

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

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Start with user persona

Knowledge worker → [click here](#)

Sales / Executives → [click here](#)

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Power users → [by software application](#)

Start with Dell comparable model

Dell comparison grid → [click here](#)

Start with HP comparable model

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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 2.7lbs and 16.5mm
10.45hrs battery life (MM18)
Soldered memory

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

Starting at 1.99lbs and 13.87mm
13hrs battery life (MM18)
Soldered memory

Customer wants \$1459+
Best User Experience / Versatility
ThinkPad X13 Yoga

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

Customer wants \$899+
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 \$1149+
Lower Price
ThinkPad L13 Yoga

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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ThinkPad T14



ThinkBook 14

Start with: \$1199+
ThinkPad T14

Starting at 3.28lbs and 17.9mm
 11.45hrs battery life (MM18)
 One soldered + One DIMM Socket

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

Starting at 2.99lbs and 15.5mm
 13.0hrs battery life (MM18)
 Soldered memory

Customer wants \$1459+
Higher Performance & ISV Certified Graphics
ThinkPad P14s

Starting at 3.28lbs and 17.9mm
 10.96hrs battery life (MM18)
 One soldered + One DIMM Socket

Customer wants \$1299+
Thinner, Lighter, More Premium
ThinkPad T14s

Starting at 2.81lbs and 16.1mm
 14.28hrs battery life (MM18)
 Soldered memory

Customer wants \$769+
Lower Price
ThinkPad L14

Starting at 3.56lbs and 19.1mm
 7.95hrs battery life (MM18)
 Two DIMM Sockets (one in use)

Customer wants \$1629+
Thinner, Lighter, More Premium
ThinkPad X1 Carbon

Starting at 2.4lbs and 14.9mm
 13.8hrs battery life (MM18)
 Soldered memory

Customer wants \$679+
Lower Price
ThinkPad E14

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

Customer wants \$649+
Silver / Metal ID / No Trackpoint
ThinkBook 14

Starting at 3.09lbs and 17.9mm
 6.0hrs battery life (MM18)
 One soldered + One DIMM Socket





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15" Notebook – Decision Tree for Channel Partners

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ThinkPad T15

Start with: ThinkPad T15 \$1469+

Starting at 3.84lbs and 19.1mm
10.81hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$2119+
Higher Performance & ISV Certified Graphics
ThinkPad P15

Starting at 6.05lbs and 24.5-31.45mm
10.3hrs battery life (MM18)
Four DIMM Sockets (# in use varies on config)

Customer wants \$1979+
Higher Performance and Thinner & Lighter
ThinkPad X1 Extreme

Starting at 3.75lbs and 18.4mm
11.8hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants \$1499+
Higher Performance
ThinkPad T15p

Starting at 4.75lbs and 22.7mm
7.9hrs battery life (MM18)
Two DIMM Sockets (# in use varies on config)

Customer wants \$769+
Lower Price
ThinkPad L15

Starting at 4.37lbs and 21mm
8.56hrs battery life (MM18)
Two DIMM Sockets (one in use)

Customer wants \$639+
Lower Price
ThinkPad E15

Starting at 3.75lbs and 18.9mm
8.2hrs battery life (MM18)
One DIMM Socket in use

Customer wants \$619+
Silver / Metal ID / No Trackpoint
ThinkBook 15

Starting at 3.75lbs and 18.9mm
6.0hrs battery life (MM18)
One soldered + One DIMM Socket



