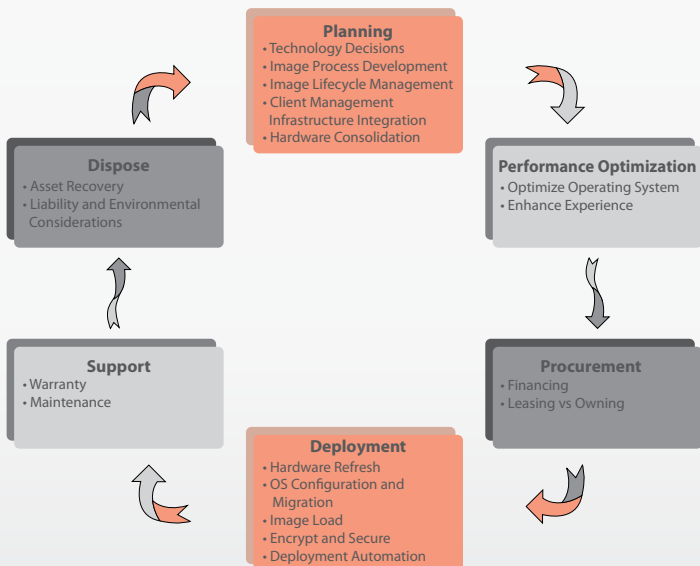


**lenovo**® **FOR**  
**THOSE**  
**WHO DO.**

## LENOVO® TRANSITION SERVICES

END-TO-END SOLUTIONS FROM DEPLOYMENT TO DISPOSAL...

In today's business environment, the only constant is change. How your organization manages that change can dictate its success. Lenovo's comprehensive portfolio of Transition Services and advanced technical consultants can help enterprises like yours better prepare for and execute the everyday transitions happening in your company. We offer a single source solution with award-winning services supporting the entire lifecycle of your PC systems. Let Lenovo's Transition Services and expert technicians save you valuable time, resources and expense at every stage, from plan to purchase, deployment and aged asset recovery.



### LET LENOVO'S TRANSITION SERVICES HELP YOU MANAGE THE COMPLEXITIES OF THE IT LIFECYCLE:

- Reduce challenges associated with multiple vendor management
- Provide high-quality, consistent end-user support
- Alleviate resource constraints, allowing IT to concentrate on business critical issues
- Improve cycle time, minimizing downtime
- Significantly reduce costs associated with transitions



## IMAGING TECHNOLOGY SERVICES

How you provision your PCs or tablets will determine whether you get the results you expect from your investment. The preparation, planning and deployment of PC systems are time intensive and cost prohibitive. In fact, Gartner<sup>1</sup> estimates organizations can spend as much as \$300/system to manually image, load and configure each new PC. Lenovo's comprehensive portfolio of solutions offers the perfect balance of efficiency and performance. We shift expensive, labor-intensive desk side services to fully automated deployment steps – executing as many tasks as possible in manufacturing. This allows for a reduction of technician touch time and deployment time.

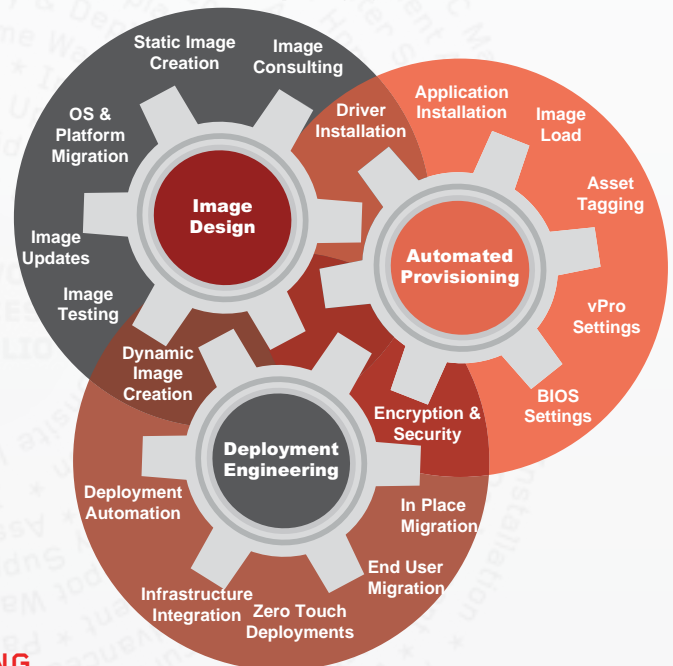
### WHY LENOVO?

