Lenovo

Contractor: Enterprise Networking Solutions, Inc.

Hyper-Converged

	Segment ID	Percentage off MSRP
Hardware	K1-10	28%
Software	K1-11	15%
Accessories	K1-12	30%
Installation Services	K1-13	35%
Professional Services	K1-14	35%
Warranty/Support	K1-15	20%

Networking

Lenovo Switching		
	Segment ID	Percentage off MSRP
Hardware	K1-20	28%
Software	K1-21	15%
Accessories	K1-22	30%
Installation Services	K1-23	35%
Professional Services	K1-24	35%
Warranty/Support	K1-25	20%

Storage Area Network (SAN) Fabric

Data Center		
	Segment ID	Percentage off MSRP
Hardware	K1-30	29%
Software	K1-31	15%
Accessories	K1-32	30%
Installation Services	K1-33	35%
Professional Services	K1-34	35%
Warranty/Support	K1-35	20%

Servers

	X86 - Rack		X86 - Blade		X86 - Tower	
	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP
Hardware	K1-40	28%	K1-50	28%	K1-60	28%
Software	K1-41	15%	K1-51	15%	K1-61	15%
Accessories	K1-42	30%	K1-52	30%	K1-62	30%
Installation Services	K1-43	35%	K1-53	35%	K1-63	35%
Professional Services	K1-44	35%	K1-54	35%	K1-64	35%
Warranty/Support	K1-45	20%	K1-55	20%	K1-65	20%

Storage

	San Storage - (HDD/Hybrid)		All Flash Array (AFA)*		Tape	
	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP
Hardware	K1-70	28%	K1-80	28%	K1-90	28%
Software	K1-71	15%	K1-81	15%	K1-91	15%
Accessories	K1-72	30%	K1-82	30%	K1-92	30%
Installation Services	K1-73	35%	K1-83	35%	K1-93	35%
Professional Services	K1-74	35%	K1-84	35%	K1-94	35%
Warranty/Support	K1-75	20%	K1-85	20%	K1-95	20%

	Software Defined Storage (SDS)		Object Storage Array		NAS	
	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP
Hardware	K1-100	28%	K1-110	28%	K1-120	28%
Software	K1-101	15%	K1-111	15%	K1-121	15%
Accessories	K1-102	30%	K1-112	30%	K1-122	30%
Installation Services	K1-103	35%	K1-113	35%	K1-123	35%
Professional Services	K1-104	35%	K1-114	35%	K1-124	35%
Warranty/Support	K1-105	20%	K1-115	20%	K1-125	20%

*All Flash Array (AFA) includes NVMe and SCM if available

ACRONYM DEFINITIONS
HDD = Hard Disk Drive
SAN = Storage Area Network
NAS = Network Attached Storage
SCM = Storage Class Memory
NVMe = Non-Volatile Memory Express