

BUYER'S GUIDE

How to Improve Productivity Without a Theory Lesson.

Lenovo has solutions to bridge the productivity gap, practically and easily.

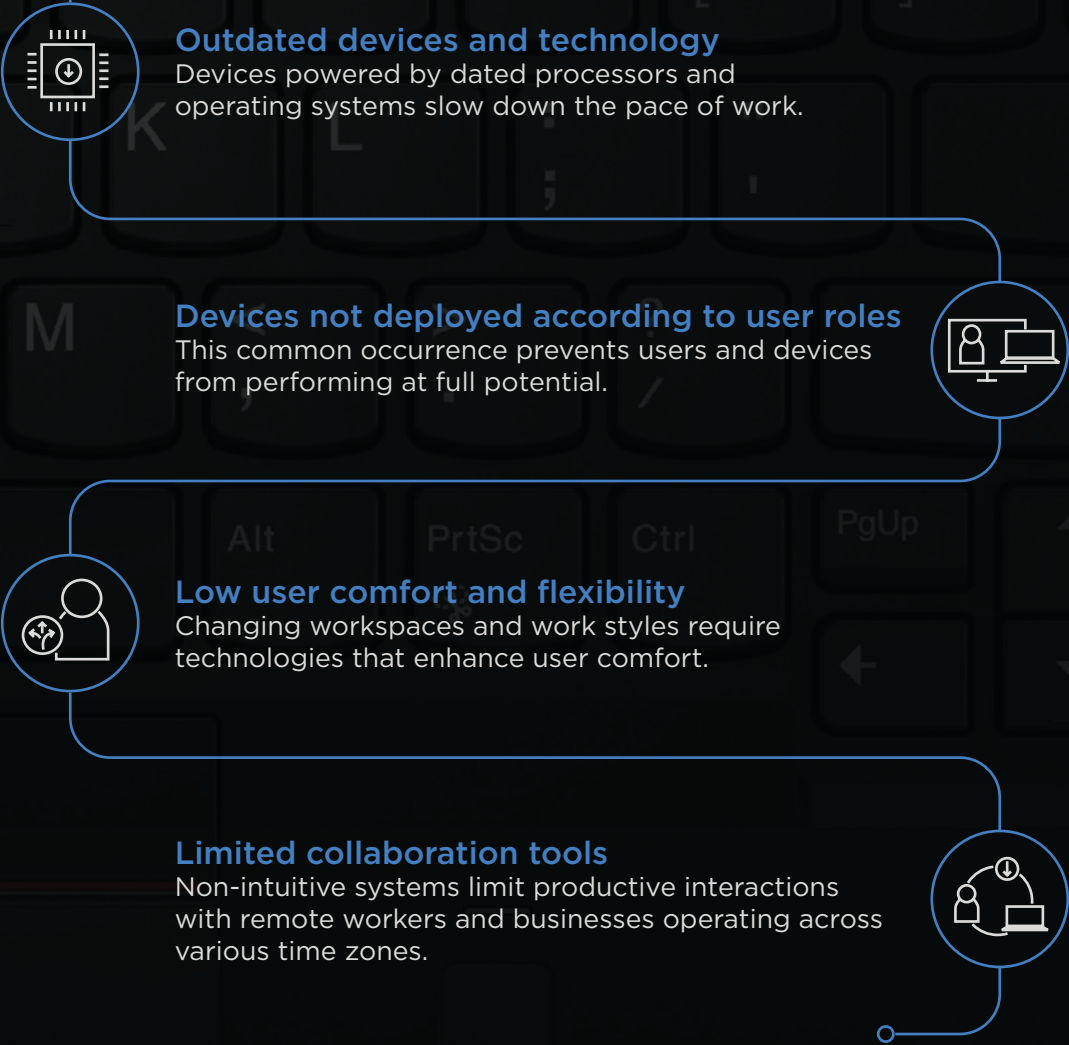
KEEPING UP WITH TECH TRENDS THAT MATTER

A core objective of every business is to ensure that revenue consistently outpaces costs. Technology plays a huge role in achieving that goal. Interruptions—whether hardware or software failure, user fatigue, or vexing collaboration issues—are significant inhibitors of productivity that employers must keep to a minimum to prevent adverse impacts on revenue.

