# Lenovo: Leading Intelligent Transformation


## Ashish Taneja

Head Channels
Lenovo Global Technology (India)

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# Lenovo on the Rise

**$51 Billion**

Historic Group Revenues

**160**

Countries

~~#240~~ **#212**

Fortune 500

# The Power of One Lenovo!

## PCSD

**Number 1**

*Record share 23.4%*

*Fastest growing PC vendor out of Top 5*

## Mobile

**NEW Growth**

*Rapid growth in focus markets*

## Data Center

**Hypergrowth**

*40% growth*

*#1 in the world in performance with 139 records*

What’s Next?

# 2020

**4 Billion**

Connected People

**$4 Trillion**

Revenue Opportunity

**25+ Million**

Apps

**50 Trillion**

GBs of Data

**25+ Billion**

Embedded and Intelligent Systems

Source: IDC 2018, Mario Morales

OUR MISSION:
Be the Leader & Enabler of the
Intelligent Transformation

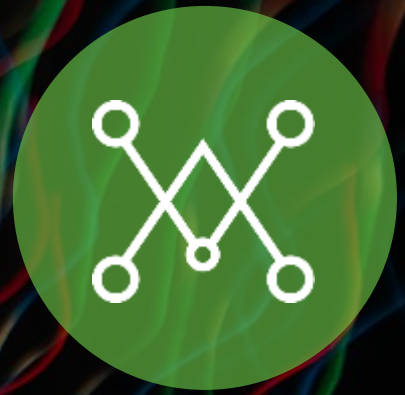
Faster, smarter, more
connected world

# Smarter technology for all

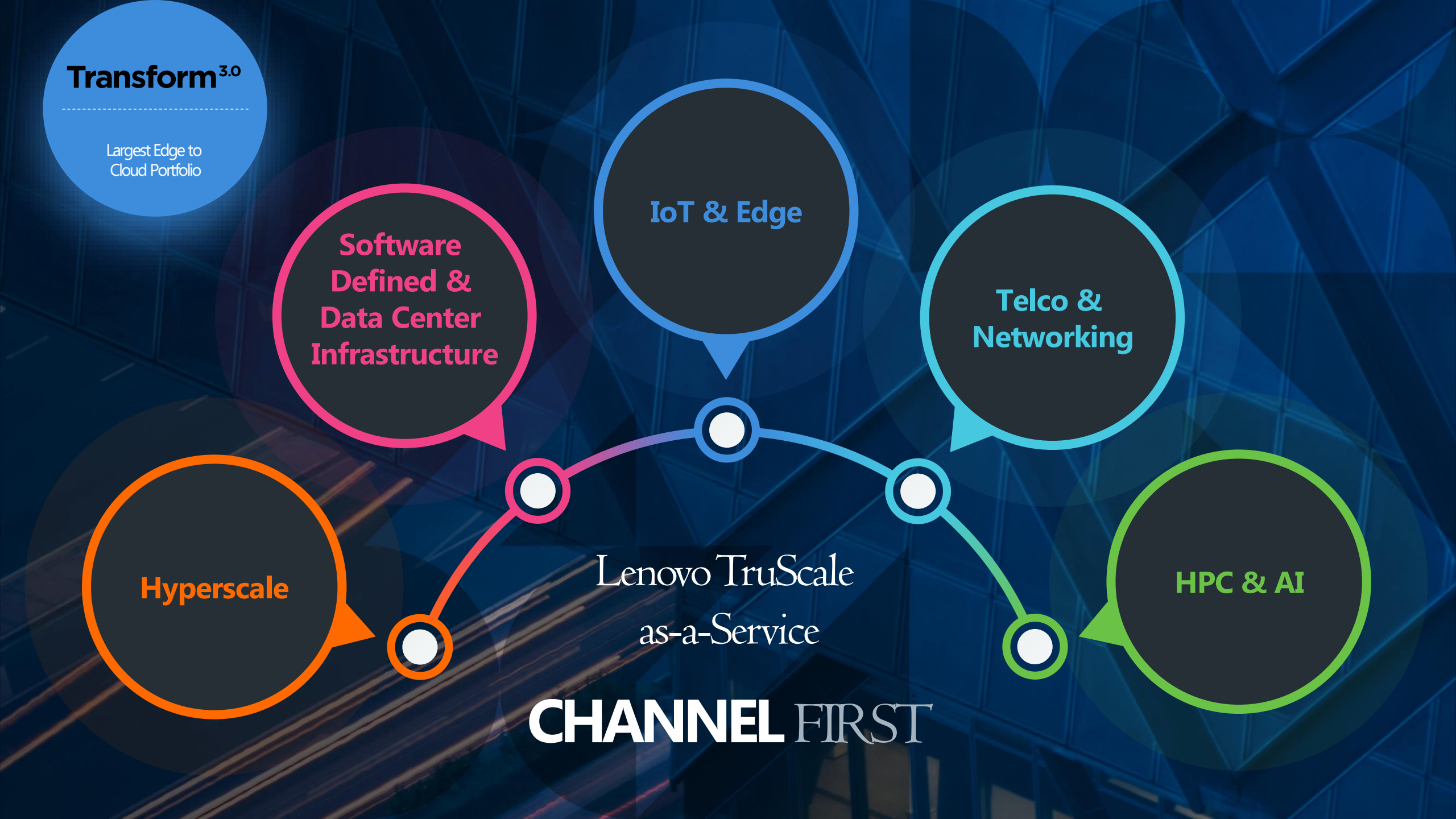
# Smart Vertical

SIoT
Data

Smart Infrastructure
Computing Power



Big Data
A.I.


