

The Modern Workplace is everywhere.

Simple tech-solutions to enable better
scalability, management and modernization.



PURSUE THE NEW.

The workplace is transforming.

The old ways of working simply don't work anymore. It's a new era, and for IT professionals, that means **new challenges that require innovative ways to connect with your customers, with transformative technology.**

At Lenovo, we've made it our mission to power yours. **We're continuously pursuing what's new, to help your business evolve and thrive** – today and into the future.

1.



Enable Flexible Workforce

We're helping teams add productivity without adding complexity.

2.



Accelerate the Modern Workplace

Our people are modernizing everything from how you buy technology to how it reaches users.

3.



Ensure Business Continuity

Lenovo is keeping everyone safe with industry leading security built into every world-class device.

What's new keeps changing. The key to keeping up is finding the right partner. Someone to help you not just evolve in this ever-changing business landscape, but thrive.

Lenovo is behind businesses like yours. In this guide **discover how we can help your teams accelerate towards a modern workplace** by providing you with products, solutions and services that support your growth.

“ In the last year, between 89 – 94% of SMBs added online operations or went completely online¹ ”

Windows 10

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“Many three-year digital transformation strategies were rolled out in less than three months – with no additional investment or additional resources²”

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POSITIVELY ACCELERATING EVOLUTION.

The way we live is changing.

People expect to connect quickly, to share and collaborate openly, and to use their devices to communicate with anyone, anywhere. It's no different for small to medium businesses (SMBs), who are evolving, adapting and changing to suit the modern workplace.

We've broken down the challenges our SMBs face, and **we're passionate about using our learnings to design and develop solutions that champion the digital transformation of businesses.**

You need the tools to keep up the pace.

Solutions that offer **scalability, streamline management and showcase modernization.** Choosing the right solutions for your people is the key to accelerating a modern workplace that responds to the changing business environment.

3 ways to modernize your business.

Lenovo's superior technology and intelligent solutions are a secret weapon to unlocking your future. We're on a mission to adapt to the tech needs of our SMBs, and we're breaking it down into three simple solutions:

1. Ensuring scalability for the future
2. Enabling streamlined management of IT resources
3. Ensuring modernization of digital infrastructure

At Lenovo, we're **introducing the technology solutions for tomorrow – today.**

UNLOCK YOUR POTENTIAL, ON YOUR OWN TERMS.

The right solution is not just about finding the right technology. It's about empowering the modern workforce with **strategic solutions, personalized support and powerful end point technology**. SMBs are reimagining business models, and they're accelerating the adoption of cloud solutions to put the same powerful enterprise-grade applications into the hands of their employees – but they still have the challenges of budget and resources.



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Set the pace on your journey towards the modern workplace.



