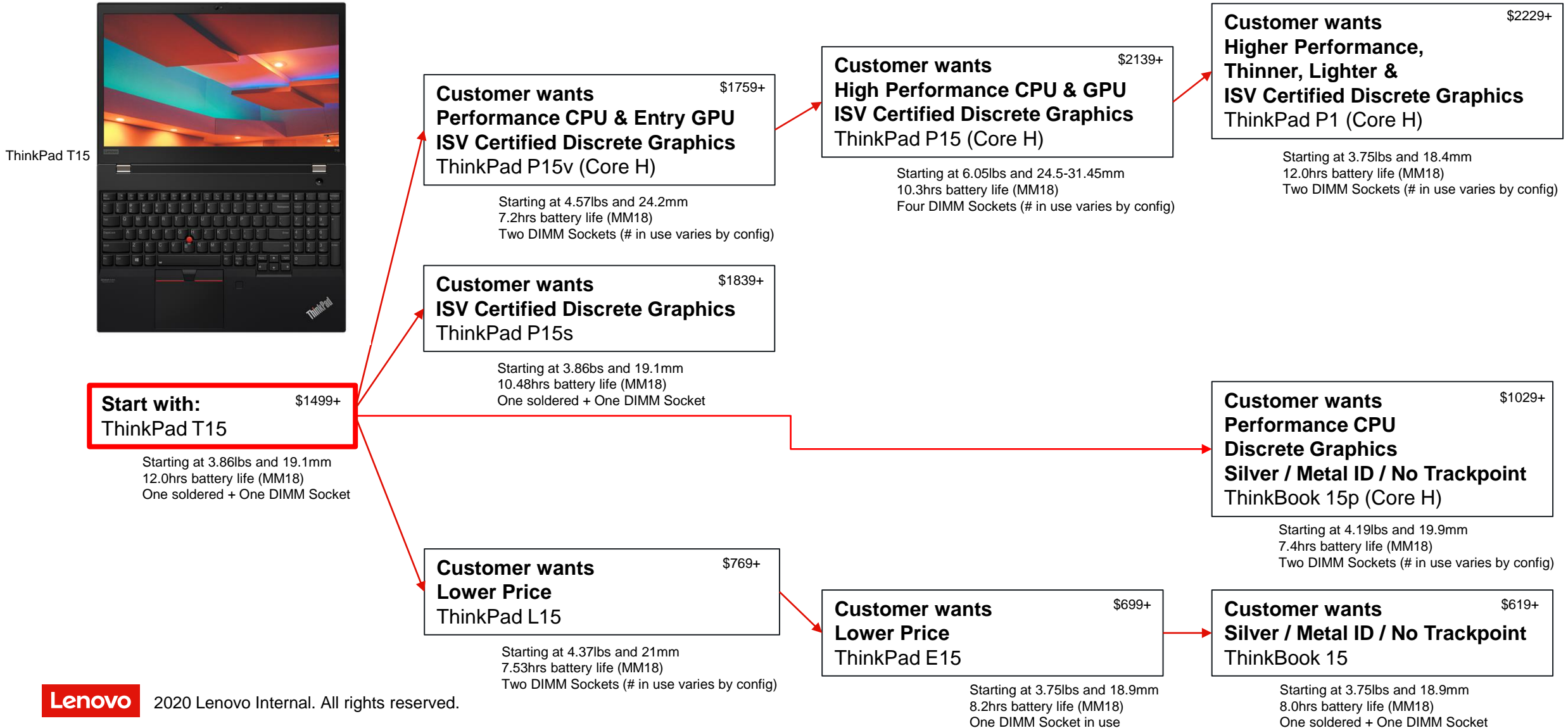




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15" Notebook – Decision Tree for Channel Partners

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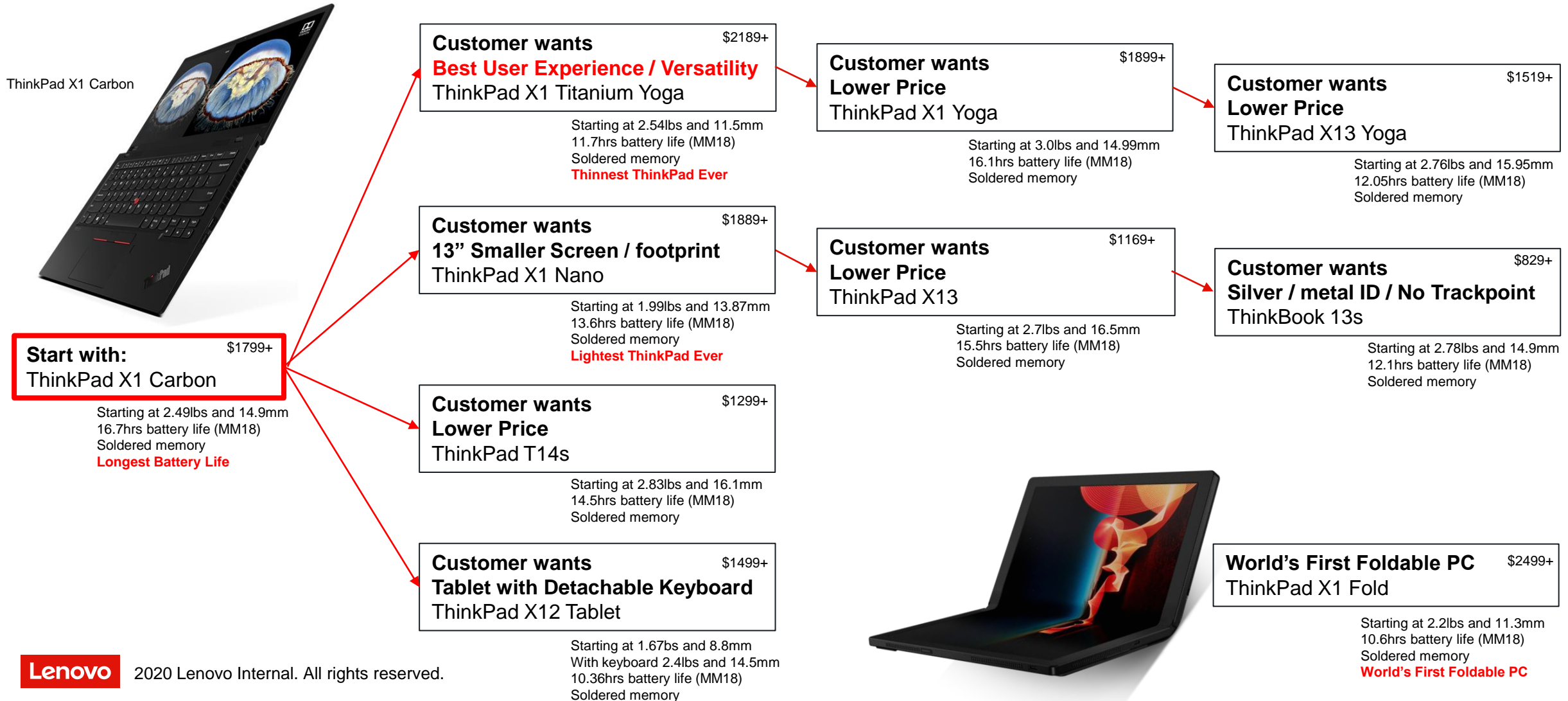




