

## BLEVINS CONSTRUCTION MANAGEMENT, INC.

PROVEN, POWERFUL LENOVO PCs MAKE ENTERPRISE-LEVEL PRODUCTIVITY A REALITY FOR SMALL BUSINESS



### CUSTOMER PROFILE

Blevins Construction Management, Inc. is an 11-person construction company based in Trenton, GA. that specializes in interior renovations and hospital contracting. Its talented and experienced staff is dedicated to renovating rooms and structures to serve new purposes for their clients.

### CHALLENGE

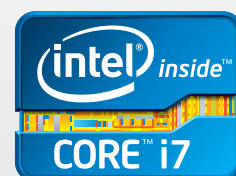
Similar to many small enterprises, Blevins needs to ensure its back-office operations continue to run efficiently when employees are away handling on-site client assignments. The company's employees require a reliable computing solution to easily capture client project information and data, work plans and billing details and easily access this information anywhere, anytime to stay on schedule. Changes in renovation drawings and material requirements are commonplace, so employees working on-site require a powerful laptop to quickly modify plans on the fly and locate the most recent information to minimize delays.

**A FAMILY-OWNED BUSINESS LAYS A NEW PC FOUNDATION TO ENABLE ON-SITE USABILITY AND INCREASE OPERATIONAL EFFICIENCY AND FINDS IT CAN EVEN WITHSTAND NATURAL DISASTERS.**

"Our original laptops and desktops had slow processors, limited storage capacity and would crash at a moment's notice, which created anxiety and frustration among our employees who operate under tight deadlines and don't have time for technology hiccups and mishaps."

- **Nicole Blevins**  
 Blevins Construction Management, Inc.

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### INTRODUCTION

The Blevins team truly put its Lenovo PC solution to the test, bringing their PCs to construction sites, working remotely at home and from their cars and trucks.

This testimonial highlights how the Lenovo ThinkPad W500 mobile workstations and ThinkCentre M58p desktops ensure employees have seamless, secure and reliable access to information wherever they are working so they can remain focused on their clients' needs.

### SITUATION

In 2008, Nicole Blevins of Blevins Construction Management, Inc., realized the company needed to update its PC solution to keep up with the steadily growing business and to maximize efficiencies across the company's client data collection and billing functions. In addition to improving operations in the back office, employees working at client sites were losing valuable time due to delays accessing drawings, workplans or other materials remotely on the company server. As a result, employees found it faster to come back to the office, update drawings on their desktops and then head back to the project site to continue working. This inefficient process directly impacted project completion time and the team's ability to take on more business.

#### A Reputation for Reliability Delivers Peace of Mind

Nicole said "Our original laptops and desktops had slow processors, limited storage capacity and would crash at a moment's notice, which created anxiety and frustration among our employees who operate under tight deadlines and don't have time for technology hiccups and mishaps."

Blevins thought back to her previous work experiences to help decide which brand to purchase for the business. "I used a number of laptops throughout my work experience but none were as reliable as the Lenovo ThinkPad." Nicole selected a combination of Think-brand laptops and desktops to support in-house operations as well as mobile, client-facing employees.

#### Added Flexibility for Greater Productivity

The Blevins team also selected the ThinkPad W500 mobile workstation to deliver power while working on the go. "We needed a solution to eliminate all the back and forth so our employees could work more closely with clients in real-time." The W500 includes Intel® Core™2 Duo processor with Intel Active Management Technology and DDR3 High Speed Memory to ensure fast access to information anywhere, anytime.

#### Significant Storage and Power Eliminate Lag Time Accessing Information

The Blevins team selected the ThinkCentre M58p for its processing power and significant amount of storage capacity that can easily aggregate contracts, drawings and account paperwork and eliminate lag time when accessing the information remotely. "We wanted to centralize our data to create more efficient processes."

#### Powerful GPU a Must

In addition to easy access to information in the office and at construction sites, employees need to be able to work with designs and plans and use graphics intensive applications on site. Using the ThinkPad W500, employees are confident that they have the necessary tools at their fingertips to make these changes and updates and keep projects on track.

#### Integrated, Intelligent Tools Help Keep PCs Up to Date

Using ThinkVantage Technologies that come equipped on ThinkPad laptops and ThinkCentre desktops, the Blevins team has a built-in suite of self-help tools that ease the burden of PC management for small businesses. Using tools such as ThinkVantage System Update, the Blevins team is alerted of ways to boost the solutions' performance and make necessary software and security updates. In addition, Blevins takes advantage of ThinkVantage Power Manager to achieve the best balance between system performance and power saving.

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- Nicole Blevins



Lenovo® ThinkPad® W Series mobile workstation

"We wanted to centralize our data to create more efficient processes."

- Nicole Blevins



Lenovo® ThinkCentre® M Series desktop

### Lenovo Makes the Tools, Blevins Makes them Do

"The ThinkPad W500 workstation provides our team a competitive differentiator and has created a new level of service for our customers," says Blevins. "Because we're able to modify our drawings and work plans in real time on-site, our employees provide better client counsel and save countless hours – and headaches – traveling to and from the office or print center."

Using its Lenovo PC solution, with the reassurance that it can even survive tornadoes, the Blevins team is confident its employees can deliver superior client service and work efficiently, and that the company is able to weather any storm.

### ABOUT LENOVO

Lenovo (HKSE: 992) (ADR: LNVGY) is dedicated to building exceptionally engineered personal computers. Lenovo's business model is built on innovation, operational efficiency and customer satisfaction as well as a focus on investment in emerging markets. Formed by Lenovo Group's acquisition of the former IBM Personal Computing Division, the company develops, manufactures and markets reliable, high-quality, secure and easy-to-use technology products and services worldwide. Lenovo has major research centers in Yamato, Japan; Beijing, Shanghai and Shenzhen, China; and Raleigh, North Carolina.

### CONTACT US

For more information on Lenovo, visit [www.lenovo.com](http://www.lenovo.com)

### LENOVO VIDEOS & TESTIMONIALS

<http://www.youtube.com/user/LenovoVision>

### DURABLE DESIGN THAT IS BUILT TO LAST – EVEN THROUGH A TORNADO

In April 2011, tornadoes ripped through the state of Georgia. The city of Trenton was badly hit as a result. It ripped through and destroyed the back portion of the office building where all the company's desktops and account management materials were located. This was expected to shut down operations for up to several months.

The Blevins team found to their surprise that the Lenovo PCs, remained operable even after enduring extreme wind, rain and dust. "I had a list of office materials I wanted to try and retrieve including the hard drives of the laptops and desktops. I was completely surprised by what I found," said Blevins. "Both of our desktops remained intact with barely any scratches. We turned them back on and they were up and running. Our ThinkPad W500 laptop was full of water, but we salvaged the hard drive, hooked it up to an external drive and powered back up like nothing ever happened."

Says Blevins, "Product durability was a key factor in our decision process from a day-to-day standpoint – bringing PCs to construction sites where there is a lot of dust and can be very hot, lugging them around in bags and the occasional fall off of a workbench. We didn't plan for them to survive a tornado."

Within days, not missing a beat, the Blevins team moved into a new office and continued running its business.

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- Nicole Blevins



Aerial view of Blevins office building site



Back portion of office where computers were located.

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