“When empowered with the right technology, users feel that it makes them more productive, improves work-life balance, and enhances their working style.”¹

1. Source: <https://www.adobe.com/content/dam/acom/en/aboutadobe/pdfs/Future-of-Work-2016.pdf>

KEY PRODUCTIVITY CHALLENGES



DEPLOYING MODERN DEVICE TECHNOLOGY

The first step to improving productivity for each employee is to make well-thought-out endpoint device investments that are relevant to individual workers' job roles. To get started, consider the following basic user groups:



Mobile
Employees who primarily work in remote locations



Non-mobile
Employees who primarily work in office premises



Advanced
Employees who need to run specialized software



PCs older than 4 years cause >2.1x increase in lost productivity (hours), costing, on average, \$1,260/year in lost productivity.²

2. <https://techwisegroup.com/all-about-hardware-part-2-the-cost-of-old-devices-tech-tip-for-june-11-2018/>

Key Considerations

for choosing the right device for different types of roles

Mobile for On-the-go Users and Frequent Travelers

Light and sturdy devices that are versatile and portable

Long-lasting batteries that recharge quickly

High-resolution and anti-glare screens for easy viewing

Flexible systems with expansion capabilities for **storage, memory and peripherals**

Space-saving designs to reduce clutter, improving user focus

Multi-display support for intensive content creation tasks

Non-mobile for Fixed-location Users

Advanced for Power Users

Powerful processing to handle graphics and data-intensive tasks

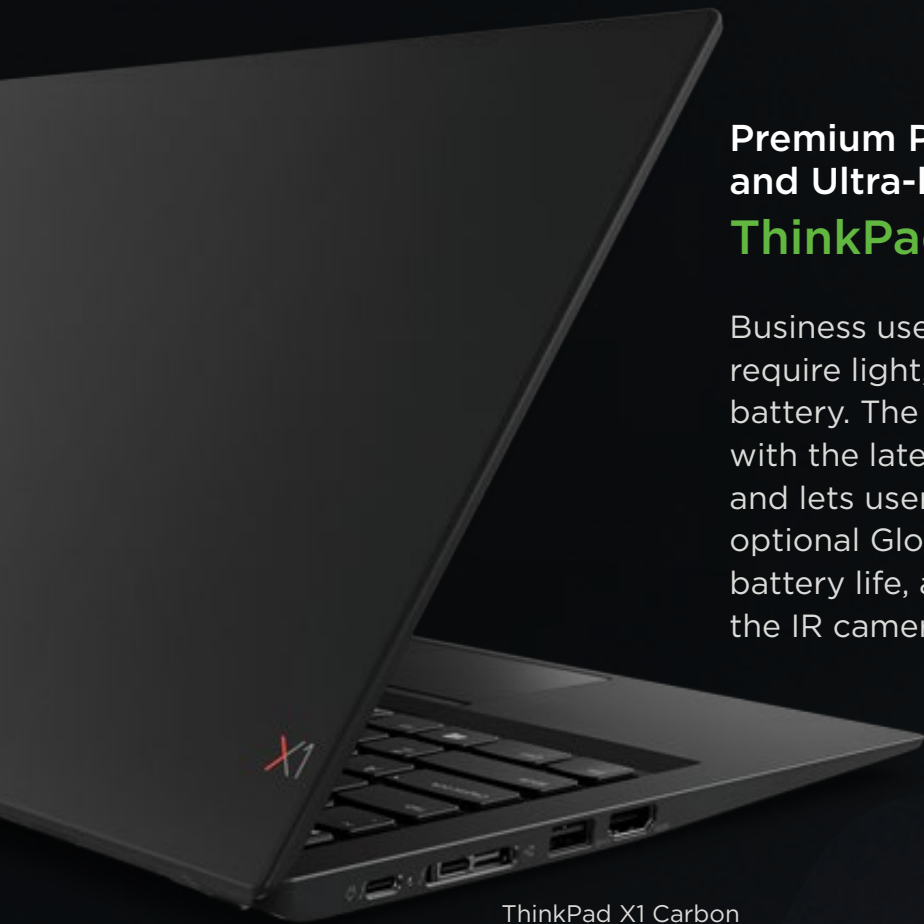
Systems that support **expandable local storage** and system memory to accommodate heavy workloads

ISV certifications ensuring best performance when using specialized software

FOR ON-THE-GO USERS AND FREQUENT TRAVELERS

Premium Performance, Sleek Design, and Ultra-light Form Factor with ThinkPad X1 Series

Business users who are always on the move require light, sturdy laptops with a long-lasting battery. The ThinkPad X1 Series is packed with the latest generation of Intel® Processors, and lets users stay connected anywhere with optional Global LTE-A connectivity, all-day battery life, and unmatched security with the IR camera and **Windows Hello**.



