Lenovo® recommends Windows® 8

THE LENOVO® THINKPAD® TWIST LAPTOP
FOUR AWESOME MODES, ONE INCREDIBLE DEVICE

WHEN TO SELL
Best suited for Professionals, SMB, SOHO, Higher Education Segment when they need:
• A multipurpose laptop with a powerful combination of performance and portability
• Solutions that simplify IT maintenance tasks and increase laptop lifecycle
• Optimized VoIP communication features with high quality and functional simplicity
• Exceptional user experience with best display, audio, navigation and data sync
• Features that enable multitasking and provide the ability to stay connected at any time, from anywhere

WHOM TO SELL TO
Target Segment:
• Professional Consumers
  » Who need style combined with performance, mobility and reliability
• SMB
  » Who want features for best performance as well as enterprise-class design and reliability
• SOHO
  » Who want a stylish laptop that presents their business better with uncompromised performance
• Higher Education Segment
  » Who want a laptop with the power and style that suits their educational needs
Lenovo® recommends Windows® 8

STYLE AND ADAPTABILITY

- Ultimate usability with the notebook, tablet or media presenter modes
- Best portability at just 20 millimeters thin and weighs as light as 1.38 Kg
- Excellent executive-style mocha black finish

OUTSTANDING PERFORMANCE

- Fast performance with up to 3rd generation Intel® core™ i7 processors. Up to Intel® core™ i5 processor available for enterprise customers*
- Windows 8 Pro for better performance
- Anti-scratch and anti-smudge Gorilla glass with 12.5” IPS 350 nit HD touch display
- Improved audio performance with Dolby® Home Theater® v4
- Large 500GB storage with HDD Performance Booster
- 2-seconds resume from sleep and 30-days standby

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ENHANCED VOIP COMMUNICATION

- New conference call microphone mode
- Private internet call mode with noise cancelling dual-array microphones
- Keystroke noise-suppression technology
- Easy-to-access microphone, speaker and camera mute buttons
- Share screen as camera image during internet calls

BEST USER EXPERIENCE

- Clear communication with dual-array microphones and enhanced VoIP software
- Easy navigation with full-size keyboard with TrackPoint and touchpad
- Lenovo® Solutions for Small Business and Lenovo Solution Center to optimize performance
- Automatic sync with devices and data backup with Lenovo Cloud Storage by SugarSync
- Enterprise-level security with Trusted Platform Module (TPM)

SERVICE OFFERINGS

Lenovo offers a comprehensive portfolio of award-winning services to support and protect your ThinkPad investment. Succeed with substance and let Lenovo’s Service support you all the way.

Priority Technical Support
- Makes your priority, our priority. 24x7 priority call routing to advanced-level technicians, electronic incident tracking and escalation management services.

Warranty Upgrades – Onsite and Next Business Day
- Maximizes PC uptime and productivity by providing convenient, fast repair service at your place of business.

Warranty Extensions (1-to-5 Years Total Duration)
- This fixed-term, fixed-cost service helps accurately budget for PC expenses, protect your valuable investment and potentially lower the cost of ownership over time.

Accidental Damage Protection
- Avoid the hassles of unexpected repair costs. Provides coverage for non-warranted damage incurred under normal operating conditions, such as minor spills, drops or damage to the integrated screen.

Keep Your Drive
- Retain your drive if it should happen to fail, giving you the peace of mind to know that your valuable data is secure.

Asset Tagging
- Systems come equipped with a professional, flexible asset tag based on your exact specifications. PCs are easily identifiable and trackable right out of the box.

RECOMMENDED SERVICES

<table>
<thead>
<tr>
<th>Lenovo Services</th>
</tr>
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<tbody>
<tr>
<td>EXTENDED WARRANTY</td>
</tr>
<tr>
<td>2 YEAR (TOTAL DURATION)</td>
</tr>
<tr>
<td>PART NUMBER: XXXXXXX</td>
</tr>
<tr>
<td>PRICE: $XX</td>
</tr>
</tbody>
</table>

THE LENOVO® THINKPAD® TWIST LAPTOP

* special bid only
**Customers need notebooks with industry-best solutions for maintenance and reliability**

The ThinkPad Twist offers:
- Intel® Core™ i5 processor available for enterprise customers*
- Lenovo Solutions for Small Business and Lenovo Solution Center
- Lenovo Cloud Storage by SugarSync to sync and backup data
- Trusted Platform Module (TPM) for enterprise-level security

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**Customers need notebooks with extraordinary features and powerful performance**

The ThinkPad Twist offers:
- Up to 3rd generation Intel® core™ i7 processors
- 12.5” IPS 350 nit HD touch display with anti-scratch and anti-smudge Gorilla glass
- Dolby® Home Theater® v4 with improved audio performance
- Large 500GB storage with HDD Performance Booster
- 2-seconds resume from sleep and 30-days standby

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**Customers need a notebook that is designed for professional comfort and convenience**

The ThinkPad Twist offers:
- Four modes – notebook, tablet, stand or tent
- Portability at just 20 millimeters thin and as light as 3.5 pounds
- A full-size keyboard with TrackPoint and touchpad
- Dual-array microphones and enhanced VoIP software

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**KEY DIFFERENTIATORS**

**INTER-SERIES POSITIONING**

Compared to the ThinkPad S230u:
- The ThinkPad X1 Carbon is:
  - A premium ultrabook offered to corporate c-level executives, road warriors (such as sales professionals), early adopters and graduate students
  - The world’s lightest 14” ultrabook at less than 1.38 Kg with Carbon Fiber roll cage
- The ThinkPad L430/L530 is:
  - A laptop built for the mainstream large enterprise users
  - Designed to offer optimum performance, reliability, mobility and rich features at an affordable price
- The ThinkPad W530 is:
  - A mobile workstation built for professionals who need high performance and mobility
  - Available with professional-level ISV certified hardware to use applications that require great computing power

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**CUSTOMER NEEDS AND OUR SOLUTIONS**

**COMPARISON WITH COMPETITORS**

- <Placeholder for information to be added>

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