

Lenovo® recommends Windows® 7 Professional.

lenovo® **FOR**
THOSE
WHO DO.

THE LENOVO® THINKPAD® T420s NOTEBOOK
HIGH PERFORMANCE IN AN INCREDIBLY MOBILE PACKAGE



WORLD'S MOST POWERFUL NOTEBOOK
WEIGHS STARTING 1.7KG WITH OPTICAL
DRIVE

NEW ADVANCED THINKPAD VIDEO
CALLING INNOVATIONS

UP TO 10HRS BATTERY LIFE WITH BAY
BATTERY

NVIDIA® GRAPHICS WITH OPTIMUS™
TECHNOLOGY IMPROVED BATTERY
LIFE

DOLBY® HOME THEATER™ AUDIO
WITH VIRTUALIZATION SURROUND
SOUND TECHNOLOGY

MIL-SPEC TESTED FOR PROVEN
SUPERIOR DURABILITY

WHEN TO SELL

Built for the most demanding professionals who need.

- Fastest performance, durable design, enterprise-class security and manageability
- Ultimately thin and lightweight design with highest-quality state-of-the-art technology
- The perfect balance between productivity and mobility
- Latest features enriched with longer battery life

WHOM TO SELL TO

Target Segment:

The ThinkPad T420s are best suited for:

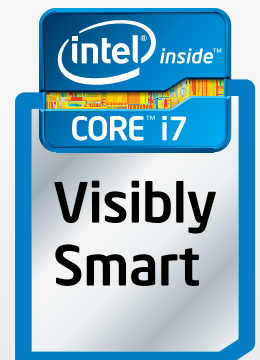
- C-level executives who need strategic solutions for everyday business
- Frequent travelers who look for comfortable computing on the go
- Early adopters keen to evaluate latest technology for specialized use



LENOVO ENHANCED EXPERIENCE 2.0 FOR WINDOWS® 7.
FASTER AND OPTIMIZED FOR BUSINESS.

Lenovo Enhanced Experience 2.0 for Windows® 7 uses RapidBoot technology to start your PC on average 20 seconds faster than a typical Windows® 7 computer*. And with superior web conferencing and robust security features, you'll benefit from increased productivity at the office. Find out more at www.lenovo.com/win7ee

*Compares averaged data from Lenovo EE 2.0 PCs with averaged data from 42 competitor products of similar configuration. Testing conducted by CNET Labs, Beijing in November 2010, using the independent Microsoft VTS tool to measure start-up, shutdown, resume and other Windows® 7 performance measurements. Data from competitor and Lenovo PCs were averaged and compared to calculate the claims used. Performance will vary by model and configuration.



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POWERFUL PERFORMANCE

The ThinkPad T420s offers the most powerful performance in a thin and light elite design. Features for performance include:

- Up to 2nd generation Intel® Core™ i7 processors delivering adaptable speed and responsiveness
- Better performance with Genuine Windows® 7 Professional
- Lenovo Turbo Boost+ maximizes the amount of time that CPU can dynamically accelerate while system thermals remain cool
- Faster boot and performance with Lenovo Enhanced Experience 2.0 and optional Lenovo RapidDrive technology
- Superspeed USB 3.0 which transfers data up to 10x faster than USB 2.0

EXCEPTIONAL GRAPHICS AND HD TECHNOLOGY

The ThinkPad® T420s is optimized to deliver the best visual detail:

- 14" HD+ vibrant display in a new 16:9 aspect ratio for vivid and sharper images and video
- NVIDIA® Graphics with Optimus™ technology provides an exceptional graphics experience along with better performance and battery life
- Low light sensitive 720p HD camera provides higher-resolution video capture
- Intel® HD Graphics offers twice the performance over the previous generation

ENHANCED VIDEO CONFERENCING SUPPORT

The ThinkPad T420s provides the best communication experience with:

- Keyboard noise suppression technology to minimize the sound of keyboard clicks while on a call
- Dolby® Home Theater™ software detects dialog vs. background noise to enhance conversation
- Easily switch between Private Chat and Conference Room microphone modes

BEST-IN-CLASS FEATURES

The ThinkPad T420s provides greater freedom of mobility supported by longer battery life

- Keyboard design considered best-in-the-industry
- Integrated fingerprint reader with single swipe for both power-on and authentication
- Up to 10 hours battery life with the 6-cell battery along with bay battery
- NVIDIA® Graphics with Optimus™ technology for both higher performance and greater battery life

SERVICE OFFERINGS

THINKPLUS® SUPPORT

Lenovo's award winning Warranty Service and Support optimize productivity and end-user satisfaction by helping you concentrate more on your business objectives.

