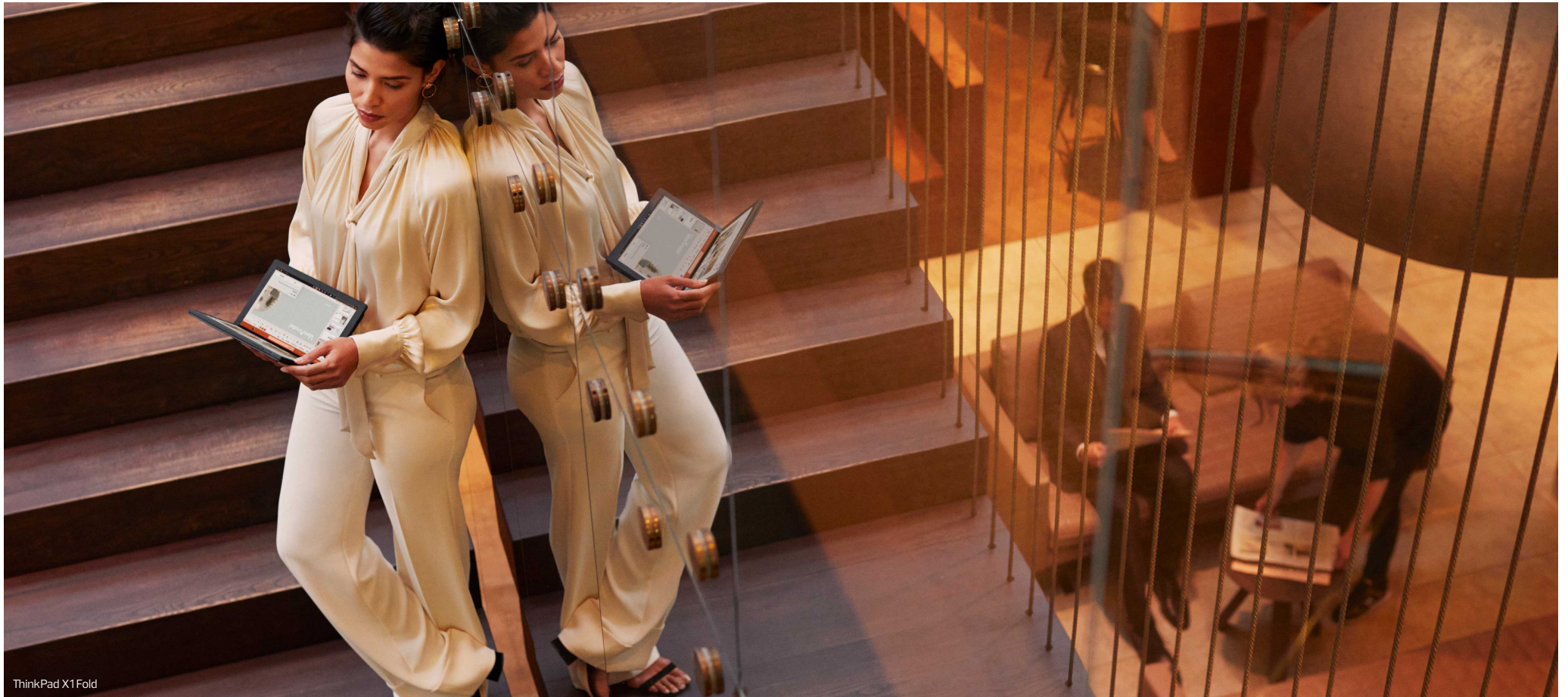


# LENOVO AND CDW

EMPOWER YOUR BUSINESS TODAY



ThinkPad X1 Fold

# MEETING THE DEMANDS OF A NEXT-GENERATION WORKFORCE.



Whatever the world of business throws at you, we're here to help you get things done. Making it easier for your organisation to work more efficiently and securely, while helping your employees do their best work.

In the following document, you'll learn how CDW and Lenovo can empower your business today, and futureproof you for the years ahead.

