

# Arrow Reference Designs Featuring Lenovo Intelligent Devices Group (IDG)

## Get to Market Faster

For OEMs and ISVs, managing computer hardware is challenging. Hardware is crucial to deliver their solution, ensure stable performance and generate high customer satisfaction. Yet, there is less and less differentiation available in today's hardware designs. OEMs/ISVs can find themselves in a no-win situation where investment in hardware is critical but cannot provide a differentiated advantage.

Arrow's Reference Design offerings make your job easier with pre-designed and validated hardware platforms. We take the most popular models from leading brands, put them through our new product introduction process (NPI), and ensure readiness for scalable production. Arrow manages the lifecycle, selects the best component combinations for price and performance, and provides simple branding options.

## Why Lenovo IDG Systems for OEMs and ISVs?

Arrow's portfolio of Lenovo Reference Designs meets the most common requirements for OEMs and ISVs edge solutions for many different horizontal and vertical markets. These models are pre-validated and ready for production, saving time, and delivering a faster time-to-market.

## Lenovo Models Available



**M90n**  
EOL June 2021  
OEM EOL Oct 2022



**P340 Tiny**  
EOL June 2022  
OEM EOL June 2023



**M70q**  
EOL August 2021  
OEM EOL Q2 2023

## Arrow Goes Beyond the Basics

Arrow's Reference Designs are a solid foundation on which to build your offering. We extend this foundation with additional engineering and support services to enhance your offering, including:

- Customization services
- Advanced product management services
- Design and engineering services
- Software/hardware benchmark testing
- Field installation
- Post-sales technical support to end-users and partners

Our extended services offering expands your hardware design, development, and management capabilities. The Arrow team of experts works with your team bringing industry knowledge, best practices, and the scale of Arrow to your business.

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In partnership with:

**Lenovo**  
**OEM Solutions**

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