

# MAXIMIZING VALUE AT THE END OF THE TECHNOLOGY LIFECYCLE

Rely on Lenovo for best-practice hardware recycling and secure data disposition that's efficient, safe, environmentally sound and compliant with the rules and regulations in your territory.

## COST-EFFICIENT ASSET DISPOSITION SERVICES, DELIVERED WITH CONFIDENCE

Businesses rely on technology to thrive. But, with rapid technology advancements and the inevitable toll taken on business devices, obsolete or damaged PCs, peripherals and even infrastructure can fast become a productivity drain, a costly asset management burden and a worrying security headache.

Lenovo Services recognizes that customers put their trust in us to assist them with the full lifecycle across their entire technology landscape, and the safe and secure disposition of assets is a crucial component of this. Our team has the expertise, experience and existing relationships with the best vendors in the ITAD (IT Asset Disposal) industry, allowing us to generate the maximum possible value for your business from this process.

**Lenovo ARS can help you responsibly dispose of any hardware from any brand, including:**

- Laptops and notebooks
- Desktops
- Peripherals such as keyboards, mice and cables (with systems)
- LCD/CRT monitors
- Servers
- PDAs and cell phones
- Printers

## Strategic, socially responsible and compliant

Our expert team will help you meet your corporate and environmental responsibilities, comply with security protocols and **generate unrealized value** from your technology assets.

We can help with:

- Secure, documented disposition of IT assets and data
- Mitigation of environmental and data security risks
- Certified and documented validation of inventory and repair
- Range of strategies and options for asset disposition
- Customized services to address the unique needs of your organization
- Diverse local and global capabilities
- Development of sustainable corporate disposition strategies for any and all technology hardware

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# THE CONFIDENCE OF PROVEN PROCESSES AND EXPERIENCE

With a dedicated project management team leading you through the process, Lenovo will:

- ✓ Work with the world's leading recyclers and refurbishers to solve your e-waste dilemmas
- ✓ Negotiate the most aggressive value for your idle IT assets
- ✓ Maximize value recovery for systems based on age and condition
- ✓ Ensure the safe disposition of assets at end-of-life, including secure data destruction
- ✓ Keep your business compliant with the latest environmental regulations and best practices
- ✓ Provide all legal documentation and certificates associated with proper data destruction and environmental processing

Our tried and tested, optimized and efficient processes will see you through to a successful solution that fits your business requirements. The whole seamless and transparent experience is managed through a secure portal for communicating and tracking progress.

## STANDARD ARS FEATURES:

- 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, NSA and NIST-certified data destruction
- Single point-of-contact and detailed reporting
- Return value for re-marketable assets
- On-site data destruction



## ADDITIONAL ARS SERVICES

- Remote or on-site discovery to provide current inventory with value assessment
- Dismantle and move assets to on-site pickup area
- On-site data sanitation through compliant mobile data wiping processes
- On-site data destruction through mobile shredding operations

**PLUS**, we can help you to explore other avenues for taking unwanted hardware off your books, including:

- Refurbishment and re-marketing
- Donation to an organization of your choice

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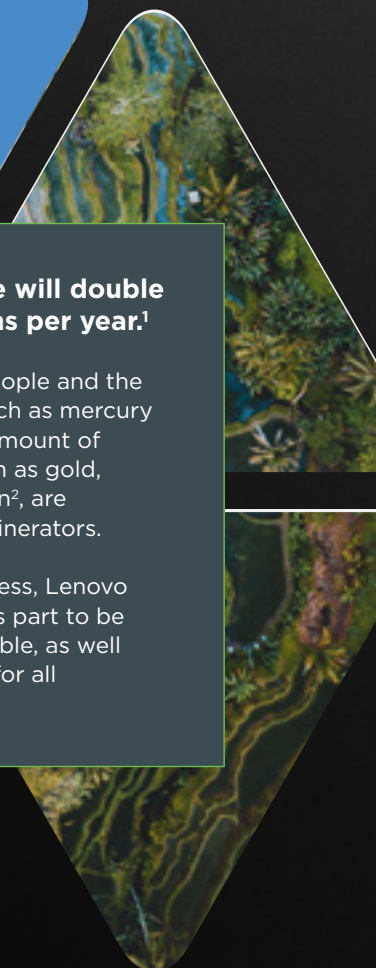
## A FOCUS ON FUTURE PROSPERITY