“ The partnership between Lenovo and CDW has gone from strength to strength as we continue to work together to deliver end to end solutions to businesses whose digital workplace is becoming increasingly complex. Our joint growth is testament to our aligned go to market strategy and CDW's ability to deliver value to our customers on a global scale ”

Jane Ashworth , Director SMB & Channel Lenovo

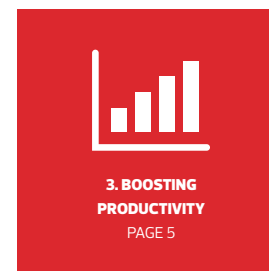
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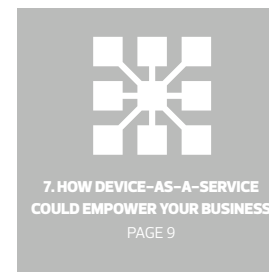
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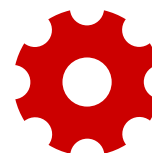




# 1.THE ADVANTAGES OF CDW AND LENOVO FOR BUSINESS

CDW has been a Lenovo Platinum Partner for over a decade. In fact, we're one of only three Tier 1 Platinum Plus partners in the UK – the highest level of accreditation. For your business, this means that CDW can offer you unrivalled expertise to get the very most out of Lenovo's latest technology.

As a Lenovo Platinum Plus partner, CDW can offer a host of benefits for your business:



## Priority access

CDW gets priority access to products and expert Lenovo technical teams. As a CDW customer, this means you receive faster time-to-value from your products, smart pricing, and the best technical support.



## Rapid maintenance response

Say goodbye to frustrating delays. As a Lenovo Authorised Warranty Service Provider, CDW can provide swift maintenance response to your most pressing service issues.



## Global footprint

Thanks to our wide international presence, CDW can offer Lenovo solutions and consistent support in over 150 countries.



## Personalised solutions

CDW can customise Lenovo technology to your business goals and priorities. The result is a cost-effective, end-to-end solution that works exactly how you want.



## Flexible supply

Need devices at short notice? No problem. CDW's 20,000ft<sup>2</sup> UK configuration centre makes us one of the most capable IT supply logistics businesses in the country. And to make life even easier, you can procure with CDW through our award-winning supply chain management portal.



## Try before you buy

CDW's proof-of-concept laboratories give you the chance to try out Lenovo technologies in advanced demonstrations.

## 2.SUPPORT FOR ENTERPRISES

ThinkSmart View



Considering how urgent and sensitive a lot of the work is in the enterprise sector, it's vital that staff have up-to-date infrastructure and tools to work effectively. Here's how Lenovo and CDW can make IT work better for your organisation.

### End-to-end fulfilment services

CDW's comprehensive supply chain service can help lower costs, reduce lead times and increase operational efficiency. Benefit from stock holding, on-site configuration of equipment, IT leasing options, and a team that can handle complex international logistics.

### International expertise

Make technology work effortlessly for you, around the globe. With a wealth of experience in local markets and multinational logistics, CDW can provide a reliable and standardised service to Lenovo customers.



# 3. BOOSTING PRODUCTIVITY

On average, employees waste **2.4 hours** a week because of ineffective technology. This equates to **1.8 billion** lost hours a year for UK PLC<sup>1</sup>. And with modern software allowing more employees to work from home than in the past, additional distractions can further erode focus. CDW can help you gain that invaluable time back – putting the right technology in the hands of your employees to boost productivity.



CDW can increase your business's productivity, provide comprehensive security, and deliver rapid technical support when you need it most. Choose from a broad portfolio of devices and peripherals that include:

## ThinkPad

### The right device for your users

From Lenovo's 360-degree hinge Yoga 2-in-1 to the world's first foldable notebook, Lenovo have the right devices for every user profile in your business. And with a common set of drivers, they are easy for your IT team to manage.

### Crystal clear audio

With the recent rise in video conferencing, audio has become even more important to users. ThinkPad laptops include dual-array, noise-cancelling, far-field mics for crystal clear audio experience and Dolby Atmos® Speaker System for an amazing listening experience.

### Trusted quality

Nobody has time for system downtime. That's why Lenovo ThinkPad laptops undergo stringent MIL-SPEC testing and hundreds of quality checks to ensure durability. From Artic wilderness to desert dust storms, from zero-gravity to spills and drops, you can trust they'll handle whatever life throws your way.



## ThinkSmart View Teams Display - Unlock the workday's full potential

A first-of-its-kind smart device that frees up your PC by tackling chat, calls, video conferencing, scheduling, and more. From executive suites, to remote offices, to common areas, ThinkSmart View will transform how employees work, helping to increase productivity and collaboration.

