

Lenovo® recommends Windows® 7 Professional.

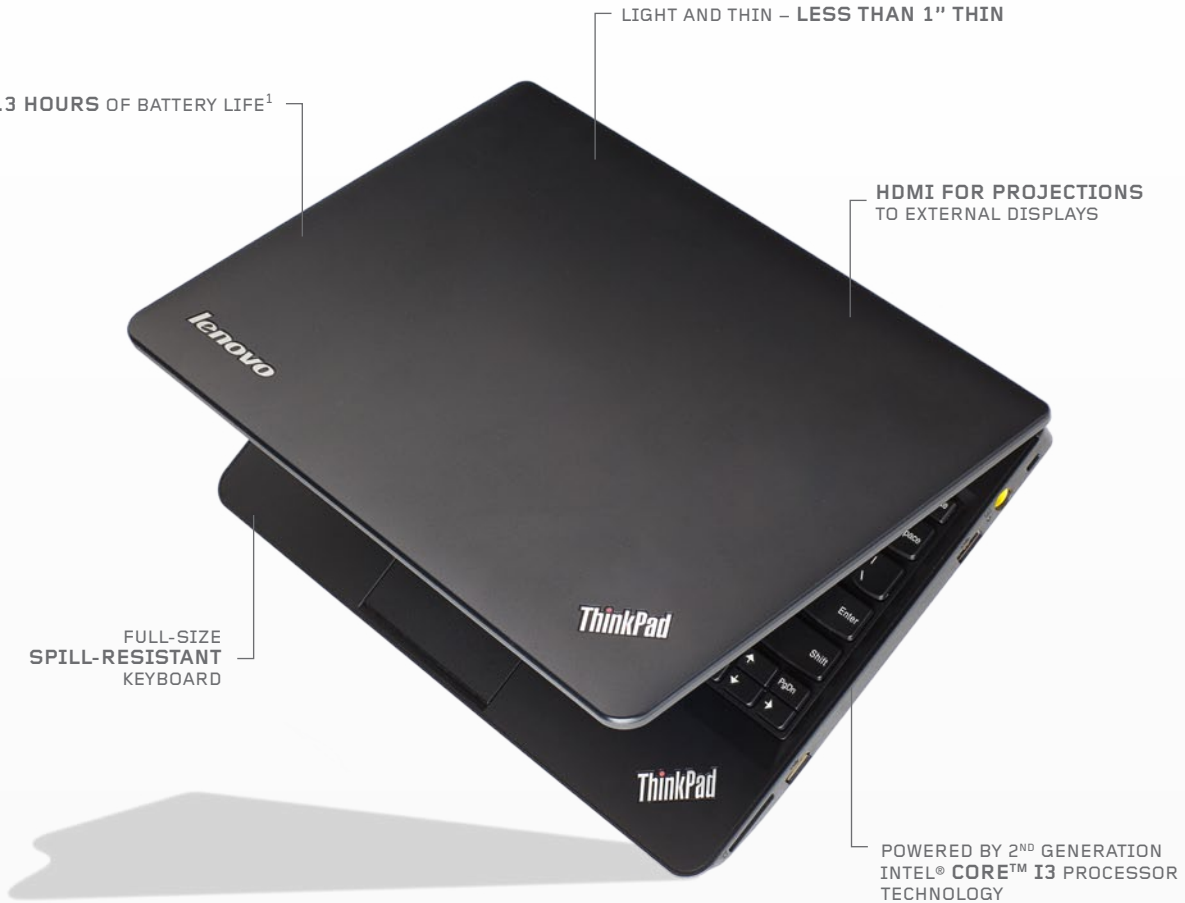
**lenovo**® **FOR**

**THOSE**  
**WHO DO.**

[www.lenovo.com](http://www.lenovo.com)

## THE LENOVO® THINKPAD® X121e NOTEBOOK WITH INTEL® TECHNOLOGY

### SMALL IN SIZE AND HIGH ON PERFORMANCE



#### WHEN TO SELL

Ideal for customers who want an entry level ultraportable without sacrificing

- Performance
- Reliability or
- Enterprise class security features

#### WHO TO SELL TO

Target Segment

- Educators and Students
- Large Enterprise mobile workers (Healthcare, Insurance)
- Large Enterprise executives who don't want to carry their larger primary laptop on the road



#### 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](http://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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### FASTER COMPUTING WITHOUT SACRIFICING MOBILITY

