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# SPEED UP.

Raise business productivity and save costs with  
Lenovo ThinkVantage Technologies for your PCs.



THERE'S **MORE THINKING** IN **ThinkVantage** Technologies



## THINKVANTAGE TECHNOLOGIES ONLY FROM LENOVO.

In today's environment, Information Technology (I.T.) must deliver monetary savings back to the business. This is where Lenovo® PCs have a unique advantage over the competition as they offer a suite of tools—ThinkVantage® Technologies—that leverage both hardware and software to reduce I.T. support and other 'hard' costs, as well as the total cost of ownership of PCs. Most of these solutions are free on Lenovo ThinkPad® and ThinkCentre® Systems and are available for a modest charge on other PCs.

Studies indicate that the expenditure incurred at the time of purchase of a PC is less than 20% of its total cost. The remaining 80% is expenses incurred during the PC's lifetime. These expenses include actual dollars spent, as well as loss of productivity. ThinkVantage Technologies aggressively target reducing these hard costs—associated with imaging, deploying, supporting and disposing of PCs—which comprise at least half of this 80%. By delivering these savings, ThinkVantage Technologies enable you to focus on more strategic issues facing your business and increase overall profitability.

Read on to find out how you can add more to your bottom line by successfully implementing ThinkVantage Technologies in your organization.

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# Think Savings. ThinkVantage.

**20%**

**PURCHASE COST**

**80%**

**MAINTENANCE COST**

**COST OF DEPLOYING  
THE NEW PC**

**COST OF SOFTWARE AND  
HARDWARE UPDATES**

**COST OF OUTAGES DUE  
TO REPAIRS, UPDATES ETC.**

**COST OF RE-IMAGING**

**COST OF ASSET MANAGEMENT**

**COST OF KEEPING  
THE PC PROTECTED**

**COST OF SECURELY  
DISPOSING THE SYSTEM**

**COST OF I.T. STAFF  
AND OTHER I.T. VENDORS**

**THERE'S MORE THINKING IN** ThinkVantage **Technologies**



## THINKVANTAGE ACCESS CONNECTIONS™



In today's highly mobile world, employees spend a lot of time manually configuring connectivity, security settings and printers as they move from location to location. These changes can often create issues, resulting in associated technical support costs.

**Stay connected. Stay profitable.**  
ThinkVantage Access Connections™ helps save time by allowing users to seamlessly switch many of their settings as they move from location to location. In fact, it's so convenient they can change network settings, security settings, set default web pages and default printers, as well as handle WAN, Wi-Fi, Ethernet and Bluetooth® connections, through a single simple user interface. In addition, Access Connections™

helps I.T. departments to improve security through centralized management of connectivity and reduces technical support costs through automated end-user profile management.

**ThinkVantage Technologies enable superior customer service at Havertys Furniture**  
"Rescue and Recovery® and Access Connections™ help improve employee productivity and make our operations more efficient and secure, which translates to better customer service. Other vendors . . . don't offer the functionality, reliability and long-term return on investment."

**- Pat Zurica, Director**  
Technical Services, Havertys Furniture



# THINKVANTAGE SYSTEM MIGRATION ASSISTANT™

Migrating employees from one system to another is a time consuming, complex process. They need to be assured that all their files, e-mails, browser, data and other personal settings are quickly and accurately migrated. This helps them to start being productive as fast as possible without depending on expensive support.

## Save time. Cut costs.

Here's where ThinkVantage System Migration Assistant™ (SMA) comes in—a unique solution that helps to simplify and automate the migration

process. Flexible and customizable, SMA helps you save both time and money that can then be invested in pursuing more strategic corporate projects.

## Lenovo gets A+ at Babson College by reducing data transfer time by two-thirds.

Babson College significantly decreased PC downtime and improved student access to information by reducing the man-hours needed to migrate data and personal settings (bookmarks, e-mail settings, etc.) to ThinkPad notebooks, by a huge 66%.



THERE'S MORE THINKING IN **ThinkVantage** Technologies

# THINKVANTAGE ACTIVE PROTECTION SYSTEM™



When employees are on the move all the time, accidents are inevitable. However, these accidental drops or bumps can increase the possibility of hard disk drive failures, which in turn increase support costs and often requires replacement of the drive.

Typical hard disk drive failures like this can set your business back by about €133 per occurrence. This is where a solution like ThinkVantage Active Protection System™ (APS) helps you by protecting your data against losses caused by accidents.

## **Notebooks fall. Profits don't.**

Like an airbag's sensor, Active Protection System™ detects sudden changes in motion and temporarily protects the hard disk drive to keep your valuable data safe during accidental drops. With Active Protection System™ you also get up to four times greater protection from impact than in systems without it. This can improve your system's reliability and lower hard disk drive failure rates that, in turn, result in reduced costs.



# THINKVANTAGE CLIENT SECURITY SOLUTION

All businesses are concerned with securing their I.T. environment in today's unpredictable and fast changing world. The challenge is that the more you try to secure a PC, the more difficult it becomes to manage and use.

