

lenovo® FOR
THOSE WHO DO.™

Innowacyjna oferta produktowa Lenovo
dedykowana dla rynku edukacyjnego

Maciej Polak, PC Business Development Manager

ThinkPad®

Agenda

- Pozycja LENOVO na rynku polskim i na świecie.
- Legendarna jakość marki **ThinkPad**
- Innowacje technologiczne LENOVO ThinkPad
- Lenovo PC
- Monitory & Akcesoria LENOVO.



Pozycja Lenovo na rynku polskim i na świecie



Lenovo - wyniki w Polsce (IDC)



#3 w kategorii desktopy
(8,8%, Q1 2015)

#2 w kategorii NB Biznesowe
(25,7%, Q1 2015)

#1 w kategorii AiO
(43%, Q1 2015)

#1 w kategorii Tablety konsumenckie
(29,7%, Q1 2015)

#1 w kategorii NB konsumenckie
(52,1%, Q1 2015)





Innowacje technologiczne **LENOVO**.



A clean, fresh ThinkPad portfolio

Thinner, sleeker, with enhanced materials and a new finish
Superior user experience with larger touch enabled displays
Expanded multi-mode form factors

ThinkPad

...While staying true to our core

Rock-solid durability

Manageability and security

Cool and quiet thermals

Outstanding usability

NOTEBOOK AND CONVERTIBLE PORTFOLIO

NOTEBOOKS

HALO



X1

Industry leading
thin & light
14"

PREMIUM

T/W 15"

Performance
enterprise



Ts

Best in class
14"



LEADERSHIP

T/X

Leadership LE
12"/14"/15"



VALUE

L

Value LE
14"/15"



E

Value SMB
14"/15"



MULTIMODE

S Yoga

SMB Yoga
12"/14"/15"



11e

EDU
11"



TABLETS & DETACHABLES

Helix

Enterprise class
11"



10

Tablet 2-in-1
10"





ThinkPad® notebooks were involved in every NASA Shuttle space flight since STS-67 in 1995.

ThinkPad® notebooks have been utilized onboard the International Space Station (ISS) since the 2A mission in 1998 to present day.

Lenovo ThinkPad

- Bardzo silna pozycja Lenovo na rynku notebookowym (Polska / Świat)
- ThinkPad – legendarna marka / wysoka świadomość wśród Klientów
- Niezawodność i wytrzymałość produktów ThinkPad - MIL-STD 810G
- Szerokie portfolio produktowe pełne innowacyjnych rozwiązań



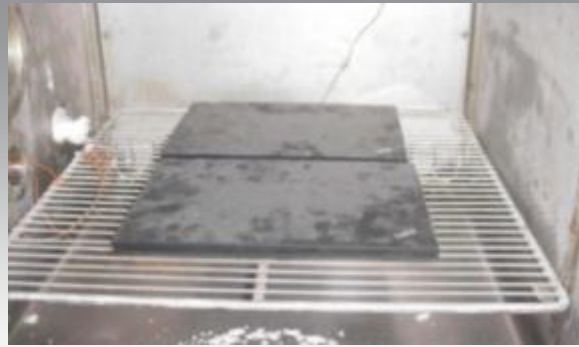
8 MIL-SPEC Methods for ThinkPad L/T/X/W/YOGA