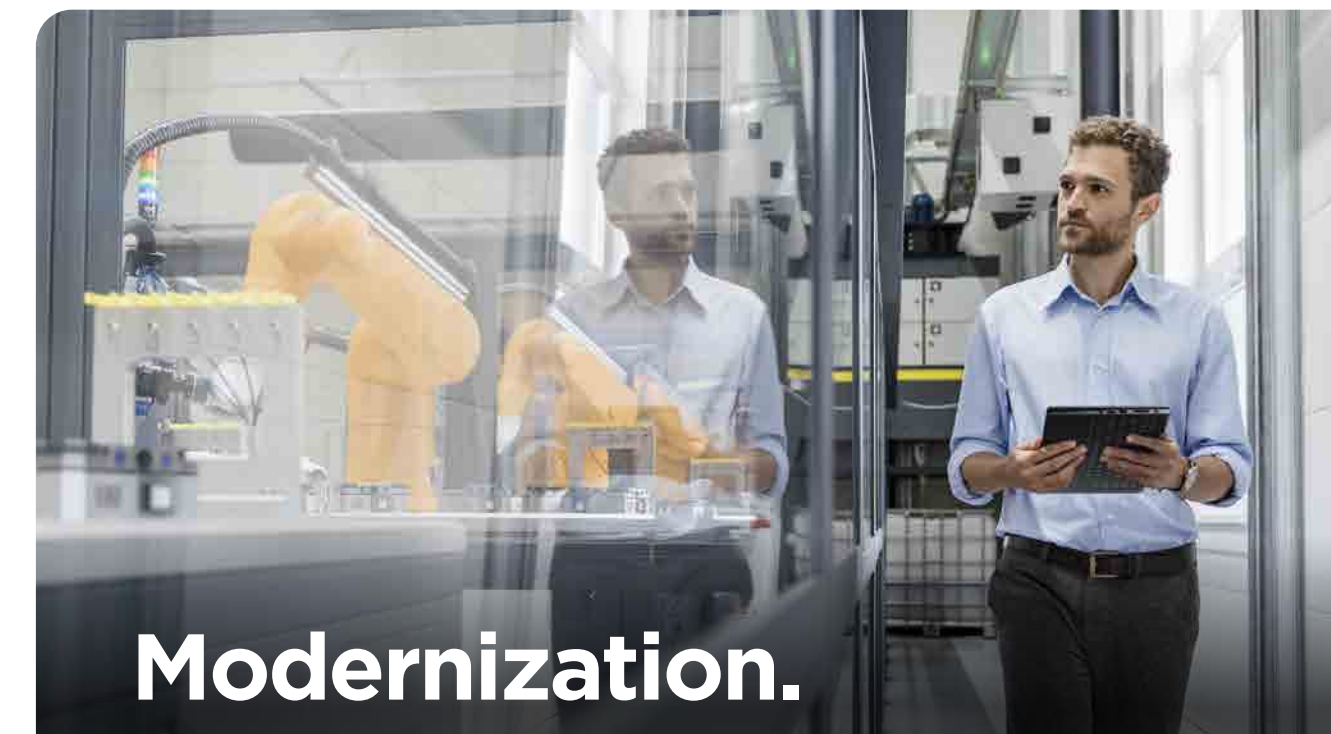
Scalability.

Accelerated transformations are putting more pressure on IT resources and capital. Some IT budgets have increased to cater to the growing demand, but the expansion doesn't always match the same pace. **IT decision makers (ITDMs) need agile solutions across their business** that free up more time to focus on business' growth and evolution.



Management.

It's a constant challenge to maintain device visibility across the fleet. Application failure and vulnerability create regular disruptions in device security posture. Peace of mind with **real-time monitoring and management of the endpoint ecosystem** helps ITDMs find solutions that continue to perform and boost productivity.



Modernization.

The struggle for ITDMs is to manage business-critical IT needs with **solutions that don't get in the way of employees doing great work**. Lenovo's modern devices powered by 11th Gen Intel® Core™ processors **empower teams to perform reliably** and Windows 10 Pro powers the world's largest selection of business devices. Rolling these solutions out with **Managed IT Services provides practical, cost-effective and scalable** ways for ITDMs to free up their time and turn their attention towards strategic matters.





“82% of SMBs report reduced costs as a result of adopting cloud technology³”

SCALABILITY.

Devices are still at the core of all your decisions.

Planning for the future can be hard, no matter where you work.

Whether it's from the office, remotely or on the move, every model of the modern workplace creates unique challenges. But, **no matter what your business looks like today, your future is our priority.**

Businesses have had to change overnight, providing enterprise - grade IT solutions to a distributed workforce. It's no wonder that **80% of small businesses and 94% of mid-sized businesses are using cloud services.**⁴

The **cloud has given SMBs affordable access to enterprise - grade IT solutions** that support employees working anywhere. Spending less time responding to IT enquiries frees up more time for ITDMs to focus on creative and strategic aspects of the business.

Getting the most out of a cloud investment requires PC's that take full advantage of cloud capabilities. Choosing **computing devices that have been designed with the cloud ecosystem in mind** help keep cloud users productive.

