Kas naujo Lenovo Think? DI ir kitų kriterijų įtaka įrangos pasirinkimui ir mūsų rekomendacijos

Adas Liubancas

Lenovo Baltics Team for your success with IT purchase

Adas Liubancas
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MidMarket Account Manager

Saulius Savickas
ISG, Lenovo DataCenter Group

Agenda

1. **Artificial Intelligence in 2025**
   What is the view of CIO?

2. **Recommendations from Lenovo keeping AI in mind**

3. **What‘s new at Think 2025?**

Artificial Intelligence in 2025

What is the view of CIO?

Lenovo

eBook | February 2025

Europe and the Middle East

CIO Playbook 2025
It's Time for AI-nomics

Research insights by

IDC

From Emerging Technology to Tangible Business Outcomes: 2025 Business Priorities

Business Priorities - EMEA	2024	2025	YoY Change
Optimizing supply chain/inventory	6	1	+5
Driving digital business innovation	4	2	+2
Improving regulatory compliance	11	3	+8
Improving employee productivity	9	4	+5
Increasing revenues & profit growth	7	5	+2
Applying emerging AI technologies (e.g., GenAI)	2	6	-4

- The research identified a shift in business priorities for 2025, with a greater focus on operational challenges. Key issues organizations aim to address include:

  - product development delays,
  - supply chain disruptions,
  - and gaps in cybersecurity/data privacy,

  marking a move from customer-centric strategies to internal operational concerns.

- As a result, businesses will prioritize supply chain and inventory optimization, regulatory compliance, and digital innovation—all highly relevant to AI adoption and implementation. This shift also indicates that Generative AI (GenAI) is no longer "emerging" and its adoption is driven by tangible outcomes rather than a fear of missing out (FOMO).

Considerations for CIOs

Organizations have moved past the hype phase. Today, the focus has shifted to creating tangible business value. AI's role is not just to keep pace with competitors but to address internal inefficiencies, respond to market dynamics, and future-proof operations. Organizations leveraging AI successfully are those that prioritize clear objectives.

CIOs must align AI investments with clear business priorities such as compliance, employee productivity, and business agility, ensuring that every deployment drives measurable outcomes and builds resilience for evolving market demands.

Source: IDC CIO Playbook 2025 Survey, commissioned by Lenovo, n=620

From Emerging Technology to Tangible Business Outcomes: Overcoming Hurdles for Non-Adopters

Top Challenges Holding Organizations Back from Adopting AI
Non-Adopters of AI

by **IT Respondents**

1	Limited budget or financial resources
2	Potential for unethical use of AI
3	Lack of skilled personnel or expertise
4	Concerns about data security
5	No current business need or priority for AI

by **Business Respondents**

1	No current business need or priority for AI
2	Lack of the necessary data to implement AI
3	Limited budget or financial resources
4	Concerns about data security
5	Lack of skilled personnel or expertise

- **Business Need vs. Technical Readiness:** Business respondents rank "no current business need or priority for AI" as their top challenge, reflecting skepticism about AI's alignment with business goals or its relevance to existing operations. IT places this lower in priority, indicating their readiness to explore AI but perhaps facing resistance from business units to integrate AI into workflows.
- **Budget Constraints:** Both groups cite "limited budget or financial resources" as a significant barrier, but for business, this likely reflects hesitation to invest without clear ROI, while IT may view it as a limitation to upgrading infrastructure or acquiring necessary tools.
- **Data Challenges:** Business users highlight "lack of necessary data" as a major inhibitor, suggesting gaps in the availability or organization of data required to implement AI effectively. IT does not emphasize this as strongly, indicating that they might believe the data exists but isn't being utilized properly by the business. Both see data security as a challenge although they might take a slightly different view on this: business users are understandably much more concerned about data privacy and compliance, while IT focuses more on accessibility and protection against unauthorized use or data leakage.
- **Expertise and Skills:** Both IT and business point to a "lack of skilled personnel or expertise," but the emphasis for IT is likely on technical AI development and deployment, whereas for business users, it may focus on understanding how to apply AI to business problems effectively.
- **Ethical and Security Concerns:** IT highlights "potential for unethical use of AI" more prominently, reflecting their role in ensuring responsible AI development and compliance. Both groups share concerns about data security, but IT's focus is likely on technical safeguards, while business users may worry about reputational risks.

Considerations for CIOs

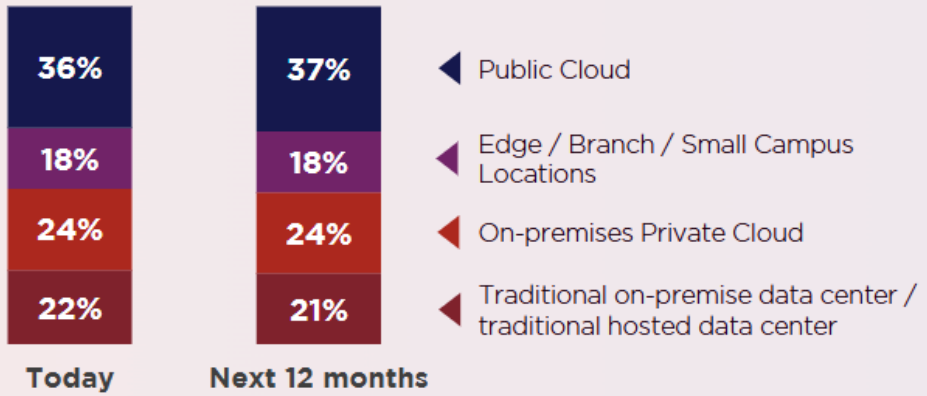
CIOs must bridge the gap between IT's technical readiness and business stakeholder's skepticism by:

- **Building Business Cases:** Work with line-of-business (LoB) leaders to identify specific use cases where AI can add measurable value, demonstrating ROI to address concerns about business need and budget.
- **Fostering Collaboration:** Facilitate cross-functional teams to align IT's capabilities with LoB's goals, ensuring data accessibility and relevance for AI projects.
- **Investing in Skills:** Prioritize workforce development for both IT and LoB, focusing on technical training for IT and practical AI application knowledge for LoB.
- **Addressing Ethical and Security Concerns:** Establish clear governance frameworks to ensure responsible AI use, balancing technical safeguards with business transparency to build trust.

