

Smarter  
technology  
for all

Lenovo

# How IT leaders drive their visions within the C-suite

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Unlock collaboration across every department and productivity for every role with Lenovo's end-to-end solutions that feature devices like the ThinkPad® X1 Yoga powered by Intel vPro,® An Intel® Evo™ Design — built for what IT needs and users want.

# From CIO to CEO

Global circumstances have skyrocketed the CIO role.<sup>1</sup> Visibility is expected to continue, and their growing responsibilities reach far beyond IT. CIOs have a direct impact on more than 40 business categories.<sup>2</sup> Today, technology is the central nervous system that connects corporate strategy, finance, innovation, operations, and talents.

## Does IT have a prominent seat at the table?

There are more key decision-makers for technology purchases than ever before. However, less than half (48%) of board members — now essential stakeholders in tech investments — see the CIO as a frequent partner of senior business leaders.<sup>3</sup>

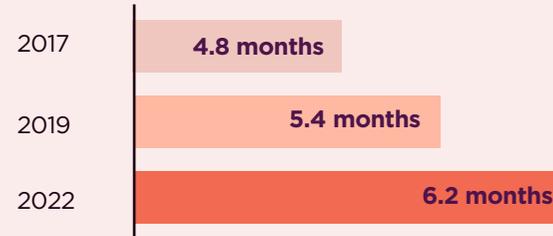
“One practical reason is that assembling all relevant influencers in a single room is no longer an option,” reports Foundry research.<sup>4</sup> “But a profusion of choices in the cloud and the continuing growth of buying committees are also factors.”

**“Find the smartest technologist in the company and make them CEO.”**

**Marc Andreessen**

Silicon Valley entrepreneur<sup>5</sup>

## Complex buying decisions increase time to purchase



Average length of time spent on the tech purchase process<sup>4</sup>



## Smarter helps the C-suite see what's possible

With IT involved in every facet of a business, it's very important that organizations have the right technology to ensure success. How can IT close the gap and get what they need fast?

In this e-book, you'll learn how to articulate clear technology outcomes to achieve your organization's vision, get leadership buy-in, and take a human-centric approach to digital transformation.



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To enable greater workforce productivity with easier IT manageability from anywhere, choose from the latest Lenovo devices. The ThinkPad® X1 Carbon, with Intel vPro,® An Intel® Evo™ Design powered by 12th Gen Intel® Core™ i7 processors, is built for what IT needs and users want.

# Solve the C-suite's biggest challenges

Get to know the CEO's top priorities, from people to purse strings. Cultivating the talent of tomorrow and innovating for the next generation of business resilience are continually top of mind.<sup>6</sup>



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Show business leaders how to unlock opportunity for all departments with Lenovo digital workplace solutions that feature devices like the ThinkPad® X1 Fold with Intel vPro,® An Intel® Evo™ Design, powered by 12th Gen Intel® Core™ i7 processors — built for what IT needs and users want.

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Lenovo TruScale DaaS equips employees with the latest tech like the ThinkPad® X1 Carbon with Intel vPro,® An Intel® Evo™ Design, built for what IT needs and users want. You get reliable, high-quality equipment that inspires confidence and accelerates what technology can do for your workforce and organization.

## Employee experience and talent retention

Make human-to-human connections seamless and create better experiences for your teams to meet and innovate.



### Lenovo TruScale

With people working at home, in the office, and everywhere in between, having powerful, reliable, accessible, secure technology is absolutely critical for creating an environment where everyone contributes their best and most fulfilling work.

Lenovo TruScale provides flexible, simplified access to Lenovo's entire portfolio of award-winning technology solutions. Combining devices, infrastructure, services, and solutions into a single pay-as-you go model, Lenovo TruScale helps IT organizations rapidly scale capabilities and respond to shifting operation demands to provision hybrid teams.

This as-a-service subscription-based delivery provides the flexibility you need to dynamically respond to business demands while freeing up capital expenditure (CapEx) for other business ventures.



### Lenovo TruScale Device as a Service (DaaS)

Employees are your company's top investment. Remote work and the convergence of professional and private lives have introduced consumer-style technology expectations to the workplace.

