

The image features the word "Lenovo" in a large, white, sans-serif font, centered against a vibrant red background. The background is composed of a repeating pattern of circular, textured elements that resemble the perforated surface of a medical device or a specialized material. The lighting creates a slight gradient, with the top of the circles appearing brighter than the bottom, giving the pattern a three-dimensional effect. To the right of the word "Lenovo", the letters "TM" are written in a smaller, white, sans-serif font.

# Lenovo<sup>TM</sup>

## HOW A SMALL GERMAN COTTON MILL BECAME A LEADING PROVIDER OF MEDICAL AND HYGIENE PRODUCTS

Using the power of Lenovo Think devices, PAUL HARTMANN AG improves lives of millions.



## **COMPANY PROFILE**

The HARTMANN Group has been developing and implementing novel product solutions to promote healing, increase efficiencies and improve quality of life for nearly 200 years. As a leading manufacturer of high-performance products in the areas of advanced and traditional wound management, incontinence management and sports medicine, the company is committed to partnering with healthcare professionals across the continuum of care to go further for health.



**Lenovo**

## **A PASSION FOR BETTER HEALTHCARE**

In the modest German town of Heidenheim, known for a castle on top of a nearby hill, is one of the world's leading companies for medical and care products and solutions - PAUL HARTMANN AG. It is hard to imagine that it all started with a cotton mill in 1818.

From its humble beginnings as a small family-owned textile business, HARTMANN has come a long way, transforming itself into a pioneer

and leading provider of medical and hygiene products. This shift to healthcare paved the path for the company's future success. Today, HARTMANN is developing groundbreaking solutions leveraging a team of over 10,700 employees and numerous branches worldwide - from the US and Australia to China, South Africa and all around Europe. Lenovo is proud to be a partner of the company in their pursuit of excellence.

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**ThinkCentre M710  
Tiny fits just about  
anywhere and can  
easily be fitted onto  
a Tiny-in-One Display.  
And despite the  
small footprint, it  
delivers heavyweight  
performance enabling  
greater productivity.**

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## **PERFECTING THE SCIENCE OF HEALING**

For 200 years now, HARTMANN has been working relentlessly towards its vision of becoming a leader in the global healthcare market, and a driving force to constantly advance healthcare for all. The intent has always been to help people take better care of their health through smarter, more effective medical products and solutions.

The company considers its work a social responsibility towards people around the world, which is why innovative thinking, sustainability, and open communication are factors that underline everything they do.

Part of constantly innovating is having the right tools. HARTMANN was quick to introduce computers into its internal processes during the PC revolution in the 1990s.

Lenovo has been part of HARTMANN's story since the very beginning of computers when the personal computer business still belonged to IBM. The company has constantly adapted to keep up with technological advances.

## **EMBRACING TECHNOLOGICAL ADVANCEMENT**

A key component of the company's IT strategy

was ensuring that all HARTMANN employees around the world have access to the same standardized, state-of-the-art equipment, software, and authorizations. This is where Lenovo stepped in.

From sales representatives to the CEO, everyone at HARTMANN uses a Lenovo device. Five Lenovo PCs assist the company in their everyday operations - ThinkCentre Tiny-in-One (TIO) with M710 Tiny Desktop, ThinkCentre M910 Tower Desktop, ThinkPad Yoga 370, ThinkPad T470s and ThinkPad L470.

Employees interacting directly with customers prefer the power, performance, and portability of the ThinkPad Yoga 370. Thanks to its lightweight design, employees can carry their presentation decks and work environments with them, wherever they happen to go next.

ThinkCentres are mostly found in production, for logistics planning, warehousing, and outsourcing. The impressively compact ThinkCentre M710 Tiny fits just about anywhere and can easily be fitted onto a Tiny-in-One Display. And despite the small footprint, it delivers heavyweight performance enabling greater productivity. They are also built to last in any environment.

ThinkPad T470s are an ideal fit for HARTMANN's mobile workforce. Equipped with the responsiveness and efficiency of 7th generation

Intel® Core™ processors, these devices deliver powerful performance, even on the go.

A big value for HARTMANN's IT team is the worldwide delivery and repair services offered by Lenovo. What's more, Lenovo Think devices are easy to manage, repair or upgrade, which reduces the burden on the IT team significantly and gives them more time to focus on other projects.

### STAYING TWO STEPS AHEAD

This drive to look to the future still defines how the company operates and makes decisions. And what's been their commitment for the last 200 years will continue to be the driving

engine for the future: being close to customers, patients and consumers to ensure the products and solutions reach their goal of advancing healthcare for all.

In 2018, the company is celebrating its 200th anniversary, just another milestone in their incredible journey towards better healthcare.

# 5

## reasons

### why Lenovo is a difference maker



Trusted around the world



Expertise across categories



Choose Lenovo with confidence



Business-boosting technology



Flexible support network

# THINKPAD T470s



## RELIABLE PERFORMANCE

Responsiveness and efficiency of 7th generation Intel® Core™ processors that lets you switch effortlessly between your favorite apps for enhanced productivity.

## BUILT FOR SUCCESS

Tested against 12 military-grade requirements and 200+ quality checks, this 2-in-1 is engineered to survive the bumps and the bruises of life.

## STAY CONNECTED

Equipped with Qualcomm® Snapdragon™ X7 LTE-A to help you stay connected and have access to all your data and apps in the cloud, even when WiFi is out of range.

## BUSINESS-READY

Lightweight and portable, and equipped with two batteries, the T470s gives you greater flexibility and up to 12.5 hours of power on a single charge.



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