

**RITS**  
2026

LEAD

> INNOVATE

OPTIMIZE

# TURN DISTRIBUTED DATA INTO REAL INNOVATION

PRESENTED BY

**Lenovo**

“

**This is not an integrators’  
game but an innovators’ race”**

Yuanqing Yang

**Lenovo Chairman and CEO**

# Why innovation feels hard ?



# The Performance Paradox

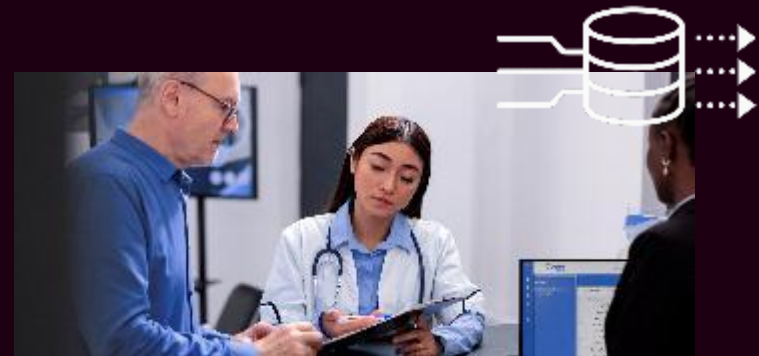
Faster Systems. Bigger Data. Same Outcomes.

Compute has never been **faster**.

Storage has never been **cheaper**.

Yet **value** creation hasn't accelerated at the same pace

# When DATA becomes DeadTA

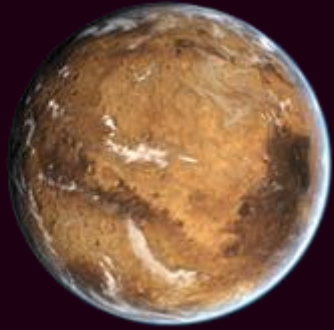


Data is created continuously and everywhere

Misused data are wasted opportunities to innovate !

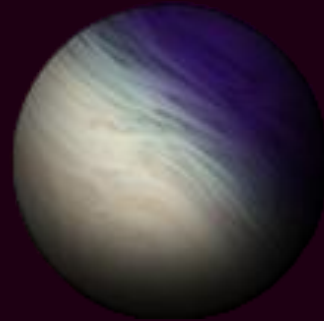


# Fighting data gravity



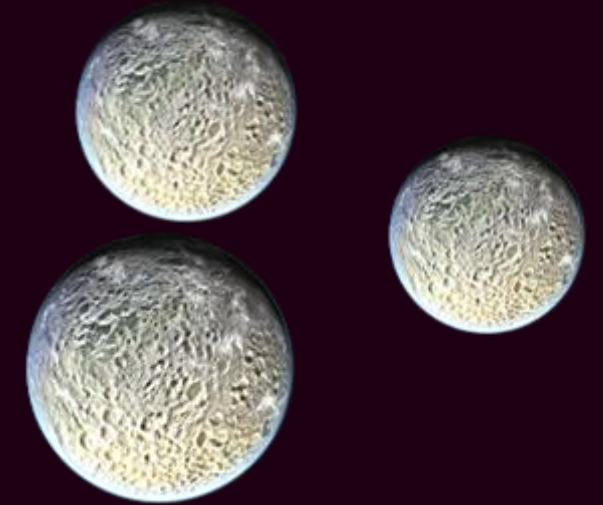
Edge

Data-gravity pulls real-time workloads



Data Center

Data gravity stabilizes and attracts bigger workloads



Cloud

Data gravity scales, elasticity and global reach open new opportunities

**Don't fight data-gravity , design around it !**

# Innovation Happens in Motion

Hybrid isn't where you run workloads. It's how you move intelligence.