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Executive & Sales Leader Device – Decision Tree for Channel Partners

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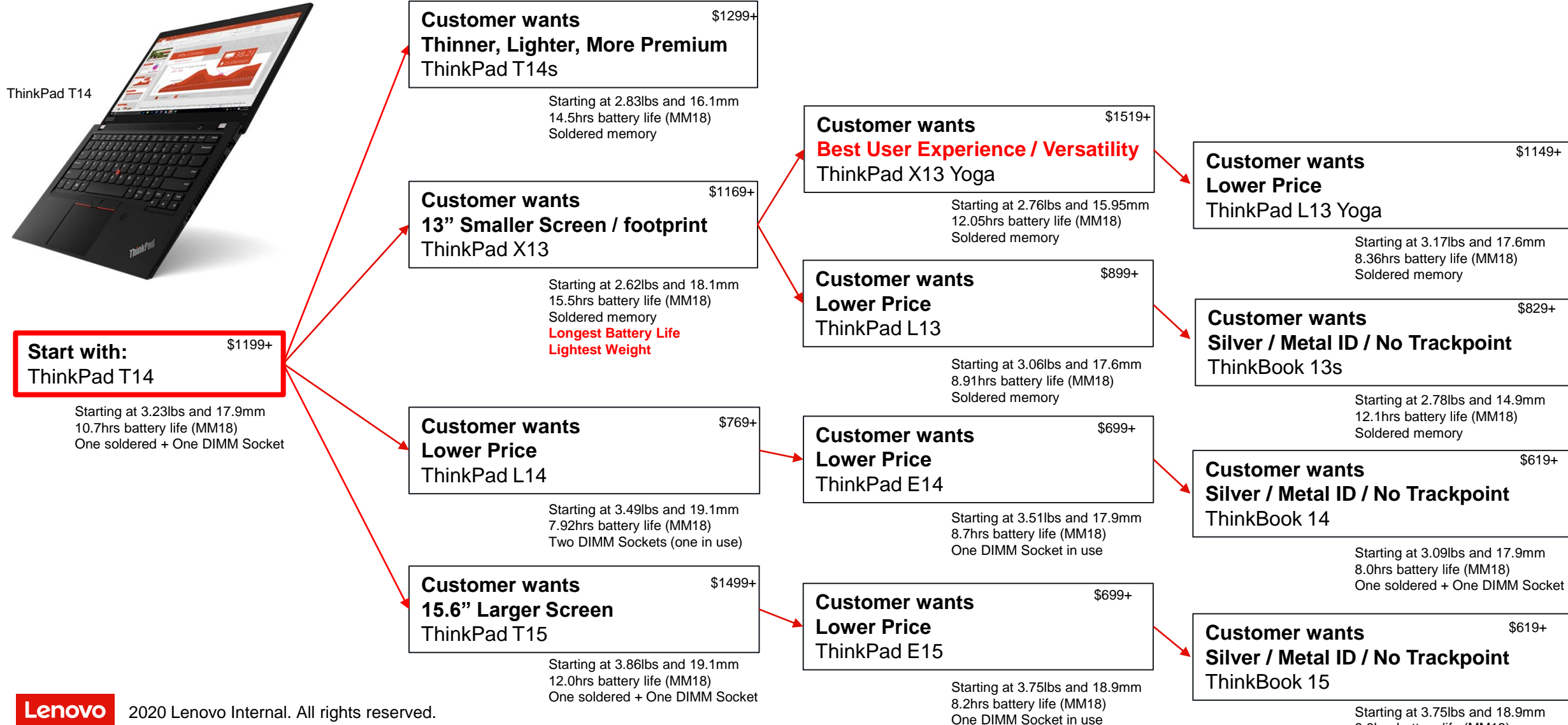




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Knowledge Worker Device – Decision Tree for Channel Partners

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

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ThinkPad P1

Start with: \$2229+
ThinkPad P1 (Quadro)

Core H and Xeon Processors
Up to NVIDIA Quadro T2000 / 4GB
Starting at 3.75lbs and 18.4mm
12.0hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants \$2059+
17" Screen/ Ultimate Performance
ThinkPad P17 (Quadro)

Core H and Xeon Processors
Up to NVIDIA Quadro RTX 5000 / 16GB
Starting at 7.7lbs and 25.11 to 33.25mm
9.75hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants \$2139+
Ultimate Performance
ThinkPad P15 (Quadro)

