

Smarter technology for all

Winning together - Fluvius

Lenovo

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The journey

- Visited Fluvius to have a roadmap session
- First contact with Econocom
- Tender came out → strategic meeting regarding plan of action
- Great positioning due to technical advantage vs competition
- Tender submission & defense
- First positive signals from Fluvius
- Win announcement – on holidays
- Upsell on offered configurations
- Bulk order 1 & 2

ThinkPad L 15 G4

Productivity for any Business

refresh



Elevated design

- Thin at 19.93 mm & light starting at 1.77 kg
- 16:9 display with narrow bezel and 84.9% Screen-to-body ration
- Fingerprint Reader on power button
- Num Pad with Larger 115 mm Touchpad
- Upgraded Thunder black color with improved fingerprint resistance

Sustainability

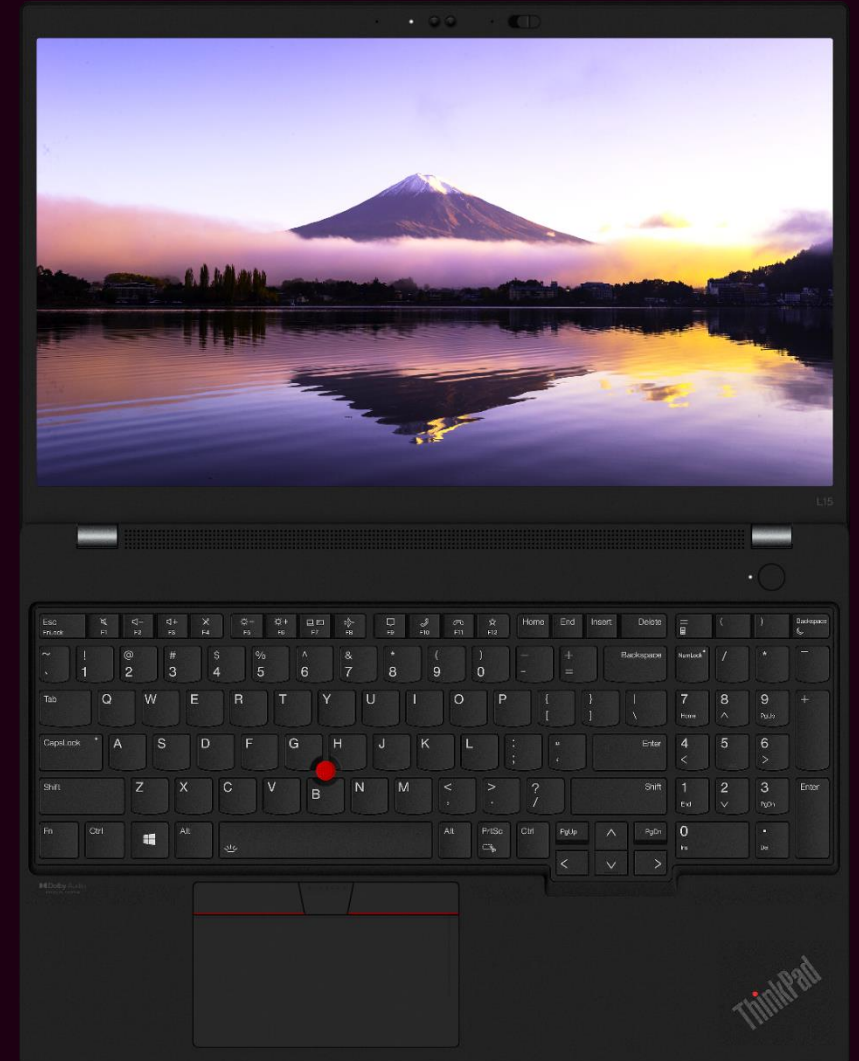
- 100% Plastic Free Packaging
- 90% battery pack
- 90% PCC Adapter

Enhanced user experience

- Intel Core RaptorLake P28/U15 22W TDP
- AMD Barcelo-R 22W TDP
- New FHD RGB Camera for optimized video experience
- Dolby voice for immersive, clear video conferencing
- User Facing Speaker design

Work from anywhere

- 46.5 / 57 / 63Whr options for long battery life, rapid charge
- L15 weight $\leq 1.77\text{kg}$
- ThinkShutter
- MOC Fingerprint Reader



Lenovo



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ThinkPad L 13 Yoga G4

Mobility for Any Business

Elevated design

- Thin at 17.06 mm & light starting at 1.32kg
- 16:10 display with narrow bezel and 83.5% Screen-to-body ration
- Fingerprint Reader on power button
- Larger 115 mm Touchpad
- Thunder black or Storm grey color

Sustainability

- 100% Plastic free packaging
- 90% battery pack
- 90% PCC Adapter

Enhanced user experience

- Intel Raptor Lake U15 / AMD Barcelo-Refresh
- WUXGA Low power panel with LBL options
- HD , FHD RGB , FHR Hybrid IR camera options
- Up to 2TB PCIe Gen4 SSD and LPDDR5(intel)