## ThinkPad P Series Workstations - Built for Heavy Workloads

As operating systems and apps continue to develop, computing power needs to double every three months to match demand. From the P620, with game-changing AMD Ryzen™ Threadripper PRO technology, to the latest generation of Intel® Xeon® processors<sup>1</sup>, ThinkStation P Series workstations deliver powerful performance to your users and customers.

Lenovo ThinkStations also deliver superior reliability. Built with energy efficiency in mind, they're Independent Software Vendor certified and have a repair rate that's 13.4% lower than the industry as a whole.

## ThinkVision Monitors - Maximise your Viewing

From 14-inch portable FHD monitors to 32-inch high-resolution QHD and UHD monitors, Lenovo and CDW can equip your employees with the right tools to stay productive.

With a range of USB-C monitors, you can also utilise a single connector cable for data and power, which reduces your carbon footprint and energy consumption. Lenovo's new monitors for video conferencing also include SmartGuard privacy filter and "On air" lights that warn colleagues that you're mid-conference.



<sup>1</sup>Combined with NVIDIA® Quadro® RTX professional graphics

<sup>2</sup>Opinium report for Insight Enterprises

# 4.SECURITY ACROSS THE PRODUCT LIFECYCLE

Built-in ThinkShield features include:



## Self-Healing BIOS

In the event of a cyber attack or human error, Lenovo ThinkShield lets you revert to a secure BIOS backup that can self-heal.



## Webcam Privacy Shutter

Concerned about webcam privacy? Lenovo's ThinkPad devices feature a shutter that slides over the camera so users can keep their webcam private.



## Privacy Guard Security

By darkening the screen and redirecting light, your ThinkPad device ensures that on-screen content is only visible from the front.

## Security across the product lifecycle

CDW can reinforce your security from end to end with ThinkShield by Lenovo. Standard on Lenovo Think devices, this advanced security system protects your business' most valuable data, and it can be customised to your needs and budget.

But security goes way beyond the device. Lenovo devices have a transparent supply chain, allowing you to track your devices at the system and component level, so you know the products you receive are authentic. CDW security experts can also help configure and set up your devices securely throughout their lifecycle, from purchase to disposal.



## Security threats have soared

Data breaches are an increasing concern for global businesses. In the first six months of 2020<sup>3</sup>, the number of records exposed by data breaches hit 27 billion – over 12 billion more than the total number of records exposed during all of 2019.

Given the huge disruption and financial impact of a data breach, it's vital that your business is fully protected.

<sup>3</sup><https://www.channelpartneronline.com/2020/08/17/publicly-reported-data-breaches-fall-but-records-exposed-escalates/>

## 5.SOPHISTICATED SECURITY MEASURES



ThinkPad X1 Fold

In addition to the features on page 6 you will receive a host of additional security measures;

### ADDED DEVICE PROTECTION

Lenovo Think devices come with out-of-the-box protection, including Intel vPro Security, Secured-core PC Enablement, and Lenovo's Match on Chip Fingerprint Reader.

### THREAT AND DATA PROTECTION

SentinelOne, Bufferzone, and WinMagic are all integrated into Lenovo Think devices. Combined, these solutions can track, isolate, and eradicate real-time threats to your data and devices.

### SECURITY MANAGEMENT

Adding another level of protection, security management solutions (including Absolute, Lenovo Patch, and MobileIron) give you the ability to manage risk and protect IT assets.



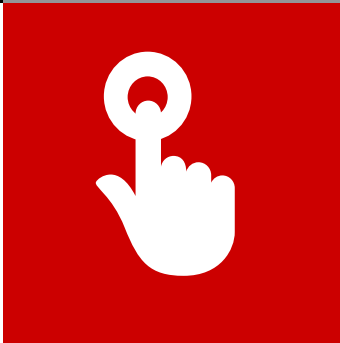
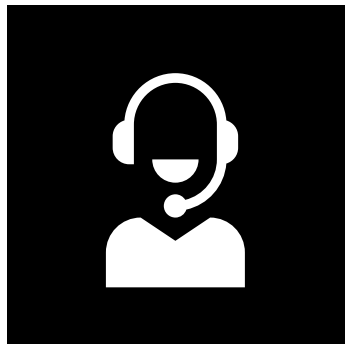
# 6. EXPERT TECHNICAL SUPPORT AT YOUR FINGERTIPS

System downtime and productivity interruptions are bad news for business. Our expectations of technology are always rising, which puts more pressure on IT teams to be efficient and resolve issues quickly.

