

The Right Stuff. And What It Takes.

Why Lenovo is the right choice for the demanding work of the U.S. federal government.





lenovo
New World. New Thinking.



Has It Gone to the Moon?

It used to be that “gone to the moon” attested to the capability, durability and reliability of just about any Earth-born technology. NASA’s stamp of approval said it all.

Moon missions may be history now, but NASA still rockets into space. And its testing of the technologies going there is no less rigorous. If anything, NASA is tougher than ever on what goes and what doesn’t.

NASA’s choice of PCs? Lenovo’s ThinkPad notebook.

Is any other PC so qualified? Not by NASA’s standards.

That’s a fact worth noting. And one we’re proud of.

Thank you, NASA.

Can It Take a Pounding?

Smashed, crashed and dropped. Frankly our engineers put Lenovo products through the worst. We drive them into walls at 35 miles per hour. We drop them from 25-foot heights. We beat them up – 16 different tests in all – to find out if they can take it. And they can.

How? Our engineers have developed innovative ways to protect them from hard impacts. Like magnesium alloy roll cages built into our notebook PC frames. Like shock-mounted hard drives. Like our patented Active Protection System with a built-in accelerometer. When it detects motion, it stops the hard drive and safely parks the read/write head to prevent any drive damage. It's like an airbag for your hard drive. Together, these features deliver four times the drop protection of our competitors.

Lenovo ThinkPad notebooks have had trucks and tanks crush them – and still booted.

Desktops or notebooks, Lenovo products are tough. That's why the U.S. Armed Forces buy them, as do scores of other federal agencies each year. And they do so by the tens of thousands for good reason:

Lenovo products are designed, engineered and built both to perform and to survive.



The Lenovo ThinkPad T series is the first notebook equipped with a roll cage.

Can It Take the Heat?

Our notebooks meet more Mil-Spec requirements than our largest competitors – at half the cost and half the weight.

We punish Lenovo products far beyond what anyone would ever expect in normal use. But what's "normal"?

To one customer, the U.S. Forest Service, normal might mean 100-degree temperatures in the day, but sub-freezing at night. The U.S. Navy, another customer, might consider normal being able to take a generous splash of the sea, or even survive a full underwater dunking. (Our notebooks have.)

Recently for a rainforest researcher, part of a *National Geographic* expedition, normal was working with our Lenovo ThinkPad notebook in tree tops, scalding with tropical humidity and drenching afternoon monsoons.

The fact is, Lenovo designs, engineers and manufactures its products to take the heat, the wet and the wilds. Our spill-proof keyboard is just one example. Our shock-resistant hard drives and PC frames are others.

Our notebooks meet more Mil-Spec requirements than our largest competitors – at half the cost and half the weight.



Can It Stop Invasions?

It seems the more technology that enters our lives, the more security concerns there are. Viruses, worms, spyware. Hacking and unauthorized data access. Drive-by data snooping of wide-open wireless networks. The list goes on.

Lenovo takes security seriously. To protect data from prying eyes, we were the first to introduce an integrated biometric fingerprint reader for PC access control. We have integrated smart cards, too.

Both technologies take advantage of an embedded chip called the Trusted Platform Module, which we were also the first to use.

In addition, our ThinkVantage® RSA-certified Client Security Software works with it to manage encryption keys and processes. It also helps provide for secure remote access and authentication.

To protect data from users' own mishaps, we have one button for recovering lost data. And when it's time to reassign a PC to someone else or retire it altogether, Lenovo's hard drive data destruction feature provides secure data disposal in a snap.

Full Disk Encryption

To fully secure PC data, Lenovo uses Utimaco's SafeGuard Easy. Complete encryption of the entire hard disk, and a user authentication procedure that runs before the operating system boots, provide secure protection. So if a device gets into unauthorized hands the data is securely protected even if the hard disk drive is removed. Lenovo's PCs have Federal Information Processing Standards (FIPS) 140-2 certified full disk encryption with Utimaco.

Lenovo Milestones in PC Security

- Trusted Platform Module (TPM) embedded security chipset invented here – first shipped in 1999, 12+ million shipped to date
- Pioneer in fingerprint options – first sold in 2000
- First factory-installed backup/recovery solution – 2002
- First shock detector/active hard drive data protection – 2003
- First to offer integrated pre-boot fingerprint authentication – 2004
- First to integrate TPM and fingerprint reader – 2004
- First to combine full drive backup/recovery with full drive encryption – 2004
- First to put theft recovery solution (CompuTrace) in BIOS – 2005
- Eighth-generation Client Security Software released
- First to integrate TPM with Adobe Acrobat, Checkpoint VPN, Cisco VPN, Verisign Personal Trust Agent, etc.

Is Its Design, Development and Engineering the Very Best Possible?

In a word, yes. Lenovo's annual R&D investment as a percentage of sales is twice that of our largest competitor.

You see, we don't consider our PCs as commodity products like most of our competitors. In their business models, a PC is simply a combination of standard components put together with the cheapest parts money can buy.

Lenovo, on the other hand, views the PC as a business tool. We design, develop and engineer our own PCs to provide our customers with the lowest acquisition and lifecycle costs possible but with the highest quality.

In fact, nearly 10 percent of our workforce comprises highly skilled engineers with advanced degrees in all kinds of technical disciplines.

What's more, we're most careful about sourcing every single component that goes into our PCs. Instead of buying the lowest cost components for our PCs from the spot market and changing components in our PCs to take advantage of lower costs, we standardize on select component makers who build Lenovo PC components to our own rigorous specifications. And we cultivate those relationships in order to obtain the same components for the life of our PCs.

Are Lenovo PCs the best engineered and best made PCs in the world? Don't take our word for it. Consider the continuous stream of industry awards and accolades Lenovo products continue to win year after year.