ThinkPad X1 Carbon

Best Fulfillment of Most Business Needs with ThinkPad L Series

For executives who prioritize portability, this series is powered by the latest processors and graphics that can handle heavy workloads. It features flexibility, excellent memory, and storage capacity for improved responsiveness. These laptops are backed by the increased efficiency of DDR4 memory for high-speed performance. The series features RapidCharge technology that charges your laptop from 0% to 80% in just an hour.



ThinkPad L380 Yoga

Simple, Powerful, and Secure Business Support with Lenovo V Series Notebooks

Mobile users need sturdy machines that can weather travel stress. The sturdy V330 comes with the latest Intel® Processor that delivers powerful performance paired with versatile global connectivity features to ensure that users can rely on this laptop to go the distance.



Lenovo V330

FOR FIXED-LOCATION USERS

Space-efficiency and Intelligent Design with ThinkCentre M Series Tiny Desktops

Users who work in dusty environments or those who work with extensive amounts of data require sturdy and versatile devices. These desktops can support up to six monitors, so analysts can view detailed information quickly and accurately. A unique Dust Shield keeps out dust, reducing maintenance and increasing the life of the desktop.



ThinkCentre M920x Tiny

Modular and Compact Design with ThinkCentre Tiny-in-One Desktops

For users with space constraints, such as those working at POS desks, in reception areas, and at hot desks, space efficiency is a priority. The Tiny fits snugly at the back of the monitor, freeing up valuable desk space. Offering exceptional flexibility, the monitor and desktop of the Tiny-in-One can be upgraded separately. The full-HD, borderless screen delivers rich content, while the Intel®-powered Processor delivers unmatched power to perform.



ThinkCentre Tiny-in-One 3

Adaptability and Responsiveness with ThinkCentre M Series SFF Desktops

Some desk-bound users may require the flexibility of adding storage and memory. They can get a much-needed performance boost with M Series desktops. These devices come with the latest Intel® Processors for superior performance and Intel® Optane™ for enhanced memory. Additionally, a variety of drive and connectivity options ensure that these systems deliver optimum performance no matter what the workload.



ThinkCentre M920 SFF

FOR POWER USERS



ThinkPad T580

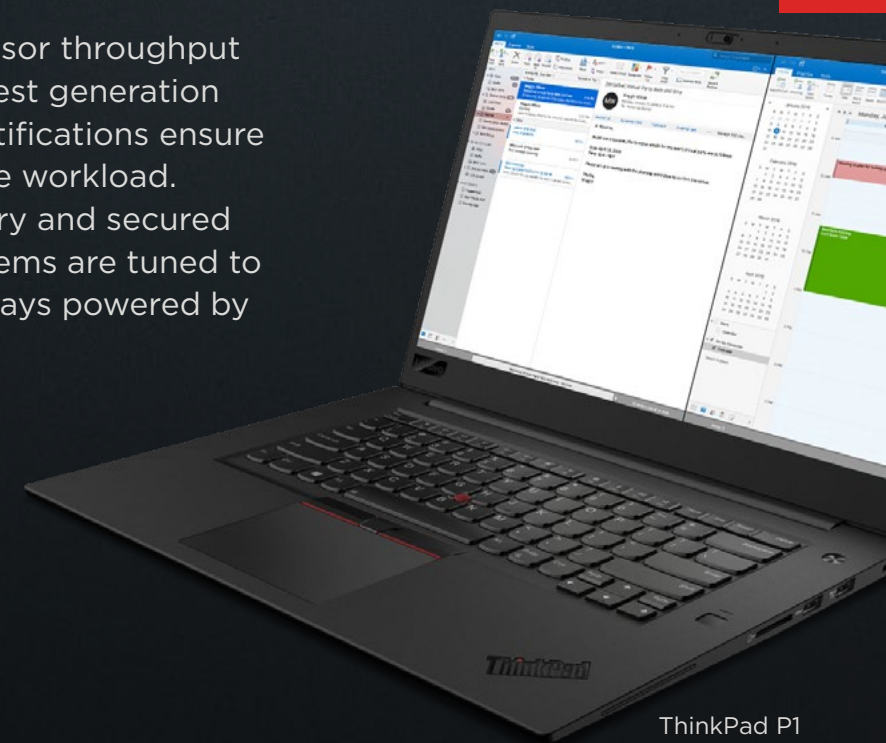
Best Balance of Performance, Mainstream Graphics and Battery Life with **ThinkPad T Series**

