TRANSFORMATIVE SOLUTIONS
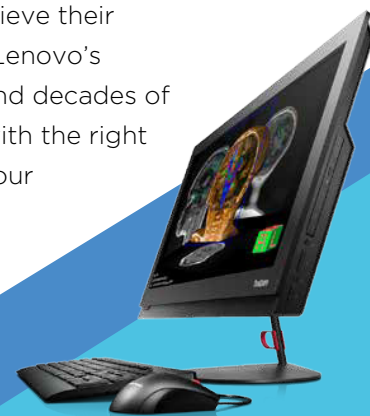## for YOUR Industry

The rapidly changing technology landscape has created new challenges for organizations across every industry. It has also provided them with great opportunities.

Organizations that embrace their digital transformation have the chance to achieve unprecedented success, whether that means increasing product sales, providing more comprehensive patient care, or finding innovative ways to help children learn. For your organization to reach its objectives, you'll need technology solutions specially tailored to the needs of your industry.

Lenovo® has a hard-won reputation for building leading professional technology, including the world's #1 PC. But it's not just about making great tech—our true focus is helping customers achieve their innovation and productivity goals. Lenovo's comprehensive product portfolio and decades of expertise allow us to provide you with the right technology for your industry and your organization.

PROVIDING CUSTOMIZED HEALTH SOLUTIONS

Optimizing care and improving patient outcomes requires a powerful technology platform. From streamlining admissions to increasing the accuracy of patient diagnoses, IT can empower healthcare providers in their life-saving work while also helping with issues such as regulatory compliance and data security.

Lenovo Health is an HIPAA-compliant portfolio of solutions providing infrastructure and software for healthcare organizations. Lenovo products are specifically tailored for healthcare and span mobility, security, and cloud solutions. Lenovo collaborates with organizations ranging from private physician practices to large complex health systems to senior care communities in more than 160 countries worldwide.

"Health providers on the go appreciate the powerful and lightweight Lenovo mobile computing platforms. We have received outstanding feedback from a performance and portability standpoint. They are also rugged and can handle real-world use."

—James Lonano, Director of Technical Services, Jupiter Medical Center

"In the end, if it helps improve workflow, if it helps better secure the data and the network, if it helps to make things more intuitive and ultimately helps improve the patient experience, then that's the kind of technology we want. And that's what we've got."

—Jerry Weaver, Field Support Manager, Memorial Health Systems

CARE ANYWHERE

The healthcare industry is well on its way to digital transformation, and one of the major changes has to do with location. Instead of coming to a hospital or clinic, many patients now receive services through virtual care and telemedicine. This helps patients by providing easier access for those in remote areas, shorter wait times, and better postoperative monitoring. It also helps your organization cut costs.

Lenovo's virtual care solutions give healthcare organizations the ability to monitor patients from their homes, allow patients to access their PHI/EHR records and other health data, and facilitate videoconferencing between clinicians and patients.

SOLUTIONS YOU CAN COUNT ON

Lenovo provides a breadth of core technologies powered by Intel® technology to support more efficient healthcare workflow and manage the rigorous demands of data center operations. Lenovo's infrastructure solutions offer scalability, high availability, and disaster recovery, while its portable and versatile devices are perfect for providers who need to access data on the go.

SECURITY AND COMPLIANCE

Healthcare organizations are responsible for some of the most sensitive data in the world. Consequently, they are also subject to some of the strictest regulations, including HIPAA and HITECH.

