The world is changing. Is your workplace keeping pace?

Accelerate your workplace modernization in three keyways.

Windows 10

Lenovo recommends Windows 10 Pro for business

Smarter technology for all LENOVO

Do you have a digital transformation strategy for modernizing the workplace?

It's the question that every small and medium businesses (SMBs) ought to be asking, because...

89% of small businesses added online operations in the last year – or went online completely.

70% of SMBs reported revenue growth – and attributed some of this to the use of digital tools.

So, even if you don't have a detailed digital strategy yet – there's a good chance your competitors do!

Why do I need a modernized workplace?

Digital transformation is enabling new ways of working – and the places we work from. An effective workplace modernization strategy will allow your employees to shine from anywhere – and your business to:

How are SMBs approaching the move to modernization?

The top priorities for IT decision makers as they consider digital transformation solutions are to:

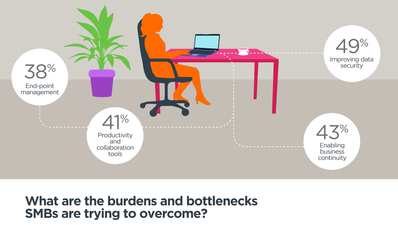
#1 Maintain data security

#2 Manage IT solutions

#3 Improve employee productivity

How are these considerations reflected in SMB investment priorities?

IT budgets are on the increase in many cases, but different businesses will be spending it in different ways.



What are the burdens and bottlenecks SMBs are trying to overcome?

IT decision makers are facing increasing demands on their time, bandwidth and budgets. **Key burdens are:**

How can Managed Services help modernize my workplace?

Operating an on-call, in-house IT support team is expensive. A Managed Services solution could deliver multiple benefits, including:

43% Reduction in costs

33% Reduction in IT staff

37% Increase in resourcing for core requirements

Is Device-as-a-Service right for your business?

If you're looking to cut the cost and time it takes to manage internal processes, Device-as-a-Service (DaaS) could be a great place to start. And there are lots of reasons why SMB decision makers are considering it.

55% Enabling in-house teams to focus on more strategic projects.

46% Efficiency gains from having more up-to-date hardware.

36% Option to move capital expenditure to operational expenditure.

Did you know...?

Nearly **40%** of companies refresh their PCs only once every four or more years. So now you have one more reason to consider regular upgrades through DaaS!

How can Lenovo support your strategy for workplace modernization?

By providing everything you need – in one place. Lenovo has the wide range of technology, solutions and services you need to modernize your workplace and accelerate your digital transformation.

Lenovo Managed Services

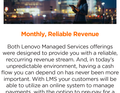
Reduce costs, free-up resources and enhance your user experience by

Money Matters

When you leverage Lenovo Managed Services, you can say goodbye to steep, upfront costs in fixed infrastructure and service delivery options. By working with Lenovo, you'll be able to invest those saved dollars back into your business, while knowing you and your customers are fully supported by our services team. And of course, like with all of our services, you'll see higher profit margins and rebates than with traditional hardware sales

See The Bigger Picture

We're fully equipped to deliver LMS services for you, but we also want to empower our partners. That's why we developed the Endpoint 360 Dashboard (available with Endpoint Managed Services) - a single-pane-of-glass dashboard that will provide you with an overview of your customers' endpoints, software licenses, security compliance, data policies, and productivity scores. With this user-friendly tool, you'll be able to access first-hand data and information that can help you further future sales conversations.



Monthly, Reliable Revenue

Both Lenovo Managed Services offerings were designed to provide you with a reliable, recurring revenue stream. And, in today's unpredictable environment, having a cash flow you can depend on has never been more important. With LMS your customers will be able to utilize an online system to manage payments, with the option to pre-pay for a year, or receive one, easy monthly bill. That means less stress for them and for you.

Lenovo Premier Support

Hand your PC support services to Lenovo and offer your users:

Get a direct line to our most elite technicians: 24x7x365 in more than 100 markets who listen first, before delivering advanced troubleshooting.

Fast and frustration-free support to your staff ensuring they are always productive no matter where they are with priority on service delivery and repair parts.

Increase efficiency from your inhouse IT support teams with Lenovo Service Connect Portal for customized reporting and product support, freeing IT to focus on strategic efforts that move the organization forward.

Device-as-a-Service

With **Lenovo DaaS**, easy monthly payments makes it **more affordable for businesses to secure the latest technology. Custom-built solutions mean ITDMs can pick the technology and support they need - when they need it**. Select a choice of high performance devices like,

ThinkBook 13s Gen 2 /

ThinkPad E series

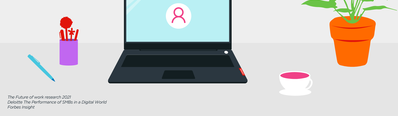
ThinkCenter Tiny

ThinkVision Monitors

The benefits of a modernized workplace are clear.

To realise these benefits in your own business, choose a partner that helps you scale up simply, manage IT resources more easily and modernize infrastructure effectively. **Choose Lenovo – and Pursue the New.**

Visit the website



The Future of work research 2021
Deloitte The Performance of SMBs in a Digital World
Forbes Insight