Graphic designers require highly responsive systems with advanced visual clarity. Featuring NVIDIA® graphics solutions and high-resolution screens, this series enables users to work on graphics-intensive tasks with ease. With a battery pack that lasts up to 26 hours*, these systems make sure nothing gets in the way.

*Based on testing with MobileMark 2014

Extreme Performance, ISV Certifications, and Graphics with **ThinkPad P Series**

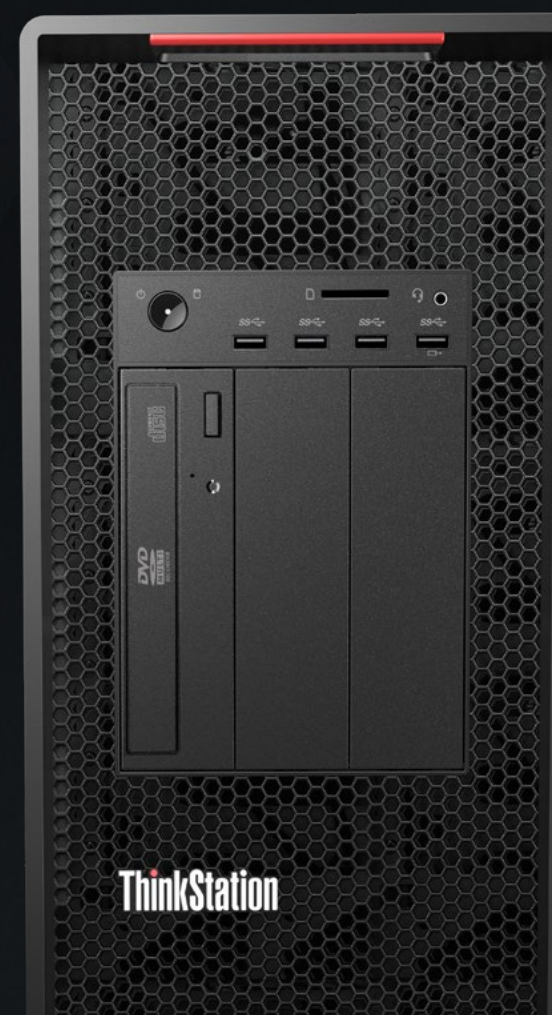
Powerful performance and high processor throughput are key priorities for designers. The latest generation of Intel® Xeon™ Processors and ISV certifications ensure unhindered performance, no matter the workload. Expandable with up to 64GB of memory and secured with SSD OPAL 2.0 storage, these systems are tuned to overperform, and they feature 4K displays powered by NVIDIA® Quadro® GPUs.



ThinkPad P1

ISV Certifications, Flexibility, and Advanced Processing with **ThinkStation P Series Desktops**

Engineers and designers require expandable local storage and advanced memory capabilities. With the ability to support up to 12 storage drives, high-speed memory, and flexible M.2 storage options, these Intel® Xeon™-powered devices are built for high performance. ISV certifications ensure that they can handle the heaviest workloads.