- Over 200 years of combined imaging experience
- Direct engineer-to-customer relationship for scope of project
- Solution architects skilled in developing imaging strategy
- Custom Imaging Process standardized globally
- Established in 1996
- Four locations with worldwide coverage
- ISO 9001 and ISO 14001 certified
- Over 8,000,000 custom images deployed to over 3,000 customers

### IMAGING DESIGN

With Lenovo® Image Design Services you get direct access to Lenovo Android and Windows® engineering expertise. We provide a customized image based on the needs of your organization, maximizing your hardware investment and saving significantly over the life of your systems.

- Creation of Standard/Static Images – allows quick reaction to image changes or deployment needs
- Dynamic Imaging – consolidate image variability into a single deployment solution
- Smart Imaging – combines Lenovo hardware and your Windows® 7 image in a single dynamic imaging solution
- Enhanced Experience Technology (EET) – imaging to maximize the performance of Windows® 7 on your systems
- Image Tuning – to optimize the speed of your systems
- Image Verification - validate your image and catch errors earlier in the deployment process
- ImageUltra - consolidates all of your imaging requirements into a single intelligent PC deployment solution



### FACTORY INTEGRATION/DEPLOYMENT ENGINEERING

Refreshing your hardware with new PCs? Make sure they arrive ready to do their jobs. By partially deploying solutions in Lenovo's manufacturing facilities, you give your IT staff the freedom to concentrate on business critical issues and minimize end-user downtime. Factory Integration Services eliminate the need for a third party to load your software and provides an efficient process that delivers a consistent, correct and complete solution for your company.

- Eliminate manual image loading
- Secure PC's with anti-theft, encryption & hard disk passwords
- Enable systems management tools, including Intel® vPro & ThinkVantage Tools

*Lenovo Deployment Engineering* provides direct access to our expertise and advanced technologies to address your advanced provisioning needs. We automate provisioning to your organization's specification, and provide a single, hardware independent image that supports the complexity of your organization. As a result, you can dramatically reduce deployment costs and realize minimal end-user disruption.

## ASSET TAGGING

Lenovo's Asset Tagging Service forms the foundation for a strong asset management program. Executed in production, Asset Tagging ensures your PCs are protected from day one, reducing the risk of loss or theft of valuable technology assets. Lenovo's flexible options meet the exact needs of your organization. Your PCs will be easily identifiable and trackable right out of the box.



STANDARD ASSET TAGGING CAPABILITIES	ENHANCED ASSET TAGS
<ul style="list-style-type: none"> <li>• More durable label material and printing - UL and CSA certified materials</li> <li>• Customer defined text ranges (organization name, phone number, technical support contacts, etc.)</li> <li>• Improved adhesive for tamper resistant labels</li> <li>• Abrasion resistant</li> <li>• Choice of 9 label sizes</li> <li>• Add purchase order number</li> <li>• Improved readability</li> </ul> <p>A Customer Asset Tag number can be placed into the system BIOS allowing your PC Management software to automatically inventory and report on all of the assets in your organization, saving you time and increasing accuracy.</p>	<p>Includes all features outlined for Standard Asset Tags plus support for the following additional capabilities:</p> <ul style="list-style-type: none"> <li>• Standard or QR (2D bar coding)</li> <li>• US Government Required IUID Number</li> <li>• Wireless LAN MAC Address</li> <li>• Ethernet MAC Address</li> <li>• Wireless WAN MAC Address</li> <li>• Manufacturing Date</li> <li>• Warranty Expiration Date</li> <li>• Lease End Date</li> <li>• Lines and boxes are supported</li> </ul>

## IN-PLACE MIGRATION

Migrate now, and don't wait for Windows<sup>®</sup> 8. According to Microsoft<sup>2</sup>, 88% of corporate customers will migrate to Windows<sup>®</sup> 7. If you're asking yourself, "How hard can it be?" – here's your answer.