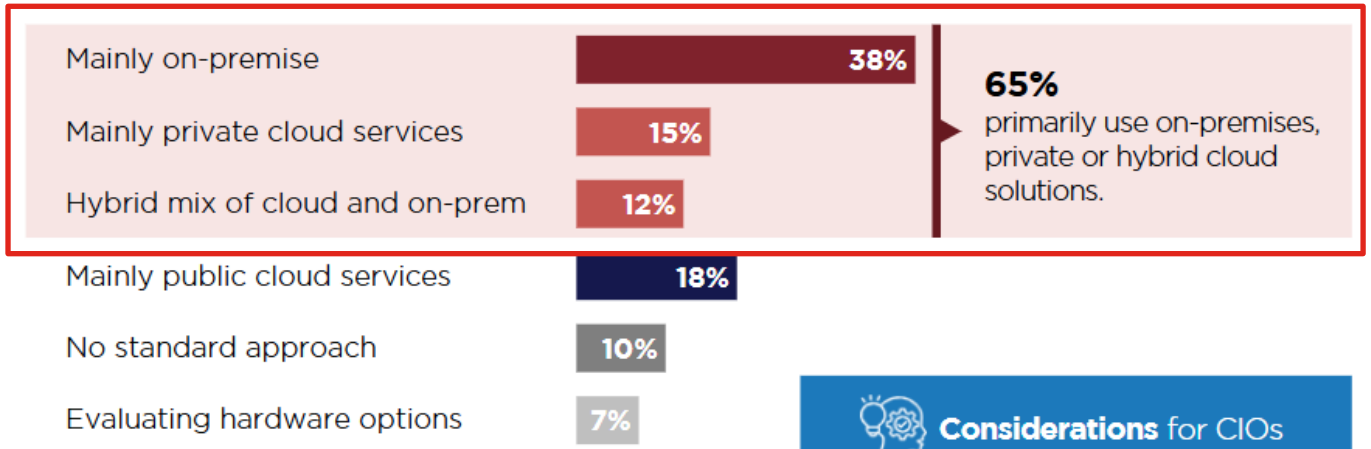
Source: IDC CIO Playbook 2025 Survey, commissioned by Lenovo, n=620

For AI, Hybrid Infrastructure is Key: Balancing Control, Performance, and Flexibility

Overall Infrastructure Deployment



Primary Infrastructure Approach to AI Workloads



- While organizations overall plan to move slightly more towards cloud environments, their approach to AI workloads is notably different. A significant majority have implemented or are planning to implement AI workloads primarily on-premises or in a hybrid environment.
- This preference is likely driven by several factors. Firstly, on-premises and hybrid environments offer greater control over data security and privacy, which is crucial for handling sensitive information and ensuring regulatory compliance. Secondly, these environments provide lower latency and higher performance, essential for real-time AI applications. Additionally, on-premises solutions can be more cost-effective for extensive AI workloads, leveraging existing infrastructure investments.
- Hybrid environments are not just a technical preference—they are a strategic choice. On-premises solutions offer unparalleled control for organizations handling sensitive data or operating in heavily regulated industries, such as healthcare or finance. Meanwhile, public cloud services provide the flexibility to scale AI models quickly and cost-effectively. By combining the two, enterprises can tailor their approach to meet specific workload requirements. For instance, an AI-driven logistics system might run predictive models in the cloud while processing real-time data locally to ensure latency is minimized. This hybrid strategy enables businesses to optimize costs while meeting performance and compliance needs.

Considerations for CIOs

Hybrid AI architectures are crucial for balancing innovation and regulatory compliance. By strategically distributing workloads between on-premises, edge, and cloud environments, organizations can optimize costs, enhance security, and maintain data sovereignty while meeting strict regional regulations.

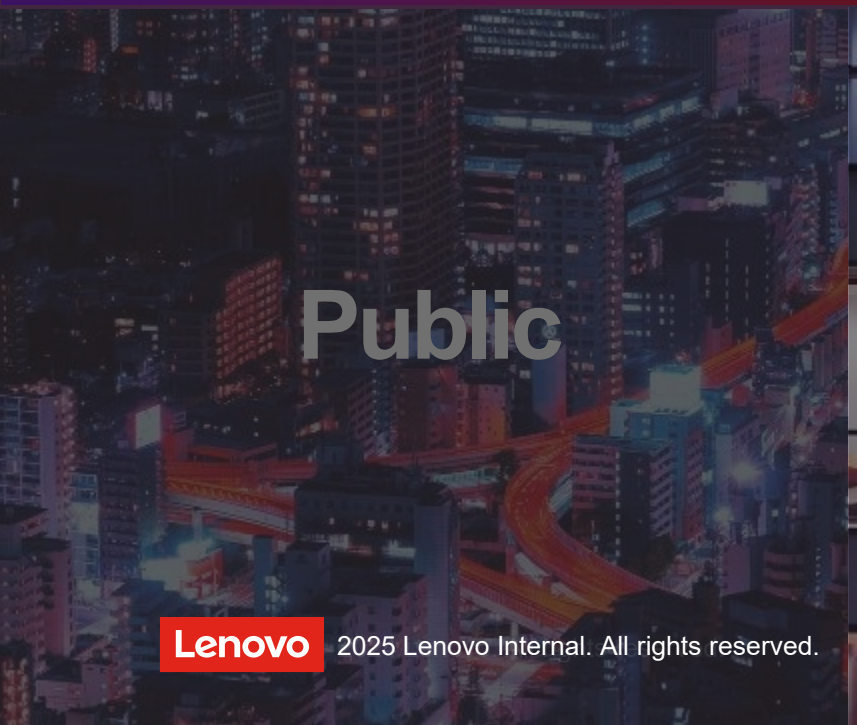
This approach allows for a flexible, modular infrastructure that protects sensitive data and supports competitive AI-driven strategies.

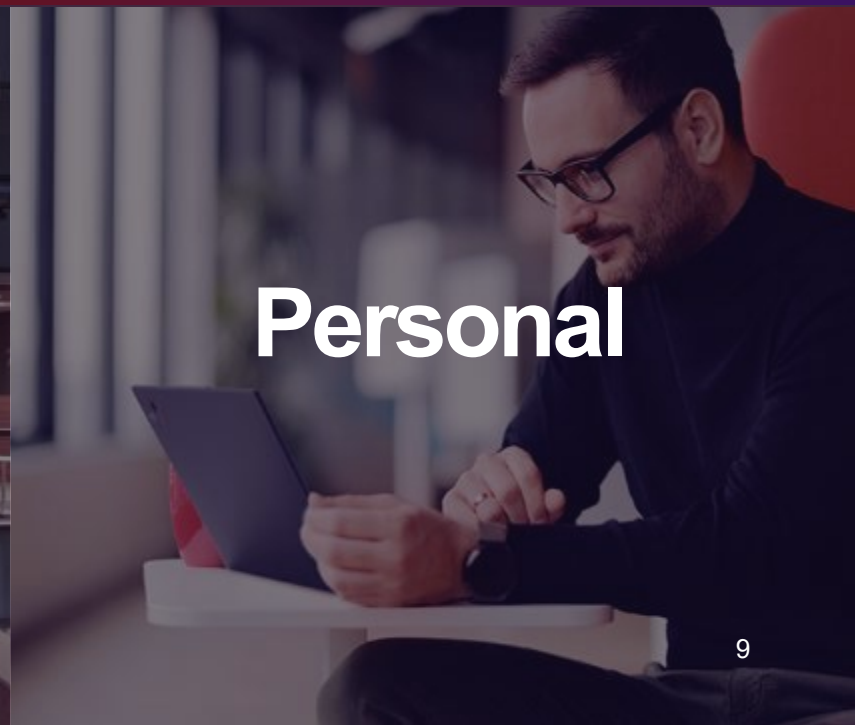
Source: IDC CIO Playbook 2025 Survey, commissioned by Lenovo, n=620

