

# LENOVO® SERVICES

Services oriented thinking  
drives profitable growth.

## ASSET RECOVERY SERVICES

### WE OFFER TECHNOLOGY RECYCLING, REFURBISHMENT AND REMARKETING SERVICES.

- We help companies:
  - Manage the retirement of IT assets
  - Reduce costs while refreshing Windows® 7 hardware
- Industry trends:
  - “Orphaned assets” being “stored in a closet” due to recent downsizing
  - Financial and Healthcare customers have high data security and compliance concerns
  - Are your customers going “Green”?

### ASK YOUR CUSTOMERS

- What are you doing with your old PCs?
- Do you have a solid process to erase sensitive data off your old PCs?
- Do you know that on average we can recover 10 – 15% of the value of 3-year old PCs?

**lenovo** **FOR**  
**THOSE**  
**WHO DO.**

# LENOVO SERVICES

Customers to Target:  
Organizations with seats  
> 1,000, disposing of 300+  
assets per year. Target IT  
Director, Chief Security  
Officer, Sustainability  
Director.

## PAIN POINTS

- #1 Value Recovery – maximize residual value
- #2 Data Security – remove sensitive customer data, avoid legal fees and lawsuits
- #3 Environmental Compliance – ensure proper disposal, protect brand equity, promote “Green” initiatives
- #4 Reporting – maintain records of disposition and prove chain of custody
- #5 Storage – free up office space, remove assets from books
- #6 Program Management – mitigate risks and management costs

Lenovo is the SMART choice.

## ELEVATOR PITCH

We help customers mitigate risk by removing unused assets from their closets and from their books. Ask me how.

Remember: This is a Custom Offering that requires the engagement of a Lenovo Solution Architect. Channel Referral Fee Program available.

## CONTACT LENOVO SERVICES SOLUTIONS CENTER FOR ASSISTANCE:

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