ThinkStation P920 Tower

ENHANCING DEVICE OUTPUT

The demanding nature of businesses today requires employees to go the extra mile to achieve their organizational goals. Arming users with the right peripherals enables them and their computing systems to function at their productive best, while minimizing fatigue. Among these:



Ergonomics Enhancers
Overcome user fatigue with the right endpoint devices and accessories



Productivity Enhancers
Elevate the computing experience



Interruption Mitigators
Enable quick system recovery and help prevent downtime

Key Considerations for choosing the right accessories and device features to enhance PC performance

Ergonomics Enhancers

Look for features that provide **maximum user comfort** like flexible monitor stands and platforms

Reduce user fatigue caused by harmful postures using **ergonomics-focused accessories** like keyboards and mice

Mitigate eye strain caused by extended exposure to screens

Productivity Enhancers

Explore enhanced processor **features that can boost processor** throughput when needed

Consider implementing solutions like docking stations for **effortless connectivity** to essential peripherals

Consider enhancing user experience with **next-generation tools** like digital pens and high resolution displays

Interruption Mitigators

Explore tools that help prevent downtime with **intelligent device monitoring solutions**

Look for solutions that create **encrypted backups** that safeguard business information

Consider effective end user tools that reduce turnaround time like **device monitoring software**

ERGONOMICS ENHANCERS



Lenovo Vantage Eye Care Mode Filters Out Blue Light

Eye strain can be minimized by filtering out blue light. Lenovo Vantage Eye Care Mode does just that by adjusting the color temperature of the display and reducing the harmful effects of over-exposure to blue light.



Full-function Monitor Stands Allow the Best Viewing Angles

To share visual content easily, full-function monitor stands with lift, tilt, pivot, and swivel capabilities allow employees to adopt a posture that is comfortable. Collaboration is made easy by simply adjusting the monitor for easy viewing from all angles.



Dual Platform Notebook and Monitor Stands Reduce User Fatigue

To reduce strain on the neck, Lenovo offers adjustable stands that not only make desks clutter-free but also allow users to adjust the monitors to an ergonomic viewing height.



ThinkPad Keyboards Reduce Stress on the Wrists

Stress on the wrists and hands builds over time. ThinkPad keyboards with ergonomic features make typing comfortable and effortless. The well-spaced, concave keys reduce the stress on the wrists and hands, helping employees to focus on their tasks.



Eye Comfort Certification Ensure Strain-free Viewing

TÜV Eye Comfort-certified monitors reduce strain on the eyes so that employees can work comfortably. These displays produce high-quality images without distracting reflections, flickers, and excessive blue light.

PRODUCTIVITY ENHANCERS



Intel® Optane™ Technology for Enhanced System Performance

Implementing technologies such as Intel® Optane™ accelerates system performance and retains HDD capacity at SSD speeds to ensure faster completion of tasks.

“Overall system performance is up to 28% faster vs HDD based system³

3. Source: 1SYSmark 2014 SE (Overall Score) and Intel® KBLR mobile business PCs 30-3-30 Revision 1.3 | September 2017



Intel® Turbo Boost Technology 2.0 for Power When You Need It

When users require an additional boost while performing processor-intensive tasks, this technology accelerates the PC’s processor and graphics. It enables the cores to run faster than their rated frequency, maximizing processing power.



USB Docks for Effortless Device Connectivity

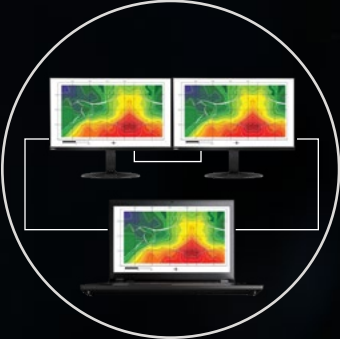
When a mobile device needs desktop features, such as connectivity, turn to Lenovo docking solutions. Thunderbolt™, USB-C, and USB 3.0 docks deliver definitive 4K video performance with blazing-fast data transfer. These USB docks facilitate device expansion and multitasking with versatile and faster connectivity to peripherals.