In addition to the safe and efficient handling of assets at end-of-life, we can build value by formulating your organization's plan today for the future disposition of assets with the purchase of new systems and for assets that are currently in use.

Another major advantage of working with the Lenovo team is that we can help your business offset some of the costs of your technology refresh and simplify the transition from old to new with one convenient, single source solution.

### OUR EXPERTISE HELPS TAKES THE WASTE OUT OF E-WASTE

Discarded technology products are contributing to a growing global environmental issue. Currently, more than 50 million tons of e-waste<sup>1</sup> is produced each year, enough to cover an area the size of Manhattan. That annual figure is predicted to more than double by 2050, but at present, less than 18 percent of e-waste<sup>2</sup> is officially documented as formally collected and recycled.



**By 2050 the amount of e-waste will double to approximately 111 million tons per year.<sup>1</sup>**

In addition to the danger posed to people and the environment by harmful materials, such as mercury hidden in technology waste, a huge amount of high-value recoverable materials, such as gold, conservatively valued at US \$57 billion<sup>2</sup>, are currently being lost to landfill and incinerators.

By working with the best in the business, Lenovo ensures that your business is doing its part to be environmentally and socially responsible, as well as maximizing the recoverable value for all your technology assets.



## MITIGATING THE DANGER OF UNMANAGED DATA DISPOSITION

In today's data-driven world, managing personal and business information for customers and clients means you have the great responsibility to ensure security and privacy for sensitive, confidential and personal data. In particular, maintaining security for the following is of critical importance:

- SSNs
- Financial data
- Addresses
- Medical records
- Trade and commercial secrets

This data will already be treated with utmost care in your technology environment, but without carefully considered management of secure data disposition, you could be opening up your organization to the risk of a data breach.

Lenovo works only with partners who accommodate a variety of different data destruction standards such as DOD, NIST, NSA, and other specific governmental data destruction requirements. Our team will also ensure your organization remains compliant with privacy laws such as HIPPA, Sarbanes Oxley, Gramm-Leach-Bliley, and others. This has the dual benefit of giving clients and customers confidence in your business, as well as mediating any civil liability and the associated costs.

References:

1-<https://www.weforum.org/agenda/2019/01/how-a-circular-approach-can-turn-e-waste-into-a-golden-opportunity/>

2-<https://globalewaste.org/news/surge-global-waste/>

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# BUSINESS CASE STUDY:

## Lenovo ARS generates \$1,118,000 of value

Our results tell the story of how one organization used Lenovo ARS for the cost-effective disposition of sensitive information and obsolete equipment, while offsetting costs for their technology refresh.

REFRESH OF LEGACY ASSETS OVER 1Q	NO. OF ASSETS	BASE FMV 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	\$0	\$0	\$0	(\$15,000)	(\$2,000)	(\$17,000)
<b>TOTAL</b>	11,000		\$1,640,000	(\$164,000)	(\$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: \$1,118,000** (100% of FMV net of fees and deductions)

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

## CREATE VALUE WITH CONFIDENCE FROM YOUR OLD TECHNOLOGY ASSETS

Trust Lenovo's expert and experienced team to guide you on the best asset recovery strategy for your circumstances and to roll out a plan that creates value for your organization, while delivering on security, compliance and environmental responsibilities.

For more information on Lenovo's Asset Recovery Service or any of our other award-winning service offerings, please visit our website or call a Lenovo Sales Representative.

**Lenovo.com/services or 1-855-253-6686**



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