

Lenovo
TruScale

Device as a Service

**How do you
transform
without
compromising
the user
experience?**



**Smarter
technology
for all**

Lenovo





The challenge:

Technology constraints can limit where, when, and even how you do business

Any global expansion efforts must include the tools, technology, and resources to drive end-user success. But that isn't easy.

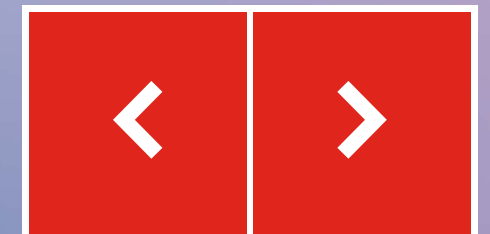
Too often, you're spending time managing multiple, region- and device-specific procurement and operational models for countries outside of the main revenue stream. This often includes unplanned expenses, like import fees and landing costs, not to mention unexpected headaches from new requirements.

And yet, you need to keep pace with technology changes and how they affect the user experience and productivity. But if you pre-buy hardware, you could get locked into a technology or infrastructure that may soon become obsolete. And all the while, IT will be relegated to the role of logistics expert.

Ensuring your employees have the right hardware, configured properly for their role and your company's security policies, is more critical now than ever—for business operations, to take advantage of acquisitions and growth opportunities, and to keep employees satisfied and productive, wherever they are.

When you partner with Lenovo, you'll be able to **give employees everywhere the support they need.**

Here's how you'll make it possible...





Get out of the shipping business

IT is an expensive shipping department, yet unfortunately, that's often a key part of the job when it comes to getting new hires ready for work, upgrading out-of-date equipment, and maintaining the employee tech experience. But when IT staff waste time shipping and tracking gear, that means an expensive resource isn't contributing to the bottom line.

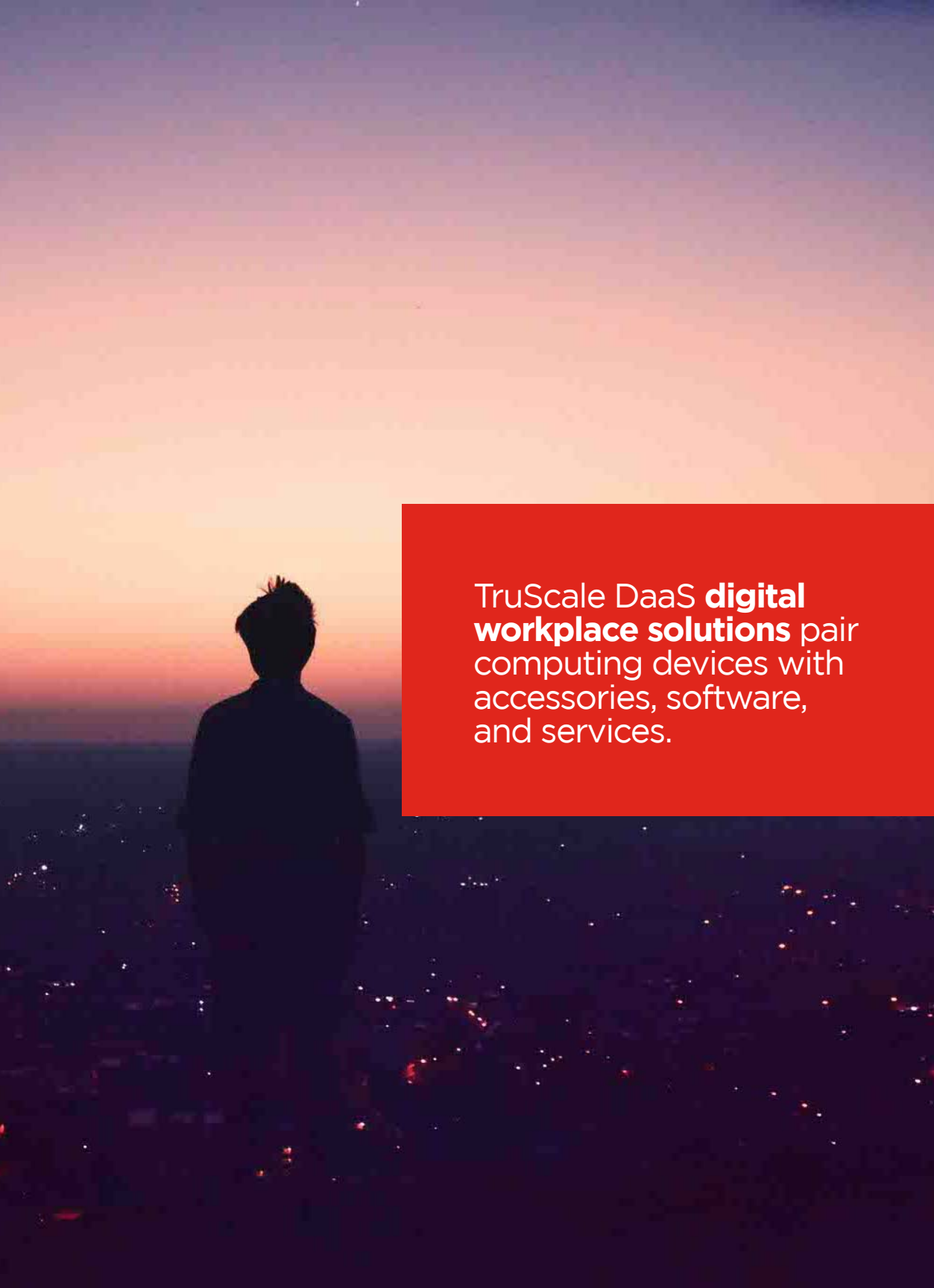
Using Lenovo TruScale Device as a Service (TruScale DaaS), you'll help IT get out of the business of configuring, shipping, and tracking laptops. With access to the most complete portfolio of PCs, tablets, phones, and accessories, leading software, and trusted services, you'll have everything your business needs to get to market faster. And it will all be available under one contract framework.