The Lenovo Solution

AI for All

Bring AI to your data where and when you need it the most – from pocket to the cloud – with a hybrid approach



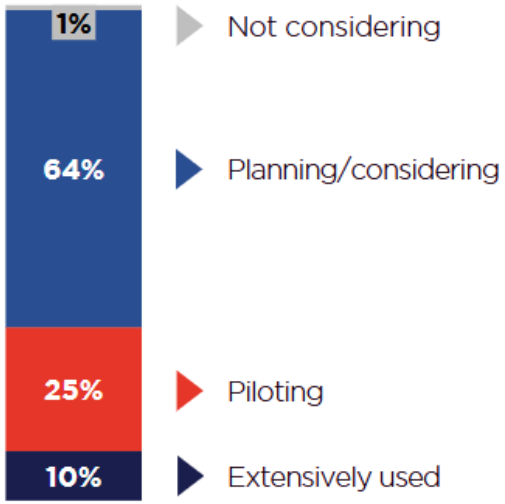


The Next Gen of AI Devices is Here: AI-Powered PCs Becoming a Key Enabler for the Future Workforce

Survey Insights

43% of organizations highlighted that they believe that **AI-powered devices** boost employee **productivity** and **experience**.

AI-Powered PCs Adoption



Considerations for CIOs

For CIOs, this trend highlights the importance of integrating AI-powered PCs into their long-term IT strategy.

Even if full adoption is not immediate due to refresh cycles, planning and ensuring that new devices are AI-ready can help stay ahead of the curve.

CIOs should prioritize selecting devices with robust AI capabilities that align with their workforce's needs, ensuring seamless integration with broader AI initiatives.

As AI-powered PCs become more mainstream, CIOs will need to assess how they can leverage these devices to further drive productivity, enhance employee experience, and support successful AI implementation.

- AI-powered PCs are emerging as key enablers of intelligent digital workplaces, with 43% of organizations in EMEA recognizing their potential to enhance employee productivity and experience. AI-powered PCs are set to become crucial tools, providing AI capabilities at the edge for the workforce. Current AI adopters have identified the availability of AI-powered PCs as a key factor for successful AI implementation.
- While adoption is still in the early stages, with most companies either piloting or considering AI-powered PCs, this trend is expected to accelerate as organizations align their device refresh cycles with AI integration. The significant interest, with only 1% of organizations not considering AI-powered PCs, indicates that businesses are increasingly prioritizing technology that supports AI-driven workforce productivity.

Source: IDC CIO Playbook 2025 Survey, commissioned by Lenovo, n=620

Recommendations from Lenovo keeping AI in mind

Getting back to user devices: how Complex is the decision now?