“Best TB dock I’ve used so far
I’ve tried the TB16, whatever it is that HP sells, and the Lenovo one. Only the Lenovo dock has worked flawlessly with other manufacturer’s laptops. It’s also smaller form factor than the TB16 and far more stylish while being cheaper.⁴

“A Great Purchase
I’ve been using the Thunderbolt dock for two months and it is perfect for home or business use. The dock has all the ports I need (HDMI for larger monitor, USB for a large keyboard, mouse and printer - I bought a USB hub because I ran out of USB ports on the dock - jack for speakers and an ethernet port. Best of all it connects with my ThinkPad with one USB SS cable! I would highly recommend the Thunderbolt dock.⁵

4 and 5 Source: <https://www.lenovo.com/us/en/accessories-and-monitors/docking/universal-cable-docks-thunderbolt/Thunderbolt-Dock-US/p/40AC0135US>

PRODUCTIVITY ENHANCERS



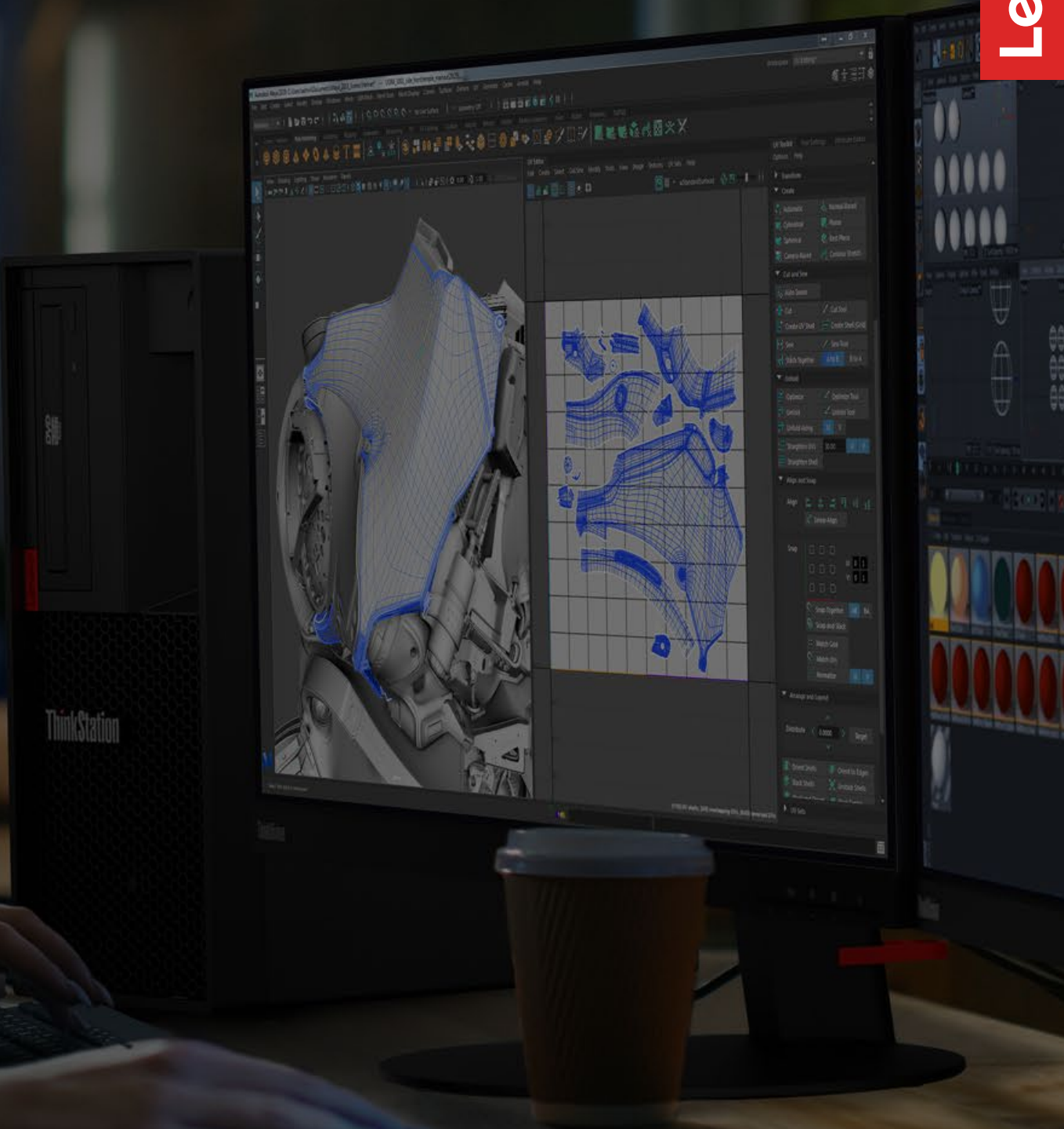
Multiple Borderless Monitors for a Superior Visual Experience

Designers and analysts may need additional displays for precise viewing of graphical content and data. Daisy chaining allows connections to four monitors using just one display cable from the host PC or notebook. Combined with borderless monitors, users can enjoy an immersive multi-screen experience for better content creation or data analysis.