• ThinkPlus Warranty Onsite NBD Upgrades

Maximizes PC uptime and productivity by providing convenient and fast repair services at your place of business.

• Warranty Extensions (1 year to 3 years)

Helps accurately budget for PC expense, protects your investment and lowers the overall TCO with a fixed-term, fixed-cost service solution.

THINKPLUS® PROTECTION

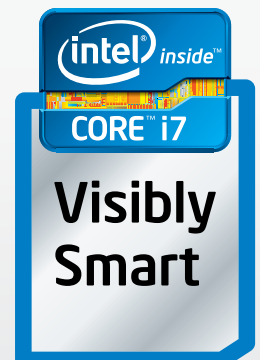
Lenovo's Protection Services help you avoid unbudgeted repair costs, secure your data, save money and achieve peace of mind.

• ThinkPad® Protection (TPP)

Provides coverage for unexpected damage, unintentional drops and minor spills, thereby helping you eliminate unplanned repair costs.

• Hard Disk Drive Retention

Allows you to retain the hard drive, should it happen to fail, thus helping you protect your valuable data.



KEY DIFFERENTIATORS

COMPARISON WITH COMPETITORS

- **Compared to the HP 8440p**
 - The T420s is 16% lighter and 17% thinner
 - T420s has more powerful discrete graphics NVIDIA® NVS 4200M w/Optimus™ 1GB vs HP's NVIDIA® 3100 Graphics 512MB
 - The T420s has superspeed USB 3.0 port
- **Compared to the Dell E6420**
 - The T420s is 14% lighter and 22% thinner
 - T420s offers enhanced Video conferencing capabilities like keyboard noise suppression technology, Dolby® and 720P camera with lower light sensitivity

INTRA-SERIES POSITIONING

Compared to the ThinkPad® T410s, the ThinkPad T420s has the latest features like:

- 2nd generation Intel® Core™ processors
- Display with new 16:9 aspect ratio and 720p HD camera
- SuperSpeed USB 3.0 port and new Smart card support
- Discrete NVIDIA® NVS 4200M (1GB VRAM) with Optimus™ technology
- Optional Lenovo® RapidDrive technology

INTRA-SERIES POSITIONING

Compared to the L, X and W series, the ThinkPad T series Notebooks offer:

- Full features in a better thin and light design
- High-performance processors and a larger screen size
- Mini Docking connector and optical drive
- Portability with no-compromise on performance



CUSTOMER NEEDS AND OUR SOLUTIONS

Customers need a professional-grade Notebook rich in both, performance and battery life

- The ThinkPad T420s is the thinnest, lightest and fastest performing 14" business-class Notebook under 4lbs.
- The 2nd generation Intel® Core™ processors enable more computing power than previous processors, which means more business plans accomplished in lesser time.
- The NVIDIA® Graphics with Optimus™ technology delivers superior performance along with longer battery life compared to previous generation discrete graphics.

Customers need a Notebook with faster response time

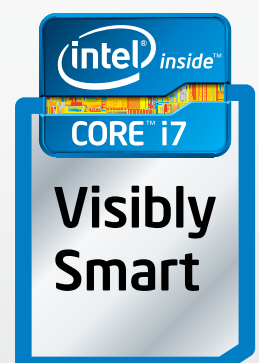
- The Intel® Hyper-Threading technology enables each core in a Dual processor to run two tasks simultaneously, enabling four-way processing capability.
- The ThinkPad T420s Notebooks boot up 20 seconds faster than an average windows® 7 computer with the Lenovo Enhanced Experience 2.0 for Windows® 7 and Lenovo RapidDrive technology.

Customers need a Notebook that offers better durability and security

- The ThinkPad T420s is secured with multiple layers of security features in hardware, software and BIOS.
- Rigid system roll cage, spill-resistant keyboard, USB port disable managed through BIOS, Smart card access and encrypted hard drive support helps keep the Notebook and data secure.
- The ThinkPad T420s is highly durable and passes up to eight Military specifications (MIL810G).

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