

## TAKE YOUR DEVICE ESTATE FROM DISTRESS TO SUCCESS



In 2020, the overnight need to equip entire workforces to WFH led IT teams to make out of the ordinary purchasing decisions because of the exceptional circumstances they faced. Many device purchases were made based simply on what was available, rather than which tools were right for the job. In the middle of a crisis, IT teams were forced to make purchases they would never normally make.

Now, IT teams can painlessly redress their device regrets with more permanent solutions for user-friendly agile working. Working with Lenovo, here's our Quick Guide to how we can help:

# 42%

of businesses believe that devices bought during the COVID-19 outbreak will not be fit for purpose in the long term



Intel® Core™ i7 processor



### 1. Get the right tech in the right hands

There is simply no substitute for tech designed specifically for business users. The Lenovo Think range, driven by Intel® Core™ processors, is composed of high-performance devices and complementary accessories that maximise productivity at every turn.

Regardless of whether your workforce will continue to work remotely, in the office, or to switch between the two, Lenovo devices are ready for how your people want to work and whatever life has to throw at us next.



### 2. Recover maximum value from existing purchases

Releasing any locked-up value from existing devices gives you a more complete view of how much budget is actually available to you to offset against a refresh project.

No matter what purchases you made under pressure there's a good chance they'll qualify for one of our device trade-in offers, allowing you to return your unwanted kit and release the tied-up capital to be spent on better-suited machines.



### 3. Simplify reverse logistics

The logistics of getting devices back from a dispersed workforce may feel like a headache you're not ready to tackle. However, we're poised to make this process quick and painless for both users and your IT team.



### 4. Reduce the time to value

Time wasted in any working day is a loss to your business. So why waste valuable time managing deployment, and waiting for users to get up to speed with new devices?

We can pre-image devices so they're deployed ready to go, right out of the box, and configured exactly how your users need them to be. That goes for any set-up of peripherals such as keyboards and monitors too.

# 41%

of businesses are planning a tech refresh in the next 12 months



## 5. Sustainable asset disposal

Unwanted devices should never go to landfill. More businesses are rightly prioritising sustainability within their device strategy, and together with Lenovo we are enabling every business to dispose of their outgoing devices responsibly.



Keen to be green:

**Lenovo plant one tree for every device traded in**



## 6. Improve your ongoing support

Ensure that your users experience device excellence from the first day they're deployed to the last.

Lenovo Premier Support ensures that every member of your team, whether at a technical level or an end-user, has access to round the clock, top-class technical support. If something does go wrong, you're guaranteed a next-business-day repair service and prioritised access to parts.



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## A simple and sustainable trade-in solution

Thankfully, bad decisions don't have to stay that way for long. Together with Lenovo, Servium has created a sustainable and budget-friendly way for every business to replace their pandemic-purchases with the tools their employees need to truly do their best work.

Our trade-in offer applies to purchases of any device from the Think device family, powered for business by premium Intel® Core™ processors:



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1-100 devices	100+ devices
<ul style="list-style-type: none"> <li>✓ Trade-in up to 100 existing devices</li> <li>✓ Get 20% discount on the cost of replacement devices from the Lenovo Think product family</li> <li>✓ 1 tree planted by Lenovo for every device traded-in</li> <li>✓ Include any required peripherals within the purchase</li> <li>✓ Options for deployment, built-in support and ongoing device management</li> </ul>	<ul style="list-style-type: none"> <li>✓ Trade-in as many devices as you need to</li> <li>✓ Obtain guaranteed trade-in value</li> <li>✓ Off-set trade-in value against replacement devices from the Lenovo Think product family</li> <li>✓ 1 tree planted by Servium for every device traded-in</li> <li>✓ Include any required peripherals within the purchase</li> <li>✓ Options for deployment, built-in support and ongoing device management</li> </ul>

## Start your trade-in

To begin trading-in devices and building out your refresh project, register your interest at [www.servium.com/lenovo-trade-in](http://www.servium.com/lenovo-trade-in) or speak to your Servium Account Manager.