PCaaS
PC AS A SERVICE FROM LENOVO

A convenient monthly service that takes care of the end to end deployment, management and disposal of your customers IT hardware.

Lenovo™

PC LIFECYCLE

- PURCHASE
- INSTALL
- MAINTAIN
- TRANSITION
- DISPOSE

3 YEARS

Lenovo™

Partner Advantage Program

INTRODUCING LENOVO® PC AS A SERVICE

Lenovo® PC as a Service (PCaaS) provides a fully-managed PC OpEx consumption model combining hardware and services into a single solution at a fixed monthly cost. This allows Business Partners to offer customers a complete end to end IT management service managed by Lenovo, or a tailored service leveraging parts of PCaaS in conjunction with the IT support services you provide in-house.

OBJECTIVE

Strengthen and grow high-value customer relationships

IT BENEFITS

» Ease IT burden while reducing risk
» Provide complete PC Lifecycle Support
» Wrap Lenovo portfolio and services into a single solution

BUSINESS BENEFITS

» Strengthen business value to end users
» Overcome commoditisation of PCs
» Move from capex to a monthly opex model
» Lower and predictable Total Cost of Ownership

As IT budgets contract, your customers need greater efficiency from their hardware lifecycle from Procurement, through to Deployment and Refresh. Lenovo® PCaaS will assist by providing an end-to-end model, including hardware, peripherals, and managed services. It is the service, support, and flexibility that allows you to leverage this customised solution to provide your customer with a model that will adapt to their changing fleet needs.

PC as a Service allows customers to streamline their asset planning and IT management burdens, and operate with reliable high performance in business-critical environments. PCaaS overcomes the commoditisation of PCs and leverages its service capabilities to lower TCO, strengthen customer relationships, and enhance its value as a business collaborator.

> " *A complete solution engineered for your customers unique needs.* "

LENOVO® PCaaS KEY FEATURES

Outsource your end-user headaches to Lenovo's scalable, expert operations team.

Configuration
Image custom SOE, configure BIOS, load management tools.

Deploy Onsite
Install new machine, migrate data, remove old machine.

Premier Support
Single end-user phone line, Technical Account Manager, multi-vendor, onsite fix.

Fleet Flexibility
Option to scale down up to 15% of volume over contract term.

HW & SW Monitoring
Monitoring, remote management, multi-vendor, patches, onsite options.

Optional Add-Ons
Web montioring, Email monitoring, Managed Anti-Virus, Office 365.

Asset Recovery
Removal of old assets and secure data erasure.
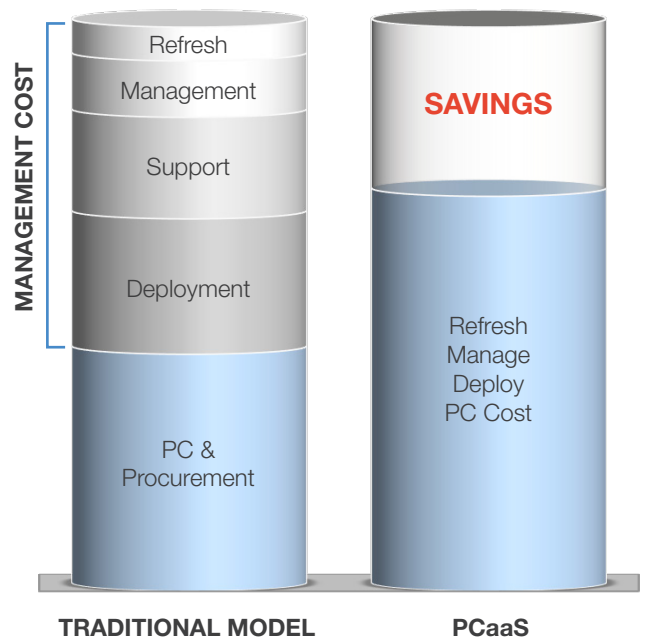
LENOVO® PCaaS LOWERS TCO

Lenovo® PCaaS provides efficiency to every stage of ownership, giving your customers a convenient lower **Total Cost of Ownership** (TCO) solution.

Management costs significantly contribute to the overall ownership cost of hardware for your customers. With budgets declining, PCaaS offers a new approach to your customers buying decision process.