# Putting Intelligence Where It Belongs



# Edge: Where Intelligence Must Act First



# ... and where innovation begin



## Retail

- Customer journey insight
- Loss prevention
- Self-checkout
- Autonomous shopping
- Flow analysis
- Smart shelving
- Digital Signage
- Safety & Security



## Manufacturing

- Asset tracking
- Defect detection
- Targeted performance reports
- Automated safety measures
- Predictive maintenance
- Efficiency optimization



## Healthcare

- Connected Virtual Care
- Remote patient monitoring & observation
- Connected Ambulances
- Intelligent tracking of OR tools
- Aggregate and analyze patient care data



## Smart Cities

- Traffic intersection monitoring
- Public Safety and Security
- Car Parking Management
- People Traffic analysis
- Smart Building
- Critical Infrastructure (EV charging, water/waste management)

# Data Center : Where Intelligence Is Grounded

## What we see :

- Data is there ... in the **dark** (approx. 55%<sup>1</sup>)
- **Secure** data locally , **unsecure** compute remotely
- About **one-third** of energy is still lost to non-compute functions<sup>2</sup>.

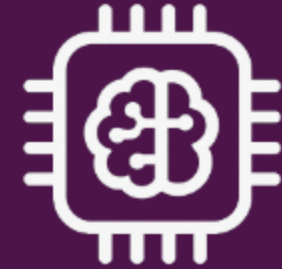


# On-Prem : unleash the potential



## Water-cooling technology

- Get more from your investments
- Make innovation sustainable



## Enterprise AI

- Harness dormant data as fuel for innovation
- Innovate with no compromises on **control** and **sovereignty**

# How about cloud ?

Hybrid by design. Not by drift.

Hybrid-native architectures maximize **choice**, **adaptability**, and **long-term** advantage



Accelerate innovation

Reduce distance

# From theory to reality



# Enhance customer journey

## The problem :

- How to improve the in-store experience ?
- How to reduce shrinkage ?

## The challenges :

- Limited staff
- Latency-critical workload requiring real-time decision-making

## The solution :

- Real-time analytics
- Local AI-Driven solutions (Digital Signage , Self Check-Out ,etc..)

## The outcomes

- Sales uplift (up to 30%)<sup>1</sup>
- Reduction in shrinkage (up to 30%)
- 75% of SCO errors corrected without human intervention
- Dwell-time increase (in some cases between 8-12 minutes)<sup>2</sup>



# Managing manufacturing hell

## The problem

- Workplace Health & Safety (WH&S) – People, Vehicles, Forklift, Heavy Machinery, Etc.
- US Industrial Mfg. Annual Incident Rates

## The challenges :

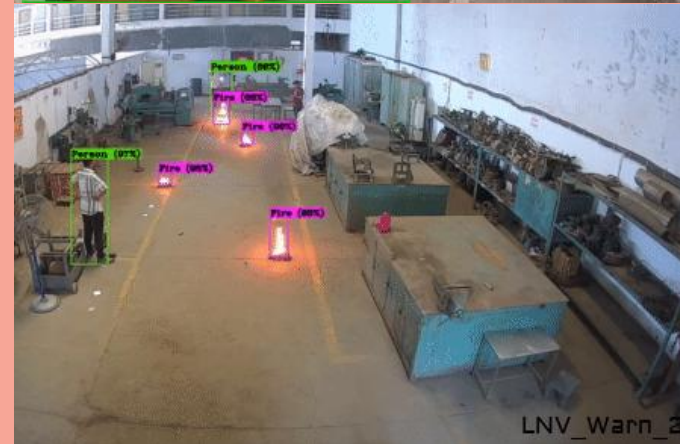
- Availability and Reliability
- Harsh/Dusty Environment

## The solution :

- Edge Computing with local inference
- Existing RTSP camera network. LocalIVA Models
- Proximity Breaches and Exclusionary Zones

## The outcomes

- 31% reduction of incidents
- Warning & threat detection Alarms
- Real-time safety metrics



# Saving lives !

## The problem :

- How to **accelerate** diagnosis and optimize **patient treatment**
- .... And Protect **sensitive** patient information

## The challenge :

- Size of data and confidentiality issues
- Real-time problems
- Understaffed teams