Humidity



Relative humidity of 91-98% at 20 to 60° C

Low Temperature



-20 °C for over 72 hours

High Temperature



+30 to +60° C over 7 x 24 hour cycles

Sand



140 mesh silica dust for 6 hour cycles

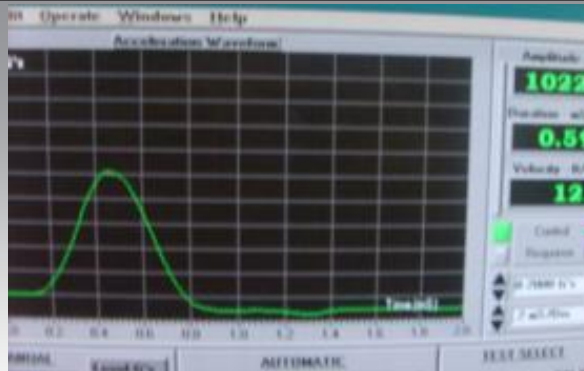


Vibration



Multiple tests while running and turned off

Mechanical Shock



High acceleration and repeated shock pulses over 18 times

Altitude



Tests operation at 15,000 feet while running

Extreme Temperatures

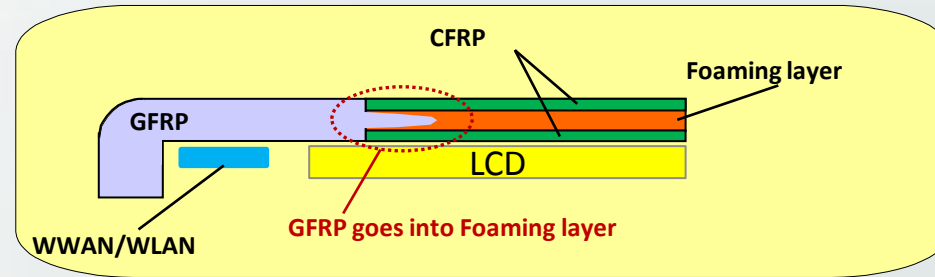
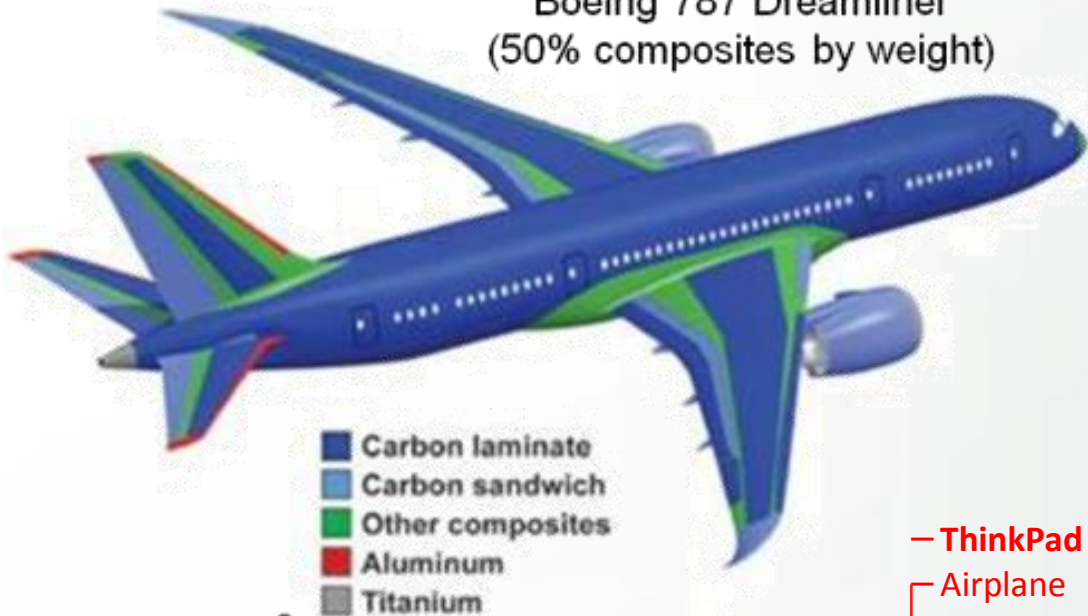


-20° C to 60° C over 3 cycles of 2 hour duration

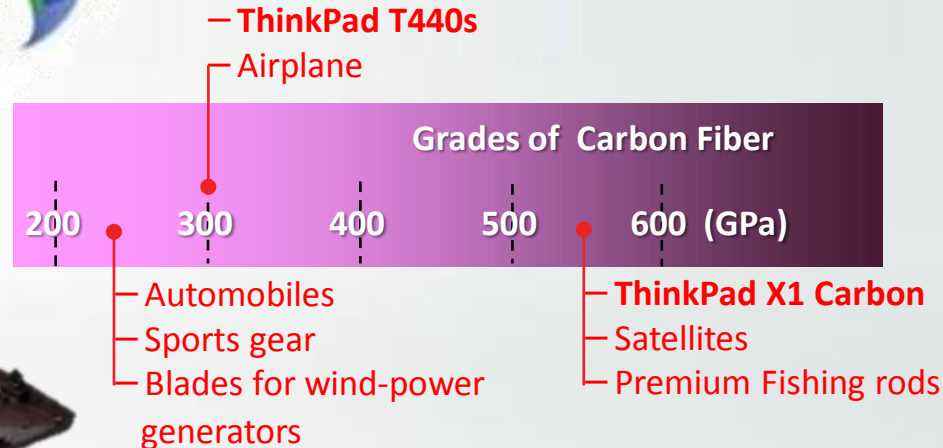
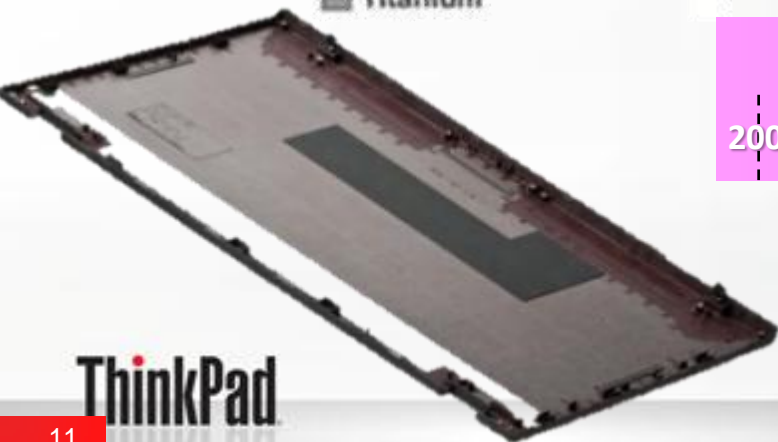
ThinkPad - Designed to Protect