Lenovo products have built-in security that protects and defends applications and patient data in compliance with industry privacy regulations.
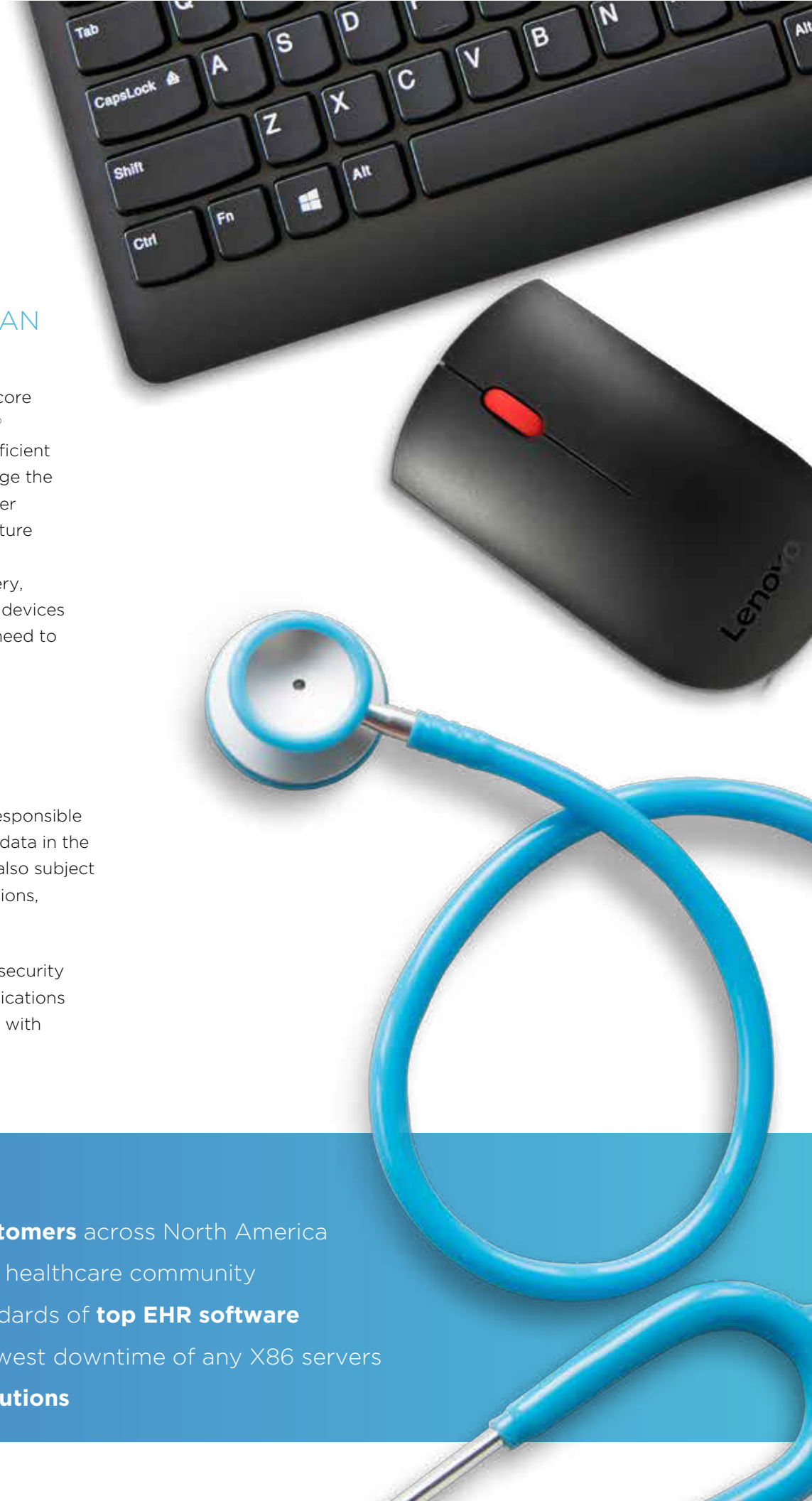
WHY LENOVO?

- **1,600 healthcare customers** across North America
- **10+ years** serving the healthcare community
- Compatible with standards of **top EHR software**
- **#1 in reliability** for lowest downtime of any X86 servers
- **HIPAA-compliant solutions**

SERVING CITIZENS THROUGH CONNECTED GOVERNMENT

Today's citizens expect government to respond quickly and deliver services efficiently. Public sector agencies are often doing their best to meet these demands with resources that are stretched thin.

