



**LENOVO ENGINEERS ROCK-SOLID TECHNOLOGY.
AND STRONG PARTNERSHIPS.**



Ideas from Lenovo®

Notebooks and Desktops
Workstations and Servers
Software and Peripherals
Service and Support

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NEW WORLD. NEW THINKING.™



**A PROFITABLE PARTNERSHIP YOU CAN COUNT ON.
SO WILL YOUR CUSTOMERS.**

Lenovo has the know-how to give your sales team the powerful selling arguments they need to help drive your business forward. Our Think® range of business PCs are self-configuring, self-protecting and self-healing. They help your clients save time and money through the entire lifecycle of their computers—right from deployment to its safe disposal.

We know businesses choose Lenovo PCs because they want to achieve something extraordinary. Which is why, regardless of the type of business your customers have, Lenovo has a PC to help them do it better.



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How can we help you?

- Gain new customers
- Retain your current customers
- Expand your product and service offerings
- Profit from active marketing support
- Increase your margin opportunity
- Offer award-winning support and financing options to your customers

SOLUTIONS AND SUPPORT OUR PARTNERS ARE LOOKING FOR.

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WHY OUR SOLUTION PARTNERS WORK WITH US.

Durable, secure PCs

- The rock-solid design of our famous ThinkPad® notebooks and ThinkCentre® desktops with features like ThinkVantage® Technologies
- Worry-free computing with the Lenovo CareSM suite of applications
- We give your sales team the powerful selling arguments they need to help drive your business forward

TopSeller™ selection: the right products, the right prices.

The Lenovo TopSeller™ selection includes products that:

- Are the focus of our customizable co-marketing advertising, driving small-business customers to your door
- Are attractively priced for your customers and profitable for you
- Are readily available through distributors
- Are supported by solutions from IBM® Global Financing

**LENOVO HAS THE BEST PC SOLUTIONS
FOR EVERY BUSINESS NEED.
THEY'RE CALLED THINKPAD AND THINKCENTRE.**



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ThinkPad notebooks and ThinkCentre desktops offer a unique combination of cutting-edge technology and cost-saving tools that help your customers save time, energy and money, at every phase of their PC's lifecycle.

Lenovo ThinkVantage® Technologies are a complete portfolio of PC management tools that are designed to reduce PC management time and costs by up to 30%*. They help save on system migration and deployment, power management, ongoing system support and secure data disposal.

Here's how:

- Rescue and Recovery™: One-touch recovery from system crashes— even viruses
- Active Protection System™: Detects movement and anticipates sudden shocks, parking the hard disk drive to protect your data
- Access Connections™: For instant access to networks and automatic security management
- Integrated Fingerprint Reader: Simple but effective biometric security

**YOU DON'T ADD COST-SAVING FEATURES TO A LENOVO PC.
THEY'RE ALREADY BUILT IN.**

*http://shop.lenovo.com/ISS_Static/merchandising/US/PDFs/thinkvantage_whitepaper.pdf



