

# Lenovo Asset Recovery Service.

The environmentally responsible choice  
for asset recovery and data disposal.

A large, 3D white 'lenovo' logo is positioned in the center of a lush green field of tall grass. The logo is rendered in a clean, sans-serif font with a slight shadow, giving it a three-dimensional appearance as if it's sitting on the grass.The standard Lenovo logo, consisting of the word 'lenovo' in a bold, italicized, lowercase sans-serif font, is set against a black rectangular background. A registered trademark symbol (®) is located at the bottom right of the logo.



## The responsible choice for asset disposal and data security.

Corporate responsibility goes beyond manufacturing and delivery, and extends to the proper management of IT asset disposal. Lenovo's Asset Recovery Service (ARS) provides environmentally responsible ways for disposing, reselling or donating used IT assets and secure destruction of sensitive data. This has proven to be an ongoing, enormous and often unresolved problem for today's enterprises. In today's business environment, environmental and data security regulations are becoming increasingly problematic for organizations looking to recycle or dispose of used technology assets. Left unattended, asset disposal can easily become a costly and resource-intensive problem. Lenovo's Asset Recovery Services provides a single source solution for the secure, documented disposition of IT assets and data, while allowing your organization to receive the maximum residual value for your IT investment, regardless of brand or model.

### Did you know?

- International Data Corporation estimates that most corporations store old PC equipment for up to three years at a cost of \$360/machine and then pay an additional \$218 for its disposal
- The U.S. dumps between 300 and 400 million electronic items per year, accounting for 2% of America's trash in landfills, but 70% of overall toxic waste<sup>1</sup>

### Why is this important to you?

- A data breach can cost an organization real money. The Ponemon Institute estimates the total cost of a data breach at \$202/record<sup>2</sup> due to fines, remediation expenses, reduced productivity and lost customers.
  - A lost hard disk drive with 10,000 records could cost your business more than \$2 million.

## Here are some recent examples for you to consider<sup>2</sup>.

- A national mortgage company's applicant files were found in a dumpster.
- A hard disk drive purchased on eBay was discovered to have U.S. missile data on it.
- A major drug chain was recently fined over improper disposal of medical records.

## What's your plan for old technology assets?

Proper IT asset disposal can help your business grow or at least keep you from creating bigger issues for yourself, much like these real world examples. As a company dealing with client and personal information, you have the great responsibility to ensure data security, and understand that there's a difference between basic recycling and business-class IT Asset Disposal Services (ITAD). Maintaining security when it comes to SSNs, financial data, addresses, medical records, and trade secrets is of the highest importance. Compliance with laws such as HIPPA, Sarbanes Oxley, Gramm-Leech-Bliley and others will not only instill confidence in your clients, but will also keep you from having major issues like the examples provided above.

## Top reasons to invest in Lenovo's Asset Recovery Service.

- Lenovo has created a world-class program of audited processing facilities that is managed by Project Managers leveraging a web-based portal to ensure a reliable and consistent experience
- Lenovo has selected to work with the best vendors in the ITAD industry, representing the largest recyclers and refurbishers in the world. They are leaders in corporate and government initiatives to solve the e-waste dilemma, and together with Lenovo, will provide the best solution to address your organization's needs

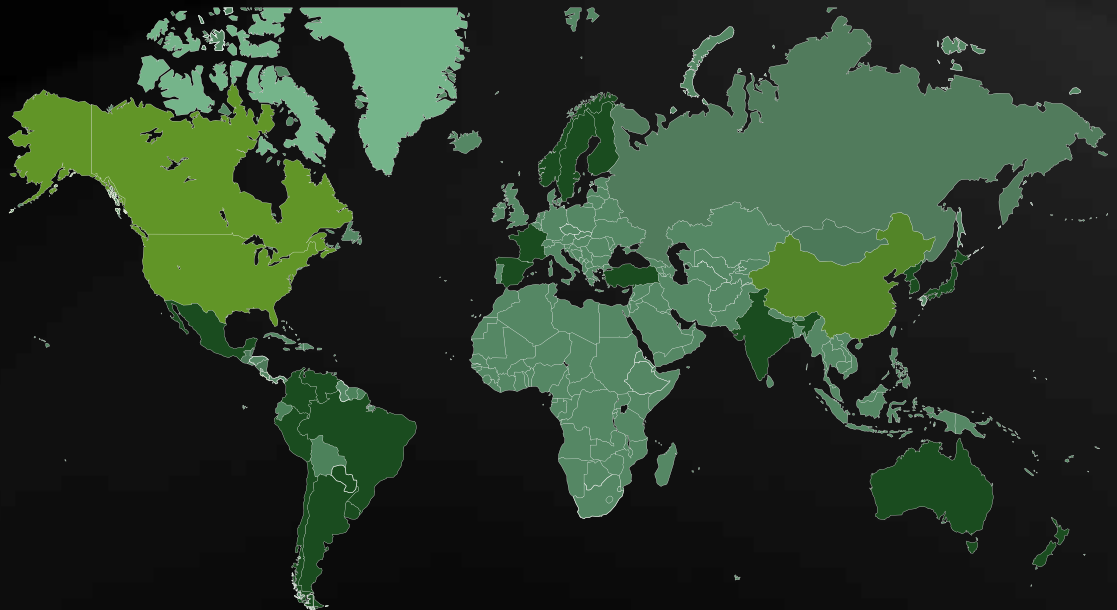


- Lenovo's ARS provides environmentally responsible ways to dispose of obsolete technology assets and securely destroy sensitive data, mitigating increasing risks associated with environmental and data security regulations
- Lenovo provides all legal documentation and certificates associated with proper data destruction and environmental processing
- ARS can offset some of the costs of your technology refresh and simplify the transition from old to new with one convenient single source solution
- Your organization will recover maximum value from obsolete equipment, lowering total cost of ownership for your IT investment
- Lenovo's global coverage allows your organization to have a single, consistent solution across regions