Carbon Fiber has been used in ThinkPads since 1992....

Boeing 787 Dreamliner
(50% composites by weight)



The Carbon Fiber plates used in ThinkPads are as strong as Aluminum at almost 1/3 the weight, and 50% stronger than Magnesium at almost 1/2 the weight.



Rugged for Education

Reinforced Corners

Rubber Bumpers

Reinforced Ports

Gorilla Glass



ThinkPad 11e Series

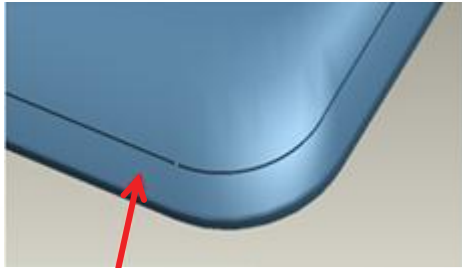
Evolving Education Technology

- 11,6" HD non-touch / **IPS MultiTouch (Yoga)**
- Intel Celeron Bay Trail-M (N2940, 1.83GHz) lub nowy **Intel Core™ M-5Y10C (2GHz)**
- **gumowe elementy wokół matrycy, wzmocnione zawiasy, Precision Education Kbd, dodatkowe wzmocnienie portów, APS**
- Waga 1,49kg
- Czas pracy na baterii do 6,5h*
- MIL-STD 810G



Reinforced corners for drop protection

Top to bottom drop protection



Top cover with rubber bumper surround



Reinforcement ribs on top cover corners



Reinforcement ribs on bottom cover corners



Reinforcement ribs on keyboard bezel corners

ThinkPad 11e has unique reinforced corners for drop protection in the classroom, like a crash barrier for your notebook.