Most Popular Notebook Computer Award

ThinkPad T61, *Notebookreview.com*, May 2007

New "Blue Sky" PC is Lenovo's Smallest, Most Energy-Efficient Desktop

ThinkCentre A61e, *CIO*, Sept. 2007

Top 10 Ultraportable Laptops. ThinkPad X61 #1

ThinkPad X61, *PC World*, Sept. 2007

Best Mobile Workstation: ThinkPad T61p

ThinkPad T61p, *Best Magazine*, Aug. 2007

Best Business Notebook: ThinkPad T60

ThinkPad T60, *Laptop Magazine*, Aug. 2007

Editor's Choice: Lenovo ThinkCentre M55

ThinkCentre M55, *PC World*, July 2007

Top 10 Tablet PCs. ThinkPad X61T No. 1

ThinkPad X61T, *TabletPCReview.com*, July 2007

Best Laptop for Students. ThinkPad R61

ThinkPad R61, *CNet*, Aug. 2007

Editors Choice: Lenovo ThinkPad T61

ThinkPad T61, *Laptop Magazine*, July 2007

19th Annual Readers' Choice Award

ThinkPad Family, *PC Magazine*, Aug. 2006

Is Its Supply Chain Secure from Assembly to Delivery?

Many of our competitors contract out so much of their design, development, engineering and assembly – not to mention their logistics – that you can't be sure just where their final products have come from. There's a good chance they don't know either.

Lenovo's different. Because we do all our own design, development, engineering, manufacturing and logistics, you can be sure that we have complete control over our entire supply chain.

We're also making big investments in our ability to supply the U.S. Lenovo has doubled its TAA-compliant manufacturing capacity in the Americas. In July 2007, Lenovo announced that it would be replacing its major outsourced manufacturing with Lenovo-owned and run manufacturing sites, including our TAA-compliant manufacturing site. This is an unprecedented move in an industry where all of our competitors outsource manufacturing. We're also developing a major U.S. fulfillment center soon near Greensboro, N.C., with another to follow on the West Coast.

Lenovo works in close partnership with the U.S. Department of Homeland Security, and we are certified under its Customs-Trade Partnership Against Terrorism (C-TPAT) program.

Do we know where our PCs come from? You bet we do.



Can It Go 'Round the World?

We know many federal workers aren't confined to desks, offices or even U.S. borders. Mobility requirements aren't a private sector exclusive. Getting connected these days can be a challenge, whether you're down the hall in a conference room or around the world on a critical mission.

That's where Lenovo's exclusive ThinkVantage Technology Access Connections can help. It lets users "speed-dial" their networks, no matter what access is available or required – public or private WiFi, cellular, VPN, even BlueTooth for accessories such as printers. It lets network administrators easily set up "connectivity profiles" for any location, for any network adapter and in any combination.

Lenovo's global service and support can make a difference for your most intrepid users and outposts. We leverage IBM's dealer channel, one of the world's largest. It's part of the legacy we acquired when we bought IBM's PC business just a few years ago. We can also work out service-level agreements to ensure the responsiveness you need wherever you need it. Even above the stratosphere.

“Lenovo’s best-engineered PCs are built to meet the strategic demands of our most rigorous customer: the U.S. federal government.”

Bill Amelio
President and CEO, Lenovo



Can It Let You Sleep at Night?

Choosing the right PC vendor doesn't have to be agonizing. Lenovo has the most innovative, best-engineered and best-made PCs in the world. We bought IBM's PC division back in 2005 and have taken its legendary reputation for innovation, quality and reliability to even higher levels.

But don't take our word for it. Our family of PC desktops, notebooks and PC accessories continue to win award after award. A top U.S. consumer research firm ranked Lenovo highest among all notebook makers in customer satisfaction based on hardware features, quality and reliability. Small wonder that Intel, the No. 1 PC chip maker in the world, has chosen Lenovo to supply PCs to 80 percent of its workforce.

Not only do we supply products to NASA, but dozens of other federal departments and agencies as well. DHS. HHS. USDA. DoD, including the Army, Air Force and Marines. Plus many more. Our GSA schedule has all conditions met, so ordering is easy. And we build our PCs in TAA-compliant countries.

We aim higher and try harder than our competition to exceed federal agency expectations. We have to. Our competition is good. We want to be better.



Lenovo. Get to Know Us.

New World. New Thinking.

Lenovo is the world's third-largest PC maker. Since our founding in China back in 1984, we've come far with operations in 65 countries and an American president and CEO, Bill Amelio.

We're publicly traded and have the accounting transparency that is required for this classification. Eleven of our executive officers are Americans. And half of our board of directors are U.S. citizens.


Our world headquarters are in North Carolina's Research Triangle Park, where we're erecting our third building. We're also developing a major U.S. fulfillment center soon near Greensboro, N.C., with another to follow on the West Coast.

Lenovo employs more than 1,000 people across the U.S., most in high-paying, high-tech jobs. Our U.S. payroll spreads more than a billion dollars of economic activity across the U.S. each year. What's more, our retail sales channels – stores such as Best Buy, Office Depot and other famous-name outlets – support hundreds more U.S. jobs.

We're a new kind of global company, reflecting a new world and new thinking. Innovation. Quality. Reliability. Those are our trademarks.

We want to be your federal agency's supplier. Let us prove our value to you.



 **Lenovo Executive Headquarters**
Research Triangle Park
North Carolina



lenovo
New World. New Thinking.

lenovo

Executive Headquarters

1009 Think Place
Morrisville, NC 27560

USA

866-45-THINK
(866-458-4465)

Government Relations

400 North Capitol Street, NW
Suite 585
Washington, DC 20001

TEL 202-624-3577

FAX 202-393-2518