Core H and Xeon Processors
Up to NVIDIA Quadro RTX 5000 / 16GB
Starting at 6.05lbs and 24.5-31.45mm
10.3hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants \$1839+
Lower Price / Entry CPU & Quadro
ThinkPad P15s (Quadro)

Core U Processors and NVIDIA Quadro T500 4GB
Starting at 3.86lbs and 19.1mm
10.48hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$1549+
14", Thinner, Lighter
Entry CPU and Quadro
ThinkPad P14s (Quadro)

Core U Processors and NVIDIA Quadro T500 4GB
Starting at 3.24lbs and 17.9mm
10.96hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$2589+
Performance CPU with GeForce
ThinkPad T15g (GeForce)

Core H and Xeon Processors
Up to NVIDIA GeForce RTX 2080 Super Max-Q 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 \$1759+
Performance CPU / Entry dGPU
ThinkPad P15v (Quadro)

Core H and Xeon Processors
NVIDIA Quadro P620 / 4GB
Starting at 4.57lbs and 24.2mm
7.2hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants \$1659+
Performance CPU with Entry GeForce
ThinkPad T15p (GeForce)

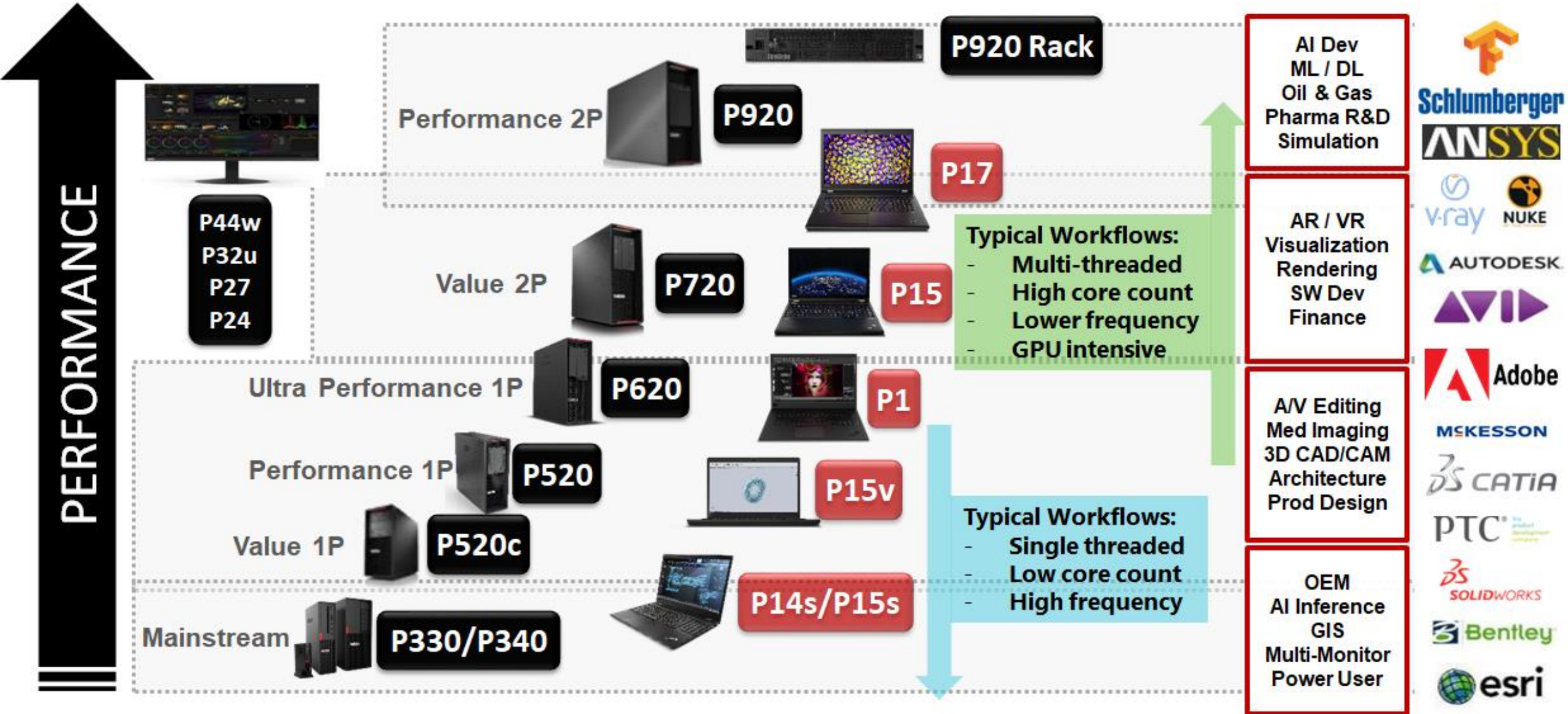
Core H Processors
NVIDIA GeForce GTX 1050 3GB
Starting at 4.57lbs and 22.7mm
7.9hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)



Power User Device – Software Based Decision Tree for Channel Partners



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Dell to Lenovo Comparison Grid for Channel Partners



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*Dell, Latitude, XPS and Precision are trademarks of Dell.

*ThinkPad and ThinkBook are trademarks of Lenovo.

