

Lenovo
360

Lenovo 360 AI Express

Partner presentation

PR Embargo lifts on September 30, 2026
@ 9:00AM ET, GO live October 1

AI

2026 Lenovo Restricted. All rights reserved.

This document is Lenovo restricted and intended for viewing by and distribution to only designated individuals or positions. Duplication/reproduction prohibited.

Smarter
technology
for all

Lenovo

Market Conditions

Why now?

Lenovo
360

AI value is proven. GPU demand surging.

AI has moved from experimentation to production, putting greater pressure on organizations to translate investment into measurable business value. Yet long GPU lead times, integration complexity and other readiness constraints can slow the path to production.

+51%

AI infrastructure spending in 2026¹

93%

anticipate positive returns²

\$2.79

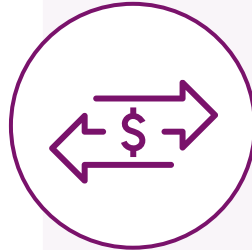
average return for every \$1 invested in AI²

Challenges are reshaping deployment decisions:



Lead times stretch

AI infrastructure lead times are stretching, reshaping deployment strategies.³



Market volatility

GPU server prices can shift by 2–3% within weeks, creating cost uncertainty.⁴



Complexity compounds

AI expertise gaps can slow the journey from pilot to production.⁵

The solution: Lenovo 360 AI Express

What is Lenovo 360 AI Express?

- **A quick start program** that accelerates the path from AI strategy to production for your customers through an order-to-ship goal of ~15-25 business days.*
- **A GPU-optimized infrastructure portfolio** of readily available, right-sized and validated AI configurations - ready-to-deploy.
- **A full-stack path to value** extending the value of Lenovo Hybrid AI Advantage™, Lenovo's full-stack AI approach, with a faster way to bring on-premises AI factories into operation for your customers.
- **Supporting workloads** such as AI inferencing, Agentic AI, Computer Vision, GenAI, deep learning, training and modelling.
- **Integrated into the Lenovo 360** partner ecosystem providing partners with access to tools, trainings, incentives and communities.