2019

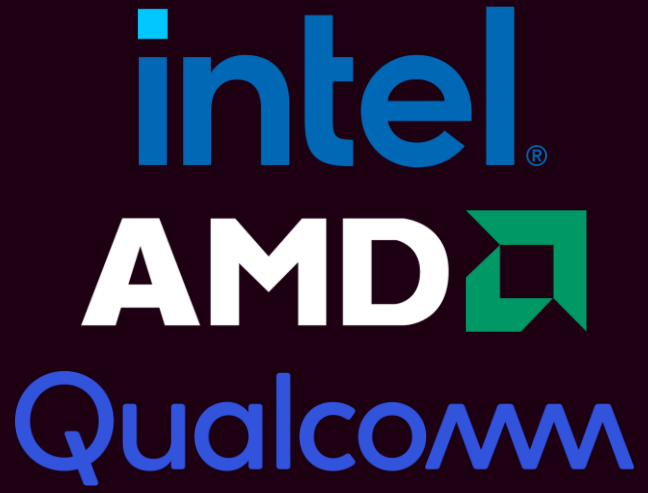
One choice

2023

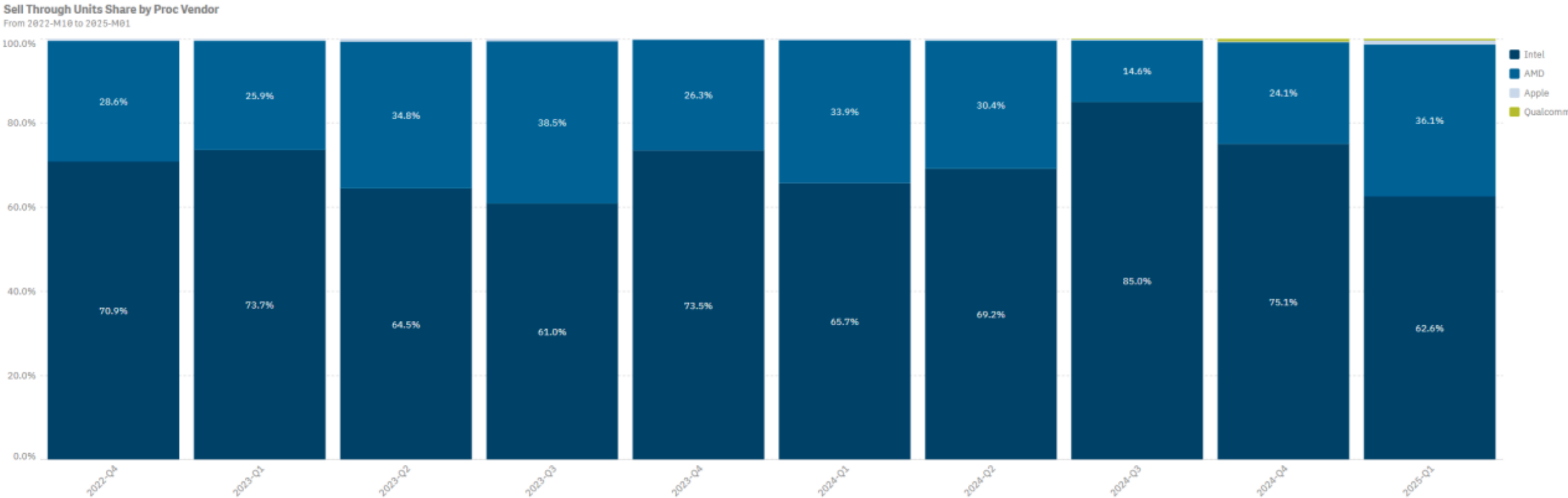
Two choices

2024

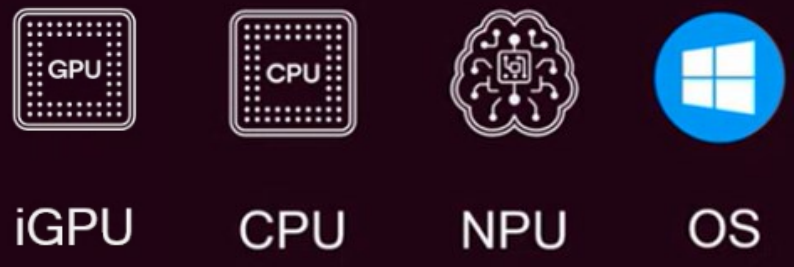
Three choices



CPU vendor

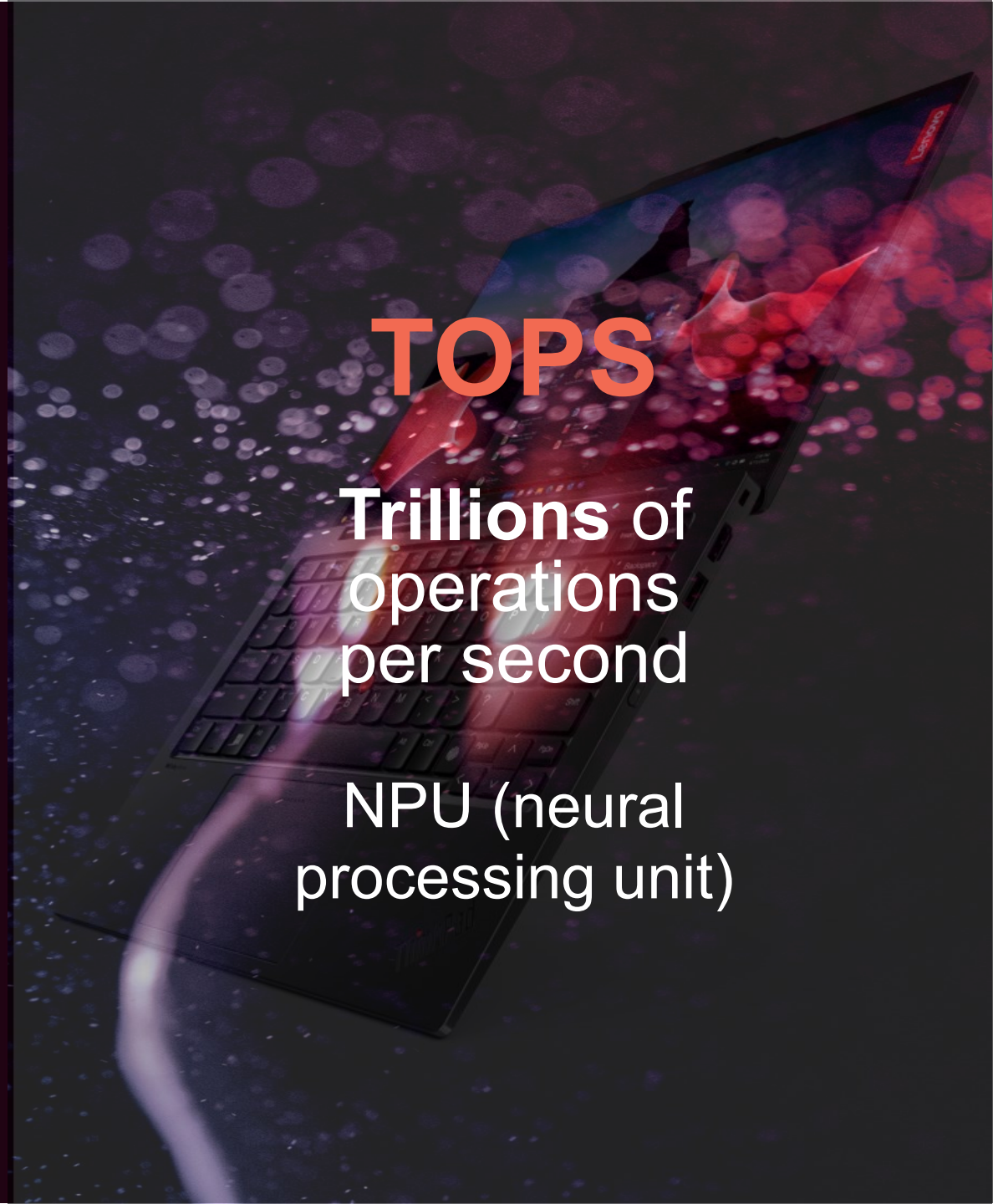


A new measure of PC performance



iGPU CPU NPU OS

NPU - Dedicated AI Engine / Neural Processing Unit to run AI inferencing workloads



TOPS

Trillions of operations per second

NPU (neural processing unit)

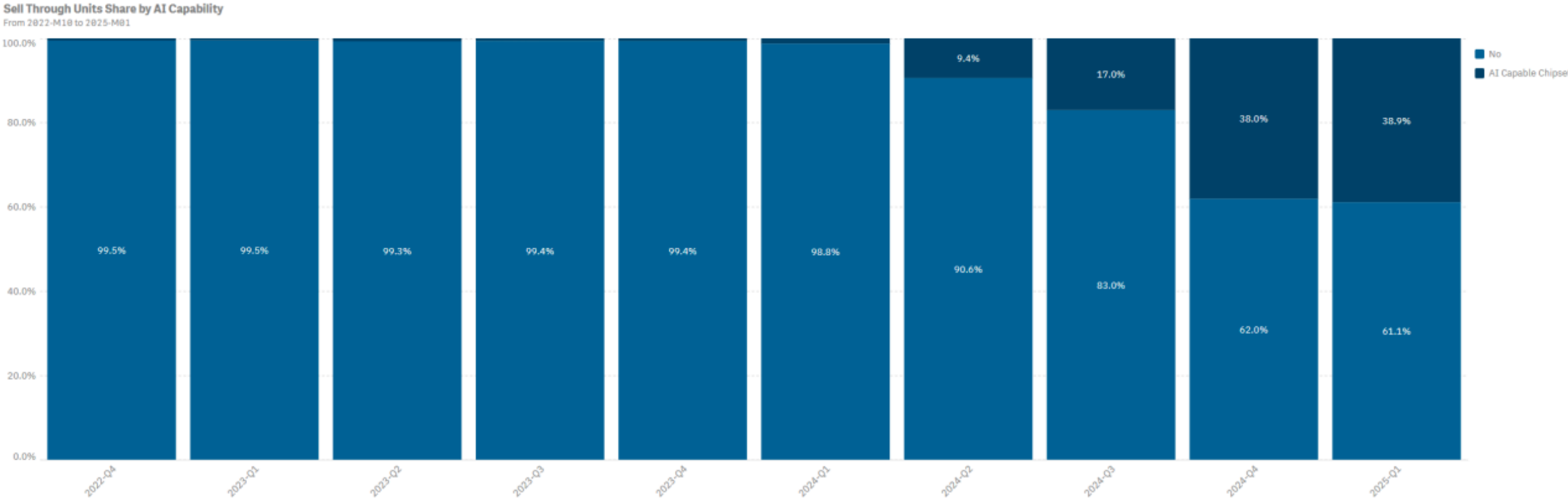
From AI PC to Next Gen AI PC / Copilot+ PC