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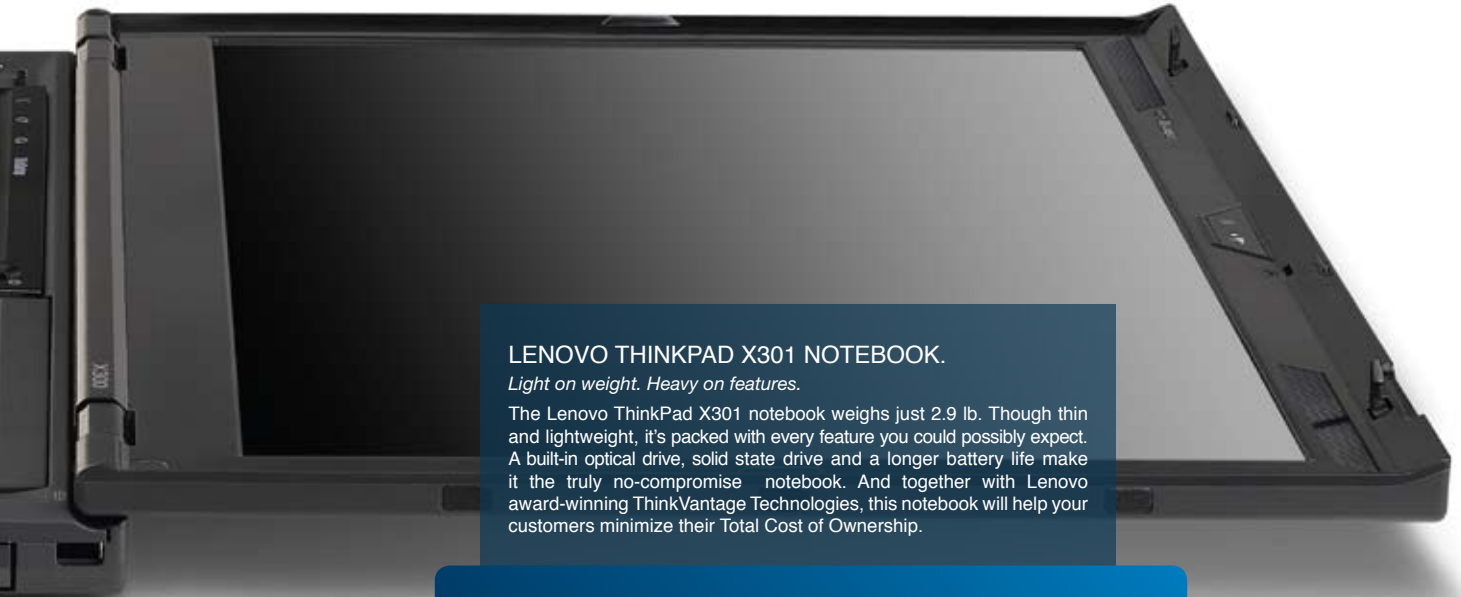
Lenovo® recommends Windows Vista® Home Premium.



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LENOVO THINKPAD X301 NOTEBOOK.


Light on weight. Heavy on features.

The Lenovo ThinkPad X301 notebook weighs just 2.9 lb. Though thin and lightweight, it's packed with every feature you could possibly expect. A built-in optical drive, solid state drive and a longer battery life make it the truly no-compromise notebook. And together with Lenovo award-winning ThinkVantage Technologies, this notebook will help your customers minimize their Total Cost of Ownership.

**LENOVO THINKPAD X301
HAS ALL THE FEATURES BUILT-IN.
INCLUDING SAVINGS.**

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Lenovo award-winning services help users manage their PCs—from initial consultation and installation to end-of-life disposal solutions. These services help you strengthen your relationship by providing industry-leading products with award-winning support.

**LENOVO SERVICES.
EXCEPTIONAL MACHINES.
EXCEPTIONAL SUPPORT.**



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ThinkPad Protection.

ThinkPad Protection, coupled with the customer's warranty provides a 'no-fault' support solution. This coverage provides an unlimited number of repairs up to the cost of the system and/or a single replacement if needed.

ThinkPlus™ Secure Business.

Offer your customers a hardware and data protection package which includes on-site warranty support, ThinkPad Protection and 50GB of secure, off-site data storage. It's a cost-saving solution designed to nail your sales pitch.

Warranty Extensions and Upgrades.

Warranty extensions help you remain productive by extending the term of your base warranty. You can also upgrade to a higher level of service, at any time during your warranty period.

Lenovo Online Data Backup (OLDB).

Lenovo OLDB is a secure, off-site 256-bit data encryption and storage solution that allows users to restore their business data via an Internet connection, as well as renew their subscription.

Hard Disk Drive Retention.

Data security is critical to your customer's business. Hard Disk Drive Retention (HDDR) is a unique offering that allows disk users to retain hard disk drives on systems in the event of hard disk drive failures and replacements.

Priority Support

ThinkPlus Priority Support provides 24x7x365 support backed by I.T. management tools that give users simple management solutions to minimize helpdesk costs.

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A photograph of two men in business attire shaking hands. The man on the left is older with a beard and mustache, wearing a dark suit. The man on the right is younger, wearing a light blue checkered shirt and a dark tie. They are both smiling warmly. The background is a plain, light blue wall.

JOIN US.

Lenovo helps you benefit from a personalized service package designed to support your marketing strategy, stimulate your sales and help reach your goals.

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