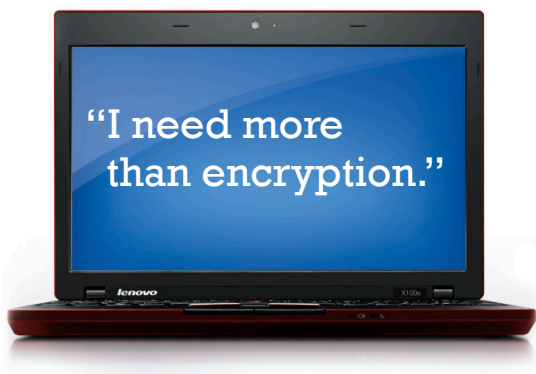


Sell Computrace for Lenovo and Secure More Margin



Help your customers see the benefits of Computrace: Access a FREE Webinar today!

Hardware On The Go: How to Manage & Secure a Mobile Fleet

Watch it Now

Deal Registration

Process:

- 1. Qualify the deal**
 - Deal must be 100+ units
- 2. Create your account**
 - Go to <http://partners.absolute.com> & create your account.
 - Once you receive your instant account approval via email, login to the Portal
- 3. Register your Deal**
 - Once in the Portal, Click on Sales Tools/Deal Registration.
 - Fill out the form & submit.
 - Your deal will be approved or declined within 24 hours via email.
 - 5% price reduction is valid for 6 months (starting from the day it was approved)

Computrace[®]

BY **Absolute**[®]Software

What is Computrace for Lenovo

Computrace[®] for Lenovo Software allows your customers to centrally manage their IT assets within a single interface. Your customers can identify any computers that have gone missing, enforce software policies, and maintain a fleet of optimally running devices. And – in the event of loss or theft – Computrace for Lenovo can help customers recover their computer.

How Computrace Works on Lenovo Hardware

The Computrace Agent is embedded in the firmware (BIOS) of many Lenovo computers at the factory, allowing for simple and rapid customer deployment. The embedded Agent in the firmware is incredibly persistent and allows computers to maintain a connection with our Monitoring Center, even if the hard drive is completely reformatted or replaced.

Once your customer purchases Computrace, the Agent is activated. Their computers and everything on them are immediately protected! Using Lenovo's world class services, if your customer's computer is lost Lenovo makes it easy for the finder to return it easily with Lenovo's Lost and Found feature.

Product Features

- Asset Administration** - Centrally manage IT assets from a single cloud-based console
- Data & Device Security** - Remotely delete data, freeze a device, and recover files on missing machines
- Geotechnology** - Track a device on an internet map and build geofences to contain them
- Theft Recovery** - The Recovery team will work closely with local police to recover stolen computers
- Service Guarantee** - Receive up to \$1,000* if computer cannot be recovered

Key Positioning for Computrace for Lenovo:

- Organizations must manage their mobile computers
- Sensitive data must be secured and managed even if the computer is not physically available
- Budgets are tight so replacing stolen or lost devices is not always possible
- Computrace provides remote endpoint security so organizations can easily identify computers that have gone missing, enforce software policies, and remotely invoke pre-emptive or reactive security measures to safeguard each device and the data it contains

Why sell it

Sell Computrace for Lenovo: Secure More Margin!

Description	Term	Lenovo Part #	Deal Registration
Computrace Complete	3yr	55Y9746	5% price reduction for 6 months=more margin!!*
Computrace Complete (State & Local, Education)	3yr	55Y9745	
Computrace Complete	4yr	55Y9750	
Computrace Complete (State & Local, Education)	4yr	55Y9946	

* To register your deal, visit <http://partners.absolute.com>.

Sell Computrace for Lenovo and Secure More Margin

Lenovo Lost and Found

Help your customers get their lost notebook returned. Lost and Found provides two paths for your customer's lost computer to find its way home: a sticker on the shell of the notebook that provides the finder with Lenovo's contact information, or the option to leverage Computrace to halt the notebook's OS and direct the finder to the Lost and Found website. The website explains how to send the machine to Lenovo so they can return it to the registered owner. Lenovo covers all shipping costs.

Intel® Anti-Theft Technology

Automatically Disable Computers

Computers that fail to check in with the Absolute Monitoring Center within an IT-defined time period will automatically lock down, preventing the OS from booting (via client-side intelligence).

Send a Poison Pill

Send a "poison pill" to target compromised computers, remotely locking down the computer and preventing the OS from booting (via client notification).

Easily Reactivate Disabled Machines

Authorized administrators can rapidly reactivate the system once security is reestablished, using a one-time reactivation token.

Leading Questions to Identify Customer Opportunities:

- Can you maintain 100% visibility into PCs - on or off the network?
- Can you track and locate missing or drifting PCs?
- Can you secure data and prove compliance?
- Can you recover stolen computers and catch the thief?

Computrace for Lenovo Offerings

	IT Asset Management	Data and Device Security	Geotechnology	Theft Recovery	Service Guarantee	Lenovo Lost and Found	Intel AT Support
Computrace Complete for Lenovo	●	●	●	●	●	●	●
Computrace Plus for Lenovo	●	●		●		●	●
Computrace Data Protection for Lenovo	●	●	●			●	●
Computrace for Netbooks	●	●		●	●		

Stats

Encryption is a great first step in protecting data, but cannot guarantee security on its own. Encryption relies on end user action, yet:

- **60%** of business managers disengage their encryption solution – even though 48% admit this violates company policy
- **36%** of business managers share their encryption passwords with others

Encryption cannot protect your customers from careless or rogue employees:

- **40%** of data breaches are a result of insider negligence

Encryption cannot provide post-incident proof that it was operating properly:

- **46%** of companies cannot prove that contents are encrypted at the time of theft

Consider that the average data breach will cost your customers' **\$204** per leaked record – can they afford to rely on encryption alone?

Ponemon Institute, 2010

For more information on Computrace for Lenovo, contact your Lenovo Channel Representative, or visit the Absolute Partner Portal at: <http://partners.absolute.com>