Standard PC — No NPU / 0 TOPS

AI PC — 10+ TOPS

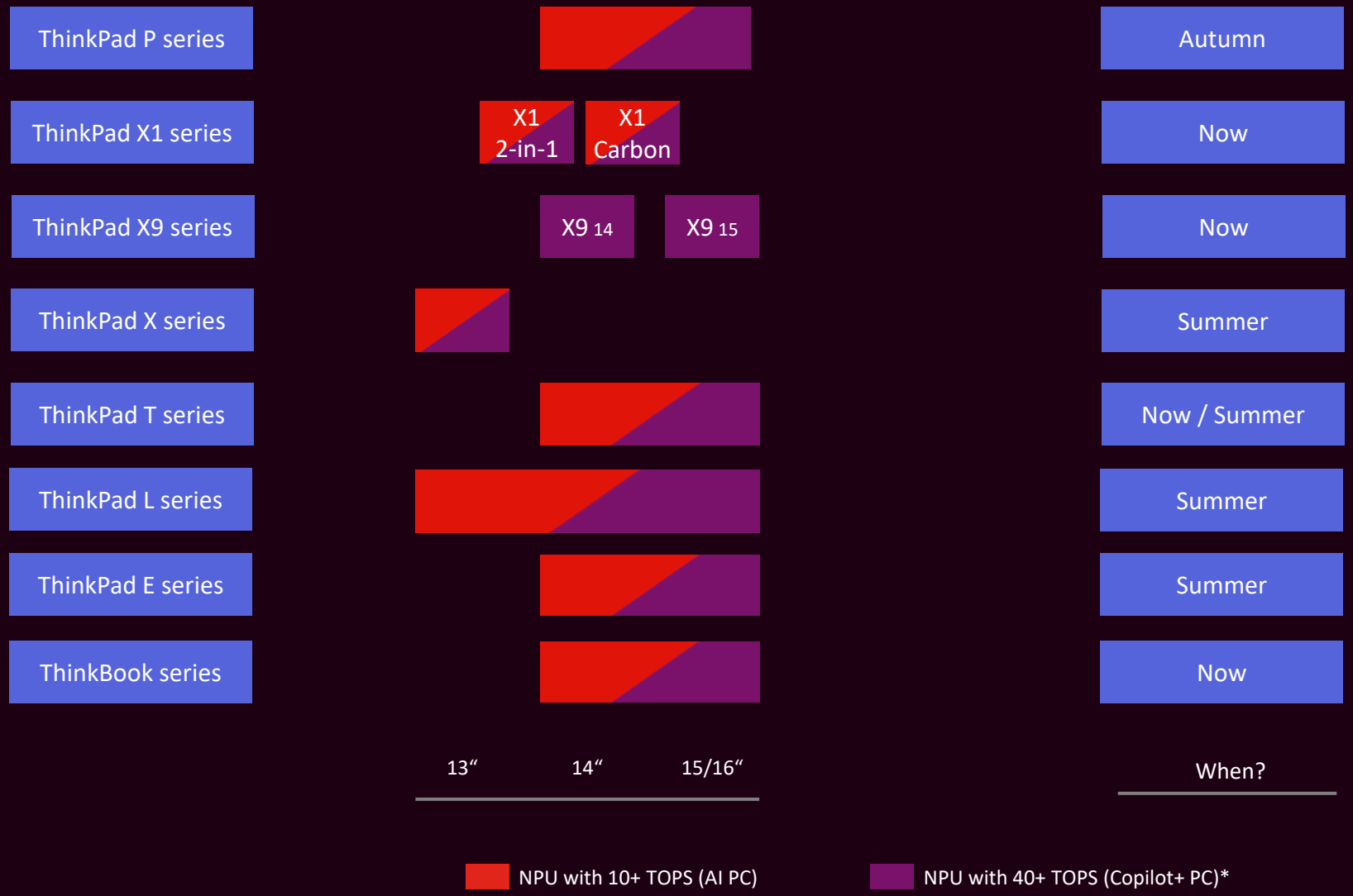
Next Gen AI PC — 40+ TOPS = Copilot+ PC

AI capable chipset



So how complex will be the decision in 2025?

Think Portfolio 2025: AI Enablement / Expectations



TOPS & BUDGET

intel AMD Qualcomm

10-20

BUDGET AI DEVICES

$

40-50

MAINSTREAM AI DEVICES

$$

50+

HIGH END AI DEVICES

$$$

When you should consider AI PC for your organization?

Battery life

Travelling, lot‘s of meetings
Lunar Lake / Strix Point / Snapdragon X Elite

ISV

Using any of ISV applications, where NPU will empower much better user experience and productivity

Future planner

Not buying devices for current day, but planning usage of those for next 4-5 years

Run AI at local

Device with NPU can only run local AI applications and fullfill demand

When you should go with AI PC

Otherwise, go with budget friendly NPU <20 TOPS

Lenovo’s AI Assistant: Lenovo AI Now

Lenovo AI Now, the **personalized** intelligent assistant powered by **local** Large Language Model (LLM) and **personal knowledge base**, can bring advanced AI experience, with high-level **security**

Local

Knowledge Assistant

PC Assistant
(Device/Service)

Summarize

Cloud

PC Assistant
(Lena*)

Cloud Chat

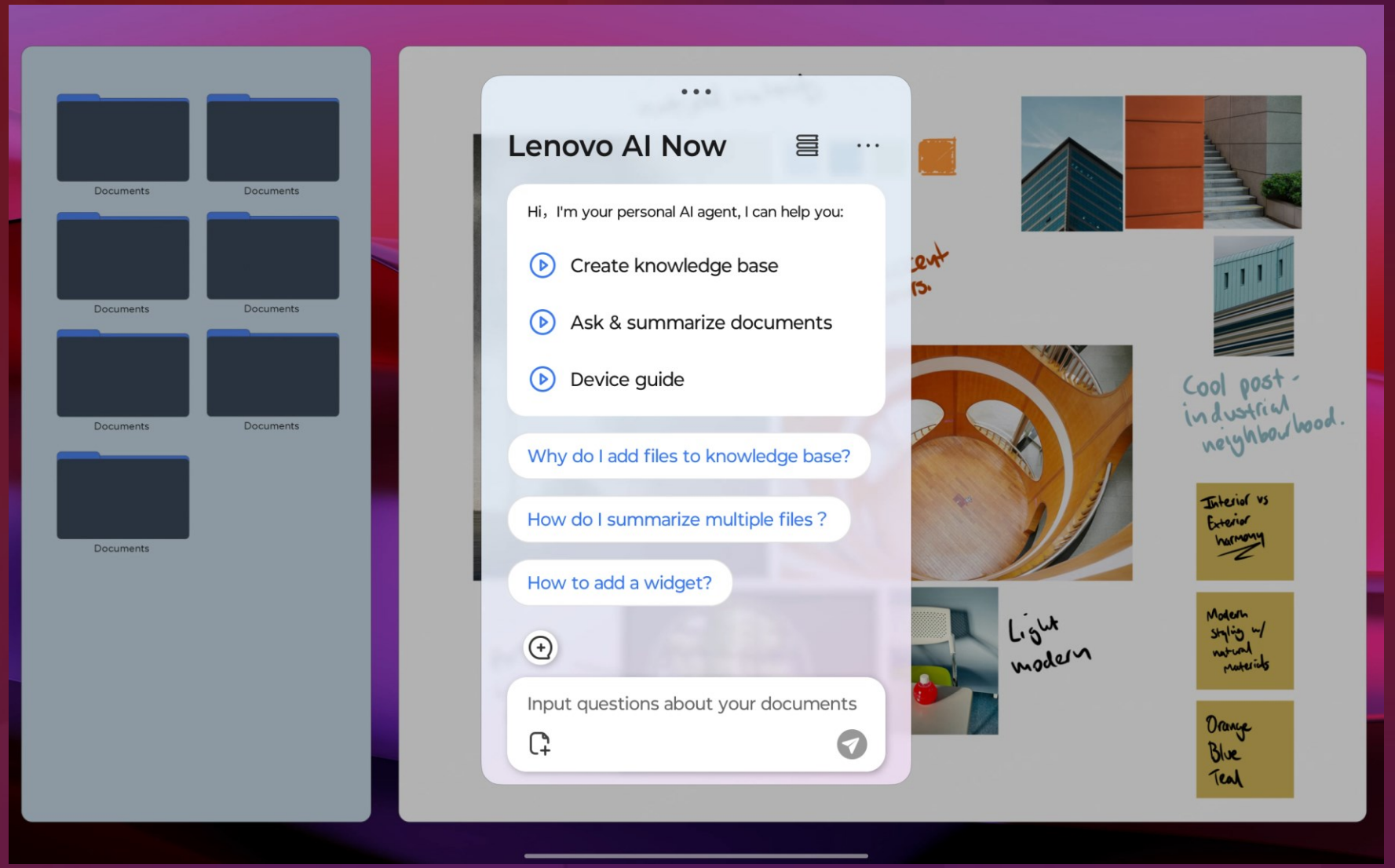
AI Ecosystem
(More features coming soon, stay tuned!)