ThinkVantage Client Security Solution (CSS), preloaded on Lenovo notebooks and desktops, safeguards data by using dedicated security hardware (built-in Trusted Platform Module) to protect passwords and digital certificates. This hardware is combined with software to securely manage passwords and the users's logon credentials—a process made easier to use by leveraging biometrics. Fingerprint readers are standard on many ThinkPad models, and fingerprint keyboards are optional on all Lenovo ThinkCentre desktops.

## Hardware Password Manager

Lenovo has also introduced an innovative, fee-based feature called Hardware Password Manager (HPM). The first of its kind in the market, HPM makes it possible for an I.T. department to centrally manage all the hardware passwords on a PC—through a highly secure interface—using standard Active Directory password management in Microsoft® Windows®. Together with self encrypting drives that support these hardware drive passwords, HPM provides incredibly high security with high manageability and ease of deployment and usage.

## Protect and profit from PC security.

A 2008 FBI survey notes that “dealing with loss of either proprietary information or loss of customer and employee confidential data averaged at approximately €178 571 and €198 577 [per incident], respectively.” Securing your PCs helps protect your company from security breaches and returns cost savings to the bottom line. Your company also has the potential to save approximately €93 in hardware and software by not having to buy hardware security tokens, smart card readers or other add-on security devices.

Source: CSI survey 2008



# THINKVANTAGE POWER MANAGER™



Traditionally, organizations wanting to save power had one simple decision to make: turn the PCs off or leave them running 24 hours per day. More often than not, users and the I.T. department found it much easier to leave the PCs running overnight. However, I.T. also plays an important role in supporting the company's environmental initiatives by using energy-saving resources to save the company money.

ThinkVantage Power Manager™ is an exclusive solution for ThinkPad and ThinkCentre PCs that does this by providing additional power management capabilities that are not available with Windows®. It can significantly reduce electricity consumption on Lenovo PCs and therefore, overall costs.



## **Saves energy. Saves money.**

By switching off or powering down PCs during periods of inactivity—such as at night or over the weekend—ENERGY STAR™ estimates that firms can save anywhere between €18,50 to €55,60 per PC, per year. In addition, the Lenovo Energy Calculator compared two ThinkCentre products and learnt that the current generation system reduces electricity usage by up to 69% as compared to a system not running Power Manager™.

To learn more, check out the Lenovo Energy Calculator [http://www.lenovo.com/social\\_responsibility/us/en/environment.html](http://www.lenovo.com/social_responsibility/us/en/environment.html) and read our Energy Best Practices White Paper <http://www.lenovo.com/thinkvantage>

# THINKVANTAGE RESCUE AND RECOVERY®



Supporting employees when they have technical issues is expensive for I.T. departments. The more mobile the workforce, the more expensive and difficult support can be to deliver.

## **Recover fast. Keep the profits flowing.**

Lenovo customers have seen a reduction in support costs by as much as 52% and desk-side support visits by 90% simply by deploying ThinkVantage Rescue and Recovery®—a single button that helps you diagnose and recover from a system crash. This solution enables an end-user to restore the operating system and all PC applications to a previously working state as well as retain the most recent data files, in the case of a crash. In addition,

Rescue and Recovery® includes an array of other support utilities that can improve productivity and reduce technical support costs. Since PC support costs are a significant part of your budget, fewer I.T. repair calls and less downtime automatically translate into higher productivity and greater profits.

## **Ultimate protection**

“Rescue and Recovery® is deployed on all of Coca Cola Enterprises’ (CCE) PCs and is used as an important backup and recovery tool. CCE employees are now able to recover data themselves.”

- Resident hacker column, **Popular Mechanics**



**THERE'S MORE THINKING IN** ThinkVantage Technologies

# THINKVANTAGE SYSTEM UPDATE



Finding the latest updates and drivers and getting them to your employees is difficult to manage and requires extensive I.T. support.

## **Keeps it simple. Makes it quick.**

ThinkVantage System Update (TVSU) software tools simplify and automate the process of finding and delivering Lenovo updates, including applications, device drivers, bios flashes and software updates.

Your I.T. department can use the Update Retriever utility to create an intelligent, managed repository for all Lenovo drivers and applications.

The System Update client can then deliver the correct drivers and other available updates to a specific system from this local repository. Also, no client agent needs to be installed to deliver this data when you use Thin Installer—simplifying integration with management consoles.

Thus, by using ThinkVantage System Update with Update Retriever and Thin Installer utilities, your organization cuts down on time consuming manual searches to find the most current drivers and updates. And benefits from maximum system performance with minimum security risks.



# THINKVANTAGE IMAGEULTRA™ BUILDER



In today's complex computing environment, deploying, managing and supporting multiple software images on many PCs consumes both time and resources. Lenovo's imaging technology is designed to simplify the creation and distribution of corporate images and bring image technology maintenance down to virtually zero.

## **Saves you money.**

ImageUltra™, a fee-based ThinkVantage Technology can help enterprises save time and money and stay productive by allowing I.T. departments to deploy fewer images—often only one—across their enterprise.

