

LENOVO® SERVICES

Services oriented thinking drives profitable growth.

THINKPAD® PROTECTION

A compliment to warranty coverage providing an unlimited number of repairs (up to the cost of system) due to accidental damages, not covered under warranty.

- Provides single replacement with a comparable system
- No annual dollar cap or claim cap (beats competition)
- Customers typically save 28% with TPP versus without coverage

PROVIDE PREDICTABILITY TO CUSTOMER'S BUDGET FOR BREAK-FIX, MAINTENANCE AND SUPPORT COSTS

An average of 14-25% of all mobile systems experience accidental damage!

ASK YOUR CUSTOMERS

- How do you currently plan for repairs on mobile systems caused by accidents?
- Are you looking for a single provider of hardware repair?
- Do you have specific cost savings objectives within your IT metrics for this year?

lenovo FOR
THOSE™
WHO DO.

LENOVO SERVICES

Customers to Target: Customers with a low threshold for downtime, as well as executives and anyone in revenue-generating roles (sales, billable professionals, consultants), remote users and road warriors.

PAIN POINT & NEED

PAIN POINT: Unpredictable repair and replacement costs for notebooks

NEED: Fixed budget per system to cover repairs due to accidental damages

ELEVATOR PITCH

ThinkPad Protection covers damages not covered under warranty and provides unlimited repairs and/or system replacement in the event of accidental damages, drops and electrical surges. Pay less now or more later.

SELLING ESSENTIALS

- Best to sell at point of sale of hardware
- If not, encourage sale within 90 days
- Coverage is retroactive to the date of purchase of the system
- Repairs are always depot
- Not available in every country

CONTACT LENOVO SERVICES SOLUTIONS CENTER FOR ASSISTANCE:

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