Work from anywhere

- Long battery life with 46Whr battery
- 2.92bs/1.32kg(Yoga) Light
- Fast wireless - WiFi 6E, 4G WWAN
- MOC Fingerprint Reader
- ThinkShutter



P16 Gen 2 | Performance is Paramount

Modern Design

- Completely new redesign featuring 16" displays with 16:10 aspect ratio
 - 83.4% Screen-to-Body Ratio
- Desktop replacement performance starting at **6.5lbs/2.95kg**
- Storm Grey and Black chassis featuring beautiful red accents
- Fingerprint reader integrated in power button

Premium Performance

- New **13th Gen Intel Core-HX CPUs (55W) up to 24 Cores**
- Up to **NVIDIA RTX 5000 Ada (16GB) GPU** or **Intel DG3**
- Up to **192GB DDR5 Memory**
- Up to **8TB M.2 SSD Storage (PCIe Gen 4)**

Superior User Experience

- **Low Blue Light** displays featuring **X-Rite factory color calibration**
- 10-key number pad for an enhanced productivity
- Dolby Atmos, Vision, and Voice for enhanced video conferencing
- 15% wider Touchpad for improved usability

Optimized Applications

- Hardware certified by various independent software vendors (ISVs)
- Optional 4G LTE (CAT4, CAT 16) and Wi-Fi 6E enabled



Why Lenovo

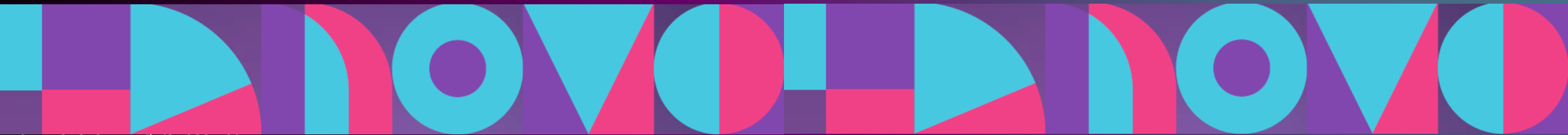
- Worldwide Nr 1 PC vendor (Gartner October 2023)
- 8th place Global Supply Chain (Gartner May 2023)
- Own manufacturing facilities
- Largest portfolio of devices
- Best in class ThinkPad keyboard
- Leading in innovation (X1 Yoga, X1 Fold, X13s, ThinkBook Twist)
- Flexible services offering

One Lenovo

The power of one means one global and local partner, ready to deliver all your customers technology needs in one place.

From a tiny PC to a fully-fledged Data Center Solution.

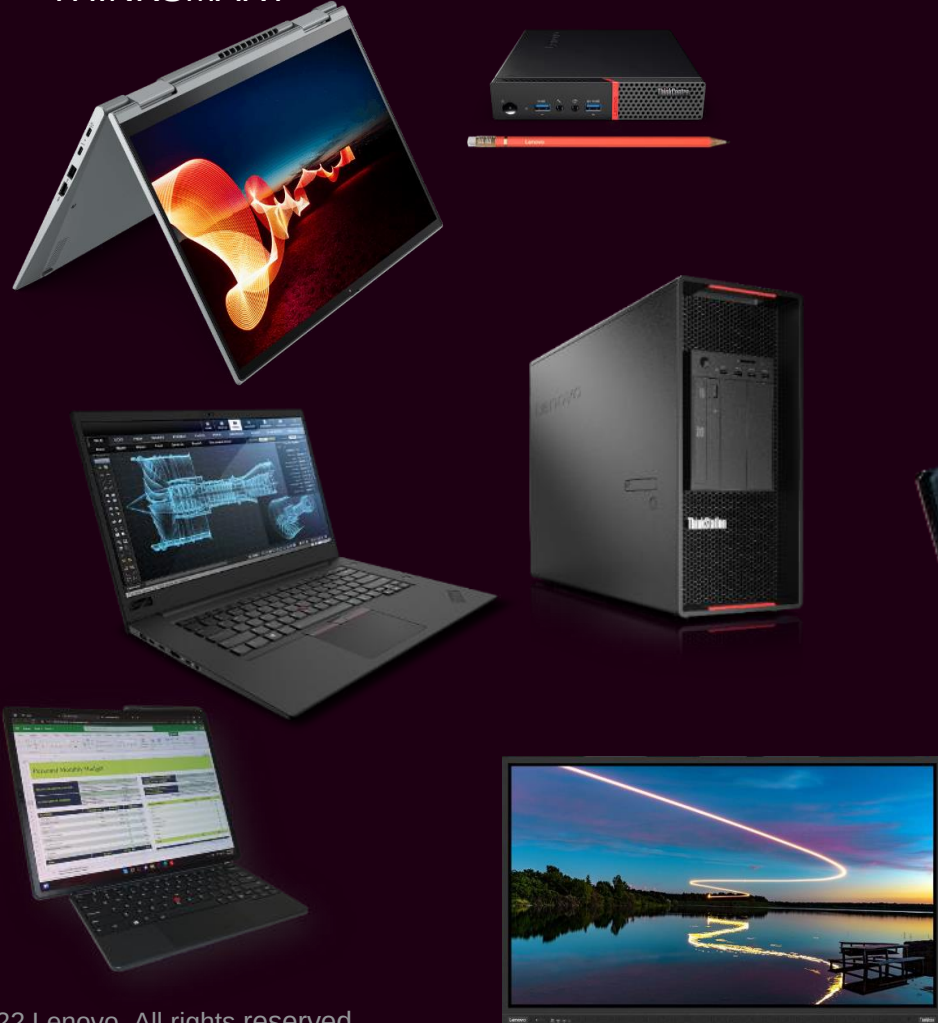
From Start to Finish.