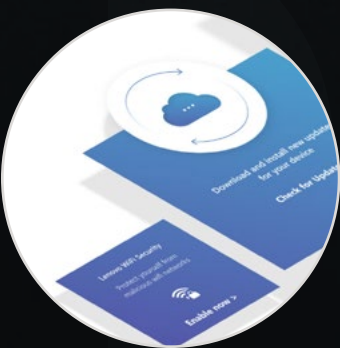


Digital Pens for Fluid and Natural Content Creation

Precision and control similar to the traditional pen and paper bring more efficiency and richness to content creation for better results. Lenovo's digital pens provide a rich experience on touch-enabled PCs with 4096 levels of pressure sensitivity.



INTERRUPTION MITIGATORS



Lenovo Vantage Assist provides Intuitive Reminders

Employees need not worry about a drained battery ruining their presentations. This intelligent feature can turn on the battery saver automatically or remind users to carry an AC charger to their meetings. Integrating Vantage with Google or **Office 365** calendar will ensure that the device powers through to the finish line.



Lenovo Online Data Backup Safeguards Business Data

Avoiding data loss requires an automatic and encryption-based online backup and recovery solution. Lenovo Online Data Backup (OLDB) safeguards business data from unexpected risks like accidental damage or deletions, hard drive failures, and OS and application errors. Relative to tape-based approaches, OLDB is more efficient and not as prone to human error.



Intel® Active Management Technology (Intel® AMT) Enables Remote Support

With Intel® Active Management Technology (Intel® AMT), IT teams can resolve interruptions without a deskside visit. For example, they can recover a virus-infected system and install software patches remotely, outside of work hours, without affecting employee productivity.



Windows 10 Focus Assist Prevents distractions

To help keep employees focused and productive during meetings and presentations, **Windows 10 Focus Assist** limits or completely stops notifications. It blocks notifications, sounds, and alerts during working hours.

ENABLING BETTER COLLABORATION

Collaboration across locations and between time zones is a given with the modern workforce. The primary causes of unproductive meetings are poor connectivity, difficulty in collaboration, and hardware incompatibility. It is important to consider purpose-built solutions for the following to provide an enhanced collaboration experience:



Smart Meeting Solutions
For productive and uninterrupted meetings



Collaborative Workspaces
For secure exchange of ideas and content



Modern Devices with Smart Conferencing Features
For collaboration in the office or on the go

Key Considerations while selecting the right collaboration solution

Smart Meeting Solutions

- Tools to ensure **no dropped calls and reduced distortion**
- Easy content sharing** by multiple participants simultaneously
- Tools that facilitate **seamless connectivity and no start-of-the-meeting delays**

Collaborative Workspaces

- Smart security solutions that **ensure data reaches only intended recipients** while collaborating
- Collaboration tools that **facilitate easy sign-in and effortless switching** of presenters
- Access from **anywhere** for maximum employee engagement

Modern Devices with Smart Conferencing Features

- Secure audio conferences **without the stress of video leaks**
- Effortless conferencing **in low-light situations**
- Conferencing solutions that **overcome ambient disturbances**

SMART MEETING SOLUTIONS



ThinkSmart Hub 500

The all-in-one, PC-grade, Skype Room Systems device

This device comes with pre-connected audio and video that eliminates start-of-the-meeting delays. With a rotatable 360° display, users within an arm's reach can take control immediately. The Hub 500 comes integrated with **Windows 10 Pro IoT Enterprise** for intelligent enterprise-grade protection.



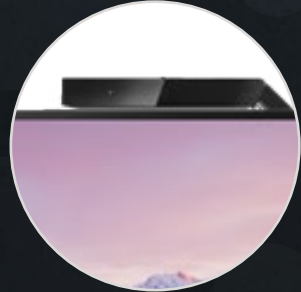
COLLABORATIVE WORKSPACES



Office 365 for Multi-party HD Video and Content Sharing

This productivity suite enables multi-party HD video and content sharing. A range of communication tools, from email and IM to social networking and video conferencing, facilitate collaboration. Employees can also use the suite for live data monitoring and in-depth data analysis.