Partner value

**Faster access.
Predictable outcome.
Full-stack support.**

~15-25

business-day order-to-ship goal¹ after EUC approval¹

Expand offering and reoccurring revenue

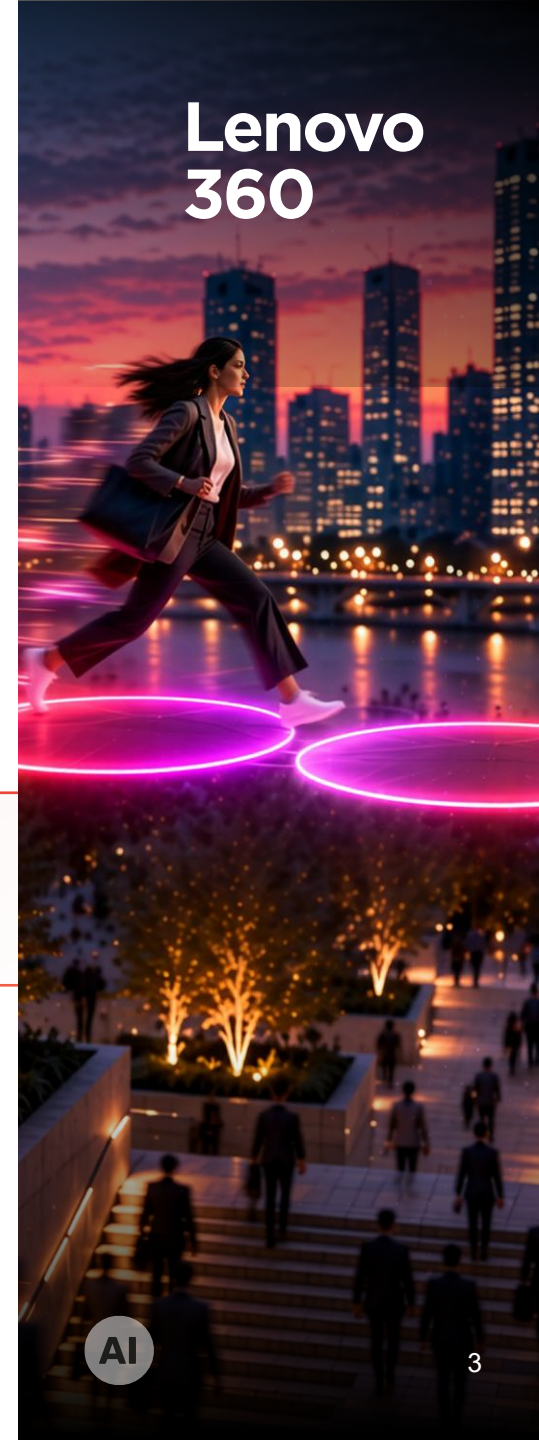
✓ Enterprise AI software

Extend the configurations with Enterprise AI software based on customer requirements.

✓ Attached services

Expand beyond rapid access to capacity with a range of services that helps customers deploy, operate and optimize their AI environments.

**Lenovo
360**



AI offerings. Ready to deploy.

Choose from an initial portfolio of validated configurations, suited for small to enterprise businesses:

Lenovo
360

Small

In as little as

15 days*

ThinkSystem SR650a V4
with 2x NVIDIA RTX PRO 6000

Focused AI inferencing

- Starting point for your customers moving into AI infrastructure.
- Model sizes from 7B – 70B, and tens of users at 30+TPSi.
- Built on Lenovo ThinkSystem SR650a V4 and powered by two NVIDIA RTX 6000 PRO Blackwell Server Edition GPUs.

Medium

In as little as

20 days*

ThinkSystem SR675 V3
with 8x NVIDIA RTX PRO 6000

Higher-throughput inferencing & agentic AI

- Suited to growing midmarket and enterprise customers scaling multi-GPU AI workloads.
- Supports higher-throughput inferencing and agentic AI for model sizes from 70B–400B and hundreds of users at 30+ TPS.
- Built on Lenovo ThinkSystem SR675 V3 and powered by eight NVIDIA RTX 6000 PRO Blackwell Server Edition GPUs.

Large

In as little as

25 days*

ThinkSystem SR680a V4¹
with NVIDIA HGX B300 NVL8

For full-scale generative AI

- Suited to large enterprise customers running AI at production scale.
- Sized for full-scale generative AI models from 400B –1T and 1000s of users at 30+ TPS.²
- Cap of 16 units per customer per quarter.
- Available by allocation. Please reach out to your Lenovo Partner Account Manager.

Software & Services pairing across AI Express tiers

Lenovo
360

Small

SR650a V4 · RTX PRO 6000

[Learn more](#)

Software options

- NVIDIA RTX Pro Promotion (NVIDIA AI Enterprise+vGPU+Support)
- Lenovo XClarity One

Alternative

- Veeam® Kasten
- Red Hat AI Enterprise

Medium

SR675 V3 · RTX PRO 6000

[Learn more](#)

Software options

- NVIDIA RTX Pro Promotion (NVIDIA AI Enterprise+vGPU+Support)
- Veeam® Kasten
- Lenovo XClarity One

Alternative

- Red Hat AI Enterprise

Large

SR680a V4 · B300

[Learn more](#)

Software options

- Red Hat AI Factory with NVIDIA
- Veeam® Kasten
- Lenovo XClarity One

Alternative

- NVIDIA AI Enterprise (no Red Hat)
- Red Hat AI Enterprise (no NVIDIA AI Enterprise)

Service options

- Lenovo Premier Support Plus for Servers
- Hardware Installation Services

Service options

- Lenovo Premier Support Plus for Servers
- Hardware Installation Services

Service options

- Lenovo Premier Support for Infrastructure
- Lenovo Premier Deploy

Add-on Services:

- AI Discover Workshop
- GPU Advanced Services
- AI Fast Start (GPU Advanced Services prerequisite)

Key partner benefits

Win with Lenovo

**Lenovo
360**



Quick time-to-value

Accelerate the path from AI Strategy to production and give customers quicker time-to-value.



Supply confidence, speed & predictability

Managed inventory, transparent pricing and accurate stock data provide greater certainty on costs and fulfilment.



A clear path to AI progress

Access validated AI solutions aligned to customer workloads through a simplified, familiar ordering process in **DCSC** and the Lenovo 360 Bid Portal.