Remark: Selected product models with recommended configuration

** Lena is Lenovo cloud-based service chat bot*

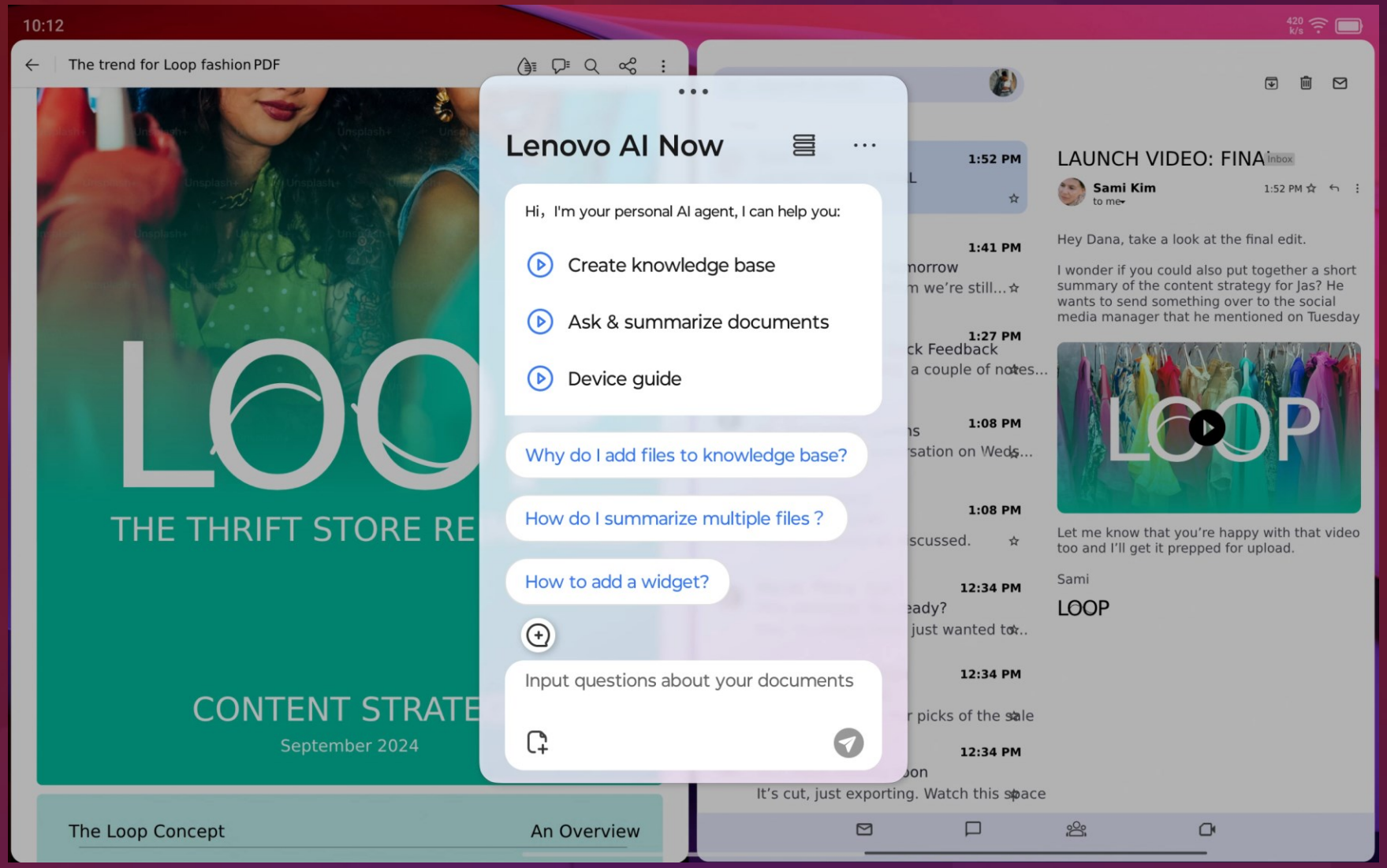
Lenovo AI NOW

Asking queries



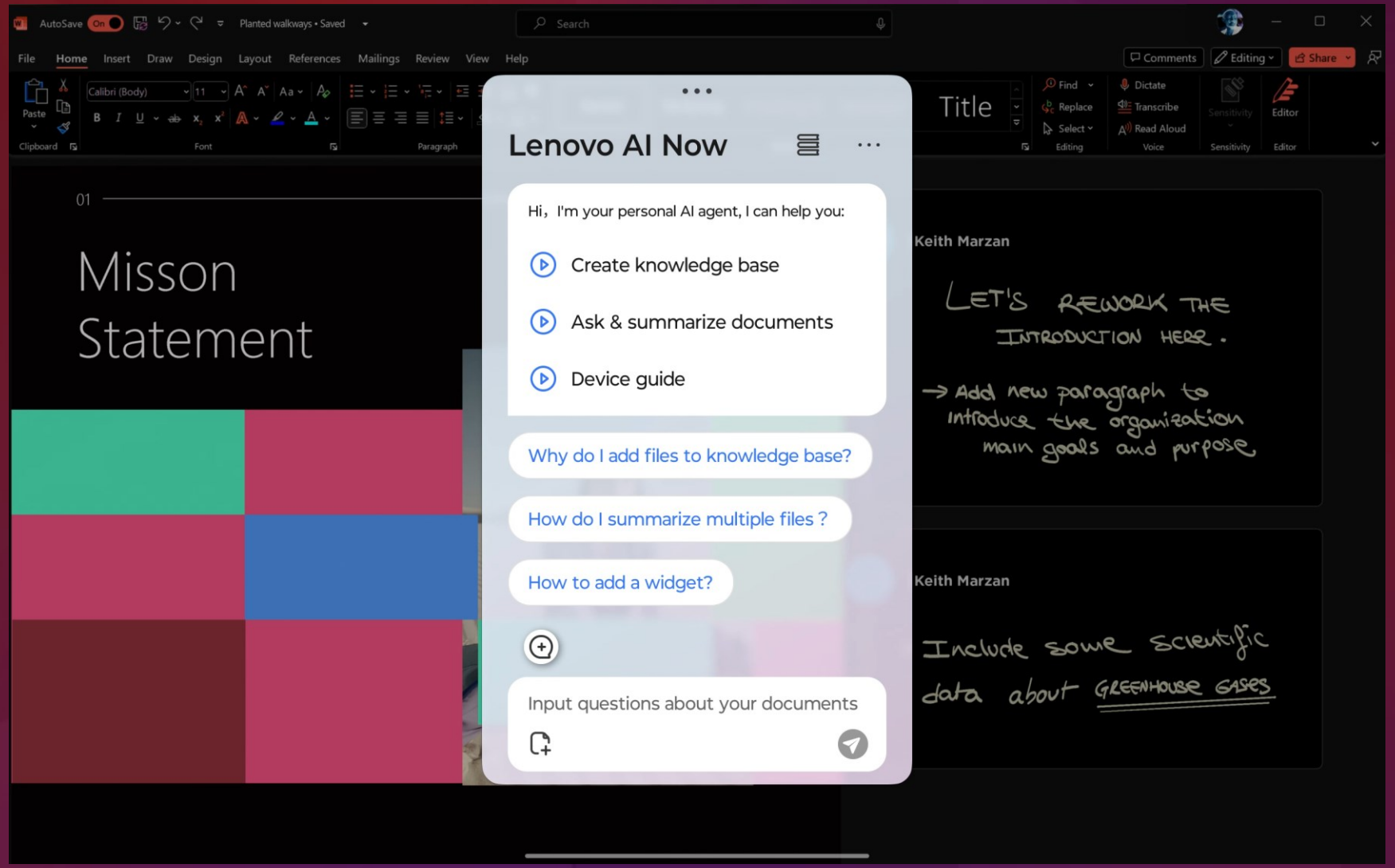
Lenovo AI NOW

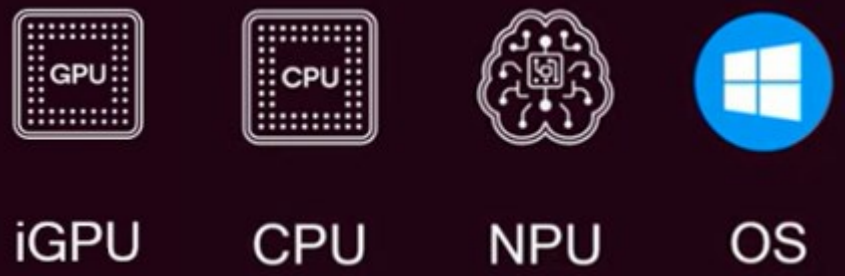
Find document



Lenovo AI NOW

Summarize





How you should treat NPU

What‘s new at Think 2025?

Purposeful Design

1992
ThinkPad 700C

Purposeful Design

2025 and over 200 million sold ThinkPads later

ThinkPad X1 Carbon (Gen 13)

2025 Commercial Notebook Portfolio

Clean sheet

Lenovo
AURA EDITION
imagined with Intel

WHAT IS IT?

Latest Intel Core Ultra 200V processors („Lunar Lake“)

Next Gen AI PC / Copilot+ PC with NPU 40+ TOPS

PCIe Gen 5 SSDs, Intel WiFi 7, Bluetooth 5.4, Thunderbolt 4, Rapid Charge Batteries, Modern Standby

Software: Smart Modes, Smart Care, Smart Share

Lenovo AURA EDITION imagined with Intel

Standard PC — No NPU / 0 TOPS

AI PC — 10+ TOPS

Next Gen AI PC — 40+ TOPS = Copilot+ PC

Lenovo AURA EDITION — 40+ TOPS + Lenovo AURA EDITION imagined with Intel

Aura Edition devices

Extra layer of experience for AI PCs

Standard workplace