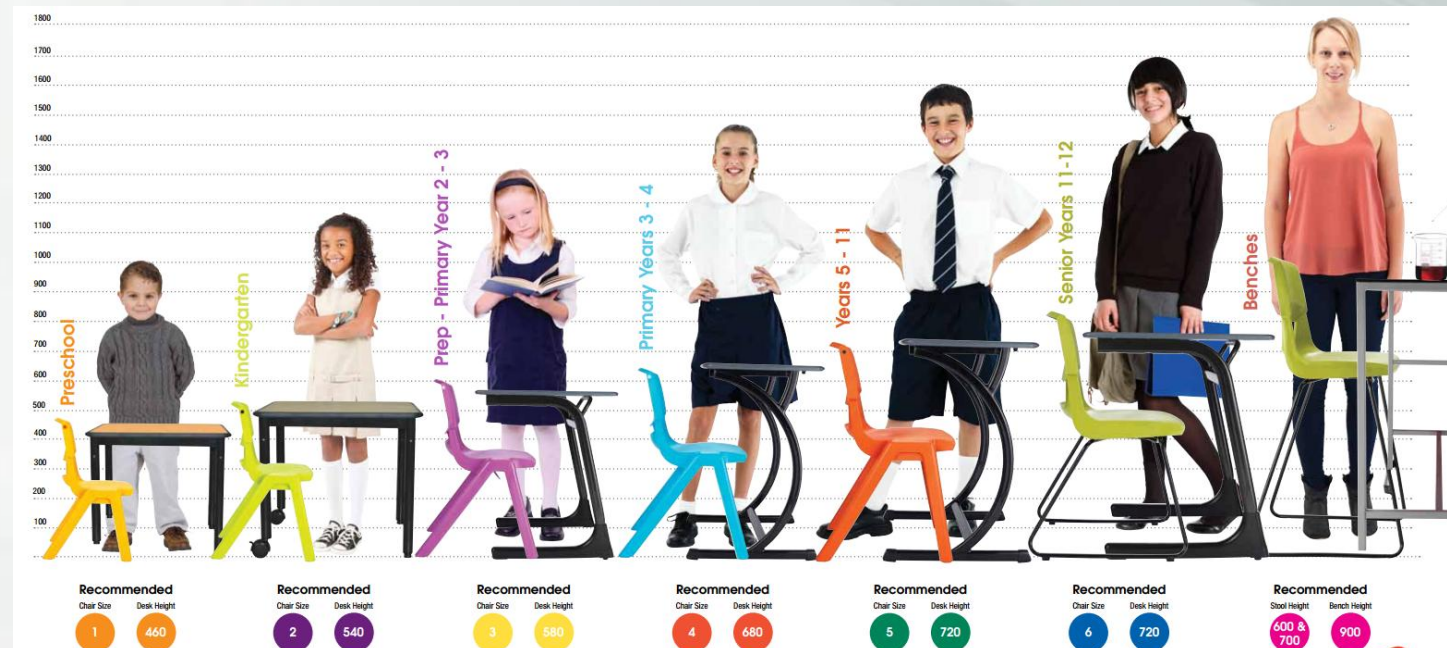
Industry leading Drop Height Testing

- ThinkPad 11e is tested to an industry leading 90cm (35.4 in) drop height
 - K-6 education desk heights generally vary from ~61-76cm (24-30 in)
 - Education lab bench heights generally vary from ~76cm to 90cm (30-35 in)
 - Competitors claim various drop height testing from 45cm (Acer C740) to 70cm (HP ProBook 11 EE)
 - **Competitors tests/designs are insufficient to reliably protect a student system from being dropped from standard desk and lab bench heights.**

Suggested Chair and Table Heights

Chair Height	10"	12"	14"	16"	18"
Table Height	~19"	~22"	~24"	~27"	~29"

3-4 year olds	50% OF CLASS	←	50% OF CLASS			
Kindergarten			50% OF CLASS	←	50% OF CLASS	
Grade 1					100% OF CLASS	
Grade 2				25% OF CLASS	←	75% OF CLASS
Grade 3 - 4						100% OF CLASS
Grade 5				50% OF CLASS	←	50% OF CLASS
Grade 6 - 12						100% OF CLASS



Intel Education Software

Understanding Stakeholder Needs



Students



Build Critical Thinking, Problem Solving, Communication & Collaboration skills

Explore & Interpret

Educators



Efficiently manage the classroom and keep students focused on learning

Scaffold

IT



Keep students and technology safe and secure

Protect

Creating a 21st Learning Environment

HERE'S HOW...



Fan Blade - Soundless Fan

Concept : Different attack angle for adjacent fan blade.

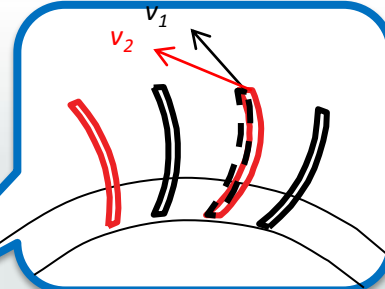
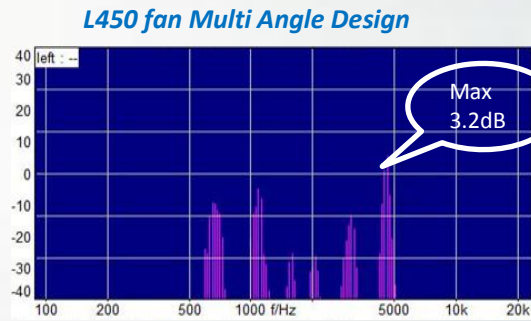
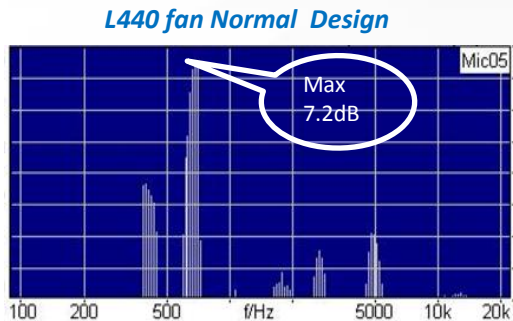
-re-distribute blade passing noise frequency to reduce Fan noise discrete tone,
improve customer experience

Benefit: Reduce discrete tone without performance loss.