THE TCO EFFICIENCY MODEL

SOURCE OF COST & MAN-HOURS	PCaaS REDUCTION OF COST & MAN-HOURS
PC Procurement	Simply choose from our pre-configured packages, or request your own configurations.
PC Configuration and Deployment	Reduce set-up and logistics costs by having Lenovo manage SOE, SOE load and deployment.
PC Support	Keep your customers up and running with Lenovo's Premier Support™ expert diagnosis and remediation.
Hardware & Software Management	Lenovo provides all asset management and monthly reports.
Simple Accounting	Enable your customers to spend their IT budget on productivity, rather than on capitalisation and asset accounting.
Recovery & Refresh	Lenovo manages disposal, asset recovery & re-sale, and PC refresh.

TCO SAVINGS

MANAGEMENT COST

Refresh
Management
Support
Deployment
PC & Procurement

SAVINGS

Refresh
Manage
Deploy
PC Cost

TRADITIONAL MODEL   **PCaaS**

LENOVO® PCaaS ADVANTAGES FOR YOU

Lenovo® PCaaS gives you the flexibility to remove the complexity of how your customers manage their hardware fleets and gives you;

BUSINESS PARTNER BENEFITS

✓ 50% of monthly revenue contributes to Hardware Target Attainment
✓ 50% of monthly revenue contributes to Services Target Attainment
✓ Earn LPA $'s on PCaaS bundle

*Terms & Conditions apply.

LAUNCH BONUS

100% of monthly Services revenue will be recognised upfront for the first 12 months against Services Target Attainment

> " *PC as a Service is a predictable cost model to enable delivery, installation, support, and removal of PC assets in the customer's environment—and enables you to be a true solutions provider.* "

LENOVO® PCaaS STANDARD BUNDLES

Simple monthly payments, ongoing revenue. Lenovo will help enable your customers to get back to what they do best.

Offering a standardised device bundle of your choice – with a range of desktops, notebooks and tablets configured for your customers requirements. Example configurations:

DESKTOPS

Standard

M700 Small Form Factor
Intel® Core™ i3 processor, 4GB RAM, 500 GB HDD, Keyboard/Mouse, 22" Monitor

Professional

M700 Small Form Factor
Intel® Core™ i5 processor, 4GB RAM, 500 GB HDD, Keyboard/Mouse, 22" Monitor

Executive

M900 Tiny
Intel® Core™ i5 vPro™ processor, 4GB RAM, 500GB HDD, Wireless LAN/Bluetooth, Keyboard/Mouse, 23" Tiny-in-One Monitor

NOTEBOOKS

Standard

ThinkPad L560
Intel® Core™ i5 processor, 15.6" HD, 4GB RAM, 500GB HDD, Windows 10 Pro*, Carry Bag

Professional

ThinkPad T460 Ultrabook
Intel® Core™ i5 processor, 14.0'' FHD, 8GB RAM, 500GB HDD, Windows 10 Pro*, Carry Bag

Executive

X1 Carbon 4th Gen Ultrabook
Intel® Core™ i5 vPro™ processor, 14.0" WQHD, 8GB RAM, 256GB SSD, Windows 10 Pro*, 4G/LTE, Backlit Keyboard, Carry Bag

TABLETS

Standard

MiiX 700
Intel® Core™ m5 processor, 12" IPS multi-touch, 4GB RAM, 128GB SSD, Windows 10 Pro, Keyboard

Professional

X1 Tablet
Intel® Core™ m5 processor, 12.0" FHD+, 8GB RAM, 192GB SSD, 4G/LTE, Windows 10 Pro, Detachable Backlit Keyboard

Optional Upgrades
per asset – with PCaaS offer

» Antivirus & Management
» Patch Management
» Non Lenovo PCaaS
» Monitor, Dock & Mouse upgrade for Tablets & Notebooks

*Available preloaded with Windows 7 Pro.

Check with your Lenovo sales representative or authorised distributor for the latest hardware configurations and monthly prices.

PC-AS-A-SERVICE LIFECYCLE CHECKLIST

SOLUTIONS:
✓ One monthly bill for HW and Services
✓ Flexible financing options
✓ Latest Technology
✓ End-to-end services from deployment to management to recovery

SUPPORT:
✓ Configuration (Image, Asset Tag, Encryption)
✓ Deployment
✓ Onsite HW/SW Support
✓ Asset Management
✓ EOL Asset Recovery

LEARN MORE: For more information contact your Lenovo Account Manager or Business Partner.