With Lenovo TruScale Device as a Service (TruScale DaaS), IT can redefine the role of technology in the user experience by bringing greater breadth, agility, and quality to tech deployments. Our model allows for quicker upgrades without upfront costs. By refocusing IT and aligning costs and KPIs with the business, you'll make a positive impact on both talent retention and worker productivity.

# Bottom-line business innovation

Power business initiatives with emerging technologies such as AI, augmented and virtual reality, and other future-forward solutions for your data strategy.



## Lenovo emerging technologies solutions

Lenovo offers a broad set of engineered solutions designed for specific workloads including AI, VDI, and big data. Our comprehensive solution portfolio spans the data center from the edge to the cloud. Solutions can be procured via traditional CapEx purchasing or through Lenovo TruScale Infrastructure as a Service, where you only pay for what you use.



## Lenovo ThinkReality A3

Lenovo ThinkReality A3 PC Edition smart glasses allow users to arrange and configure up to eight virtual screens when connected to a ThinkPad® P16, with the Intel vPro® platform powered by the latest Intel® Core™ processors for an unrivaled business PC solution.

With ThinkReality A3 glasses, anyone can get the full multimonitor experience — on the road, at the airport, at home where space is at a premium, or in the office. Because the virtual screens are visible only to the user, confidential work can happen anywhere with crystal-clear resolution.

42% 

**Studies have shown that employees are up to 42% more productive with multiple monitors than when working with a single monitor.<sup>7</sup>**



# Deliver on the values of a transformed workforce

Today's business leaders know employees want the flexibility to work from anywhere and demand their employers be environmentally responsible. The right technology solutions can help leadership deliver on these values of the transformed workforce quickly, without compromising security or adding costs.



Empower smarter meaningful collaboration on the go with the ThinkBook® 13x, featuring Intel® Core™ i7 processors enhanced by AI-based technology built on the Intel® Evo™ platform, engineered for mobile performance.



## Save time and free up valuable resources

With Lenovo's Remote Work Enablement solution, confidently ship a cloud-ready remote office directly to employees. Start with the ThinkPad® X1 Yoga with Intel vPro,® An Intel® Evo™ Design powered by the latest Intel® Core™ i7 processors, built for what IT needs and users want.



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# Simplified hybrid enablement and collaboration

Inspire a culture of effective communication with remote work enablement and high-quality meeting experiences that give all participants a voice, wherever they're working.



## Lenovo Remote Work Enablement

The Lenovo Remote Work Enablement solution, available through Lenovo TruScale DaaS, ships a complete, ready-to-go remote office — from devices and monitors to software and premium services — directly to employees at home or onsite.

This easy-to-deploy solution can be quickly customized to match specific tasks, roles, and user preferences. Lenovo Commercial Vantage remote configuration software keeps IT in the driver's seat while ensuring end users' needs are handled.

- Next-gen AI-powered antivirus and advanced device protection
- Ready-to-provision operating system and essential drivers
- Lenovo Cloud Deploy
- Microsoft Windows Autopilot
- Custom Fulfillment Services
- Lenovo Premier Support Plus
- Accidental Damage Protection
- Lenovo Sealed Battery Warranty



## Lenovo Complete Conference Room

The Lenovo Complete Conference Room solution powers remote and hybrid teams with smart, efficient, innovative tools to collaborate and innovate. Each component comes with premium technology for a first-of-its-kind immersive conference experience.

### ThinkSmart Core or ThinkSmart Hub

With upgradeable multi-conference platform and multi-accessory support

### ThinkSmart Cam and ThinkSmart Bar

Certified for Microsoft Teams with support for a number of third-party accessories for maximum flexibility and upgradeability

### ThinkSmart Manager Premium software

For remote manageability, deployment, and more

### First Year Maintenance services

Optional onsite integration/installation for complex setups and training for users, help desk, and IT

Available as a service through Lenovo TruScale,™ Complete Conference Room gives you added flexibility to meet evolving business needs and reduce upfront costs.