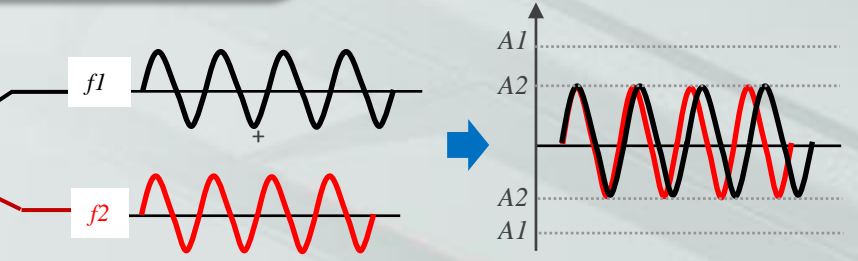
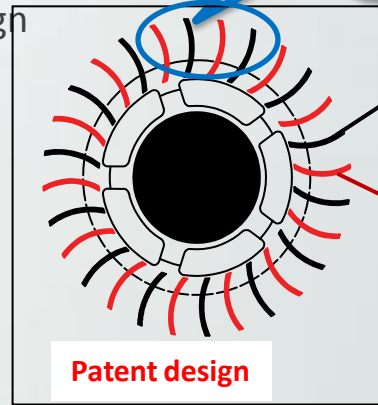
- At ThinkPad L450- reduce from 7.2dB → 3.2dB with multi-angle design

Test result in ThinkPad L14

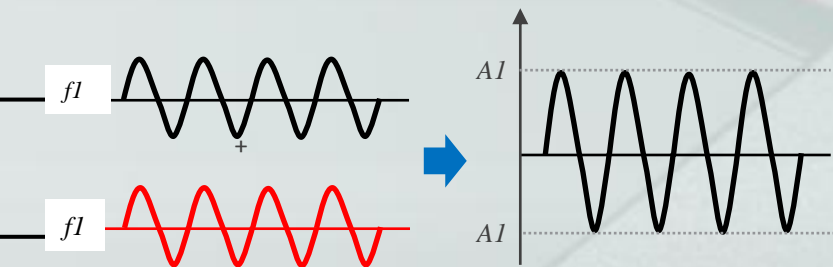
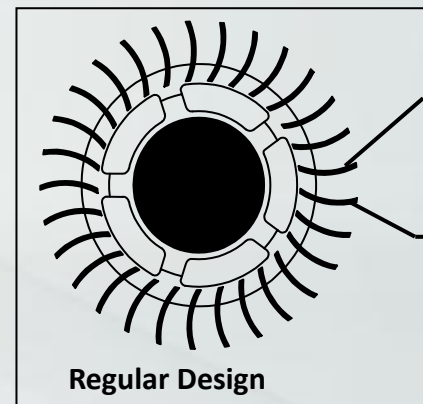
	L440 Project (Normal Design)	L450 Project (Multi-angle Fan Blade)
Discrete Tone Noise	7.2dB	3.2dB



Lenovo Patent



* multi-angle fan blade will make fan blade noise distribute at different frequency, it can help to reduce the peak noise at specific frequency



* In normal fan blade design, all fan blade generate noise at same frequency lead to peak noise at fan blade frequency (f_1)

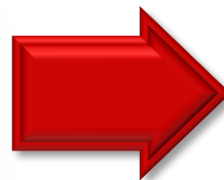
Industry-Leading Spill Resistance



2.5x



- 200ml → 500ml drain capacity



What is Power Bridge?

What is Power Bridge?

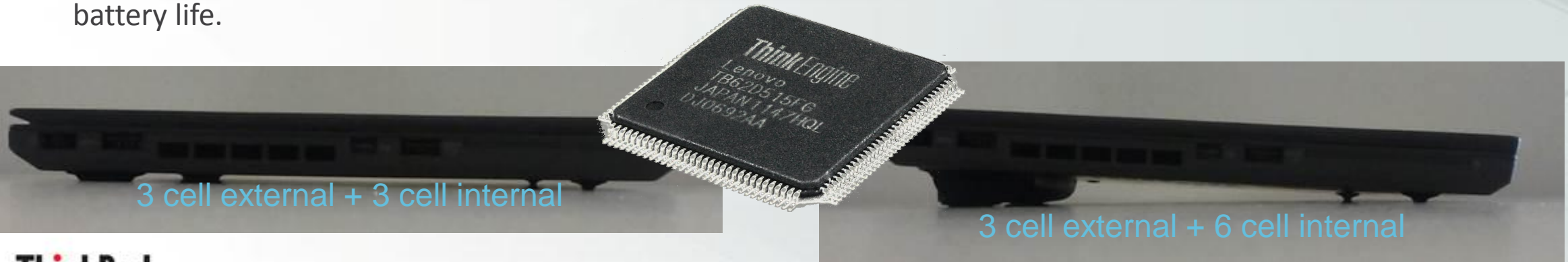
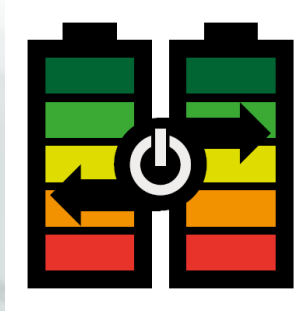
- Power Bridge technology is the combination of an internal 3-cell battery with an external hot swappable battery that is available on our new Ultrabook systems.