ThinkBook 15

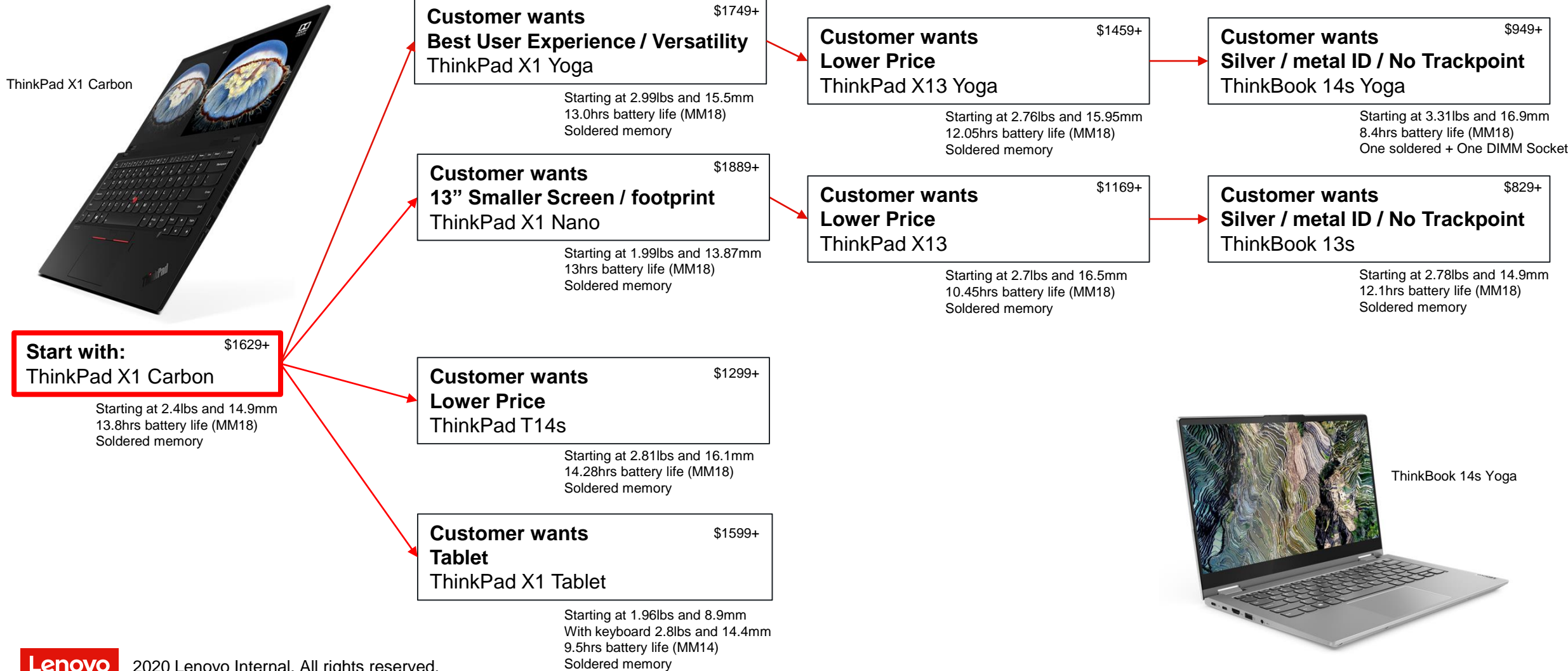


Executive & Sales Leader Device – Decision Tree for Channel Partners



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Knowledge Worker Device – Decision Tree for Channel Partners

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ThinkPad T14

Start with: ThinkPad T14 \$1199+

Starting at 3.28lbs and 17.9mm
11.45hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$1299+
Thinner, Lighter, More Premium
ThinkPad T14s

Starting at 2.81lbs and 16.1mm
14.28hrs battery life (MM18)
Soldered memory

Customer wants \$1169+
13" Smaller Screen / footprint
ThinkPad X13

Starting at 2.7lbs and 16.5mm
10.45hrs battery life (MM18)
Soldered memory

Customer wants \$769+
Lower Price
ThinkPad L14

Starting at 3.56lbs and 19.1mm
7.95hrs battery life (MM18)
Two DIMM Sockets (one in use)

Customer wants \$1469+
15.6" Larger Screen
ThinkPad T15

Starting at 3.84lbs and 19.1mm
10.81hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$1459+
Best User Experience / Versatility
ThinkPad X13 Yoga

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

Customer wants \$899+
Lower Price
ThinkPad L13

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

Customer wants \$679+
Lower Price
ThinkPad E14

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

Customer wants \$639+
Lower Price
ThinkPad E15

Starting at 3.75lbs and 18.9mm
8.2hrs battery life (MM18)
One DIMM Socket in use

Customer wants \$1149+
Lower Price
ThinkPad L13 Yoga

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

Customer wants \$649+
Silver / Metal ID / No Trackpoint
ThinkBook 14

Starting at 3.09lbs and 17.9mm
6.0hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$619+
Silver / Metal ID / No Trackpoint
ThinkBook 15

Starting at 3.75lbs and 18.9mm
6.0hrs battery life (MM18)
One soldered + One DIMM Socket





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

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ThinkPad P1

Start with: ThinkPad P1 \$1999+

Core H and Xeon Processors
Up to NVIDIA Quadro T2000 / 4GB
Starting at 3.75lbs and 18.4mm
13.8hrs battery life (MM14)
Two DIMM Sockets (# in use varies on config)

