



# Computacenter and Lenovo

By providing organisations with access to reliable, sustainable and affordable IT, Computacenter and Lenovo help reduce business risk, total cost of ownership and environmental impact

## Business Challenges:

With IT increasingly viewed as a utility, system reliability has become of paramount importance to IT departments and end users alike. Competitive advantage, cost control and customer service levels can all be impacted by unreliable IT devices – especially if it involves desktops and laptops used by frontline staff.

Computacenter and Lenovo provide organisations with reliable workplace solutions that offer users a consistent computing experience that is also cost-effective and sustainable. Lenovo's client devices have been internationally and independently recognised both for their reliability and energy efficiency. For example, its ThinkPad laptops ranked number 1 in TBR's Corporate IT Buying Behaviour and Customer Satisfaction Study for Q1 2010. Lenovo's laptops and other client devices also hold EPEAT Gold rating.

As well as helping organisations meet their IT reliability and sustainability goals, the partnership between Lenovo and Computacenter also:

- Provides an enhanced workplace IT experience, resulting in greater staff satisfaction
- Reduces the IT support overhead by minimising deskside visits
- Minimises business risk through greater hardware reliability
- Simplifies adoption of new technologies, such as Microsoft Windows 7

## Key Benefits:

By working with Computacenter and Lenovo, organisations can build the reliable and flexible IT foundations they need to drive profitable growth. The partnership enables organisations to:

### Reduce their total cost of ownership:

Computacenter removes cost from the entire lifecycle of Lenovo products – from initial procurement through to build, implementation, maintenance and user support. By combining our industrialised processes with Lenovo's best of breed laptops, desktops, workstations and servers, we are able to provide organisations with predictable and affordable IT solutions.

**Maximise productivity:** Reliable hardware and responsive support services enable organisations to minimise business and system downtime. As a result, they can achieve more with the same resource leading to greater staff productivity and operational efficiency.

**Minimise environmental impact:** As well as helping you source energy-efficient Lenovo products, Computacenter provides advice on how to further minimise the carbon emissions from your IT assets, for example through automated power controls. Through our subsidiary RDC, we also offer recovery, disposal and recycling services for Lenovo workplace and server solutions that comply with environmental legislation.

*"The Lenovo devices are reliable and user-friendly, and are particularly well suited to trading floors as they have a small footprint and low heat output."*

**Christopher Marino,**  
Global Director IT Procurement,  
BGC Partners





# Partners

## Deliverables:

Computacenter will help you maximise your investment in Lenovo products with its extensive workplace and datacentre services. After helping you identify the solution that best suits your budget and business needs, Computacenter can provide a range of Infrastructure Lifecycle Management services that simplify IT sourcing, including bill and hold, configuration and logistics.

Drawing on our migration and optimisation expertise, we can also remove cost and complexity from your deployment of Lenovo products, thereby enabling your business and workforce to take quicker advantage of new technologies.

Post-deployment, Computacenter can assist with the maintenance and support of your Lenovo product portfolio – from patch and incident management to change and asset management – to ensure high levels of availability.

## Why Computacenter?

Computacenter is one of only four IT service providers in the UK to attain Premium Gold Partner status, the highest accreditation available for Lenovo partners. Our relationship dates back to Lenovo's IBM legacy and has gone from strength-to-strength since 2005.

- Computacenter is the largest corporate reseller of Lenovo products in the UK and EMEA, shipping an average of 33,000 desktops and laptops per quarter
- As an Authorised Warranty Services Provider, we have more than 160 engineers qualified to support Lenovo's extensive product range, including ThinkPad laptops, ThinkCentre Desktops and ThinkServer systems
- We received an award for the Most Outstanding Contribution at Lenovo's 2010 EMEA partner event

## Consultancy Services

Computacenter's consultancy capabilities cover workplace, server, storage, security and networking offering sound technical advice gained from achieving highest level accreditations and practical experience in their field.

## Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity. We do this by assessing the environment and looking where best practice can be implemented in order to drive operational costs down thus improving operating profit. It is not always about buying the cheapest at the time, but looking at the benefit of said solution over a 3-5 year period and comparing it to other options available to make an informed decision

## Proven Expertise

BGC Partners is a leading global intermediary to the wholesale financial markets, specialising in the brokering of a broad range of financial products. The company has been using Lenovo laptops for a number of years, and 18 months ago began migrating to Lenovo desktops on a global basis with help from Computacenter.

Christopher Marino, Global Director of IT Procurement, BGC Partners comments: "The Lenovo devices are reliable and user-friendly, and are particularly well suited to trading floors as they have a small footprint and low heat output."

As well as helping to source and configure the devices with BGC's standard build, Computacenter also disposed of the company's legacy desktops through its subsidiary RDC.

## What next?

To find out how Computacenter and Lenovo can help you, please visit:

[www.computacenter.com/lenovo](http://www.computacenter.com/lenovo)

or contact:

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