	Dell Product	Closest Lenovo Product		Dell Product	Closest Lenovo Product	
Premium Convertible	Latitude 94xx 2-in-1 (14")	ThinkPad X1 Yoga (14")	Premium 15"	Latitude 95xx	ThinkPad X1 Extreme	
	Latitude 74xx 2-in-1 (14")	ThinkPad X1 Yoga (14")		XPS 15	ThinkPad X1 Extreme	
	Latitude 73xx 2-in-1 (13")	ThinkPad X1 Yoga (14")		Latitude 55xx	ThinkPad T15	
	XPS 13 2-in-1 (13")	ThinkPad X1 Yoga (14")				
	Latitude 53xx 2-in-1 (13")	ThinkPad X13 Yoga (13")				
Mainstream Convertible	Latitude 33xx 2-in-1 (13")	ThinkPad L13 Yoga (13") or ThinkBook 14s Yoga (14")	Mainstream 15"	Latitude 35xx	ThinkPad L15 or E15	
Premium 14"	Latitude 74xx	ThinkPad T14s or T14	Premium 13"	XPS 13	ThinkPad X1 Carbon (14")	
	Latitude 54xx	ThinkPad T14		Latitude 73xx	ThinkPad X13	
Mainstream 14"	Latitude 34xx	ThinkPad L14 or E14	Mainstream / SMB 13"	Latitude 53xx	ThinkPad X13	
				Latitude 33xx	ThinkPad L13	
			Workstation	Precision 7740/7750	Thinkpad P17	
				17"	Precision 7540/7550	ThinkPad P15
				15" Performance	Precision 5540/5550	ThinkPad P1
				15" Ultralim	Precision 3541/3551	ThinkPad P15v
				15" Mainstream H	Precision 3540/3550	ThinkPad P15s
			15" Mainstream U			



HP to Lenovo Comparison Grid for Channel Partners



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*ThinkPad and ThinkBook are trademarks of Lenovo.

	HP Product	Closest Lenovo Product		HP Product	Closest Lenovo Product
Premium Convertible	EliteBook X360 1040 (14") Elite Dragonfly (13") EliteBook X360 1030 (13") EliteBook X360 830 (13")	ThinkPad X1 Yoga (14") ThinkPad X1 Yoga (14") ThinkPad X1 Yoga (14") ThinkPad X13 Yoga (13")	Premium 15"	EliteBook 1050 EliteBook 850 EliteBook 755	ThinkPad X1 Extreme ThinkPad T15 Thinkpad L15 AMD
Mainstream Convertible	ProBook X360 14 (14") ProBook X360 435 (13")	ThinkPad L13 Yoga (13") or ThinkBook 14s Yoga (14") ThinkPad L13 Yoga (13")	Mainstream 15"	ProBook 650 ProBook 655	ThinkPad L15 or E15 ThinkPad L15 AMD or E15 AMD
Premium 14"	EliteBook 1040 EliteBook 840 EliteBook 745	ThinkPad X1 Carbon or ThinkPad T14s or T14s AMD ThinkPad T14 ThinkPad T14 AMD	SMB 15"	ProBook 450 ProBook 455 HP 250/255	ThinkBook E15 or ThinkBook 15 ThinkBook E15 AMD or ThinkBook 15 AMD Lenovo V15
Mainstream 14"	ProBook 640 ProBook 645	ThinkPad L14 or E14 ThinkPad L14 AMD or E14 AMD	Premium 13"	EliteBook 830 EliteBook 735	ThinkPad X13 ThinkPad X13 AMD
SMB 14"	ProBook 440 ProBook 445	ThinkPad E14 or ThinkBook 14 ThinkPad E14 AMD or ThinkBook 14 AMD	Mainstream / SMB 13"	ProBook 430	ThinkPad L13
			Workstation	Zbook Fury 17 Zbook Fury 15 Zbook Create Zbook Studio Zbook Power Zbook 15u / Firefly 15 Zbook 14u / Firefly 14	Thinkpad P17 ThinkPad P15 ThinkPad T15g ThinkPad P1 ThinkPad P15v ThinkPad P15s ThinkPad P14s
			17"		
			15" Performance		
			15" Prosumer		
			15" Ultralim		
			15" Mainstream H		
			15" Mainstream U		
			14"		



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



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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

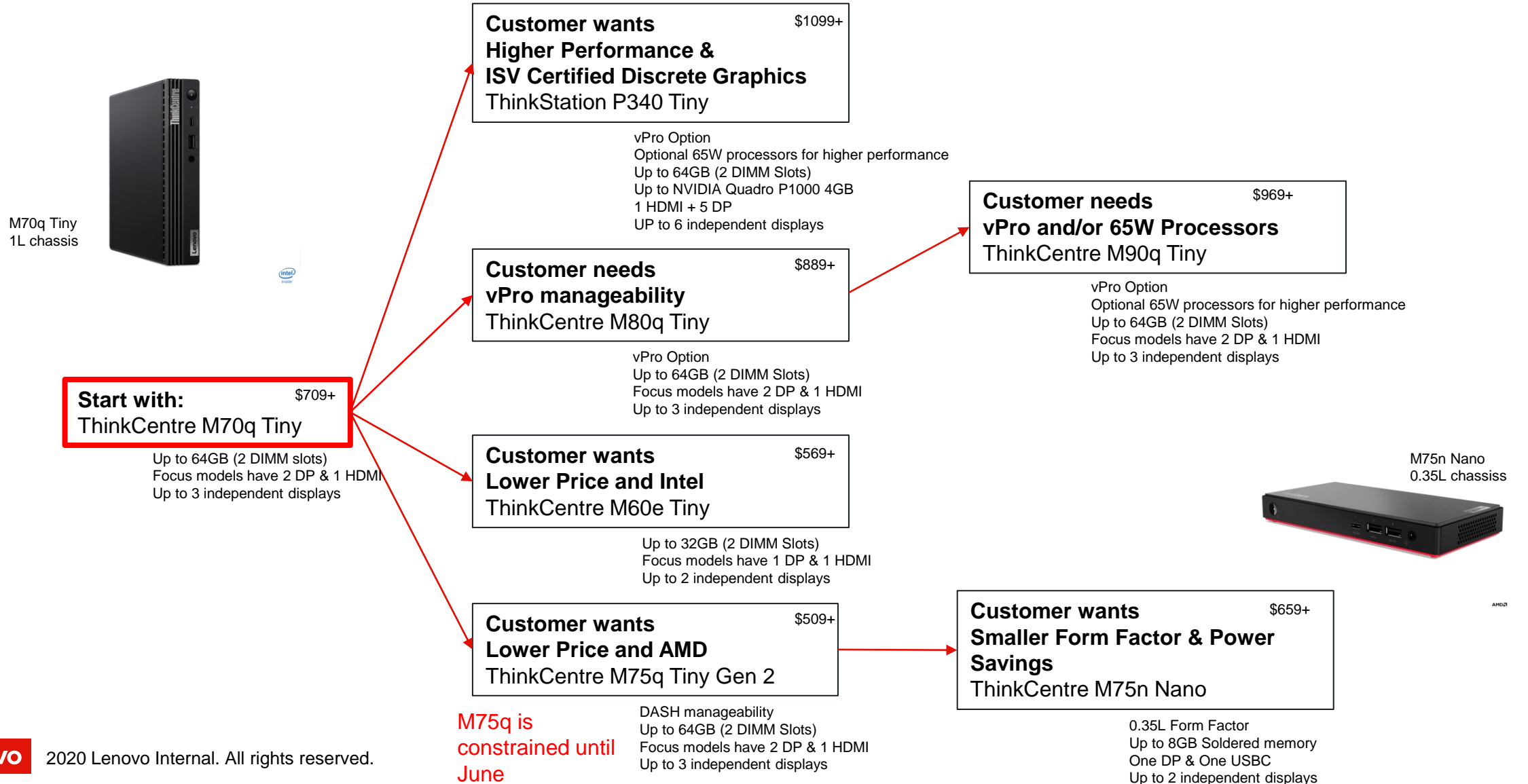
Dell/HP comparison grid → [click here](#)