Transform 3.0
Largest Edge to Cloud Portfolio
Software Defined & Data Center Infrastructure
IoT & Edge
Telco & Networking
Hyperscale
HPC & AI
Lenovo TruScale as-a-Service
CHANNEL FIRST

# The **Internet of Things** connects the physical world to the digital world.

## A Case Study

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# **Businesses** use IOT solutions to lower costs and increase revenue

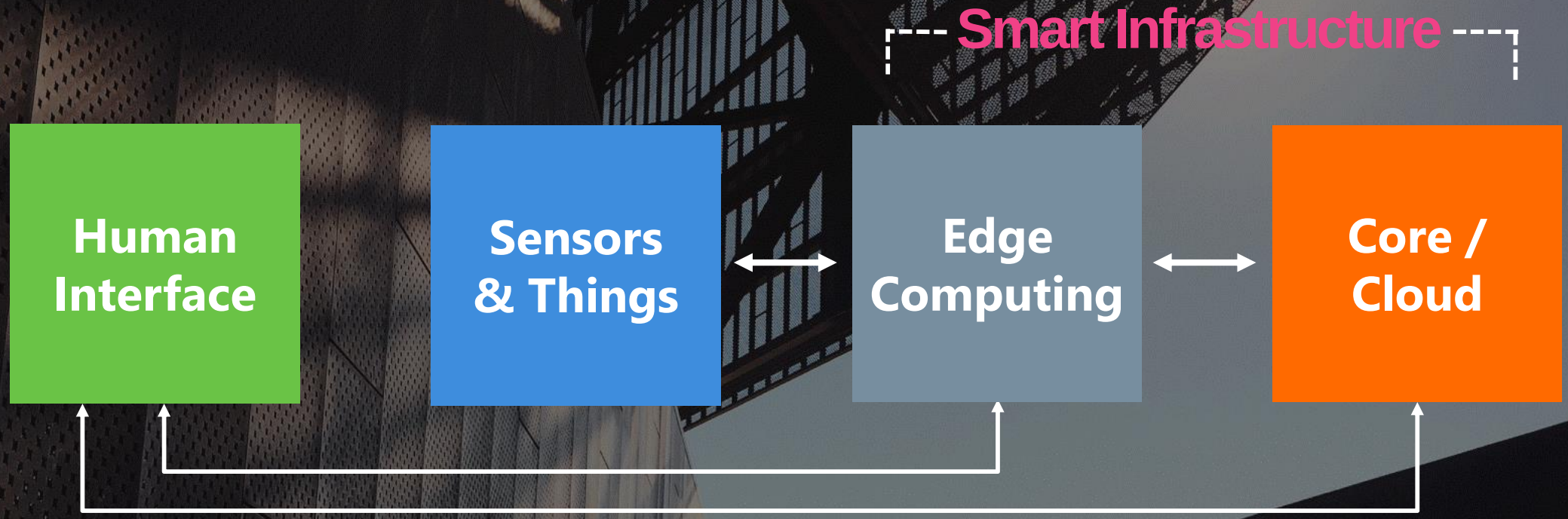
Boost Productivity

Lower Risk

Drive automation

Offer new services

# Architecture




| Functions | | | | |
|---|---|---|---|---|
| | Human Control<br>Visualization | Generate Data<br>Interact w/ physical world | Collect<br>Pre-process<br>Automate<br>Analyze<br>Forward | Store Data<br>Deep Analytics<br>Automate<br>Control |