Intelligent Device Group (IDG)

THINKPAD
THINKCENTRE
THINKVISION
THINKSTATION
THINKSMART

Tablet
Legion gaming
Smart devices



Mobile Business Group (MBG)

MOTO EDGE
MOTO RAZR
MOTO G-series
MOTO E-series
ThinkPhone by Motorola



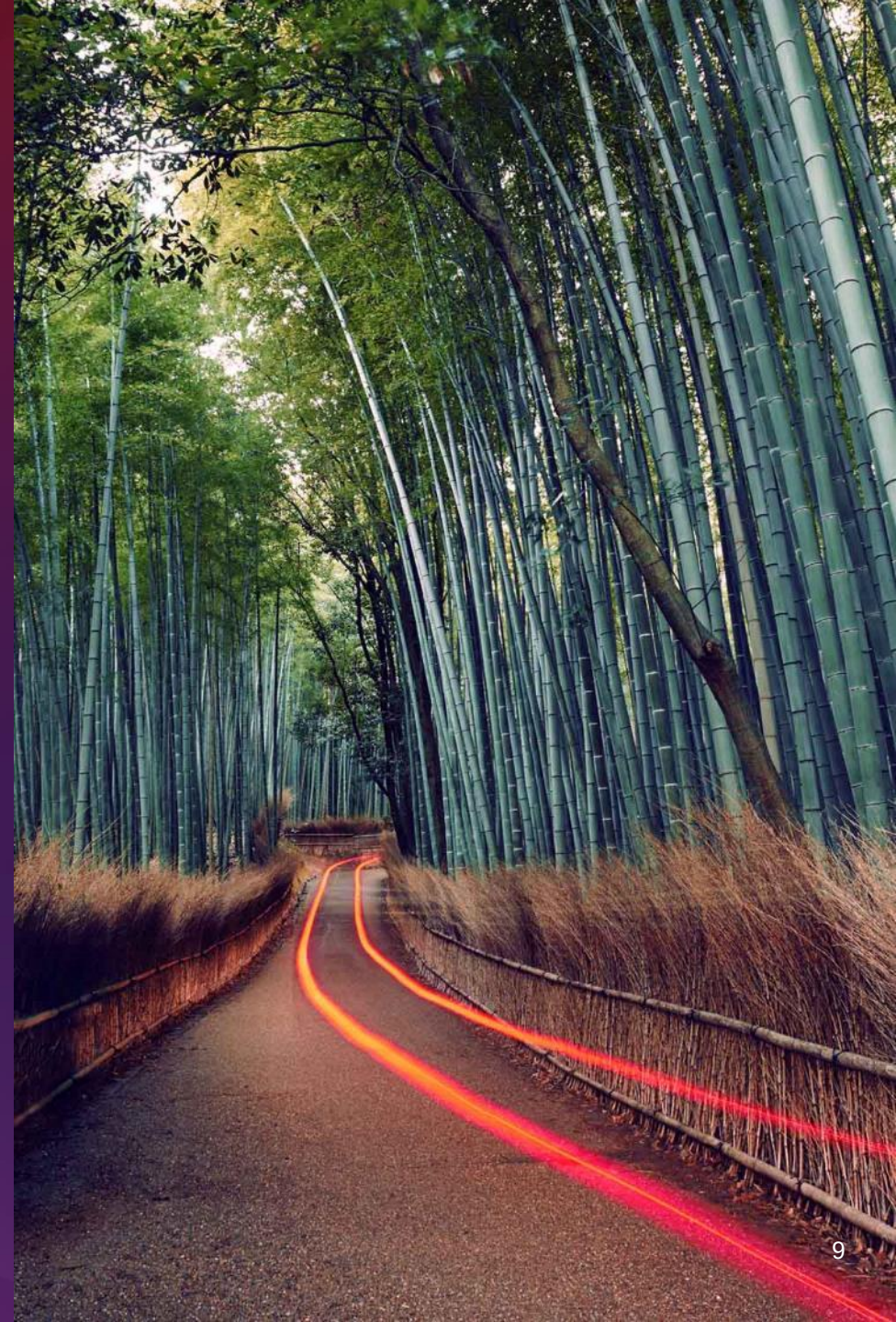
Infrastructure Solutions Group (ISG)

ICT SOLUTIONS
X86 SERVER
STORAGE
HPC
SOFTWARE
SERVICES



Call to action

Let's keep the momentum
Projects in pipeline
Lenovo has more to offer than notebooks
Going on holidays 😊



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thanks.