What is the customer benefit?

- Power bridge allows you to swap batteries without powering down the system, providing flexibility and maximum battery life in any situation. The external ThinkPad 68 and 68+ batteries are also common between our new ThinkPad Ultrabooks allowing for maximum ROI on your investment.

Where can I get it?

- It is available on X250, T450s, T450, **T550**, and **W550s**. Battery options include the external ThinkPad 68 3-cell batteries for an Ultrabook configuration or the ThinkPad 68+ 6 cell 72Wh battery for up to 17+ hours of battery life.



ThinkPad

True Mobility





LENOVO PC



ThinkCentre E vs ThinkCentre M

ThinkCentre E TS



ThinkCentre M TS & SBO



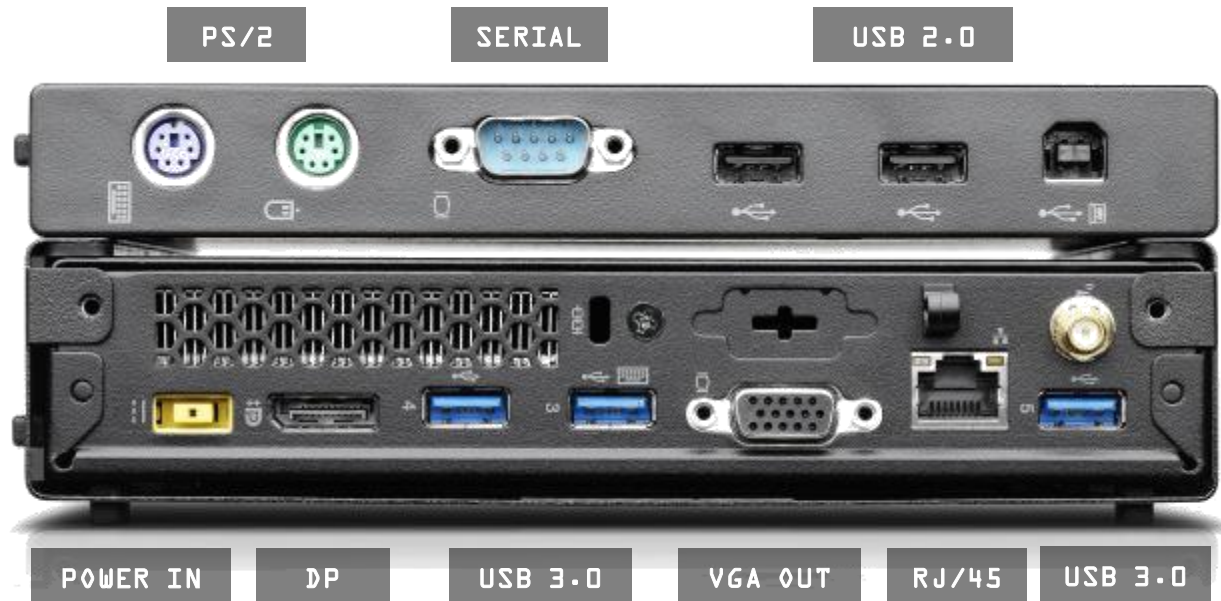
Pełne portfolio AiO



	E63z	E73z	M73z	S40-40	M83z	E93z	S50-30	M93z
Przekątna	19,5	20	20	21,5	21,5	21,5	23	23
Rozdzielczość	HD+	HD+	HD+	FHD	FHD	FHD	FHD	FHD
Touch	opcja	N	N	N	N	opcja	N	opcja
TPM	N	N	T	N	T	N	N	T
Vpro	N	N	N	N	N	N	N	T
Beznarzędz.	N	N	N	N	N	N	N	T



Tiny – mały ale wielki zawodnik



Nowość – Tiny in One!



Wszystkie Tiny2 pasują do T10

M93/p Tiny
M83 Tiny
M73 Tiny
M53 Tiny



Gwarantowana kompatybilność do 2017

Key User Scenario

For Education

- Ultra portable, ultra light and ultra low cost solution for classrooms, labs and libraries.
- Students can do the daily homework and access the lessons by taking PCoS home.



