

LENOVO® ASSET RECOVERY SERVICE
THE ENVIRONMENTALLY RESPONSIBLE CHOICE
FOR ASSET RECOVERY AND DATA DISPOSAL

Left unattended, asset disposal can easily become a costly and resource-intensive problem. Lenovo's Asset Recovery Service (ARS) helps you mitigate the environmental and data security risks associated with end-of-life asset disposal. ARS offers a single source solution for the secure, documented disposition of IT assets and data, and can be customized to address the unique needs of your organization worldwide. Our Lenovo experts will assist you in the development of a sustainable corporate disposition strategy for any technology hardware, with a range of asset disposition options, including certified and documented validation of inventory and repair.

DID YOU KNOW?

- International Data Corporation (IDC) estimates that most corporations store old PCs for up to three years at a cost of \$360/machine and then pay an additional \$218 for 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 waste¹
- The Ponemon Institute estimates the cost of a data breach at \$202/record² 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

WHAT'S YOUR PLAN FOR OLD TECHNOLOGY ASSETS?

As a company dealing with client and personal information, you have the great responsibility to ensure data security. Maintaining security for SSNs, financial data, addresses, medical records, and trade secrets is of the highest importance. Compliance with privacy laws such as HIPPA, Sarbanes Oxley, Gramm-Leech-Bliley and others will not only instill confidence in your clients, but will also mediate your civil liability and costs.

Flexible Options to Meet the Needs of Your Organization

STANDARD ARS SERVICE	ADDITIONAL SERVICES AVAILABLE UPON REQUEST
<ul style="list-style-type: none"> • Reverse logistics and packaging • Securely transport assets from client location • Processing to receive, test and prepare equipment for resale • Recycling to ensure proper disposal for obsolete equipment • DOD Certified data destruction • Client portal for easy submission of pick-up requests and tracking • Single point of contact and detailed reporting • Return value for re-marketable assets • Flat rate shipping • Onsite data destruction 	<ul style="list-style-type: none"> • Remote or onsite discovery to provide current inventory with value assessment • Dismantle and move assets to onsite pickup area • Quarantine hold of assets for specified period to ensure data migration • Refurbishment to prepare assets for redeployment, donation, lease return, or employee sale

WHAT LENOVO ARS COVERS

Any brand of technology hardware.

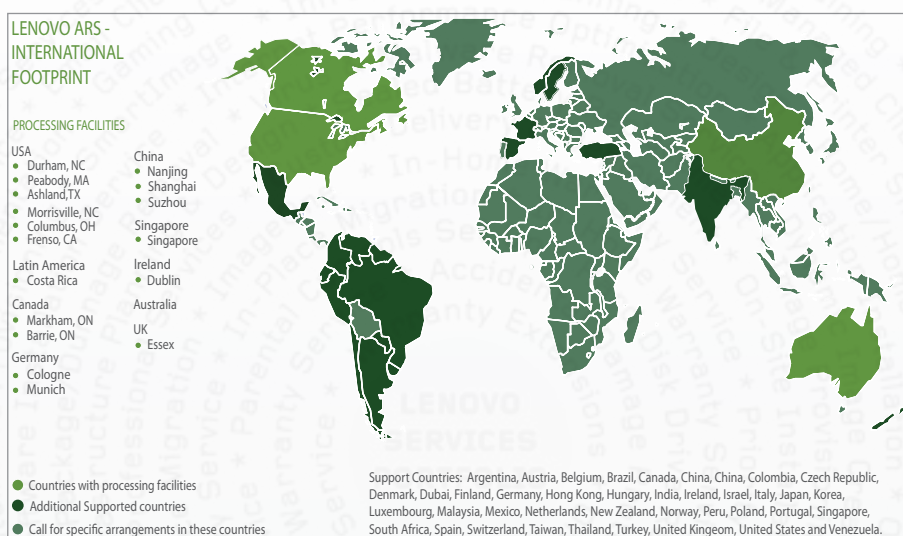
- Laptops/Notebooks/Desktops
- LCD/CRT Monitors
- Servers
- PDAs/Cell Phones
- Printers
- Keyboards/Mice/Cables (with systems)

OPTIONS

- Refurbishment and re-marketing (standard)
- Donation to organization of your choice
- Employee purchase
- Recycling (minimum 9% of components)

BENEFITS

- Lenovo® works with the best vendors in the ITAD (IT Asset Disposal) 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 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
- Lenovo's global coverage allows your organization to have a single, consistent solution across regions



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 - Asset Recovery Service							
REFRESH OF LEGACY ASSETS OVER 1Q	NO. OF ASSETS	BASE FMV ¹ 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 feeds and deductions paid to customers. \$30 services fee paid to Lenovo.

Value sharing: Customer Revenue (100% of FMV net of fees and deductions)² \$1,118,000

1. FMV - Fair Market Value.
 2. FMV is an assumption based on market conditions at the time of production, and can vary. FMV is not guaranteed and is dependent on a number of variables.

Lenovo offers a comprehensive portfolio of services supporting the entire lifecycle of your PCs. For more information on Lenovo's Asset Recovery Service or any of our award-winning service offerings, please call your Lenovo Sales Representative or visit: www.Lenovo.com/services

1-855-253-6686

Lenovo Services