MODERN DEVICES WITH SMART CONFERENCING FEATURES



Rotating and Low-light Cameras

Conferencing on the road, while in transit, can often be difficult. The 720p camera on ThinkPads, V Series laptops, and ThinkVision monitors is equipped to deal with low-light situations and enable effective audio-visual conferencing anywhere.



Microphones that Reduce Ambient Noise

Ambient noise is a source of disturbance when conferencing from public locations. The smart setting for dual-array microphone allows you to configure the sound source to match ambient situations. This feature ensures that collaboration remains unaffected, regardless of the surroundings.



ThinkShutter Camera Cover for Stress-free Privacy

Sometimes users inadvertently disclose information during meetings without realizing that a camera is turned on, putting the organization at risk. The ThinkShutter sliding camera cover for the front-facing camera ensures stress-free privacy.

BUILDING A BUSINESS CASE FOR THE PRODUCTIVITY CHALLENGE

Productivity issues have multiple levels of impact for any organization.

Monetary Loss

- The average cost of IT downtime is \$5,600 per minute.⁶
- It takes about 42 days to fill an open position and the average Cost-per-hire for companies is \$4,129.⁷

Productive Hours Lost

- 71% of senior managers said meetings are unproductive and inefficient.⁸
- Technical challenges during a meeting can cost up to \$70 per hour.⁹

Impact on Talent Acquisition and Retention

- More than 50% of the workforce expects to be working in a Smart Office in the next five years.¹⁰
- More than 80% of the millennial workforce says that workplace tech has an influence when deciding to take up a job, which is a message to businesses that new talent is expecting to be empowered with the latest tech.¹⁰

“Improving workforce productivity is ranked no.1 in the 2018 top 10 mid-market business issues.*

*<https://techaisle.com/research-reports/147-2018-top-10-midmarket-business-issues-it-priorities-it-challenges-infographic>

6. <https://blogs.gartner.com/andrew-lerner/2014/07/16/the-cost-of-downtime/>
7. <https://www.shrm.org/about-shrm/press-room/press-releases/pages/human-capital-benchmarking-report.aspx>
8. <https://hbr.org/2017/07/stop-the-meeting-madness>
9. <https://meetingking.com/how-long-should-a-meeting-be/>
10. http://www.workforcetransformation.com/workforcestudy/assets/report/Dell-future-workforce-study_GLOBAL.pdf

SOLVING THE PRODUCTIVITY CHALLENGE



Deploy Modern Device Technology

Choose devices built on the latest platforms using advanced connectivity and always-on security features.



Impact on Talent Acquisition and Retention Device Output

Deploy innovative and ergonomic accessories to help users extract the full potential of their devices.



Enable Better Collaboration

Procure devices that facilitate connectivity between employees, irrespective of their location.

5 REASONS WHY LENOVO IS A DIFFERENCE MAKER



Trusted Around the World

Lenovo is trusted by 54.7 million* users around the world for their productivity needs.

*<https://www.statista.com/topics/3861/lenovo/>



Expertise Across Categories

Laptops, desktops, convertibles, tablets, and smart accessories are built with one focus in mind – your productivity.



Confidence in Our Products

Users place their confidence in our products for enhanced efficiency.



The X1 Carbon is what a portable laptop needs to be. It has outstanding performance in a lightweight solid built laptop. One of the lightest laptops in this size. I have about 10 X1 Carbons in our company and anytime I need another laptop, the X1 is most requested by the users.

- Lenovo User



Business-boosting Technology

Lenovo offers intuitive technology that boosts business productivity. Docking solutions like the Thunderbolt™ dock facilitate blazing fast data transfers, device expansion, and multitasking with versatile and swift connectivity. Intuitive features such as Lenovo Vantage keep PCs updated with automatic system updates, diagnostics, and intelligent assistance features, so that users can focus on the tasks at hand.



Flexible Support Network

Our flexible support network on web, social media, email, and phone offer quick and effective resolution to issues, and with improved turnaround time, enhancing productivity.



Windows 10 Pro

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