

Intel® vPro® with Copilot+ PCs Sales Guide


Lenovo

Lenovo Intel® Core™ Ultra – AI PCs and Intel Copilot+ PCs (Best / Better / Good)

Tier	Why Buy?	Product Series	TOPs	Device Type	VPN	Xvantage SKU	Find Out More
Best	Highest RAM, great for multitasking and future-proofing in the same AI PC class	ThinkBook 14 Gen 8	Up to 11 TOPS	AI PC	21SJ006TAU	6406015	View Product
Best	Flagship premium laptop – ideal for executives and high-performance AI workloads	X1 Carbon Gen 13	Up to 47 TOPS	Copilot+	21NS0048AU	6406017	View Product
Better	Larger screen size and form factor – ideal for power users needing visual space	T16 Gen 3	Up to 11 TOPS	AI PC	21MN0010AU	6208385	View Product
Better	Convertible form factor offers versatility for hybrid work and tablet mode	X1 2 in 1 Gen 10	Up to 47 TOPS	Copilot+	21NU001HAU	6406016	View Product
Good	Solid business device with balanced specs at a reasonable price point	T14 Gen 5	Up to 11 TOPS	AI PC	21ML000WAU	6208390	View Product
Good	Smaller form factor device. Ideal for premium mobile-first professionals	X9 14"	Up to 47 TOPS	Copilot+	21QA000JAU	6405148	View Product

Intel® vPro® with Copilot+ PCs Sales Guide



HP Intel® Core™ Ultra – AI PCs vs. HP Intel Copilot+ PCs (Best / Better / Good)

Tier	Why Buy?	Product Series	TOPs	Device Type	VPN	Xvantage SKU	Find Out More
Best	Workstation-class mobility with enhanced durability and graphics performance.	ZBook Firefly G11	–	AI PC	A19HZPT	6190502	View Product
Best	Top-tier flexibility, premium build, and executive-ready Copilot+ experience.	HP EliteBook X Flip G1i	47 TOPS	Copilot+	B9GH6PT	6457000	View Product
Better	Premium business-grade build, ideal for professional knowledge workers.	EliteBook 840 G11	–	AI PC	A1RP2PT	6229744	View Product
Better	Ideal for hybrid work—touch + flexibility with performance.	HP EliteBook X G1i	47 TOPS	Copilot+	B9GE0PT	6456648	View Product
Good	Entry-level AI PC, cost-effective for SMB or education.	ProBook 440 G11	–	AI PC	A45RMPT	6229164	View Product
Good	Perfect for general business users preferring a sleek, non-convertible premium laptop.	HP EliteBook Ultra G1i	47 TOPS	Copilot+	B9GC9PT	6456402	View Product

Intel® vPro® with Copilot+ PCs Sales Guide



Dell Intel® Core™ Ultra – AI PCs & Copilot+ PCs (Best / Better / Good)

Tier	Why Buy?	Product Series	TOPs	Device Type	VPN	Xvantage SKU	Find Out More
Best	Premium spec and build, ideal for exec-level or heavy Copilot+ use.	Dell Pro 14 Plus	40+ TOPS	Copilot+	BTO207_ PB14250_AU	6407004	View Product
Best		Dell Pro 14 Premium	40+ TOPS	Copilot+	BTO205_ PA14250_AU	6406906	View Product
Better	Great AI performance and form factor. Ideal for most business users.	Dell Pro 16 Plus	40+ TOPS	Copilot+	BTO201_ PB16250_AU	6407003	View Product
Good	Best for entry AI PC scenarios, not ideal for full Copilot+ workloads.	Dell Pro 14	12 TOPS	Win11 AI PC	BTP105_ PC14250_AU	6605645	View Product
Good		Dell Pro 16	12 TOPS	Win11 AI PC	BTP105_ PC16250_AU	6605639	View Product

Why Sell Intel® vPro® Devices?

Intel vPro PCs are built for the modern workplace, combining **powerful security, business-ready manageability, and advanced AI performance**. They're the ideal choice for businesses refreshing their fleets ahead of Windows 10 End of Support (October 14, 2025).

With Intel vPro, you can offer your customers:

- **Enterprise-grade protection** with Microsoft Pluton hardware security, Intel Threat Detection, and advanced malware defense.
- **Business-ready deployment** through seamless integration with Intune and Autopilot, enabling zero-touch provisioning at scale.
- **Performance that drives productivity** with Intel Arc™ GPU graphics, dedicated NPUs delivering up to 48 TOPS, and up to 20 hours of battery life.
- **AI at work today:** Copilot+ experiences like Recall (preview), Cocreator, Live Captions with real-time translation, plus over 40 AI-optimised Windows apps.



How to Position Intel vPro to Customers

SMB & Education:

Entry into AI PCs with secure, cost-effective devices. Perfect for budget-conscious refresh cycles where longevity and security matter.

Enterprise Refresh:

Compliance-driven migrations from Windows 10, with proven ROI on Intel vPro deployments. Future-proofing hardware while aligning to EOS timelines.

Hybrid Workforces:

Long battery life, advanced performance, and Copilot+ features enable employees to stay productive from anywhere.

Frequently Asked Questions

Copilot+ PCs sound expensive. Why should I invest now?

While the upfront investment may look higher, delaying a refresh can cost more. Extended Security Updates (ESUs) for Windows 10 cost \$61–\$244 per device annually and only provide patches — no new features or performance gains. Copilot+ PCs reduce IT costs, extend lifecycle value, and boost productivity with AI tools built into Windows 11 Pro.

My current devices still work fine — why upgrade yet?

Windows 10 support ends on October 14, 2025. Running unsupported devices exposes your business to compliance and security risks. Upgrading now ensures business continuity, protects sensitive data, and positions you for the next wave of AI-enabled productivity.

Are AI features really relevant for my business?

Yes. Copilot+ features are designed for everyday use cases — from Recall (preview) to Live Captions with translation and Cocreator — helping employees save time, collaborate more effectively, and deliver better outcomes.

We're worried about deployment complexity.

Intel® vPro® devices integrate seamlessly with Microsoft Intune and Autopilot, enabling zero-touch deployment. IT can configure and manage devices remotely, minimizing disruption and freeing resources.

How do I know these devices will be future-proof?

Intel® Core™ Ultra processors deliver up to 48 TOPS of AI performance. These devices are built not just for today's Copilot+ workloads but for the next generation of AI-powered applications, ensuring long-term ROI.

Need help selling smarter? Ingram Micro is here to support you.

Ask us about:

- Ready-made **campaign toolkits** to accelerate demand.
- Access to **demo devices** for customer trials.
- Personalised **Enablement workshops** for your customers

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