## The solution :

- Edge computing and AI-powered tools to analyze medical images locally
- AI-assisted **triage** and **virtual assistant**

## The outcome

- Reduce diagnosis from days to minutes<sup>1</sup>
- Faster identification of emergencies and more efficient patient triage
- **Lives saved !**



# Tomorrow's Venues for Fans

Delivering exceptional experiences from the gate to the winning shot

- Crowd Analytics
- Queue wait time
- Mobile app venue guidance for visitors



- On the Go Content Creation
- Bespoke LLM for Fan Interaction
- Public Safety and Security



- Automated checkout and payment
- In Store Analytics
- Food and Safety



- AI Concierge services
- Provides detailed facility information for fans
- Conversational AI Kiosk to naturally interact with fans at entry points in the stadium



# Delivering smarter Energy for all

## Safeguarding sustainable energy production from source to customer

- Behavior analysis
- Customer journey
- Front & back of Store analytics



- Automated Visual Inspection
- Comp. Fluid Dynamics
- Bespoke AI Solutions



- Employee Safety and compliance
- Automated Security perimeters
- Wildlife and Environment Protections



- Well Lifecycle
- Predictive Maintenance
- Reservoir Management



# Delivering tomorrow's banking experience today

## Building secure and seamless financial services

- Data Security
- Video & Audio Recognition
- Fraud Prevention & Security



- CX focused transaction zones
- Smart devices for customer service



- AI Ready Servers
- Virtual Assistants
- Remote Conferencing
- Edge Computing
- Heatmaps & engagement scores



- Smart ATMs
- Assisted Online Banking
- Automation
- Digital Twins

# Pilot. Prove. Persist.

## The problem :

- How to **innovate fast** ?
- How to control **cost** risks ?

## The challenges :

- Demonstrate the ROI
- Deal with budget constraint

## The solution :

- Test and validate value of **standardized solutions** on the public cloud
- Operationalize the workload on-prem to reduce **data-distance**
- Leverage water-cooling to unlock **performances** in a **secure** environment

## The outcomes

- on-premises infrastructure now reaches a breakeven point against hyperscale cloud providers in as little as **4 months**<sup>1</sup>
- Improve **TCO** of on-prem by 15%<sup>2</sup>



# Enterprises struggle in evaluating and building partnerships among the 1000s of AI ISVs



## Time to value

‘How can we accelerate GenAI /AI initiatives with the right **solution** and **expertise?**’

# Lenovo AI Innovators

## Risk

‘How can we manage, **protect** all of our AI stack and **data** with compliance, privacy ?’

It takes an ecosystem to deploy cognitive solutions at scale that deliver business value.

## Cost

‘How can we **scale** GenAI / AI **privately** and efficiently with the right infrastructure and operations?’

# Your AI Partner for Scale



Reduced complexity,  
quicker deployments  
and time to value



Combined expertise  
across tech stacks,  
industries  
and research



Complementing cutting  
edge software with  
world class supply and  
support chains



Full range of support from  
PoC to Scaling AI, locally  
or worldwide at lower risk  
and full cost of ownership

60+ AI  
Solution  
Providers

200+  
Enterprise  
AI  
Solutions

180+  
Countries  
Served

30k+  
Channel  
Partners

400+  
Data  
Scientists  
and  
Engineers



**WHAT THIS  
MEANS FOR YOU**



# 4 Rules to Innovate Where Data Lives

- **Respect data gravity** : Don't fight where data belongs, build around it
- **Shorten the data-distance** : Latency is the enemy of insight
- **Hybrid by design** : Speed first, sustainability always
- **Turn data into action, not archives** : Unused data is lost opportunity.

# The Questions That Matter

Ask yourself these three questions :

- Where is your **most valuable** data created?
- How **far** does intelligence travel before decisions are made?
- What would change if **latency** disappeared?

.... And what's the name of my Lenovo contact ?

“

The future belongs to the organizations that **move intelligence to data, not data to intelligence.**

Smarter  
technology  
for all

Lenovo

thanks.