

## 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?

- ▶ We generate around 40 million tons of electronic waste every year, worldwide. That's like throwing 800 laptops every second!
- ▶ E-waste comprises 70% of our overall toxic waste!
- ▶ Only 12.5% of E-Waste is recycled!
- ▶ 85% of our E-Waste is sent to landfills and incinerators, are mostly burned, and release harmful toxins in the air!
- ▶ The likelihood of a material data breach involving 10,000 lost or stolen records in the next 24 months is at 26 percent<sup>2</sup>.

#### 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 WEEE Directive 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
- ▶ Certified data destruction according NIST, DoD or on demand
- ▶ 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

##### 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)

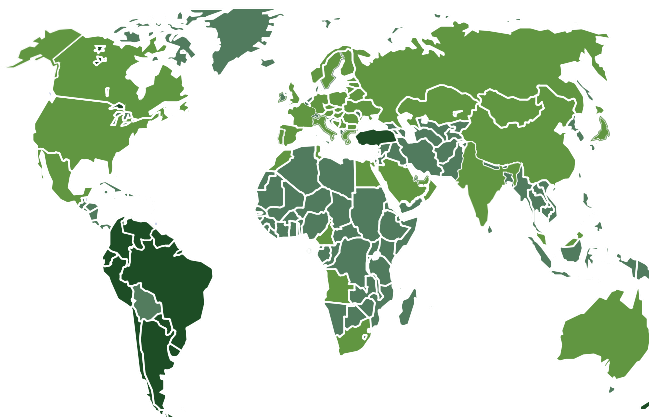
## BENEFITS

- ▶ 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

Lenovo's ARS is provided worldwide, including Americas, Asia Pacific, Europe and RUCIS.

Additional countries are supported upon request. 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								
Used IT-Assets	No. of Assets	CPU	HDD	RAM	Buyback value June 2019	Buyback value June 2020	Buyback value June 2019	Buyback value June 2020
ThinkPad X250	150	i5-5300U	500 GB	8 GB	€ 115	€ 82	€ 17,250	€ 12,300
ThinkPad T450	150	i5-5300U	500 GB	8 GB	€ 139	€ 107	€ 20,850	€ 16,050
ThinkPad T450s	200	i5-5300U	256 SSD	8 GB	€ 155	€ 123	€ 31,000	€ 24,600
ThinkPad X260	200	i5-6300U	256 SSD	8 GB	€ 163	€ 131	€ 32,600	€ 26,199
ThinkPad T460	250	i5-6300U	256 SSD	8 GB	€ 220	€ 172	€ 55,000	€ 43,000
ThinkPad T460s	250	i5-6300U	256 SSD	8 GB	€ 236	€ 188	€ 59,000	€ 47,000
<b>Total buyback value</b>	<b>1200</b>						<b>€ 215,700</b>	<b>€ 169,149</b>
<b>Buyback value including logistics, packaging, data wiping and reporting. All assets are in good conditions.</b>								

**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 contact your Lenovo Sales Representative.

[1] The World Counts Electronic Revolution = E-Waste <http://www.theworldcounts.com/stories/Electronic-Waste-Facts>. [2] 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](http://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. ©2019 Lenovo. All rights reserved.