For Work



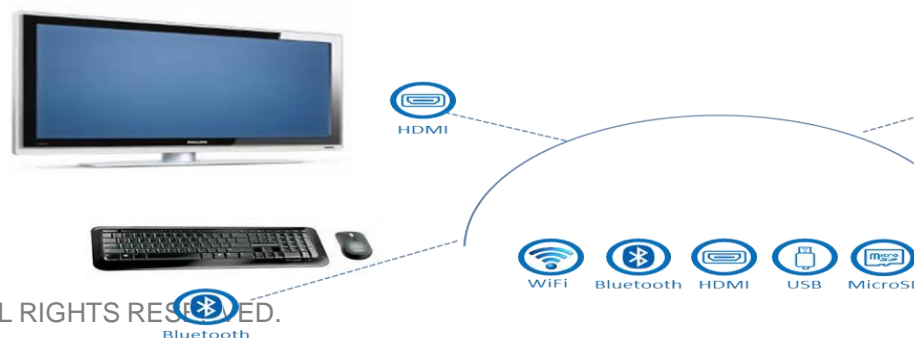
- Ultra portable PC for office worker or traveler to extend your workspace & productivity work in the office or hotel.
- Microsoft Windows 8.1 with Bing & Office suit supported.



For Home

With TV

- HD 1080P Media Player.
- Share your photo & video clips on "Big Screen".



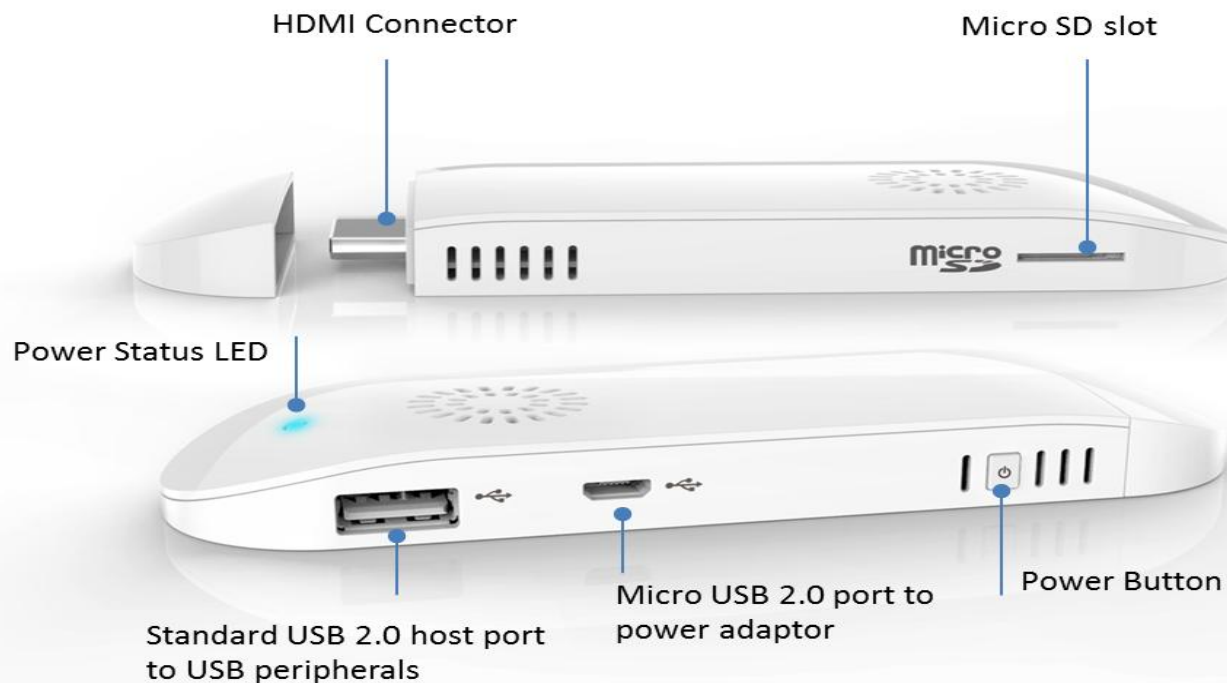
With Monitor / Touch Monitor

- Everyday entry level PC computing experience.
- Social networking, web browsing and streaming media.



Product Spec

Size(mm) 125 x 37.6 x 14.5; Weight : 58g



5V/2A Adaptor



HDMI extension cable



Micro USB to Standard USB 2.0 Cable



Processor	Intel® Atom™ Processor Z3735F, Quad-Cores SOC Intel HD 2D/3D graphic capability
Main Memory	2GB DDR3L
SPI ROM	16Mbit
Storage	32GB emmc Expandable flash storage by Micro SD card slot(128GB, max.)
I/O port	1x HDMI 1x Micro USB 2.0 port to power adaptor 1x USB 2.0 Host port for external USB devices Power Status LED
Connectivity	802.11 b/g/n Wireless LAN Bluetooth 4.0 for BT peripherals
OS Support	WINDOWS 8.1 with Bing; 32bit
Power Adaptor	5V/ 2A