According to a Technology Business Research study, ImageUltra™ can deliver deployment savings in excess of 50% while significantly reducing deployment time. These huge savings come from the reduction in expenses related to testing image compatibility, along with the

elimination of high costs involved in rebuilding numerous images from scratch. Deployment of fewer images simplifies the process and makes it more efficient. In addition, it also adds speed and efficiency to your network and business.

**Technology Business Research:**  
**"ThinkVantage tools generate hard dollar savings through every stage of the PC lifecycle" - Sept. 2007**

To access the TBR white paper, visit: [www.lenovo.com/thinkvantage](http://www.lenovo.com/thinkvantage)

**ThinkVantage Technologies brighten the bottom line at Kichler Lighting.**

Kichler has been able to bring its image building process back in-house, reducing its costs by approximately 75% using ImageUltra™ Builder. Kichler anticipates further time savings throughout the lifecycle.

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# THINKVANTAGE LANDESK® MANAGEMENT SUITE



Your I.T. department needs to have simple management of all PC functions including “mission-control” for ThinkVantage Technologies. Decentralized tools and tasks make the management of PCs inefficient and extremely expensive.

To help deal with this, Lenovo has designed a free Lenovo ThinkManagement Console for inventory, discovery and tracking as well as Intel® vPro™ provisioning on Lenovo PCs. Alternately, you can leverage the power of the full, fee-based ThinkVantage LANDesk® management suite for a broad and powerful console solution.

## **Automate updates. Minimize expenses.**

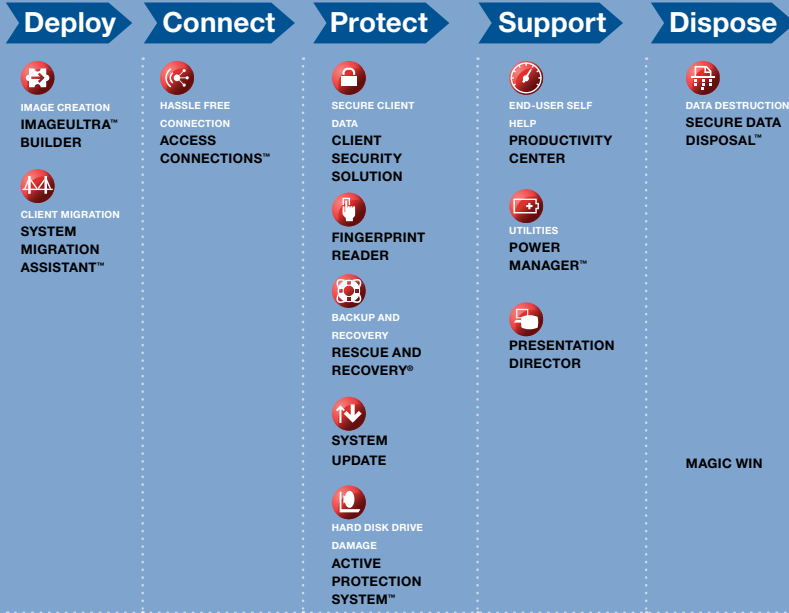
The LANDesk® Management Suite for ThinkVantage Technologies allows you to automate system management tasks and also control, update and protect desktop servers and mobile devices. With the LANDesk® Management Suite you can enhance your capabilities for asset management, software distribution, system migration and image deployment. It also helps your I.T. department by deploying and managing ThinkVantage Technologies across your entire enterprise.



THERE'S MORE THINKING IN **ThinkVantage** Technologies

# THINKVANTAGE TECHNOLOGIES. AT A GLANCE.

Highly manageable tools designed for **COST SAVINGS**, productivity and security.



## THINKVANTAGE TECHNOLOGIES = BUSINESS VALUE

Save costs	Unique	Manageable and customizable	Ready
Lenovo developed ThinkVantage Technologies from years of listening to customers and creating solutions that address real customer pain points. These enterprise level tools can help you save significantly on the hard costs associated with PC deployment and support.	ThinkVantage Technologies leverage hardware and software to offer powerful, client-centric solutions.	LANDesk®, SCCM, AD or virtually any management system make the tools work like you want them to work.	ThinkVantage Technologies are deployed in thousands of accounts to hundreds of thousands of users around the world.

Consider your most challenging I.T. pain point...one that keeps you up at night. Now, select and implement the ThinkVantage Technology that will help you solve the problem. The results will be measurable and impactful—right down to your company's bottom line.

For more information, please visit:

[www.lenovo.com/thinkvantage](http://www.lenovo.com/thinkvantage) (ThinkVantage Technologies from Lenovo), [www.lenovo.com/save](http://www.lenovo.com/save) (Save with Lenovo)

[www.lenovo.com/securitysolutions](http://www.lenovo.com/securitysolutions) (Lenovo Client Security Solution), [www.lenovo.com/tvsu](http://www.lenovo.com/tvsu) (Lenovo ThinkVantage System Update)

[www.lenovo.com/solutions](http://www.lenovo.com/solutions) (Solutions and Technologies Guides)

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