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Tiny / Nano Form Factor – Decision Tree for Channel Partners

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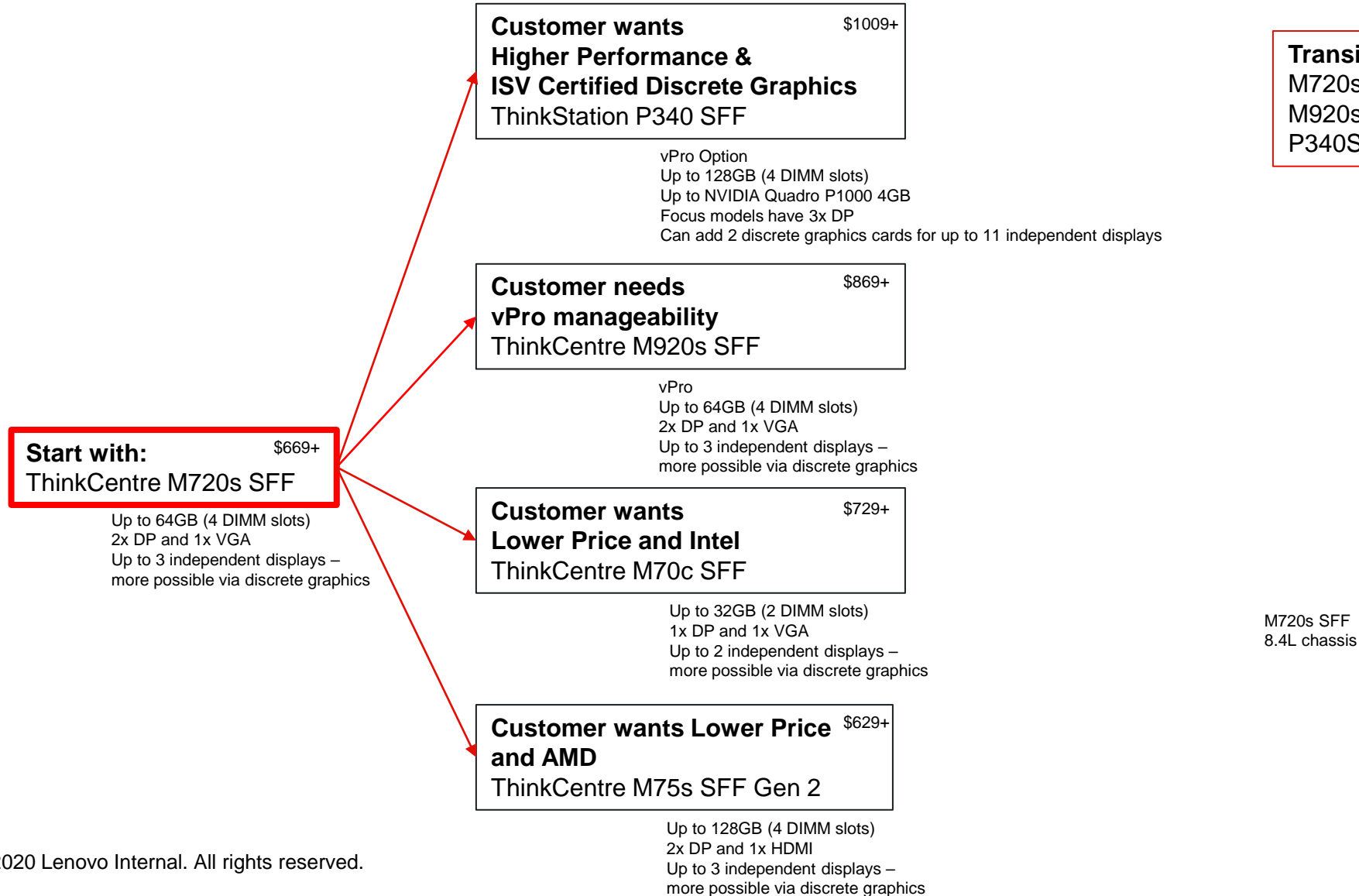




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Small Form Factor– Decision Tree for Channel Partners

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Transition over next 3 months
 M720s → M70s
 M920s → M80s
 P340SFF → P350SFF