The key to **maximizing ROI** is to have modern PC's that connect to the cloud seamlessly with security solutions in place that keep your staff productive and allow you to scale with agility and security.



Lenovo ThinkBook 15 Gen 2 / with Biometric authentication.

Powered by 11th Gen Intel® Core™ processor and Intel® Iris® X® graphics elevate creative and productivity. **Smart Power On fingerprint readers (FPR)** and IR cameras leverage Windows Hello for Business to provide **secure authentication.** Lenovo ThinkBook gives you all round security, keep your data and device safe with self healing BIOS, and Kensington™ lock slot so you can minimize breaches and down time.



Lenovo Devices with Data encryption.

The **Discrete TPM (dTPM)**, available on most Lenovo Think devices, enhances data encryption by storing encryption keys on a chip. **This security combines with the Bitlocker encryption built into Windows 10 to deliver world-class performances without compromising on safety.**

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SCALABILITY.

We help you grow comfortably.

Better innovation. Better experiences. Better modernization.

The next generation of employees entering the workforce expect their devices to be high-powered, sleek and loaded with the latest software to keep up with the growing digital demands of their role. The challenge for ITDMs is to **keep up with the demand without blowing out the budget.**

Device as a Service (DaaS) is designed to do precisely that. Using a subscription-based economic model, **Lenovo DaaS solutions cover every stage of the PC lifecycle to give workers the features they need**, with better cash flow for businesses.

Custom built solutions.

- Lenovo DaaS goes **beyond cash flow management** to combine devices with flexibility, scalability and value-added services.
- Custom-built solutions mean **ITDMs can pick the technology and support they need - when they need it.**
- **Save money, time and resources** by only updating hardware and tech as its required.

Get support wherever and whenever it's needed.

- Employees can **stay connected, supported and productive** from any location or timezone with Lenovo DaaS.
- Combined with the added Lenovo Premier Support benefits, it's never been **easier to resolve security concerns and avoid costly downtime.**

Simple, predictable monthly payments.

- With **Lenovo DaaS**, easy monthly payments makes it **more affordable for businesses to secure the latest technology.**
- As well as the **technical support and managed services** that help improve productivity, increase security and better manage their users. It's a sense of reliability that takes a tremendous load off IT's shoulders.



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“ 63% of businesses are interested in using a subscription model like Device as a Service⁵ ”

“66% of end-users say that collaboration software makes working from home an overall positive experience⁶”

MODERNIZATION.

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Don't let technology hold you in the past.

The modern workplace unlocks **new opportunities to collaborate, connect, and stay productive from anywhere**. When you empower your employees with the right tools, they can not only get their work done, they can be part of a team, wherever they are.

Real solutions made available at your fingertips.

- Employees working productively from anywhere with **all the tools and access they need. Co-workers collaborating without tech issues. Fail-safe security measures at every turn.** This is what IT looks like in a perfect world.
- When technology hums and software functions flawlessly, it's easy for your team to go about their daily operations in a secure environment. Unfortunately, **businesses work in the real world where applications need managing, resources are tight and security risks are constant.**
- Modernizing the workplace needs **strong cloud-based solutions which are reliable, easy to use and effective.** With **Lenovo Managed Services**, SMBs no longer have to worry about planning, managing and deploying resources for such solutions. Lenovo does it for you so that you and your IT teams stay focused on more critical business opportunities.

Capitalize on every day.

- **Lenovo Managed Services empower you to make the most of Microsoft 365 software**, allowing you to increase productivity by handling time-consuming tasks. Plus, you can stay productive with additional features like **one-stop call support, whenever you need it.**

Working better together.

- That's what Lenovo Managed Services provides through **real, first-hand troubleshooting and management of critical Microsoft collaboration software**, such as Teams and OneDrive.

The business security you need.

- Work in confidence knowing your business information is secure with Lenovo Managed Services. With **real-time protection, resolution, and information and data loss prevention**, you can focus on transforming your business, instead of worrying about a security breach.

MODERNIZATION.