Effective government is based on connections—to citizens, to other agencies, and within your own organization—and it's up to IT to deliver that kind of connectivity through technology. Lenovo is here to support your digital transformation with innovative, flexible solutions for every need.

A MOBILE WORKFORCE

Mobile technology is no longer optional. Workers expect it—and with good reason. Mobile tech allows your agency to accelerate service delivery by improving access to mission-critical data, enhancing collaboration, and enabling work from any location. A Deloitte Research study estimated that mobility increased human services caseworkers' productivity by 45%. It can also keep employees safe when they work in situations with elevated risk.

Lenovo mobile solutions provide secure mobility to your agency, giving your workforce the technology that supports the modern execution of your mission and purpose.

Solutions for Every Specialty

Lenovo IT solutions provide to boost efficiency and connectivity in the following areas and more.

- Courts with staff and case documents moving between locations
- Corrections accessing inmate records
- Law enforcement responding to emergencies

- Transit completing field construction on budget
- Airports providing updates to travelers
- Caseworkers investigating situations

RELIABILITY AND DURABILITY

Government agencies need technology that can process vast amounts of data and maintain performance during critical operations like emergency response or law enforcement. Increased application performance demands, such as those required by Geographic Information Systems Mapping (GIS), make reliable IT infrastructure imperative.

When you use Lenovo solutions, Intel® performance meets any computing task with unmatched efficiency. Military-grade device durability ensures that technology stands up to long hours at the office or in the field.

SECURITY AND COMPLIANCE

The public sector faces an intense level of regulation and increasing cybersecurity threats. Lenovo understands that you can't take any risk with your highly sensitive data, so we integrate security into every process and product we build. This includes state-of-the-art global supply chain compliance and a proven record of meaningful innovation against physical and virtual security threats.

Lenovo solutions ensure that critical data stays private in motion and at rest both on devices and in the data center.

COST-EFFECTIVE TECHNOLOGY

Through global supply chain leadership and innovative manufacturing, Lenovo is reducing technology costs without compromising product dependability or style. Best-in-class warranty and service options let each agency carefully customize a support plan that meets its unique mission and budget needs.

Even more importantly, Lenovo technology reduces internal costs now and in the future by increasing productivity and scalability.

WHY LENOVO?

- Serving over **900 US state and local agencies**
- Trusted by over **70 military and civilian federal agencies**
- **Broadest portfolio** of MIL-SPEC-tested products
- **TAA-compliant** products and supply chain
- Adherence to security standards including **NIST and FIPS**

EMPOWERING STUDENTS AND RESEARCHERS

Today's higher education students are tomorrow's leaders. To ensure that students are equipped with the skills they need, institutions are under pressure to transform the way they educate using new technology.

Any platform selected by a college or university needs to be secure, efficient, and cost-effective. Lenovo can help ensure that your higher education institution is on the right path to the future. In addition to products for teaching and learning, Lenovo offers powerful solutions for researchers.

EDUCATING THE FUTURE LEADERS OF TECH

Training the next generation of technology leaders requires the leading technology of today.

One institution that has partnered with Lenovo to bring its students the best in tech is Neumont College of Computer Science. Neumont specializes in game development, systems networking, coding, and IT administration.

"We require a lot of horsepower in the machines that we buy. Every year we're looking at the whole market, we're looking at what's available, and we're trying to pick the best for our students. Lenovo's been able to step up to the plate for us year after year."

—Benjamin Fletcher, VP of Business Operations, Neumont College of Computer Science

YOUR PARTNER IN HIGHER EDUCATION

Lenovo understands education. As the #1 worldwide education technology provider, we're passionate about providing your institution with a new generation of technology solutions designed for connectivity, creativity, and collaboration.