WiFi



Bluetooth



HDMI



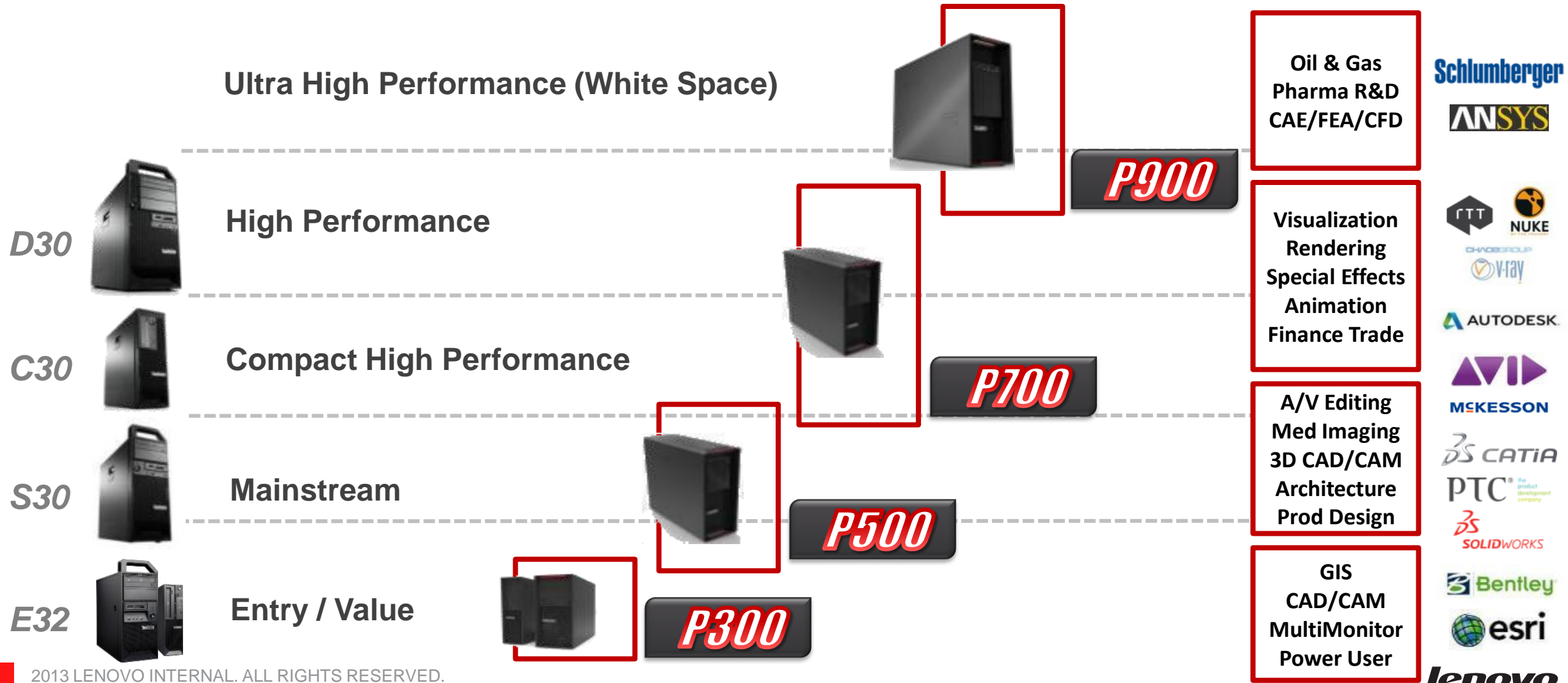
USB



MicroSD

Next Generation ThinkStation Transition

Covering More Workloads



Reference

The background is a solid dark red color. A diagonal band of a slightly lighter red shade runs from the bottom left towards the top right. The word "Reference" is written in white, sans-serif font, positioned within this diagonal band. The top-left corner features a cluster of semi-transparent icons: a pencil, a leaf, and a starburst. The bottom-right corner features a cluster of semi-transparent icons: a bell, a triangle, a square, and a circle, along with some dark splatters.

Winning Education with Lenovo

Projekt dla Politechniki Gdańskiej:

M83 SSF – 197 szt.

P300 - 111 szt.

E540 – 154 szt.

T440 - 12 szt.

T540p – 30 szt.

T440s – 10 szt.

W540 – 1 szt.



THANK YOU GRAZIE MERCI DANKE GRAZIAS 謝謝 СПАСИБО
GRACIAS OBRIGADO ありがとう DANK TAKK BEDANKT DAKUJEM

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