Why choose Managed Services with a modern device ecosystem?

Digital transformation is challenging. Having IT managing multiple Microsoft 365 apps, accounts and cloud migration doesn't maximize workflow. **Adopting Managed Services allows IT to follow on strategic endeavours.**

Traditional technology can't keep up with modern demands. **Organizations need future-focused devices that will match the speed, responsiveness, security and versatility expected by employees in the modern workplace.**

Lenovo ThinkBook PCs, powered by 11th Gen Intel® Core™ processors and Windows 10 Pro OS come packed with features that help people **work smarter, faster and better – from anywhere.**

Want to boost productivity?

- The **new-age features like Intel® Thunderbolt™ 4 on Lenovo ThinkBook Gen 2 i devices** give workers the ability to make **lightning-fast data transfers** or host high-quality video streams while simultaneously charging USB devices.
- Make the most of the **Windows 10 Modern Standby quick wake up** and experience the benefit of **2x faster launches across documents, spreadsheets and presentations.**
- **Intel® Optane™ memory** accelerates the performance of your device. It keeps your most frequently used data close to your processor, so it can be utilized almost instantaneously.
- With Lenovo's ThinkVision monitors pairing seamlessly with the Lenovo ThinkBook Gen 2 i you can accelerate employee performance and productivity. Multiple ports integrate with accessories, **natural low blue light protects against eyestrain** and ample screen sizes deliver pleasant viewing experiences.

Ready to power up security?

- **Use devices that have all the essential security features already built in.** Windows Hello on all Lenovo laptops and PC's means you can **sign in with facial or fingerprint recognition.**
- **Plus BitLocker Drive Encryption,** a data protection feature that **integrates with the operating system and addresses the threats of data theft or exposure** from lost, stolen, or inappropriately decommissioned computers.

The world of SMB is about finding new ways of doing business. **Lenovo's Managed Services is your partner for modernization.**



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MANAGEMENT.

Your support network's expertise determines success.

Staying on top of the accelerating workplace is tricky.

No matter the size of your IT department or business, **with a dispersed workforce it's a constant challenge to maintain device visibility across the fleet.** Application failure and vulnerabilities create regular disruption in device security posture. It's why **staying updated with IT management is far safer and more cost-effective**—plus, it allows ITDMs to **equip employees with the best tools to get work done.**

Absolute® on Lenovo's Think Devices.

Absolute's **self-managed security solutions have you covered**, every step of the way. There are multiple solutions to choose from depending on your business' needs.

Absolute Visibility. Ideal for IT admin.

Maintain visibility of your devices whether on or off the network, all from one place. Use this single destination to **easily pinpoint device geolocation, monitor usage and software, maximize device utilization and continually assess your device security posture.**

Absolute Control. Ideal for IT admin and security admin.

Take full control of your endpoints and defend against cyber threats with a **powerful lifeline to protect at-risk devices and data.** Use Absolute Control to define geofences and detect unauthorized device movement, **before taking action to make the device useless or remotely delete critical data.**

Absolute Resilience. Ideal for security admin.

Establish resilient security management by **ensuring your critical apps always remain healthy with self-healing critical endpoint controls.** Remotely identify sensitive data, gain precise insights and act on endpoint vulnerabilities.



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“80% of ITDMs will cover the cost for devices and accessories needed by their employees”

MANAGEMENT.

Lenovo's versatile, flexible and powerful solutions.

Take on today's management challenges with confidence.



Smart Docks

Work smarter with **universal one-cable connectivity and remote device management** features designed especially for IT departments. Our Azure Sphere enabled smart docks connect securely to the cloud so your IT team can remotely manage, diagnose, update, and reboot them to keep workers productive no matter where they sit.

