COMPUTACENTER AND LENOVO
ENABLING NEW WORKSTYLES WITH
SMARTER DEVICES
Task workers, information workers, power users. For years, workplace IT has been provisioned using these rudimentary categories. But these ‘catch-all’ user groups are no longer sufficient.

Computacenter and Lenovo help organisations meet these diverse needs, so they can establish a more productive, profitable and agile workforce.

We help remove cost and complexity throughout the workplace IT lifecycle by delivering flexible and predictable services that encompass product benchmarking, user profiling, rapid deployment and reliable support.

From Customer Support Administrators to IT Engineers and Senior Executives, Computacenter and Lenovo will help you find the right devices to empower every employee no matter what their workstyle or location.
Lenovo is the largest PC manufacturer in the world. Its track record for innovation and dedication to building exceptionally engineered client devices means that its workstations, desktops, laptops and tablets are robust, reliable and feature-rich.


The company operates seven research and development centres and 46 world-class labs and owns more than 2,000 patents. It employs more than 1,700 engineers, researchers and scientists, has won numerous design awards and has the largest R&D to revenue ratio in the industry.

Lenovo’s ThinkPad product line has won more than 2,000 awards – more than any other in the PC industry. Lenovo has been the first to market a number of technologies over the years, such as the Active Protection System for internal hard drives and TPM chips in notebooks packaged with security software. An alliance with Intel enables it to focus on simplifying systems management through AMT and vPro technologies.

Lenovo ThinkPad T, L, W and X series devices are built to eight military specification tests. These tests are considered the de facto standard for durability in the industry.

As Lenovo’s leading partner in the UK, Computacenter has comprehensive visibility of the product roadmap and access to the latest solutions.

Lenovo ThinkVantage Technologies is a suite of management tools that provide support and enablement of image creation and ongoing image management, system migration and user support to increase the efficiency of administering client devices and reduce the total cost of ownership.

Tiny is just 18 centimetres tall and 3.5 centimetres wide. Despite its small stature, the device does not compromise on computing power, making it ideal for organisations that need to consolidate office space.

Lenovo’s client devices are designed to address today’s IT challenges. For example, the Lenovo ThinkCentre Tiny is just 18 centimetres tall and 3.5 centimetres wide. Despite its small stature, the device does not compromise on computing power, making it ideal for organisations that need to consolidate office space.

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Why Choose Lenovo?

Operating System Compatibility and Performance


Innovation and Quality

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Durability

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Greater Manageability

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**SOURCE**

**User profiling:** We can identify the most appropriate device for each employee based on their workstyle.

**Online procurement:** Our online portal (Connect) can be customised for your organisation with a bespoke catalogue featuring standard devices that match your pre-defined employee workstyles.

**Leasing and finance:** We offer flexible and transparent commercials. For example our planned life purchase solution enables you to exploit the residual value of end-of-life devices when leasing equipment, which reduces the initial capital spend.

**DEPLOY**

**Configuration and logistics:** We have three logistics centres across Europe, from where we can ship up to 35,000 items per day. At our Hatfield Configuration Centre we can perform up to 2,000 builds in a day.

**Workplace transformations:** We have vast experience of enterprise-wide workplace deployments, and can facilitate rapid or phased exercises including options for mobile workers to swap devices at designated locations.

**Recovery, disposal and recycling:** In partnership with our specialist subsidiary RDC, we ensure end-of-life assets are disposed of in a compliant, cost-effective and environmentally friendly manner.

**MANAGE**

**Hardware maintenance:** Our maintenance services are delivered in accordance with stringent service level agreements that match your business needs. For example, services can be delivered through dedicated onsite engineers or our field engineering team and can include a rapid swap service to minimise disruption to users.

**Service desk:** We provide access to highly skilled multi-lingual support staff via dedicated onsite or shared service desks, which ensures a rapid response to incidents, problems and change requests.
Computacenter and Lenovo have helped organisations of all sizes and from all sectors transform their workplaces to increase agility and productivity while decreasing costs.

Waitrose
Waitrose partnered with Computacenter to roll out more than 3,000 new Lenovo Windows 7 devices. Computacenter managed the logistics involved in the project and migrated users from an onsite configuration room. Thanks to its proven processes, the project was completed on time and to budget with most Partners experiencing no more than 10 minutes of downtime. It has also enabled 23 per cent more Partners to work flexibly with mobile devices, helping to increase Partner satisfaction and productivity.

Vale of Glamorgan Council
Computacenter is helping 16 Welsh authorities, including the Vale of Glamorgan, introduce standardised workplace ICT for education, health and blue light employees. Under the three-year Value Wales IT procurement framework agreement, which runs until September 2015. With a standardised workplace ICT portfolio based on Lenovo hardware, the councils will also be able to simplify support and enable their users with greater functionality and flexibility. All these factors will help the local authorities meet the Welsh government’s call for better quality, lower cost ICT.

UK Financial Services Organisation
A major UK financial services organisation turned to Computacenter to assist with both the Windows 7 migration and the deployment of new Lenovo devices to approximately 900 users. The financial services provider has been able to take advantage of a range of new applications to improve productivity and satisfaction for its employees. Device start-up time has improved significantly. The new operating system will also enable greater flexible working, tighter security measures and better collaboration.

“Computacenter has embraced the Lenovo proposition, and over the past 10 years has grown to be one of Lenovo’s largest partners in the world. Lenovo’s product proposition dovetails with the comprehensive services offered by Computacenter to ensure the combination is the very best available to our joint customers.”

Marc Godin, Lenovo Vice President and General Manager of UK & Ireland

“Computacenter’s partnership with Lenovo continues to go from strength to strength. We are the number one Business Partner within Europe, one of only two Tier 1 Gold Partners in the UK. This success showcases the ability of both organisations to successfully collaborate. Computacenter’s agnostic advisory services coupled with Lenovo’s world-class portfolio enables the delivery of optimal solutions to our mutual customers.”

Mike Rodwell, Computacenter Commercial Director
Computacenter and Lenovo can deliver the solutions and services you need to meet the needs of today's contemporary workplace.

Our services are automated and integrated to maximise efficiency and minimise cost.

By empowering employees with technologies that match their workstyles, you will be able to achieve greater agility, efficiency and flexibility.

We will also make workplace IT more predictable, affordable and repeatable by streamlining procurement, deployment and support.

- Our outcome-based services combined with Lenovo’s best-of-breed technologies enable you to optimise workplace IT and deliver an enhanced user experience.
- One of only two T1 Gold Partners in UK.
- Computacenter is Lenovo’s largest Partner in both the UK and EMEA.
- Computacenter delivers 160,000 Lenovo devices to over 350 organisations a year.
- We have developed a suite of industrialised processes in our Shared Services Factory that simplify the procurement, implementation and support of Lenovo technologies to maximise efficiency and minimise cost.
- We have more than 350 Lenovo qualified engineers, which means we have the scale and expertise to rapidly deploy and support workplace technology in multiple geographies.

What next?

1. Contact your Computacenter account manager to discuss your workplace IT needs.
2. Visit the Hatfield Configuration Centre to see how Computacenter can help you.

For further information on our partnership visit [www.computacenter.com/lenovo](http://www.computacenter.com/lenovo)