# Solutions for the evolving modern workplace

Keep your teams engaged no matter when or where they're working with advanced support options and seamless integration between PCs and mobile devices.

## Bring PC and mobile experiences together with Lenovo ThinkPhone<sup>†</sup> by Motorola

The Lenovo ThinkPhone<sup>†</sup> by Motorola brings PC and mobile experiences together like never before, creating a seamless integration between ThinkPhone<sup>†</sup> and Think devices.

- **Think 2 Think experience\***

Instantly access any app, file, or workflow from your ThinkPhone<sup>†</sup> right on your Think PC. Copy and paste or drag and drop files between devices.

- **Trusted security with ThinkShield**

ThinkPhone<sup>†</sup> has ThinkShield built in to include protection from threats as well as guaranteed security and OS updates for years to come.

- **Protect your investment with military-grade durability**

The Lenovo ThinkPhone<sup>†</sup> is MIL-SPEC-tested to meet military durability and reliability standards, just like ThinkPad devices. With IP68 certification, ThinkPhone<sup>†</sup> is designed to withstand dust, dirt, and sand — and submersion in up to 1.5 meters of water for up to 30 minutes.

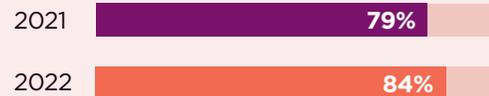
Lenovo laptops with Intel<sup>®</sup> Evo<sup>®</sup> and 13th Gen Intel<sup>®</sup> Core<sup>™</sup> processors feature Intel<sup>®</sup> Unison<sup>™</sup> for seamless connectivity with Android and iOS smartphones.



An Evo<sup>®</sup> Design

ThinkPhone<sup>†</sup> works seamlessly with Think PCs like the ThinkPad<sup>®</sup> X1 Carbon powered by Intel vPro<sup>®</sup>, An Intel<sup>®</sup> Evo<sup>™</sup> Design, built for what IT needs and users want.

## Employee use of personal smartphones for work purposes<sup>10</sup>



<sup>†</sup>Availability varies by market

# Solve IT issues before they happen with Premier Support Plus. Now that's smarter.

Premier Support Plus removes friction from the user experience by enabling direct access to Lenovo support engineers and building resilience and capacity into your IT function.



**Proactive and predictive support**<sup>8</sup>: AI-powered insights to identify and resolve issues before they become problems.



**24/7/365 support**: Access elite Lenovo-badged engineers for fast issue resolution.



**Accidental Damage Protection (ADP)**<sup>9</sup>: ADP typically saves 28%–75%\*\* compared to the cost of repair or system replacement.



**Keep Your Drive (KYD)**<sup>9</sup>: Keep your drive(s) and dispose of business data on your terms.



**Sealed Battery Warranty (SBTY)**<sup>9</sup>: Ensure an effective and efficient battery replacement when needed.



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# Sustainability from supply chain to customer credibility

Sustainability is rising in importance for choosing an employer to work for, a business partner to collaborate with, or a brand to buy from.



## Lenovo sustainability solutions

Lenovo is sustainable by design — from product development, packaging, and supply chain to energy-efficient hardware and energy control software. Ensure a foundation of sustainability your organization can be proud of with smarter technology.

Why are IT leaders implementing ESG initiatives?<sup>10</sup>

**61%** to align with their company values

**47%** to meet requirements

**44%** to enhance talent recruitment and retention



Industry-leading **Lenovo Neptune™ alternative cooling solutions**, ranging from liquid-assisted air cooling to direct water-cooled CPUs and GPUs that allow customers to optimize performance, density, and energy consumption for challenging extensive data set modeling and simulation or AI workloads



**Lenovo CO<sub>2</sub> Carbon Offset Services** support United Nations CO<sub>2</sub> offset projects including reforestation, renewable energy, and solar



**Lenovo Asset Recovery Services** ensure environmentally compliant, documented disposition of IT assets and data wipe, mitigating the ecological and security risks associated with end-of-life asset disposal



A **unique server packaging solution** that reduces marine plastic litter and carbon emissions and ensures server package materials are recycled and are environment-friendly

The ThinkPad® X1 Carbon powered by Intel vPro,® An Intel® Evo™ Design, is built for what IT needs and users want. Design features like rear ventilation to improve PC efficiency are integral pieces to any business's sustainability efforts.