## LENOVO ARS - INTERNATIONAL FOOTPRINT

### PROCESSING FACILITIES

- |                      |                  |
|----------------------|------------------|
| <b>USA</b>           | <b>China</b>     |
| • Durham, NC         | • Nanjing        |
| • Peabody, MA        | • Shanghai       |
| • Ashland, TX        | • Suzhou         |
| • Morrisville, NC    | <b>Singapore</b> |
| • Columbus, OH       | • Singapore      |
| • Frenso, CA         |                  |
| <b>Latin America</b> | <b>Ireland</b>   |
| • Costa Rica         | • Dublin         |
| <b>Canada</b>        | <b>UK</b>        |
| • Markham, ON        | • Essex          |
| • Barrie, ON         |                  |
| <b>Germany</b>       |                  |
| • Cologne            |                  |
| • Munich             |                  |



- Countries with processing facilities
- Additional Supported countries
- Call for specific arrangements in these countries

Support Countries: Argentina, Austria, Australia, Belgium, Brazil, Canada, Chile, China, Colombia, Czech Republic, Denmark, Dubai, Finland, France, Germany, Hong Kong, Hungary, India, Ireland, Israel, Italy, Japan, Korea, Luxembourg, Malaysia, Mexico, Netherlands, New Zealand, Norway, Peru, Poland, Portugal, Singapore, South Africa, Spain, Switzerland, Taiwan, Thailand, Turkey, United Kingdom, United States and Venezuela.

## Flexible Options to Meet the Needs of Your Organization.

STANDARD ARS SERVICE	OPTIONAL SERVICES AVAILABLE UPON REQUEST
Logistics and shipping services to co-ordinate asset pick up, and secure transportation of assets from client locations.	Discovery services to provide a current inventory of IT assets, either remote or on-site, with a value assessment.
Processing services to receive, test and prepare equipment for resale.	De-installation services to dismantle and move assets to central area for on-site pickup.
Recycling services to ensure proper disposal for obsolete equipment.	Data encryption services to secure data in shipment.
Data destruction services to overwrite or destroy data for security. <ul style="list-style-type: none"> <li>3 pass DOD data erasure of hard disk drives with manual sector verification</li> </ul>	Refurbishment services to prepare assets for redeployment, donation, lease return or employee sale.
Value recovery services to return value for re-marketable assets.	Quarantine services to hold assets for a specified period of time to ensure all data is migrated properly.
Service delivery management services to provide a single-point of contact and reporting. Detailed report highlighting asset serial number, configuration, condition and processing date. Excellent for sustainability reporting to your board or shareholders	
Client portal for easy submission of pick-up requests and progress tracking.	
Certificates of proper data destruction and environmental processing.	

### What Lenovo ARS covers:

#### Any brand of technology hardware.

- Laptops/Notebooks/Desktops
- LCD/CRT Monitors
- Servers
- PDAs/Cell Phones
- Printers
- Keyboards/Mice/Cables (with systems)

#### Your Options:

- Refurbishment and Remarketing (Standard)
- Donation to organization of your choice
- Employee Purchase
- Recycling (minimum 9% of components)

### Business Case Study

Lenovo's ARS is a cost effective means to dispose of sensitive information and obsolete equipment, while offsetting costs for your technology refresh.

### Business case for asset recovery service - Business case details

REFRESH OF LEGACY ESTATE ASSETS OVER 1Q	ASSETS	BASE FMV <sup>1</sup> EACH	BASE FMV EXT.	DAMAGED @10%	SERVICES @\$30	PACK AND SHIP	NET FMV
Laptops (3yr old)	8,000	\$190	\$1,520,000	(\$152,000)	(\$240,000)	(\$16,000)	\$1,112,000
Desktops (4yr old)	2,000	\$50	\$100,000	(\$10,000)	(\$60,000)	(\$8,000)	\$22,000
Flat Panels (4yr old)	500	\$40	\$20,000	(\$2,000)	(\$15,000)	(\$2,000)	\$1,000
CRT Monitors (5yr old)	500	-	-	-	(\$15,000)	(\$2,000)	\$17,000
	11,000	\$149	\$1,640,000		(\$330,000)	(\$28,000)	\$1,118,000

100% of FMV net of fees and deductions paid to customer \$30 services fee paid to Lenovo.

**Value sharing:** Customer Revenue (100% of FMV net of fees and deductions)<sup>2</sup> \$1,118,000 **1.** FMV – Fair Market Value. **2.** FMV is an assumption based on market conditions at the time of production and can be based on individual opportunities.



I saved over one million dollars by utilizing Lenovo's Asset Recovery Service.

#### Let Lenovo Help You:

Lenovo's Asset Recovery Service can be customized to address the unique asset disposal needs of your organization. We will assist you to develop a sustainable corporate disposition strategy for any technology hardware, with a range of options, including certified and documented validation of inventory and repair. We help you mitigate the environmental and data security risks associated with end-of-life asset disposal and recover residual value for those assets.

To learn more about Lenovo's Asset Recovery Services and how we can design a solution to fit your needs, please contact your Lenovo Account Representative at [ssc@lenovo.com](mailto:ssc@lenovo.com)

[www.lenovo.com/services](http://www.lenovo.com/services)