Global scale & local impact

Backed by the world's #5-ranked supply chain¹, AI Express helps partners deliver AI solutions with global scale, resilience and local agility.



Supported through Lenovo 360

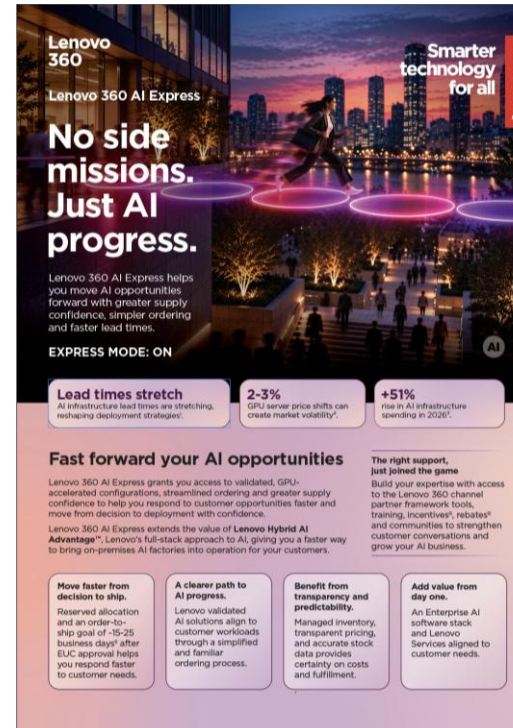
Enable, connect and grow with tools, assets, resources, training and communities that support your journey.

To Channel assets overview

Lenovo
360



Visit [Lenovo 360 Partner Hub](#)
for more information and assets



To Channel Flyer

More assets coming...

Lenovo 360 Learning Center
trainings coming...

Incentives to support your growth

**Lenovo
360**



Lenovo 360 incentives are designed to help you grow by rewarding consistent performance, expanding your portfolio and focusing on key solution areas. As your business advances through Lenovo 360 Tiers, you can access a simple quarterly rebate structure built around three core earning opportunities.

Base Rebates

Predictable earnings from the first dollar of eligible sales, providing consistent reward for everyday Lenovo business.

Growth Rebates

Additional earnings for expanding performance, whether through overall portfolio growth or targeted priority solution areas.

Strategic Rebates

Focused incentives aligned to Lenovo's long-term priorities, including areas such as TruScale and customer acquisition.

What's next?

01

**Review GPU
backlog**

02

**Enable Sellers &
Solution Architects**

03

**Jointly engage
customers**

04

Configure & Bid

A WIN - WIN - WIN for our partners, Lenovo and your AI customers

Ready to keep AI moving?

**Lenovo
360**

Lenovo Services for Lenovo 360 AI Express

**Lenovo
360**

Premier Support Plus for Servers:

Help your customers keep mission-critical infrastructure running with AI-powered proactive support, faster response to critical issues, and designated account management—reducing downtime and giving them greater operational confidence.

Premier Support for Infrastructure:

Premier Support for Infrastructure: Help your customers keep mission-critical infrastructure running with advanced OEM support, faster response to critical issues, and designated account management—reducing downtime and giving them greater operational confidence.

Hardware Installation Services:

Professional rack-and-install services that ensure your customers' technology is properly installed and ready for operation—mitigating deployment issues, accelerating time to value, and getting their infrastructure up and running from day one.

Premier Deploy for Infrastructure:

Onsite hardware installation, remote deployment, and integration support, accelerating operational readiness, reducing deployment risks, and extending your customers' IT capabilities.

GPU Advanced Services:

Expert GPU configuration and deployment services that establish a validated architecture and optimized software stack, helping accelerate deployment, tune GPU performance for demanding workloads, and get your customers' AI infrastructure running efficiently.

AI Fast Start:

Helps customers identify a high-value AI use case and move from concept to a functional pilot in as little as 90 days, with the right infrastructure, software, and services in place to prove the use case and build momentum for wider adoption.

AI Discover Workshops:

Advisory and Consulting services that assess your customers' business needs, identify high-value AI use cases, and establish a practical roadmap for adoption—giving them a clear starting point for their AI journey.