



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?

- ▶ By 2017, the global volume of e-waste will weigh the equivalent of an amount equal to 126 Empire State Buildings¹.
- ▶ Recycling one million laptops saves the energy equivalent to the electricity used by more than 3,500 US homes in a year².
- ▶ We generate around 40 million tons of electronic waste every year, worldwide. That's like throwing 800 laptops every second³.
- ▶ E-waste comprises 70% of our overall toxic waste³.
- ▶ Only 12.5% of E-Waste is recycled³.
- ▶ 85% of our E-Waste is sent to landfills and incinerators, are mostly burned, and release harmful toxins in the air³.
- ▶ The cost incurred for each lost or stolen record containing sensitive and confidential information increased from a consolidated average of \$154 in 2015 to \$158 in 2016⁴.
- ▶ The likelihood of a material data breach involving 10,000 lost or stolen records in the next 24 months is at 26 percent⁴.

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-Leach-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

- ▶ 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
- ▶ On-site data destruction

ADDITIONAL SERVICES AVAILABLE UPON REQUEST

- ▶ Remote or on-site discovery to provide current inventory with value assessment
- ▶ Dismantle and move assets to on-site 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

LENOVO ARS - INTERNATIONAL FOOTPRINT

Full Service Locations

Americas

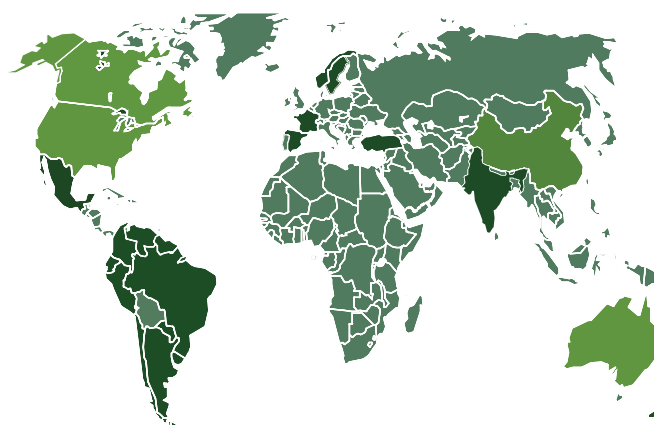
- ▶ USA
- ▶ Canada
- ▶ Mexico

Asia Pacific

- ▶ Australia
- ▶ India
- ▶ Japan
- ▶ China
- ▶ Singapore

Western Europe

- ▶ Andorra
- ▶ Austria
- ▶ Belgium
- ▶ Denmark
- ▶ Finland
- ▶ France
- ▶ Germany
- ▶ Gibraltar
- ▶ Greece
- ▶ Guernsey
- ▶ Iceland
- ▶ Ireland
- ▶ Island of Man
- ▶ Italy
- ▶ Jersey
- ▶ Liechtenstein
- ▶ Luxembourg
- ▶ Malta
- ▶ Monaco
- ▶ Netherlands
- ▶ Norway
- ▶ Portugal
- ▶ Spain
- ▶ Sweden
- ▶ Switzerland
- ▶ United Kingdom



Note: Additional countries are supported. Inquire for more information.

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 FMV1 EACH	BASE FMV EXT.	DAMAGED @10%	SERVICES @\$30	PACK AND SHIP	NET FMV
Laptops (3 years old)	8,000	\$190	\$1,520,000	(\$152,000)	(\$240,000)	(\$16,000)	\$1,112,000
Desktops (4 years old)	2,000	\$50	\$100,000	(\$10,000)	(\$60,000)	(\$8,000)	\$22,000
Flat Panels (4 years old)	500	\$40	\$20,000	(\$2,000)	(\$15,000)	(\$2,000)	\$1,000
CRT Monitors (5 years 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 fees 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 Services

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 visit: www.Lenovo.com/services or call your Lenovo Sales Representative: 1-855-253-6686

[1] The Verge available at <http://www.theverge.com/2016/6/22/11991440/eri-e-waste-electronics-recycling-nyc-gadget-trash>. [2] EPA Electronics Donation and Recycling available at <https://www.epa.gov/recycle/electronics-donation-and-recycling>. [3] The World Counts Electronic Revolution = E-Waste <http://www.theworldcounts.com/stories/Electronic-Waste-Facts>. [4] Ponemon Institute 2016 Ponemon Institute Cost of a Data Breach Study available at <https://securityintelligence.com/media/2016-cost-data-breach-study/>. 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. The following are registered trademarks of Lenovo: Lenovo and the Lenovo logo. Other company, product and service name may be trademarks or service marks of others. <http://www.powersourceonline.com/magazine/2010/07/it-asset-disposal>. ©2016 Lenovo. All rights reserved.