Too complicated route to adjust PC settings to work style, going universal, less efficient way

Windows Laptops and phones live their own lives

Getting IT support takes effort

Goal: Automate PC settings to adjust according the task user has

Goal: Get all the devices to work together faster and easier for the user

Goal: Provide IT support the same minute issue appears

Lenovo Aura Edition devices

Much better user experience

Lenovo Aura Edition Is All About The Experience

Hero Experiences

Smart Modes

Smart Share

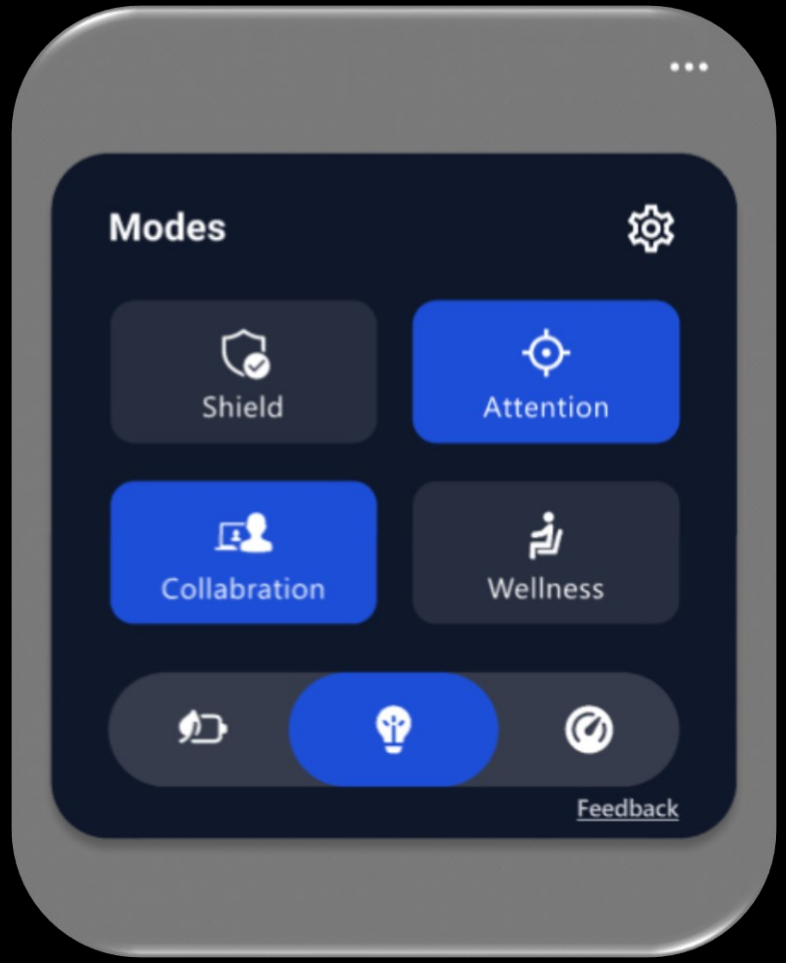
Smart Care

Elevated Core Experiences

Quiet Performance – Longer Battery – Best Display – Advanced Camera

Smart Modes

Instantly adapts the PC for different scenarios



SHIELD

Enhances data security and privacy while working in public areas

COLLABORATE

Single panel for controlling all video effects, regardless of meeting platform

WELLNESS

Promotes digital health by encouraging regular eye breaks and ergonomic habits

ATTENTION

Suppresses incoming distractions and limits access to distracting websites

ECO

Reduces power consumption and balances battery life with performance

Smart Share

Instant sharing and collaboration from any mobile device.

