



Lenovo® recommends Windows® 7 Professional.

THINKPAD
X220 NOTEBOOK



THE LENOVO® THINKPAD® X220 NOTEBOOK

FREEDOM. MOBILITY. PRODUCTIVITY IN AN ULTRAPORTABLE PACKAGE

WHEN TO SELL

Best Suited for Enterprise Users Who Need an Ultraportable Notebook That

- Offers complete mobility and the freedom to work in different environments
- Does not compromise on performance for mobility
- Provides the best combination of battery life, weight and performance

WHOM TO SELL

Target Segment

- Corporate executives
- Mobile professionals (including road warriors, frequent travellers, campus cruisers and foot soldiers)
- Students

TOP REASONS TO OWN

- Powerful computing with second generation Intel® Core™ i7 processors
- A MIL-SPEC tested ultraportable for extreme mobility
- Enhanced communication and multimedia experience
- 23 hour battery life with the slim external battery pack
- Exceptional usability with Lenovo's industry-leading keyboard and a new Buttonless Touchpad

WHAT WE OFFER – SALIENT FEATURES

Cutting-edge Performance – For Mobile Productivity

The ThinkPad X220 notebook is designed to keep users productive when mobile.

- The second generation Intel® Core™ processor family provides an excellent combination of performance and graphics
- The ThinkPad X220 has up to Intel® i7 processors, with a base speed of 2.7GHz (3.4GHz with TurboBoost)
- The ThinkPad X220 is the fastest available ultraportable, starting weight at 1.45kg with a 6 cell battery
- Intel® HD Graphics provides 2X better performance on applications such as Internet Explorer® 9, FireFox® 4 and Adobe flash® 10.1

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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Exceptional Battery Life – For Notebook Support All Day Long

Battery options to last as long as your day.

- Up to 23 hours with the all new external battery pack
- Up to 15 hours with the 9-cell battery
- 30% longer battery life with Low Power Multimedia Mode
- The ThinkPad X220 can be optimized through Lenovo's Power Manager for higher performance or enhanced battery life

Excellent Communications

ThinkPad X220 users can experience the audio quality of a telephone call while enjoying the comfort of using their notebooks.

- Keyboard noise suppression minimizes key clicks from being heard during voice calls
- Choose between Private Chat mode that eliminates background noise when one person is talking or Conference Call mode that picks up sounds from across a room when many participants are around a conference table

Outstanding User Experience – For Enhanced Efficiency

The ThinkPad X220 is designed for ease of use, to make the enterprise worker's job easier.

- An improved latching design
- The new buttonless touchpad provides a 45% larger surface area than TouchPads in the X201 series
- Microphone and speaker mute buttons with LED indicators so that you know for sure that the microphone is muted during a conference call
- WWAN for freedom to work from anywhere, anytime¹

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.

¹ Available for selected model only

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KEY DIFFERENTIATORS

INTRA-SERIES POSITIONING

ThinkPad X220 notebook vs. ThinkPad X220 Tablet

- The ThinkPad X220 is the fastest ultraportable weighing 1.45kg with a 6 cell battery. The ThinkPad X220 Tablet takes these same design principles and adds the versatility and productivity of pen and finger-based computing.
- The ThinkPad X220 provides a sophisticated, professional design along with the full-powered 2nd generation Intel® Core™ i7 processors.
- The ThinkPad X220 Tablet houses these same processors but solves the problems of using traditional PCs when not in a traditional desk environment. Tablet computing, pen or finger-based inputs, outdoor viewable screen etc.
- The inclusion of full-powered Intel® Core™ i7 processors, gives 2x the graphics performance when combined with the advanced multimedia and communication features, makes the perfect communication tool for the on-the-go professional.

INTER-SERIES POSITIONING

X Series vs. W Series

- The W Series is designed for professional users of graphically and computationally intensive applications.
- The W Series is performance oriented, with less focus on mobility.
- The X Series includes high performance ultraportables, designed for mobility without compromising on processing and graphical quality.

X Series vs. T Series

- The T Series is designed for greater performance, larger screen size, integrated optical drive and lower purchase price.
- The T Series includes the features above at the cost of mobility.
- The X Series provides high-end processing and HD graphics in a 12" package for the ultimate experience in mobility.

CUSTOMER NEEDS AND OUR SOLUTIONS

Customers need excellent performance in an ultraportable notebook

- The 2nd generation Intel® Core™ processor provide 20% more computing power than the previous generation of processors. This allows ThinkPad® X220 users can be more productive in a shorter span of time.
- The ThinkPad X220 keeps users from choosing between speed and mobility. This performance-oriented ultraportable comes with the fastest dual core CPUs with starting weight at 1.45kg with a 6 cell battery.
- The ThinkPad X220 provides intelligent performance through Intel® TurboBoost technology, which boosts system performance when necessary.
- Intel® HD Graphics provides 2X faster graphics performance on applications such as Internet Explorer® 9, Firefox® 4 and Adobe flash® 10.1.
- The importance of multimedia in a business, through video presentations, video calls, video blogs, processing, photographs and so on, makes excellent graphics quality essential to enterprise users.

Customers need quality communications features in their notebooks

- The ThinkPad X220 comes with Full-duplex phone support for Internet phone calls. This makes internet calls more like telephone calls, enhancing the ease-of-use and effectiveness of VoIP.
- The ThinkPad X220 microphone can be adjusted for different usage scenarios such as:
 - » VoIP Private Chat mode, which eliminates background noise.
 - » VoIP Conference Call mode, in which the microphone is sensitive to noise in a room like the speaker phone in a conference room.
- Noise canceling microphone provides improved quality and reliability of Internet phone calls and better audio recording and dictation in either office or external environments.
- Keyboard noise suppression ensures that listeners on an Internet phone call are not disturbed by keyboard key presses and audio remains focused on the speaker.

Customers need the best possible value from their notebooks

- The ThinkPad X220 battery life can be increased to 24 hours with an external battery pack or 15 hours with a 9-cell battery.
- ThinkVantage® Tools are now ready-to-install, rather than pre-installed. This provides faster boot and shutdown times and allows users to choose the ThinkVantage Tools that they want to install.
- Intel® Turbo Boost control in Lenovo Power Manager allows users to optimize their laptops for either performance or longer battery life.
- The better latching design contributes to the ThinkPad reliability and durability, while providing a smoother and more modern design.
- The full-size ThinkPad T Series keyboard is now present in the ThinkPad X Series. This offers users an enhanced experience and greater comfort while typing and using the keyboard.
- The innovative buttonless touchpad provides ThinkPad X220 users with a larger and more comfortable navigational area. This 45% larger area offers users the benefits of reduced finger movement to cross the screen and more comfortable pointing.

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