A comprehensive Lenovo technology portfolio helps institutions maximize their IT investment with reliability that drives productivity while reducing the long-term total cost of ownership. These solutions are designed to meet the needs of all stakeholders—IT, administrators, faculty, and, of course, students.

WORKSTATIONS MADE FOR YOU

From traditional engineering applications to new media and data tools, workstations are a renewed focus for higher education technologists. Lenovo workstations are designed to keep campuses on the cutting edge of advanced technology. We offer a diverse workstation portfolio, including ultraportable mobile workstations.

Lenovo workstations are certified by independent software vendors (ISVs) to ensure that they will provide optimal performance and a high-quality user experience.

BUILD A CONNECTED CAMPUS

Education in the digital era doesn't always happen in a classroom on campus. Empowering teachers and learners is all about connecting to the right expertise and resources, wherever they may be.

Lenovo mobile devices are built to provide dependable performance and deliver on end-user expectations without creating new IT support challenges.

HIGH-PERFORMANCE COMPUTING FOR RESEARCHERS

High-performance computing (HPC) resources are invaluable to researchers in a wide range of disciplines. At many institutions, demands for supercomputers exceed supply, which can prevent your talent from completing the world-class research they're capable of producing. Lenovo's HPC solutions offer the highest performance for the most competitive price.

World-class institutions such as the University of Oxford and the University of Adelaide rely on Lenovo's powerful HPC technology to support their researchers and increase their competitiveness.

WHY LENOVO?

- **#1 global** PC maker

- **#1 worldwide** education technology provider

- Workstations **certified by ISVs** for the demands of higher education users

- **Unmatched product quality** and security

MAXIMIZING K-12 EDUCATIONAL OPPORTUNITIES THROUGH INNOVATION

It's an exciting time in K-12 education as schools embrace technological innovation and new methods of teaching. To give students the 21st-century skills they need to succeed in college or in the workforce, districts need to keep pace with the changes, usually while working with limited budgets. Lenovo technology and hardware have proven their ability to resolve the unique challenges faced in educational environments.

Young scholars today are digital natives, excited about the possibilities that technology can offer. Lenovo solutions can provide them a gateway to a promising future.

The New World of Education

In a survey of 650 U.S. educators:

- **94%** say that technology's effects in the classroom are overall positive

- **81%** believe that technology has made them a more effective teacher

- **84%** say that technology has made education more efficient

- **92%** report that technology has made education more accessible

Lenovo can help your school leverage technology to become more efficient, effective, and accessible.

1:1 COMPUTING

More and more schools are moving to a model in which every student has a personal device. 1:1 computing provides personalized learning, easier in-classroom collaboration, and opportunities for family engagement.

Lenovo can work with your school to supply high-quality, reliable devices for 1:1 computing that's within your budget.

EXCEPTIONAL DURABILITY

Students' digital devices are in use an average of 10.5 hours a day. With all that use, it's only a matter of time before a computer gets dropped or squeezed too hard in the hands of an excited learner. Lenovo tests education devices to standards that exceed MIL-SPEC standards.

Educational LCD screens are pressure-tested with 50% more pressure applied in 5 times more places. Educational devices are dropped from twice the regular test height to simulate falling from a desk, and education hinges are tested for 20,000 more open/close cycles than is standard.

NEW INSTRUCTIONAL METHODS

While the classroom goals remain the same—improve student learning and accelerate positive outcomes—the rise of educational technology facilitates new opportunities for success, both inside and outside of traditional classroom-based learning.

Lenovo can help you enhance the learning experience in your classrooms. We partner with school districts across the country to implement their vision for personalized and scalable instructional models.

WHY LENOVO?