Customer wants \$2059+
17" Larger Screen/ Ultimate Performance
ThinkPad P17

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 \$2119+
Ultimate Performance
ThinkPad P15

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 \$1599+
Performance CPU / Entry dGPU
ThinkPad P15v

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 \$1459+
Lower Price / Entry CPU & dGPU
ThinkPad P15s

Core U Processors and NVIDIA Quadro P520/2GB
Starting at 3.86lbs and 19.1mm
10.48hrs battery life (MM18)
One soldered + One DIMM Socket

Customer wants \$1459+
14", Thinner, Lighter
ThinkPad P14s

Core U Processors and NVIDIA Quadro P520/2GB
Starting at 3.24lbs and 17.9mm
10.96hrs battery life (MM18)
One soldered + One DIMM Socket



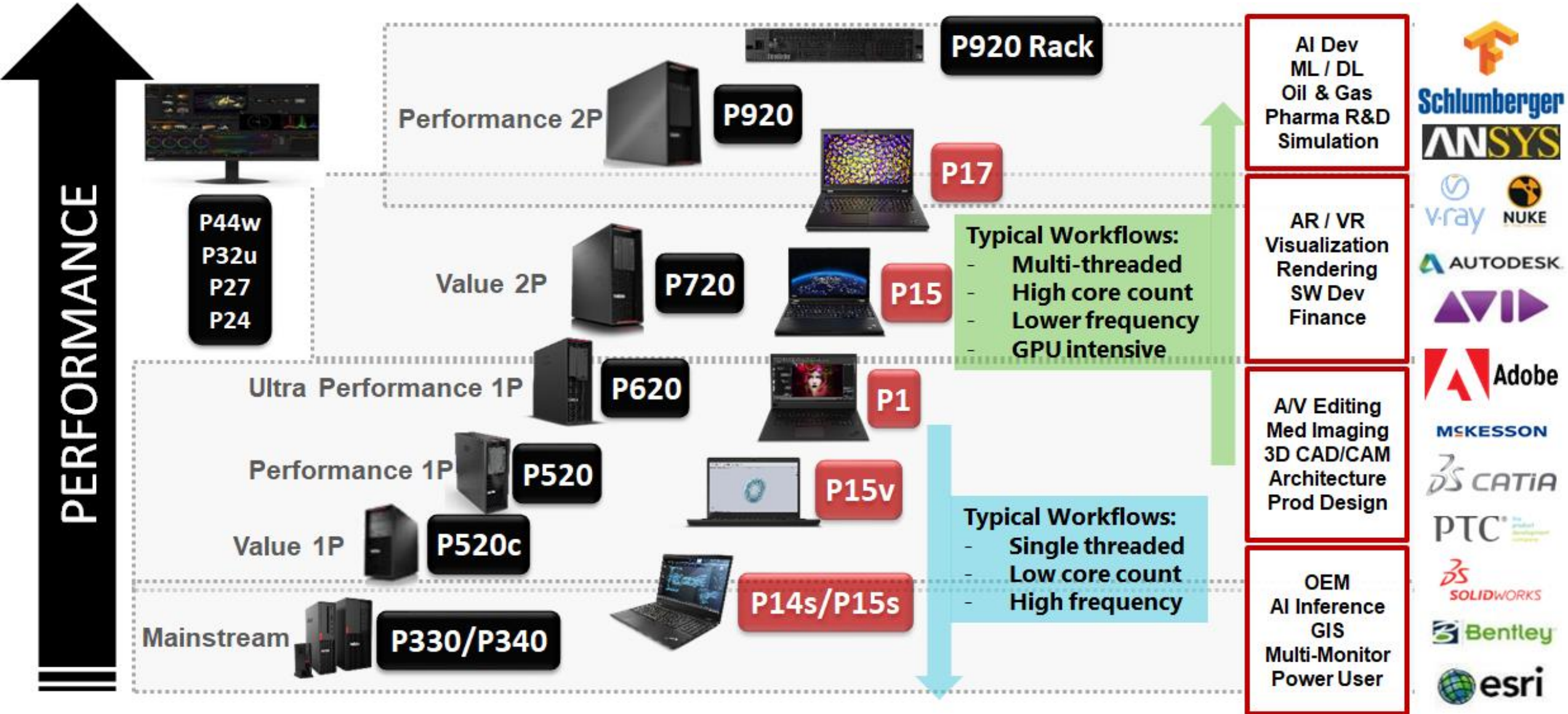
ThinkPad P15v



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"		