### FASTER, SAFER MIGRATION

**Lenovo helps you move from XP to Windows<sup>®</sup> 7 with Confidence**

Lenovo's In-Place Migration suite of tools eliminates the pain points associated with OS upgrades and ensures a fast, consistent, successful migration from Windows<sup>®</sup> XP to Windows<sup>®</sup> 7 Professional. With Lenovo's Enhanced Experience for Windows<sup>®</sup> 7, users throughout the company will get on the path to productivity as quickly as possible.

This automated migration solution consists of three key components which provide all that you need to assess readiness, schedule migrations, and report on the success of the migration process.

- Software modules for device discovery, hardware and software inventory, software and image distribution, and comprehensive reporting
- An implementation team armed with the best practices and proven methodologies for migrating PCs to Windows<sup>®</sup> 7
- An image creation and delivery service with 20+ years of experience provisioning enterprise images



## MIGRATION TOOLSET FUNCTIONS

- Full OS installation
- Application installation
- User, network, security settings
- Data & personality migration
- XP or Vista<sup>®</sup> migration
- No legacy footprint

## TANGIBLE BENEFITS

- 30% - 40% lower migration costs
- 50% faster migration
- Lower risk
- More consistent results



**LIFE CYCLE MANAGEMENT SERVICES**

**FINANCIAL SERVICES**

Lenovo® provides flexible financing solutions to complement your technology solution and maximize your purchasing power. You can obtain the technology you need today, protect against obsolescence and preserve your capital for other uses. We are a total solution provider with competitive rates, meaning you can bundle the costs of the complete technology solution. We will finance all brands of hardware, software, service contracts, installation costs, training fees and even the sales tax to complete your Lenovo solution.

**WHY USE FINANCING?**

- Avoid paying 100% upfront and acquire essential equipment needed today to enhance productivity and growth
- Financing may offer tax, accounting and cash flow benefits such as preserving working capital and aligning expense budgets with revenue streams
- Financing frees up cash for other strategic or operational expenses

**GLOBAL CAPABILITY**

- 30+ Countries
- Fast & Seamless Global Solution
- Global Master Lease Agreement
- Asset Management Expertise

**ASSET RECOVERY SERVICE**

Lenovo's Asset Recovery Service provides secure, documented disposition of IT assets and data. Where appropriate, your organization can receive residual value for your IT investment, regardless of brand or model, allowing you to offset refresh costs. ARS helps to mitigate the environmental and data security risks associated with end-of-life asset disposal and can be customized to meet the unique needs of your organization.

**Flexible Options to Meet the Needs of Your Organization**

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

Lenovo's Transition Services are part of a comprehensive portfolio of Lenovo Services that support the entire lifecycle of your PCs. For more information on these, or other services, please call your Lenovo Services Sales Representative or visit [www.Lenovo.com/TransitionServices/us](http://www.Lenovo.com/TransitionServices/us).  
**1-855-253-6686**

Lenovo Services.

(1) "Toolkit, the Cost to Migrate Windows 7", Gartner, October 16, 2009 #G00171501. (2) Microsoft. Directions on Microsoft survey, 30-Sep-10. (3) Source: eWeek.com, (December 2010). All products and offers are subject to availability. Lenovo reserves the right to alter product offerings and specifications at any time, without notice. Lenovo makes every effort to ensure accuracy of all information but is not liable or responsible for any editorial, photographic or typographic errors. All images are for illustration purposes only. For full Lenovo product, service and warranty specifications visit [www.lenovo.com](http://www.lenovo.com). The following are trademarks or registered trademarks of Lenovo: Lenovo, the Lenovo logo, ThinkPad, For Those Who Do and ThinkPlus. Other company, product and service name may be trademarks or service marks of others. ©2012 Lenovo. All rights reserved.