# Why Edge Computing?

## Data Explosion

*Too much data; Bandwidth is time or cost limited*

## Resiliency

*Data needs to be acted on at all times*

## Latency

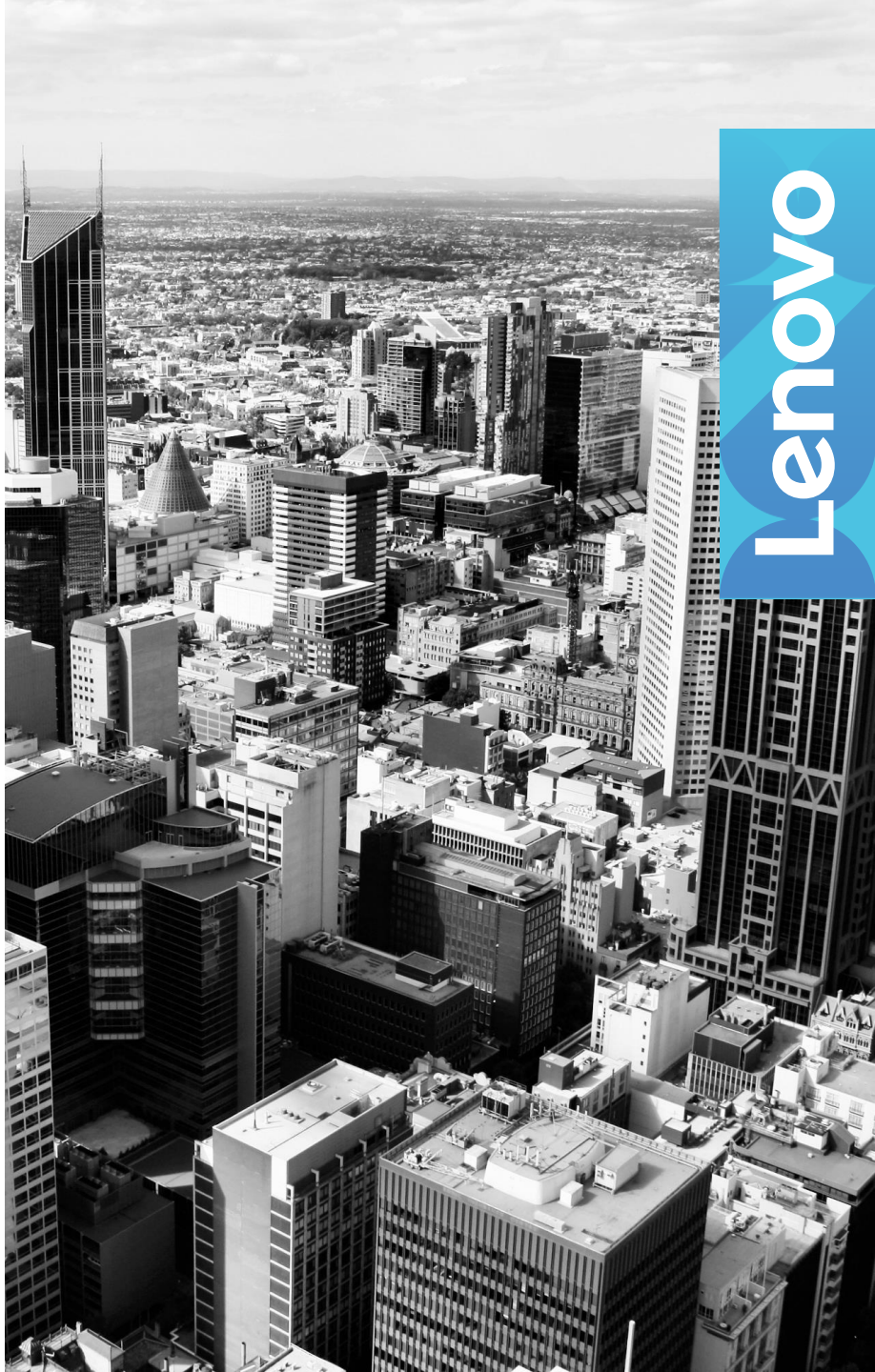
*Latency requirements outpace physics*

## Regulation

*Laws require data to stay local and encrypted*

# SMART CITY / CAMPUS OPTIMIZATION

- Crime Detection and Monitoring
- Traffic Flow Optimization
- Lighting management
- Pollution monitoring
- Public transportation monitoring
- Parking management

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# CHALLENGES

**KEY CHALLENGES**

- Disparate surveillance systems managed by campus departments compromised the ability to respond to an active threat
- Lack of resilience associated with existing NVR solutions forced the university to purchase multiple systems to ensure availability of video data

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# VIDEO SECURITY AND SURVEILLANCE SOLUTION

- Manage Traffic
- Optimize Parking
- Manage Lighting
- Provide Campus Navigation
- Detect Crime
- Public Transport

Pivot 3

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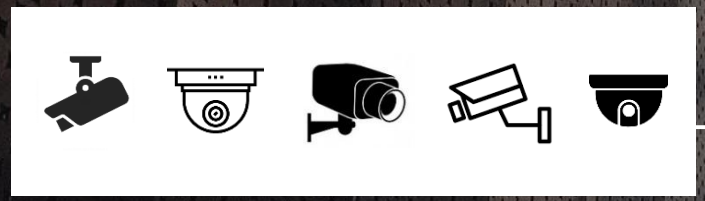
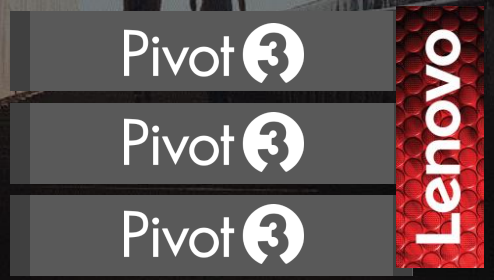
# Smart City Edge Infrastructure Solution

**Sensors & Things** ⟷ **Edge Computing** ⟷ **Core / Cloud**



20 → 10000+

- Future AI Solution
- Future Pollution Mgmt.
- Future Parking Mgmt.
- VMS Platfrom
- Lighting Mgmt.
- Firewall
- IOT Platform
- Building Controls
- City Database



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# thanks.