

Lenovo  
Device as a Service

Lenovo

# Welcome to the modern workplace

The world is changing. We all know that it's crucial to stay competitive and not be left behind. Change is not always easy, but especially for small and medium-sized businesses (SMBs). It's those at the forefront of adopting new technology trends who will thrive into the future.

## Control IT costs and boost productivity with Lenovo Device as a Service

Getting the best from each employee is critical to success for small businesses. Today more than ever, IT plays a big role in helping employees remain productive at work, from remote locations, and on the move. Giving staff access to the latest devices that support a Modern IT environment and allowing them to work securely anywhere can be a major advantage.

**But doesn't it take a large capital investment to equip staff with the devices that will meet their increasingly demanding expectations?**

**Not anymore.**

Lenovo DaaS simplifies your IT management, delivering flexibility and productivity to your staff for a single, predictable monthly payment. Plus, Lenovo Premier Support takes the pressure off your IT team, allowing them to focus on other operational activities.



### Myth: DaaS is expensive

In a recent study by IDC, the majority of businesses reported saving costs with DaaS. 75% said they spent less or about the same.



■ IT spending increased with DaaS

■ IT spending decreased or stayed same with DaaS

## Business benefits of Lenovo DaaS

- **Improve productivity:** Empower users with the latest, most agile technology
- **Free up capital:** No upfront investment and lower TCO means better cash flow
- **Optimize usage:** Choose the perfect devices for different roles and flex the number of devices as demand fluctuates
- **Enhance security:** Always-on visibility and control across all layers of potential vulnerability with Lenovo ThinkShield
- **Empower internal IT resources:** Lenovo's expert support will free up your internal IT team to focus on innovation projects

Save time and cost by empowering staff with the latest reliable, high-performance and secure devices.

**"A PC that is 4+ years old has a 3.1x likely chance of being repaired, resulting in 157 hours of productive time lost, which is 3.2x of newer PCs."**

\*\*Source: Techaisle, Pan-Asia SMB PCaaS (DaaS) Adoption, 2019

## Making it easier to take back your time, capital, and resources to focus on what you do best

Now you can access the latest industry-leading devices, plus Lenovo Premier Support and services, through our simple-to-understand, pre-designed DaaS solutions, which make it easy to optimize your IT assets and resources with no upfront investment.

The flexibility of DaaS means that every customer can achieve the perfect mix of devices, software, and services for their organization. For an easy start, Lenovo has created pre-designed DaaS solutions that give you a simple entry point to DaaS. These are then fully customizable to ensure your finished DaaS solution is a great fit for your business needs.



### DaaS Pre-built Solution: **Spotlight on Simplify**

Especially designed for small businesses who want to simplify IT management and optimize performance with faster device refresh, this solution features a choice of the latest flagship devices, Premier Support, Standard Reports, Asset Disposition, and flexible monthly financing through Lenovo Financial Services.

This solution is ideal to get started with Lenovo DaaS and the perfect fit for your Modern IT requirements. It's easy to order, with no lengthy SOW or complex contracts, and fast approval from Lenovo Financial Services.

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Learn more at [Lenovo.com/DaaS](https://lenovo.com/DaaS)

# Lenovo DaaS solutions

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## Simplify

Perfect for SMB - Select your choice of industry-leading hardware, plus Premier Support with simple monthly payments.

**Features:** Choice of the latest flagship devices, Premier Support, Standard Reports, Asset Disposition, and flexible Lenovo Financial Services financing



## Accelerate

Mid-market and medium-sized enterprises can access the additional services needed to streamline configuration and deployment, and enhance user productivity fast.

**Features:** Everything from **Simplify**, plus Imaging/enterprise-ready Preload, Asset Tagging, Custom BIOS settings, Microsoft Autopilot registration, and flexible Lenovo Financial Services financing



## Transform

Large enterprises looking to move to a Modern IT environment can revolutionize their IT organization with expert services, smarter automation, and intelligence.

**Features:** Everything from **Simplify** and **Accelerate**, plus the flexibility to build a custom DaaS solution with any combination of options from Lenovo's full services catalog, including transformative services such as: Custom Ordering Portal, Service Delivery Manager, Encryption, Cloud Deploy/recovery, Unified Endpoint Management, Accidental Damage Protection, Keep Your Drive, and flexible Lenovo Financial Services financing

## Customize to build your DaaS solution

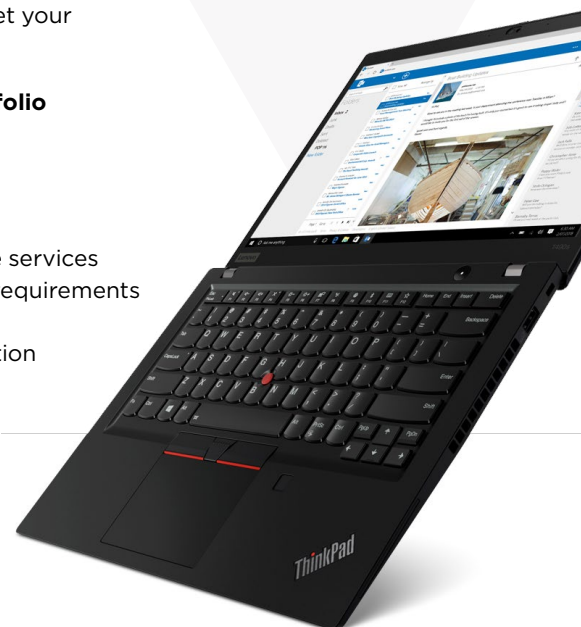
Using one of the above solutions as your entry point, every DaaS proposal can then be customized to provide the hardware, software, and mix of services that will meet your IT needs. Here are the basic steps to building your ultimate DaaS solution:

- 1 Select your device of choice from Lenovo's best-in-class product portfolio** and other hardware as required
- 2 Choose the Lenovo DaaS solution** that fits your needs
- 3 Power up your solution with Lenovo services and software**, or combine services from our business partners to build a solution that best fits your unique requirements
- 4 Leverage Lenovo Financial Services** to create your complete DaaS solution under a convenient single contract with predictable monthly payments

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# Equip your employees with the latest tech from Lenovo DaaS, and stay on the leading edge

**“80% of productive employees are satisfied with their experience using work devices, while 47% of less productive employees feel the same.”**

In a recent study by IDC, the majority of SMBs surveyed said that either being comfortable with their current process or being stuck with entrenched IT practices were the main reasons preventing them from moving to Modern IT with a DaaS solution.

But why stay the same when you could benefit from the latest technology, services, and security that maximize IT performance at the same or lower costs? Enjoy Lenovo's top-rated devices at a price you can afford, from our flagship PCs to mobile devices to the data center—you can have it all with Lenovo DaaS.

\*Source: IDC, Winning DaaS: Executive Summary, 2019

## LenovoPRO✓

LenovoPRO is the small business store that puts your ROI first. Join free today!

- Earn business savings
- Unlock one-to-one support
- Simplify your IT

Get the advice you need from a Small Business Specialist by calling **1-866-426-0911** (Monday - Friday 9am-7pm ET) or visit [www.lenovo.com/LenovoPRO](http://www.lenovo.com/LenovoPRO)

## Ready for DaaS?

Talk to Lenovo Services, or your Lenovo business partner, about getting the right devices and support to keep your workforce happy, IT empowered, and your business reaching optimal productivity.



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▶ Learn more at [Lenovo.com/DaaS](http://Lenovo.com/DaaS)