- **#1 education** PC provider

- **Comprehensive** hardware, software, and services portfolio

- **Purposeful design** with an education-first mindset

- Powerful partnerships with **leading education providers**

- **U.S. headquarters** and manufacturing

VR CLASSROOMS

Imagine being able to transport students into truly immersive learning environments with nothing more than a headset. With Lenovo VR technology, you can give them the gift of a field trip to outer space, the Jurassic Period, or to a jungle exploration with Jane Goodall—all without leaving the classroom.

The state-of-the art technology is designed to be durable so that you can take your students on virtual adventures for years to come. In addition to the hardware, the Lenovo VR Classroom gives you access to training tools and lesson plans, so you'll be prepared to open students' eyes and minds the moment you open the box.

POWERING
MODERN ENTERPRISES

Technology is the backbone of your enterprise. The complex IT environments of modern businesses can present a challenge, but choosing the right technology partner will enable your digital transformation and help you stay several steps ahead of the competition.

Lenovo offers a variety of premium, easy-to-deploy devices designed to maximize your organization's productivity and performance without slowing down your IT staff. Lenovo technology enables your workforce to collaborate, share information, and communicate from any location on any device with total security. Virtual desktops and business apps solutions mean that core operational capability can be seamlessly delivered to employees around the globe.

TOTAL TECHNOLOGY ECOSYSTEM

Lenovo provides a full product line to support your infrastructure. Our industry-leading portfolio now includes:

• PCs and devices

• Technology lifecycle services

• Servers, storage, and networks

• Software, virtualization, and cloud solutions

As a single global source for servers, networking, client devices, and lifecycle management, Lenovo is uniquely equipped to deliver a total technology ecosystem for your enterprise.

ENTERPRISE-CLASS SECURITY

Lenovo provides comprehensive and customizable end-to-end protection that secures your business without slowing down your people.

Every Lenovo product is secure from the ground up. From the design to the secure hardware, every step is carefully engineered to ensure world-class protection. We also believe in complete transparency—that's why every single step of our supply chain is trackable and auditable.

WHY LENOVO?

• **Custom details**

• **Steadfast reliability**

• **Intuitive interface**

• **Award-winning design**

• **Expert support**

THE DATA-DRIVEN ENTERPRISE

Modern businesses run on data—data from website analytics, point-of-sale systems, product usage, mobile apps, and more. Yet many organizations are not using all their data, causing them to miss key opportunities to gain leverage over competitors. On average, **70% of data** within enterprises goes unused.

Lenovo solutions accelerate access to your data and enable data mobility. You will be able to scale seamlessly from data center to cloud—all while keeping your data secure.

REAL RESULTS

Companies all over the world use Lenovo's innovative solutions to solve the unique challenges of the global enterprise. The marketing, distribution, and investment organization, Jebsen, faced difficulties meeting varying technology needs across 6 business lines and over 200 product brands. The consistent device standardization, cross-team communications, and compatibility of Lenovo products have helped increase work productivity and make IT management easier.

DEVICES TO EMPOWER PEOPLE

Your employees are your company's greatest asset, but without the support of cutting-edge technology, you can't leverage their talent.

Today's workforce has the same standards for workplace devices as they do for their personal tech—business-grade performance, reliability, and a rich feature set—all in a portable, well-designed package.

Get it right and efficiency will soar—**60% of SMB business leaders** believe that the right technology improves employee productivity. But miss the mark and not only will productivity drop among end users, but your IT team will waste time dealing with unreliable tech and you may even risk employee attrition.

Looking Toward the Future

Lenovo delivers cost-effective, reliable, and scalable devices and solutions customized to your unique needs. By relying on our industry-leading technology, you ensure that you're not only equipped to lead the competition today, but also poised to adapt to the future. We have the widest portfolio of products of any tech company in the world, and we will work with you to ensure that you have the ones best suited to your organization's objectives.

While each industry requires its own perfect mix of technology, there are some common objectives that Lenovo can help anyone achieve. Our solutions provide higher performance, greater mobility, and stronger security to help your organization achieve its mission today and in the future.

Intel Inside.®
Powerful Productivity Outside.