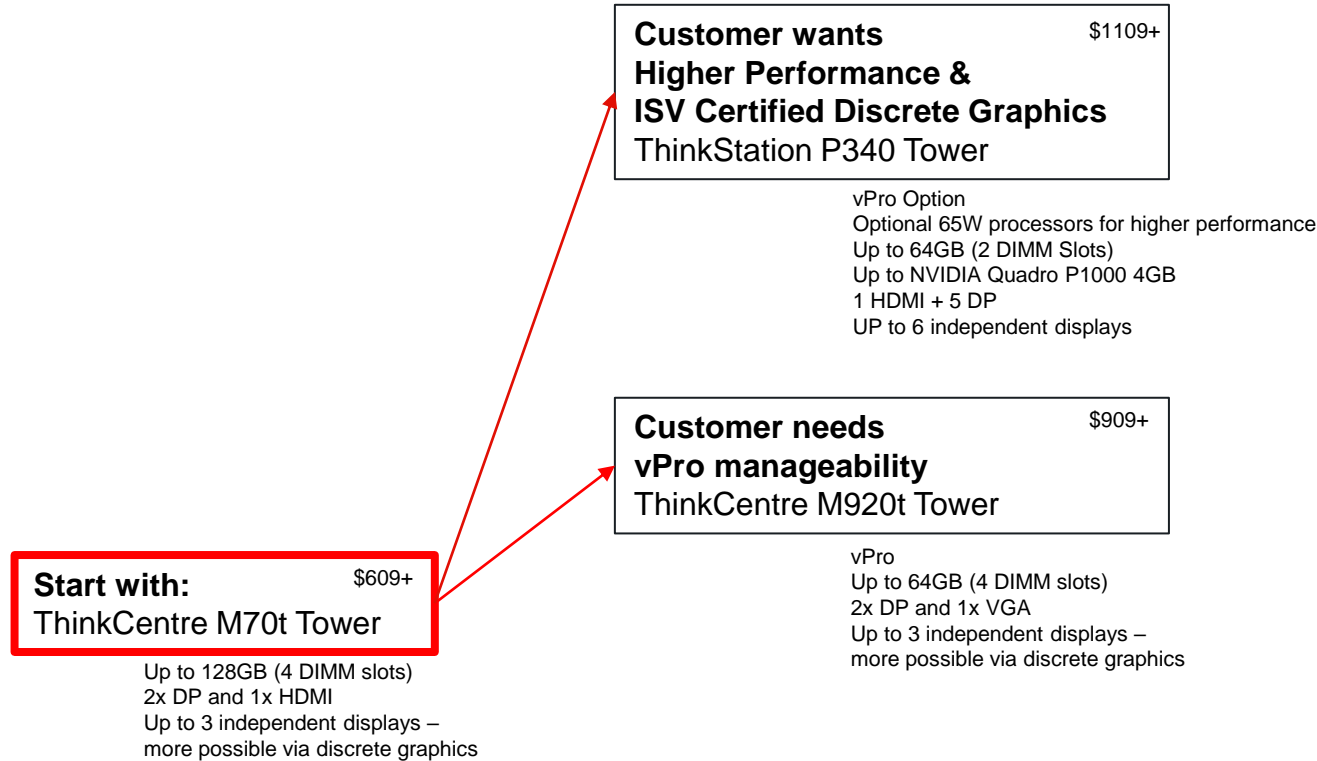
M720s SFF
8.4L chassis



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Tower Form Factor – Decision Tree for Channel Partners

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Transition over next 3 months
 M720t → M70t
 M920t → M80t
 P340 Tower → P350 Tower



M70t Tower
13.6L chassis





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

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TIO 24 with Tiny
Rear view



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 \$1009+

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 All-in-One design \$1159+

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

M90a is not recommended for April to September - very constrained.

Customer wants true All-in-One design \$899+

ThinkCentre M70a – 21.5" FHD

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

M70a is not recommended for April to September - very constrained.

Customer wants Lower Price and AMD \$848+

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)

M75q is constrained until June





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Thin Client – Decision Tree for Channel Partners

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M75n Thin Client

Start with: \$449+
 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

Customer wants: \$329+
 - **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



M625q Thin Client



Lenovo Thin Clients support:

- Citrix
- Microsoft
- vmware
- Windows IoT
- imprivata
- LeTOS

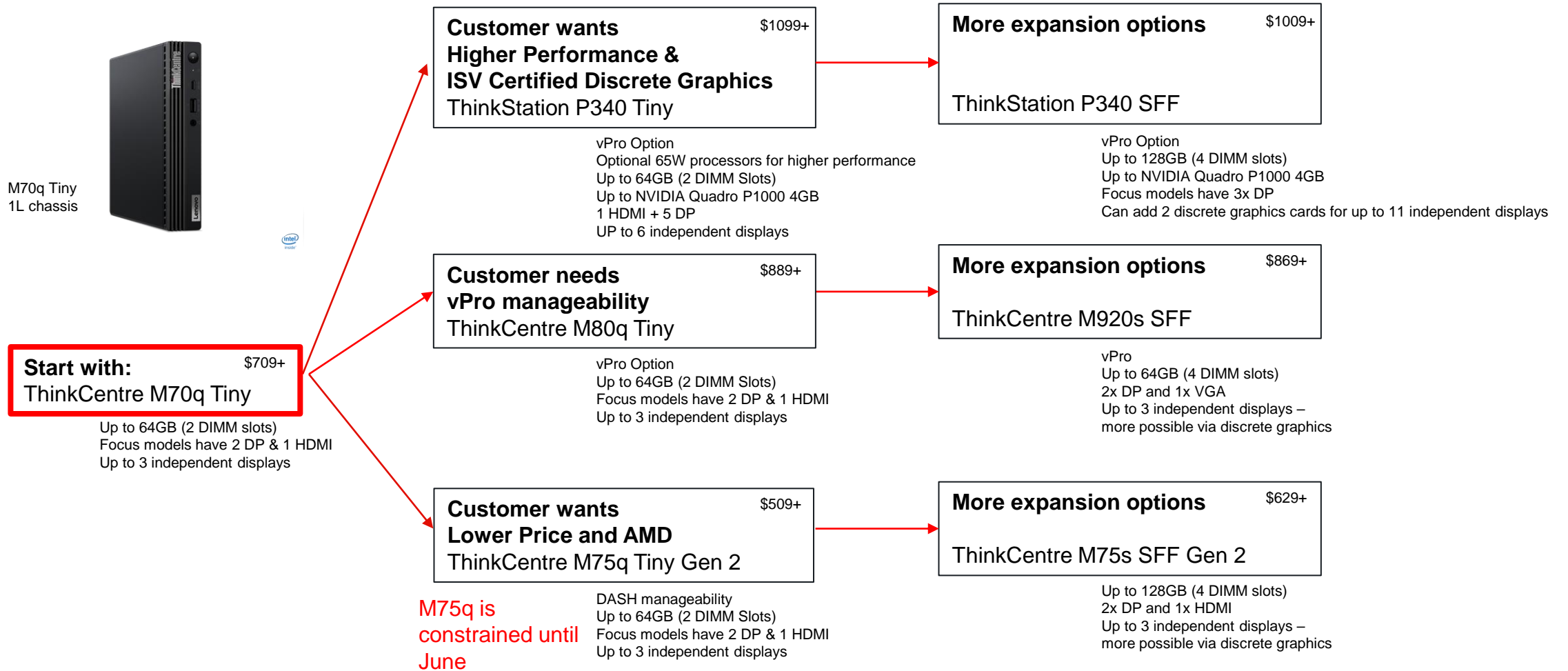




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Knowledge Worker Device – Decision Tree for Channel Partners

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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 500
Teams - 10V50000US



ThinkSmart Hub 500
Zoom - 10V50006US

Any Size
Conference Room

Modular or
Build your Own

Logitech Bundles with the
ThinkSmart Edition Tiny
Base
Small Room Kit
Medium Room Kit
Large Room Kit

Poly Bundles with the
ThinkSmart Edition Tiny
Poly G10-T
Poly G40-T
Poly G85-T



ThinkSmart Edition Tiny
10T1000AUS

ThinkSmart SoundBar
PN = 11RTZ9ARUS

ThinkSmart 4K HDR Camera
PN = 4Y71C41660



Google Meet Series One

20WA0006US
20WA0007US
20WA0008US
20WA0009US
20WA000AUS
20WA000BUS

Small Room Kit Black
Medium Room Kit Black
Large Room Kit Black
Small Room Kit White
Medium Room Kit White
Large Room Kit White





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IoT / Industrial PC – Decision Tree for Channel Partners

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Potential use cases both both 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

Customer does not have a space constraint

Customer wants maximum ports



Lenovo SmartEdge EPC300 \$1929+

- 2L design with fan
- Intel i5-8265U
- Up to 32GB
- Up to 256GB SSD or 1TB HDD
- 2 USB 3.0, 1 USB 2.0, 1 HDMI, 1 DP, 2x RJ45, 4x RS-232, 2x RS-422/485
- Optional ports: CAN Bus, 4DI + 4DO, 2x RS-422/485, 2x RS-232

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 M90n Nano IoT \$539+

- 0.55L fanless design
- Intel i3-8145UE with 8GB
- Or Intel i5-8365U with 8GB
- USBC port, USB 3.1 Gen 2 port, 2x RJ45 ports, 1x DP, 2x Serial (RS-232)
- Optional LTE
- Optional I/O box for additional ports

ThinkCentre M75n Nano IoT \$329+

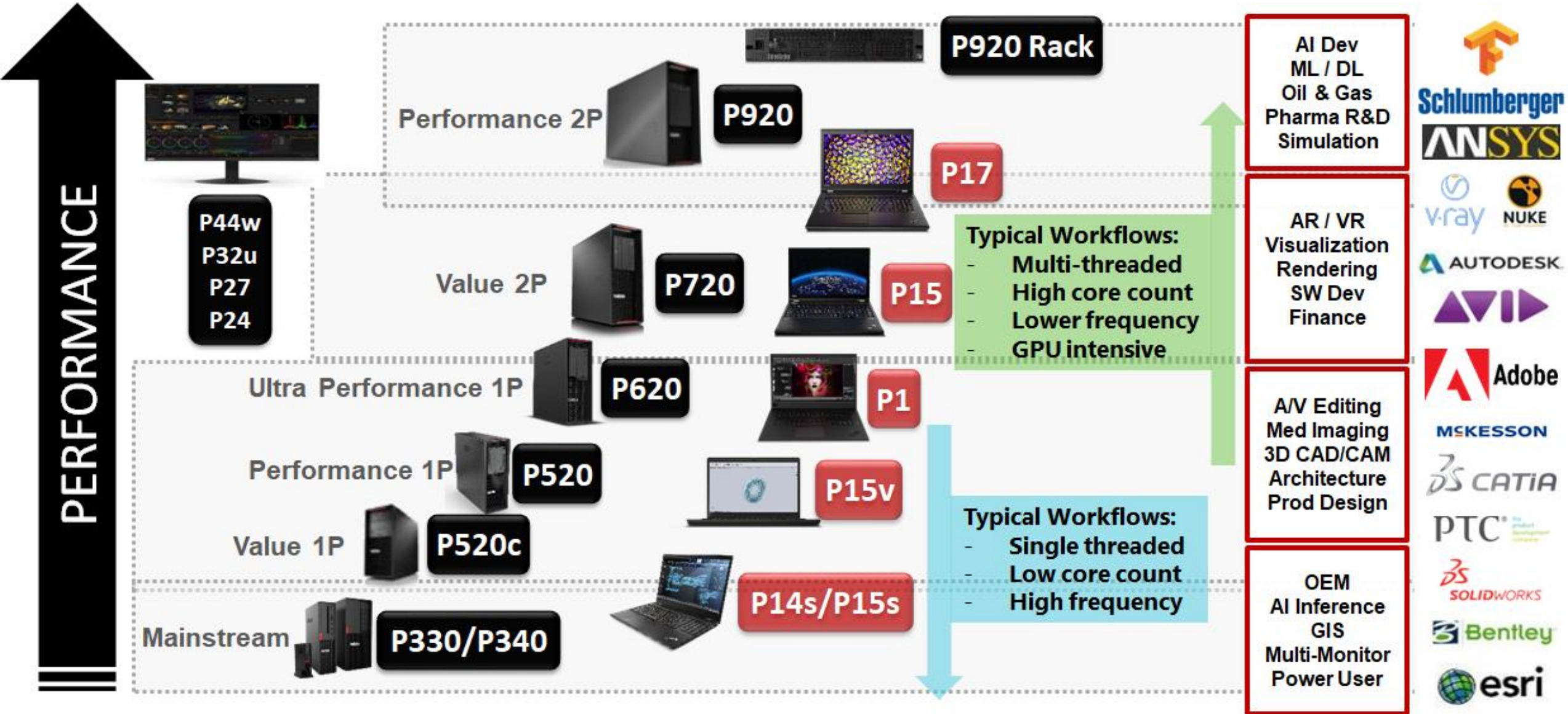
- 0.55L fanless design
- AMD Athlon Silver 3050e with 4GB
- USBC port, USB 3.1 Gen 2 port, RJ45 port, DP, 2x Serial (RS-232)
- Optional I/O box for additional ports