- **Ensure productivity** - Keep smart docks up-to-date and decrease worker downtime by **centrally managing and scheduling firmware updates for off-peak hours.**
- **Enable visibility** - Improve enterprise intelligence by seeing **all connected devices** including the docks, monitors, flash/hard drives, and other USB devices.
- **Drive savings** - Reduce support costs and simplify technical support by giving your IT team the tools to **remotely diagnose and resolve dock issues anywhere in the world.**



Lenovo Premier Support

Employees expect fast and frustration-free support. As IT budgets contract, you need to **reduce complexity, decrease operational costs, and find ways to increase efficiency** from your in-house IT support teams, freeing IT to focus on strategic efforts that move the organization forward.

- Advanced technical support, 24x7x365, in more than 100 markets
- Technical Account Managers for proactive relationship and escalation management
- Comprehensive hardware & OEM software support
- Priority on service delivery and repair parts
- Single point of contact for simplified end-to-end case management
- Lenovo Service Connect Portal for customized reporting and product support

Source 8. Future of Work Report 2021.

“61 – 80% of ITDMs say their company will cover the cost for most devices and accessories, but only 22 – 47% of employees have taken advantage⁸”

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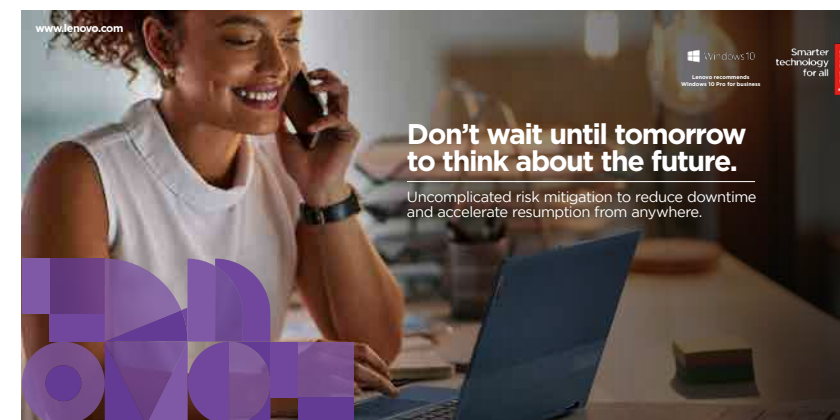
Work is no longer confined to a traditional office.

Choosing Lenovo's products and solutions won't just foster your modern workplace, they will **accelerate your business into the future.**

The right solution looks different for every business. But **with the right support, we believe every SMB can strike the perfect balance of:**

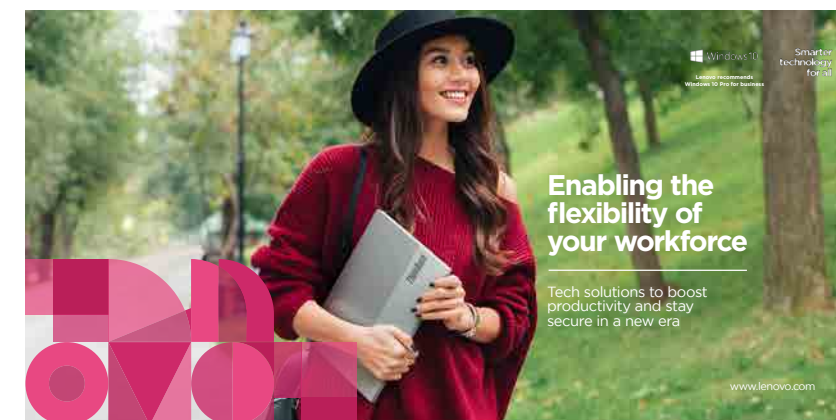
-  **Modernization**
-  **Scalability**
-  **Management**

Lenovo can help organizations adapt to today's working environment through a **holistic modern IT approach that encompasses secure software, lifecycle management services, and deployment capabilities.** We'll look after your entire workplace with **personalized support at the time you need it.** With Lenovo on your side, you can accelerate the modern workplace with confidence and continue to **pursue the new.**