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More than 1 million metric tons of CO<sub>2</sub> have been offset by Lenovo PC customers.

**“Lenovo is very open and transparent about its CO<sub>2</sub> Offset Services. We can get clear and detailed data on how the carbon emissions are calculated for each device and the projects that the contributions support.”**

### Mark Connop

Client Services Manager,  
University of Birmingham

**See how University of Birmingham will achieve Net Zero by 2045 >>**

# Get added expertise to bolster your transformation strategies

A major challenge in the rising expectations of today's IT leader is managing knowledge development and information sharing. You need a team of experienced pros to tap when you have questions, need ideas, or simply seek a sounding board for your digital transformation strategy.

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The right technology partner supports smarter device selection. For multipurpose versatility, the ThinkPad® T14 powered by the latest Intel® Core™ processors delivers business-class performance on the go and pairs perfectly with the ThinkVision® p27h-30 monitor in the office.

# The right technology partner

Gain the simplicity and efficiency of a single vendor and the singular dedication of a true partner.



## Lenovo end-to-end solutions

We deliver cohesive solutions made to work together — from individual devices to larger infrastructure — and our approach extends to services, with customized options starting pre-purchase.

We can consult on assessment, design, cloud migration, and transformation initiatives that fit your objectives and environment. Our experts will arm you with even more A+ material for C-suite discussions to help the company achieve its technology goals.



## Diverse expertise and global scale

Free up time for strategic priorities and the innovations you and other members of the C-suite are passionate about



## Broadest portfolio in the industry

Simplify vendor selection and management and gain the peace of mind of Lenovo reliability



## End-to-end services

Offload a range of IT management functions as well as assessment, design, and deployment



## Emerging technologies

Look ahead and plan for business continuity and digital evolution with future-forward technology



## Lenovo is ready to help

92%

**Nearly all CIOs (92%) view technology vendors as very important in helping their business continue to operate effectively.<sup>1</sup>**

Our strategic partner-advisor relationship is there for you as you meet current needs, communicate strategy with C-suite decision-makers, and continue your transformation journey.



# With you every step of the way

See how Lenovo's entire portfolio of end-to-end technology solutions reduces IT workloads and helps you make time for strategic initiatives.

[www.lenovo.com/Smarter-Solutions-Guide](http://www.lenovo.com/Smarter-Solutions-Guide)

## Sources

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- 3 CIO Dive, "How tech leaders can earn C-suite trust," 2022
- 4 Foundry, "Role and Influence of the Technology Decision-maker," 2022
- 5 McKinsey Quarterly, The Quarterly Interview: Provocations to Ponder series, episode 1, Marc Andreessen interview, June 2022
- 6 McKinsey & Company, "What matters most? Five priorities for CEOs in the next normal," 2021
- 7 Jon Peddie Research, "Multiple Displays Can Increase Productivity by 42%," 2017
- 8 Customer authorization and Windows 10 or Windows 11 OS required; component replacements provided on amber alerts, even without diagnostics issue confirmation.
- 9 Dependent on market, parts, and hardware availability.
- 10 Lenovo, "Human-centered insights to fuel IT's vision," September 2022

\* Think 2 Think is available on selected devices, and on Windows 10 and 11. Visit the FAQ page for a full list of device and software compatibility. Requires PC app download. PC and mobile device to connect wirelessly must share the same Wi-Fi AP (access point) OR must be connected via USB-C cord. Lenovo ThinkPad must be running Windows 10 or higher.

\*\* Based on Lenovo historical data.

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Present your strategies with confidence using the ThinkPad® X1 Fold, featuring Intel vPro,® An Intel® Evo™ Design with 12th Gen Intel® Core™ i7 processors — built for what IT needs and users want — and Intel's new AI-powered Visual Sensing Controller for improved responsiveness, security, and power efficiency.