Lenovo Premier Support provides VIP tech-support service and rapid access to elite Lenovo technicians and technical account managers. With swift, first-time resolutions of technical issues, your business can get back up to speed, fast. And because your IT teams are freed up from routine support tasks, they can focus on your bigger strategic goals.

Premier Support includes a host of benefits, including next-business-day repair service, prioritised parts access, and a single point of contact for case management.

Still need convincing? 91% of Premier Support customers say they would purchase again.



ThinkPad X1 Fold

<sup>4</sup>Lenovo Premier Support CSAT Results Brochure



## KEY BENEFITS OF DAAS



### FASTER REFRESH:

With swift access to the latest devices, DaaS lets you skip the traditional IT purchase journey, so employees get the tools they need to be most productive.



### ROBUST PROTECTION:

DaaS offers comprehensive protection to safeguard your business against security threats.



### SUPREME FLEXIBILITY:

Businesses need the ability to adapt to a fast-changing world. To support your changing needs, you'll have the flexibility for unlimited scaling up, or to scale down by 15%<sup>5</sup>.



### REDUCED COST OF OWNERSHIP:

A cost-effective monthly fee reduces the total cost of ownership, allowing you to invest in other areas of your business.

## 7. HOW DEVICE-AS-A-SERVICE COULD EMPOWER YOUR BUSINESS

The world of work doesn't stay still; businesses have to be flexible to survive and thrive. That means smart business leaders are always looking for new ways to streamline their technology and communication processes. This is where Device-as-a-Service (DaaS) comes into its own.

### What is DaaS?

DaaS is a flexible system, which helps you equip your employees with the tools they need to do their best work. Rather than paying hefty up-front fees, you can bundle hardware, software and services into a single solution that's available for a monthly subscription fee. Crucially, DaaS can also be customised to your business – highly advantageous as the work-from-home era poses new challenges. And importantly, it's something we can offer thanks to our team of Lenovo device specialists.

### What can be included in DaaS?

In addition to any Lenovo hardware, DaaS offers access to all Lenovo software and third-party software, plus all of Lenovo's services (including full system deployment and warranty upgrades).



ThinkVision T27hv-20

<sup>5</sup>Lenovo Device as a Service Battlecard

# CASE STUDY

## 6.MID CHESHIRE HOSPITALS

## NHS FOUNDATION TRUST

**CDW helped plan and implement a migration to Microsoft Office 365, the roll-out of new Lenovo devices, supported configuration and provided user adoption training.**

At Mid Cheshire Hospitals NHS Foundation Trust (MCHFT), thousands of staff were relying on an outdated IT infrastructure that was over a decade old. It regularly created problems which impeded the productivity of staff, costing an estimated £942,000 annually in 'lost time'. As a result, call volumes to the IT service desk were high and three first-line staff were handling up to 500 calls per week.

CDW provided the Trust with a range of pre-configured Lenovo devices as part of a DaaS solution, to help the team cope and prepare them for any future challenges. Additionally, CDW orchestrated a migration to Microsoft Office 365 and provided user adoption training.

Since the completion of the project, MCHFT has reported a number of positive results and there has been a direct impact on patient care. Log-in times have been dramatically cut, staff are undertaking more appointments per day, and there have been improvements in mobility, security, collaboration and workflow. the entire estate.

**“ We tested a selection of devices that would be most suitable for our needs, and through an online questionnaire, Lenovo was rated the highest for performance as well as cost effectiveness. Lenovo's Yoga convertible tablets were really popular. Feedback from staff at the Trust using them has been very positive. ”**

— Amy Freeman, Associate Director of IT at Mid Cheshire Hospitals NHS Foundation Trust.



ThinkStation P330 Tiny



# READY TO SEE HOW CDW AND LENOVO COULD TRANSFORM YOUR ORGANISATION?

To find out more, contact our team today:

[info@uk.cdw.com](mailto:info@uk.cdw.com)