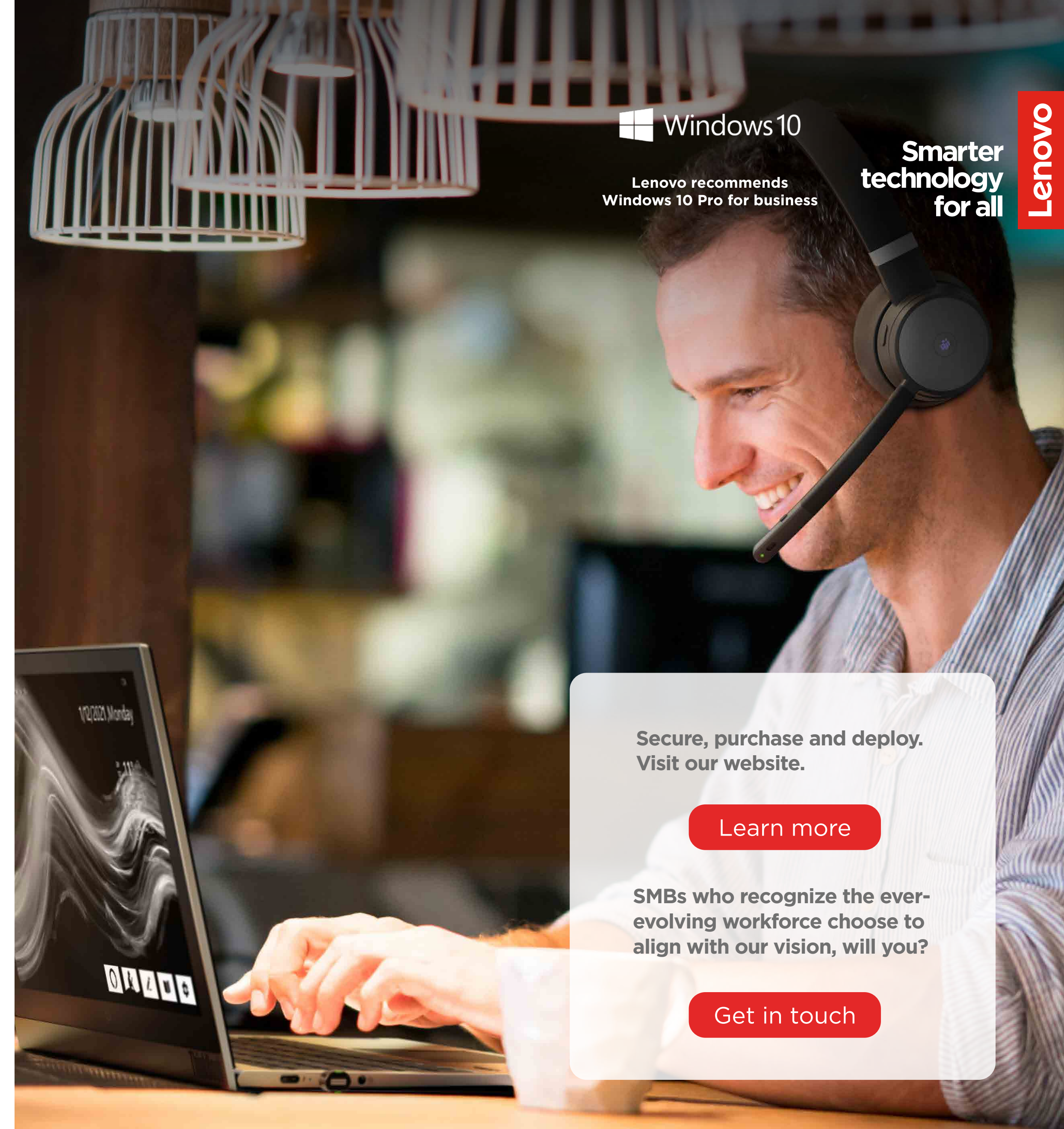
Futureproofing for Business Continuity.

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Accelerating the Flexible Workforce.

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**SMBs who recognize the ever-
evolving workforce choose to
align with our vision, will you?**

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