



Asset Retirement Service Point-of-Sale

Plan ahead for your asset retirement!

IT asset retirement can be time-intensive and costly if not managed efficiently. Lenovo, in partnership with Arrow, provides a smart option for addressing end-of-life equipment at the point-of-sale. Adding enterprise asset retirement to a new equipment purchase is a wise move that saves time and effort down the road. This allows IT staff and purchasing departments to budget for the eventual retirement of any serialized Lenovo product. Plan now and don't worry about inefficient or improper handling of end-of-life equipment costing your company time, money, or brand damage.

Flexible Service Options

Get security and peace of mind that comes from purchasing services through a trusted and proven partner in the asset retirement industry. Select from two service options at the point of sale designed to meet your organization's needs. Both services provide—secure responsible disposition—and full compliance with prevailing asset disposal regulations.

- > The full value recovery option provides cash value back to the organization. It is ideal for organizations that have equipment with shorter lifecycles and/or limited usage and who expect to retire assets that still retain residual value.
- > The recycling only option does not return cash value and is appropriate for assets that will be kept in service longer or for organizations that do not seek residual value for end-of-life IT assets.

Did you know?

- > International Data Corporation (IDC) estimates that most corporations store old PCs for up to three years at a cost of \$360 per machine and then pay an additional \$218 for disposal.
- > The Ponemon Institute estimates the cost of a data breach at \$202 per record due to fines, remediation expenses, reduced productivity and lost customers.¹

FEATURES

- Secure pick-up and transport of assets from client location to processing facilities.
- Data erasure/destruction processes overwrite or destroy data for maximum security - NIST 800-88 compliant three-pass overwrite process.
- Remarketing services designed to recover maximum resale value for re-marketable assets.
- Secure, responsible zero landfill recycling, backed by certifications including Responsible Recycling (R2), Recycling Industry Operating Standard (RIOS), ISO 9001, ISO 14001, and OHSAS 18001.
- Convenient, centralized, client portal for easy submission of pick-up requests, tracking, and reporting.
- Certificates of proper data destruction and environmental compliance.
- Services are good for up to five years and can apply to any Lenovo desktop, laptop, workstation, or server for the same price.

1 - PowerSource Online, "IT Asset Disposal", July 2010 www.powersourceonline.com/magazine/2010/07/it-asset-disposal.

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Program Benefits

- > **Convenience** – Purchasing responsible, secure asset retirement services along with your hardware purchase ensures a predictable process for the retirement of that system. It allows you to capitalize disposal costs at the time of purchase on a single invoice and avoid unplanned, unbudgeted future expenses.
- > **Simplicity** – A centralized asset retirement service provider eliminates the time and frustration that can occur with multiple IT asset retirement quotes and vendor management. Simplify your accounting process with one bill and take the guesswork out of the budgeting process by locking into today's prices.
- > **Value** – By integrating value recovery into your overall PC lifecycle management plan, you can appropriately plan for optimal refresh cycles and recapture some of your investment in applicable systems.
- > **Coverage** – Receive a single-source solution nationwide. Centralized asset retirement and real-time reporting ensure compliant, transparent recovery of IT assets. Same standards. Same processes.
- > **Compliance** – Keeping track of the changing regulatory and compliance landscape is time-consuming and filled with risk. The purchase of asset retirement services puts the compliance effort in the hands of experts and allows you to focus on your job.

Lenovo offers a portfolio of services supporting the entire lifecycle of your PCs. For more information on this Asset Retirement Service or any of our award-winning service offerings, visit www.lenovo.com/services or call **1-866-968-4465**.

Arrow is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow Value Recovery provides reverse, asset disposition and remarketing services enabling technology users to uncover efficiencies and value capture at the end of the IT product lifecycle.

Why Lenovo partners with Arrow... and what it means for you

- > Arrow's secure chain-of-custody process manages data security, environmental responsibilities, trace-of-origin identifiers, legislative compliance, and inventory risk.
- > Arrow ensures the sanitization and destruction of all data through processes that are designed to meet and/or exceed international standards.
- > Arrow's value recovery experts believe in "Reduce, Reuse, Recycle," and life extension opportunities are evaluated in every situation. When assets are recycled, our zero landfill policy, managed compliance, and downstream controls meet and/or exceed the industry's environmental and regulatory requirements.
- > Every step of Arrow's disposition, recovery, and reuse process is transparent and auditable. We provide comprehensive reporting tools and metrics, backed by sound business processes focused on security and environmental compliance.
- > Arrow's owned and operated network of processing centers, certified to leading standards, provides organizations with a single, centralized source across regions.



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