With complete visibility into your company's devices and their lifecycles, you can empower your IT team to work toward business outcomes that positively impact revenues and profitability.



TruScale DaaS delivers **the broadest portfolio** of hardware, software, and services.





TruScale DaaS **digital workplace solutions** pair computing devices with accessories, software, and services.



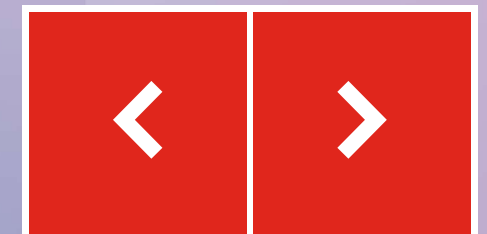
Provide the same service worldwide

With employees from Bangalore to Baltimore, global companies often struggle to deliver a consistent user experience.

These deviations don't just affect your employees. They also impact customers and threaten your ability to deliver the same "you" wherever you do business—a reputational risk few companies can afford to take.

But thanks to TruScale DaaS, you'll expect—and deliver—the same level of service wherever you do business. Using our digital workplace solutions, which are owned and operated by Lenovo and available in a single, negotiated relationship, you'll take advantage of the industry's broadest portfolio of end-to-end computing devices and accessories. And you'll couple it with software and services designed to support predictable experiences and continuity across contracts and continents.

As a result, you'll be able to deliver consistent, accountable performance, wherever your team is working.





Deliver what your users want

Many IT departments are siloed around specific devices or technologies, creating vendor and device management issues, as well as IT support challenges, sometimes to the detriment of the overall user experience.

With TruScale DaaS, you'll standardize procurement worldwide, regardless of device type. Thanks to our expansive approach to customer-first device selection, you won't be restricted to a single OEM. Rather, you'll be free to consolidate vendors and simplify how you manage and maintain the technology both you and your employees prefer.

So instead of a piecemeal, device-oriented plan that taxes IT pros and frustrates the employees who depend on them, you'll take advantage of best-in-class service for any device—and give your users the best experience possible.

Lenovo's **customer-first device selection** frees organizations to select and maintain the technologies their employees prefer.



Give employees everywhere the support they need

Locking employees into a narrow collection of devices can degrade their experience and satisfaction, while limiting IT's strategic business value.

But when you implement TruScale DaaS, you'll take advantage of an unrivaled breadth of technology that allows you to give employees everywhere the support they need.

This way, you'll be able to:



Empower IT to be a value center, not a cost center



Maintain consistent performance across geographies



Deliver the experience your employees expect

To learn more, visit
www.lenovo.com/truscale-daas

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