- Up to 2<sup>nd</sup> generation Intel® Core™ i3 processors for superior computing performance
- Genuine Windows® 7 Professional
- 2x better graphics for better performance on applications such as Internet Explorer®9, Mozilla Firefox®4 and Adobe Flash®10.1
- Lenovo Enhanced Experience 2.0 for Windows® 7 further enhances the usability and performance with industry's best boot up times
- Striking 11.6" HD Anti-glare display and sleek profile that weighing 1.55kg with a 6cell battery

### MORE MOBILITY

- Up to 9.3 hours of battery life<sup>1</sup>. 24% more than ThinkPad X120e
- Faster wireless connectivity with Lenovo's Instant Resume mode
- 'Rescue and Recovery' protect your data while on the move



### OPTIMIZED MULTIMEDIA, INTERNET TELEPHONY & VIDEO CONFERENCING

- **HDMI 1.4 for video output** – Connect external high-definition displays and HDTVs with ease
- **Integrated low-light-sensitive webcam** delivers a clearer image even in poor lighting conditions, making it easy to stay connected even when on the move
- **Full-size spill resistant keyboard** – the keyboard is ergonomically designed for a comfortable typing experience
- **Keystroke Noise suppression technology** that ensures only your voice is heard in a web conversation

### GREEN & SECURE MOBILE COMPUTING

- Energy star 5.0 makes the X121e with Intel® Core™ i3 processor, extremely energy efficient
- Lenovo Active Protection System™ protects your data against abrupt movement or accidental fall.
- Trusted Platform Module (TPM) protects the information from external software attacks and physical theft
- Intel Anti-Theft Technology to lock, unlock & locate your system remotely. Even when the OS is not running.

## 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.

### 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 (HDDR)**  
Allows you to retain the hard drive, should it happen to fail, thus helping you protect your valuable data.

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## KEY DIFFERENTIATORS

### COMPARISON WITH COMPETITORS

#### Compared to HP Pavilion dm1z

- ThinkPad X121e is thinner and lighter
- Best in class spill proof keyboard
- X121e offers more reliability features (Rescue & recovery, Active protection system)
- Best-in-class security with Enhanced Fingerprint reader and Trusted Platform Module (TPM)

#### Compared to Acer TimelineX 1830T

- Best in class spill proof keyboard
- ThinkPad X121e has better battery life
- X121e offers better reliability & Security



### INTRA-SERIES POSITIONING

#### ThinkPad X121e compared to X220:

- X220 Comes with high-performance core i7 CPU
- X220 is Lighter, faster and provides up to 23 hours battery life
- X220 has Lenovo's legendary roll cage and passes 8 MILSPEC tests

#### ThinkPad X121e compared to X220 Tablet

- Provides pen & finger computing
- X220tablet Comes with high-performance core i7 CPU
- X220tablet provides up to 18hours battery life
- Has Lenovo's legendary roll cage and passes 8 MILSPEC tests

## CUSTOMER NEEDS AND OUR SOLUTIONS

### Customers need an entry level laptop that doesn't lack the power required for everyday business tasks

- ThinkPad X121e is powered by the latest Intel 2<sup>nd</sup> generation Core technology to provide visual and processing power that enhances multitasking and student or employee productivity
- Genuine Windows® 7 Professional
- With Up to 8GB DDR3 RAM and 128GB SSD, never wait for your laptop to catch-up with your thoughts

### Customers need a notebook that can connect from anywhere

- Powerful, flexible WiFi connectivity allow you to connect at any wireless hotspot
- Optional integrated mobile broadband allows you to connect to 3G data networks
- Connect local devices using Bluetooth for wireless freedom
- Get the fastest speeds when you need them with the gigabit Ethernet connection

### Customers need a notebook with features that match fast-paced work and life

- ThinkPad X121e provides up to 9.3 hours of battery life<sup>1</sup> for all day computing on the road
- HDMI and VGA ports for connecting to state of the art displays or legacy projectors
- Enhanced voice and video conference features including a low light sensitive webcam – ideal for video chats even if the room is not optimally lit
- Lenovo Enhanced Experience 2.0 for faster boot up and Lenovo instant resume
- Legendary ThinkPad reliability with the Best-in-Class Spill Resistant Keyboard, Active Protection System™ and Rescue and Recovery™ because IT support isn't omnipresent

<sup>1</sup> Actual battery life is depends on usage

<sup>2</sup> Available on selected models only

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