TAP

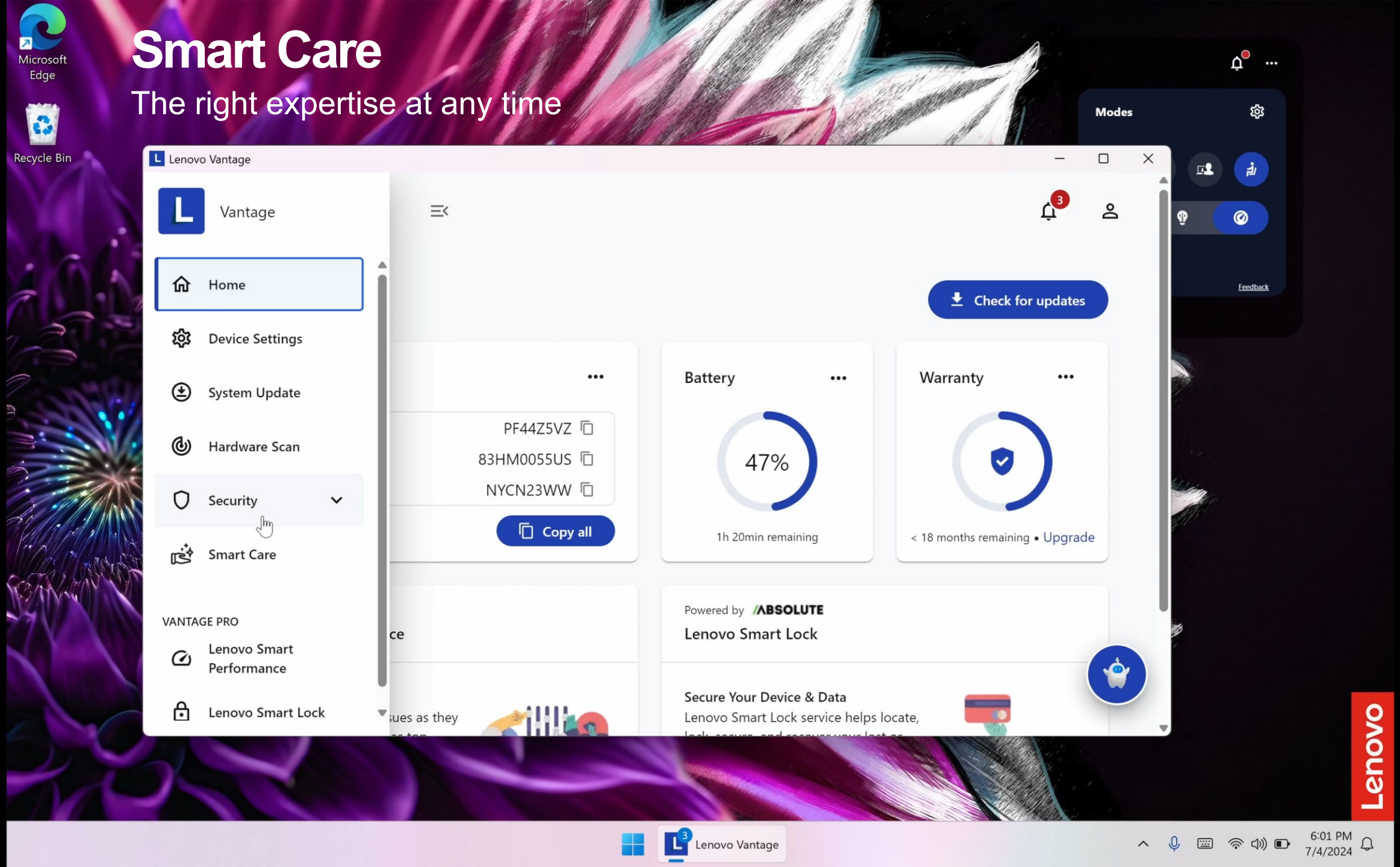
SHARE

Drag and drop | **App mirroring** | **Text and call from PC**

Native Support for BOTH iOS and Android

Smart Care

The right expertise at any time



Aura Edition: Supported models

ThinkPad X1 Carbon (Gen 13)

ThinkPad X1 2-in-1 (Gen 10)

ThinkPad X9 14 (Gen 1)

ThinkPad X9 15 (Gen 1)

ThinkVision Generations

Generation -10

Generation -20

Generation -30

Generation -40

ThinkVision P series Gen -40

Lenovo ThinkVision

ThinkVision T series Gen -40

Lenovo ThinkVision

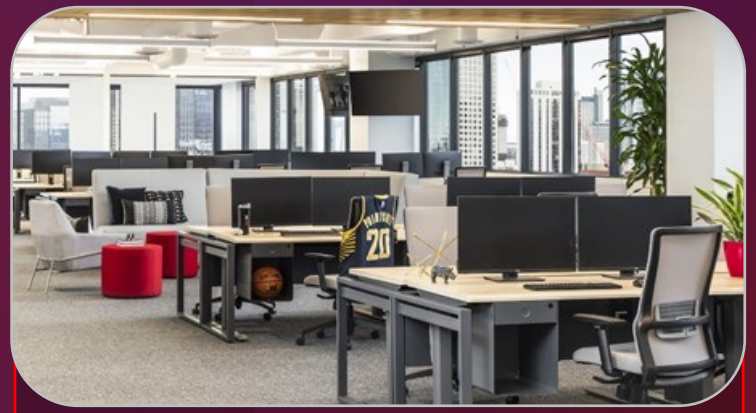
Next-gen innovation: 3 key pillars

Sustainability

- Energy saving display (Eco-IPS)
- AI Driven Power Reduction
- TCO 10 & 95% of PCC, Green Pack

Manageability

- Lenovo Display Feet Management
  - Remote control
  - Low PC reliance
  - Faster deployment



Modern Workplace

- New ID
  - 4-side ultra-thin bezel
  - Modular Acc. Compatibility
- 2. Better specs
  - Higher refresh (up to 120 Hz)
  - Higher Power delivery (up to 140 W)
  - Secondary USB-C (15W) Port
  - EyeComfort 5-stars

Smarter technology for all

Lenovo

thanks.