Power User Device – Software Based Decision Tree for Channel Partners



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Del/HP to Lenovo Desktop Comparison Grid for Channel Partners

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*HP, Elitedesk and Prodesk are trademarks of HP.

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Lenovo ThinkCentre	Dell	HP
M920 → M90	Optiplex 7000	Elitedesk 800
M75 AMD		Elitedesk 705 AMD
M920 → M80	Optiplex 5000	Prodesk 600
M720 → 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




Del/HP to Lenovo Workstation Comparison Grid for Channel Partners



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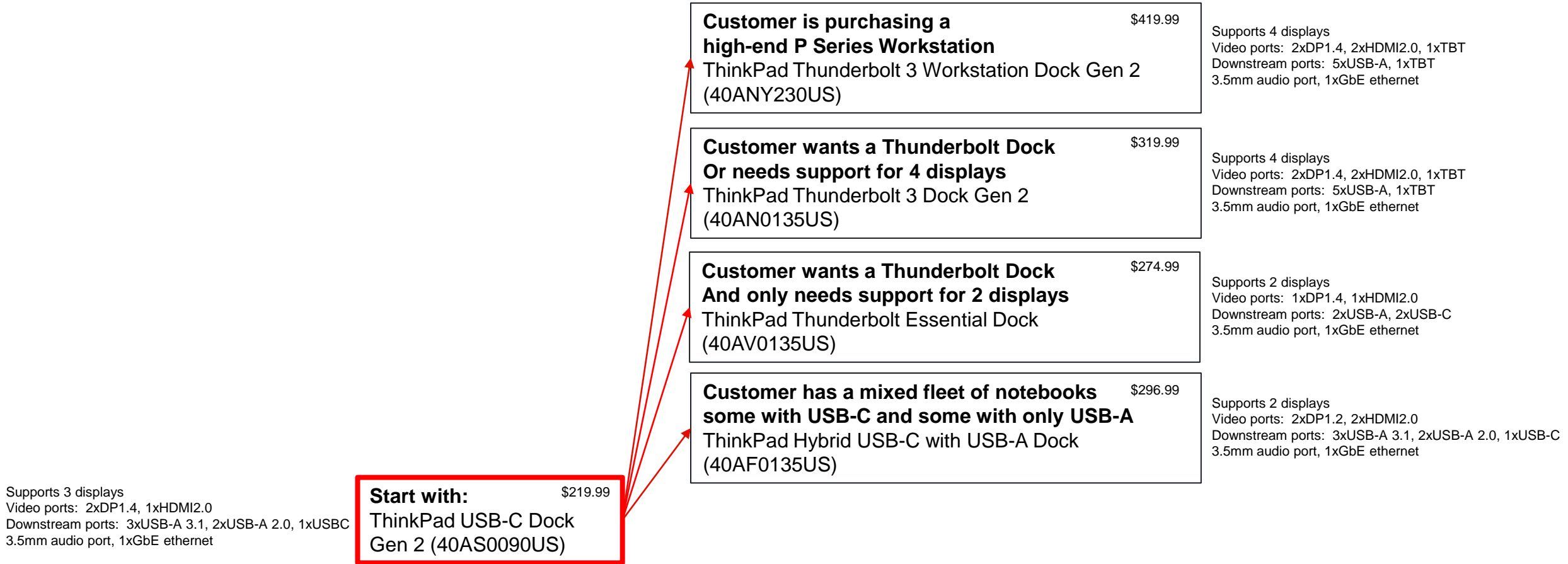
			
Rack WS	P920 Rack	ZCentral 4R (1U)	3930 Rack/7920 Rack
Performance 2P	P920	Z8 G4	7920
2P	P720	Z6 G4	7820
Ultraperformance 1P	P620	○	○
Performance 1P	P520	Z4 G4	5820
Value 1P	P520c	Z4x G4	5820x
Mainstream TWR	P330/P340 Tower	Z2 G4 Tower	3630/3640 Tower
Entry TWR	○	Z1 G6 Entry Tower	○
SFF	P330/P340 SFF	Z2 G4 SFF	3430/3440 SFF
Tiny WS	P330/P340 Tiny	Z2 G5 Mini	3240



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Docking Station – Decision Tree for Channel Partners

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Works 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

