

Lenovo Consulting Services



ENGINEERED TO SURVIVE CRASHES.
DESIGNED TO REDUCE COSTS.

PC Lifecycle Cost Analysis >>>



lenovoTM
NEW WORLD. NEW THINKING.TM

“ IN ALL WELL MANAGED ENVIRONMENTS,
PC LIFECYCLE COSTS CAN BE REDUCED
UP TO 50%. ”

GARTNER GROUP

Our support for your business doesn't end with engineering PCs that are spill-resistant and hacker safe. We go further to understand your processes and provide you with services that help reduce your cost of ownership.

While ThinkVantage™ technologies reduce machine downtime and provide data security, our PC Lifecycle Analysis helps you reduce your running and ownership costs. Our Strategic Consulting Team of experts has carried out over 50 studies in over 7 years. They have successfully analyzed and implemented best practices in many large enterprises like yours, and helped them reduce costs.

The following pages will explain in detail how we can do the same for your organization.

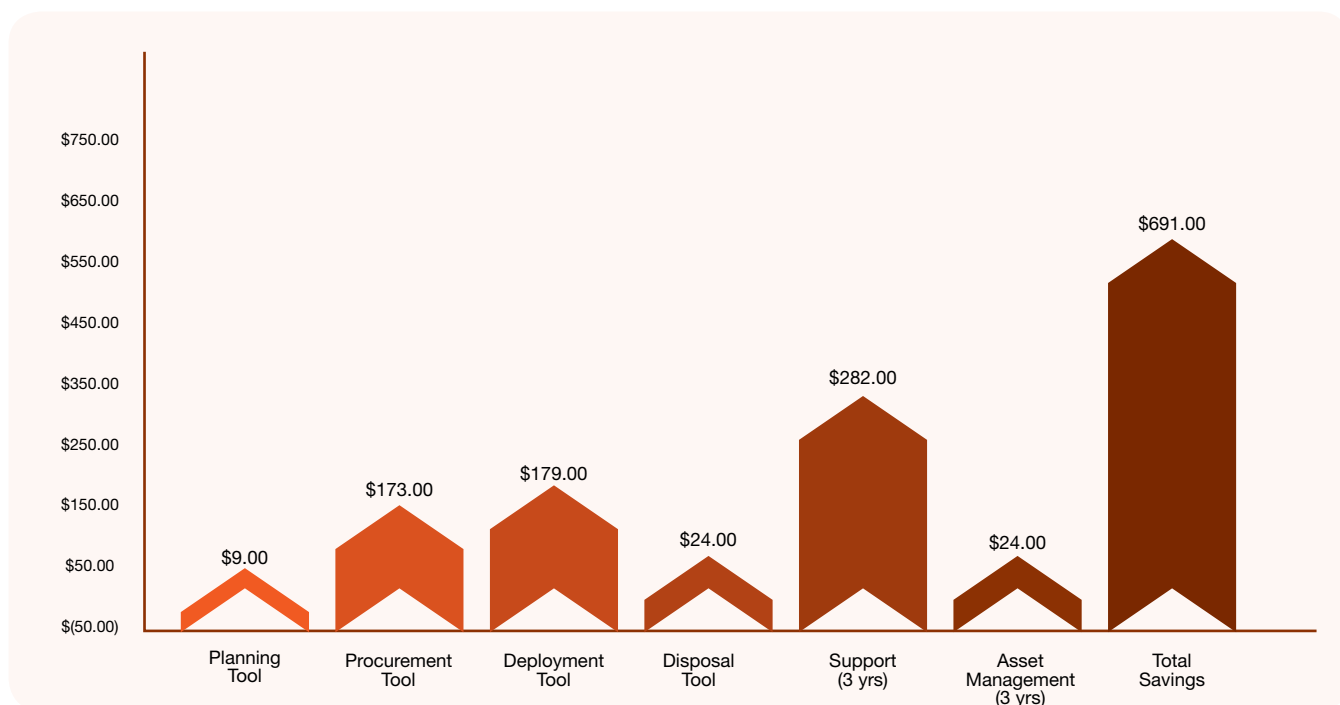


HOW WE CAN HELP

Our PC Lifecycle Cost Analysis begins with an in-depth study of your organization's current processes and costs. We do this with specifically designed questionnaires and interview tools and cover every stage of Planning, Procurement, Deployment, Support, Disposal and Asset Management.

Based on this study, we then demonstrate and quantify the cost savings derived from adoption of best practices in the industry and lifecycle manageability tools.

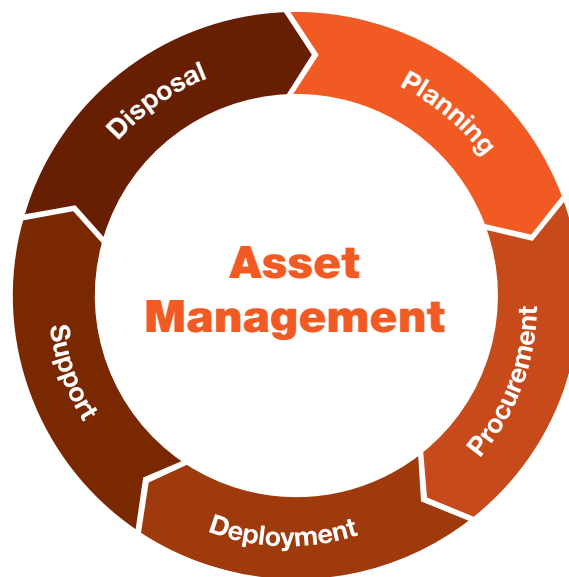
The below diagram depicts Average Savings* per PC



**Weighted average savings calculated from past twenty PC Lifecycle Analysis engagements.*



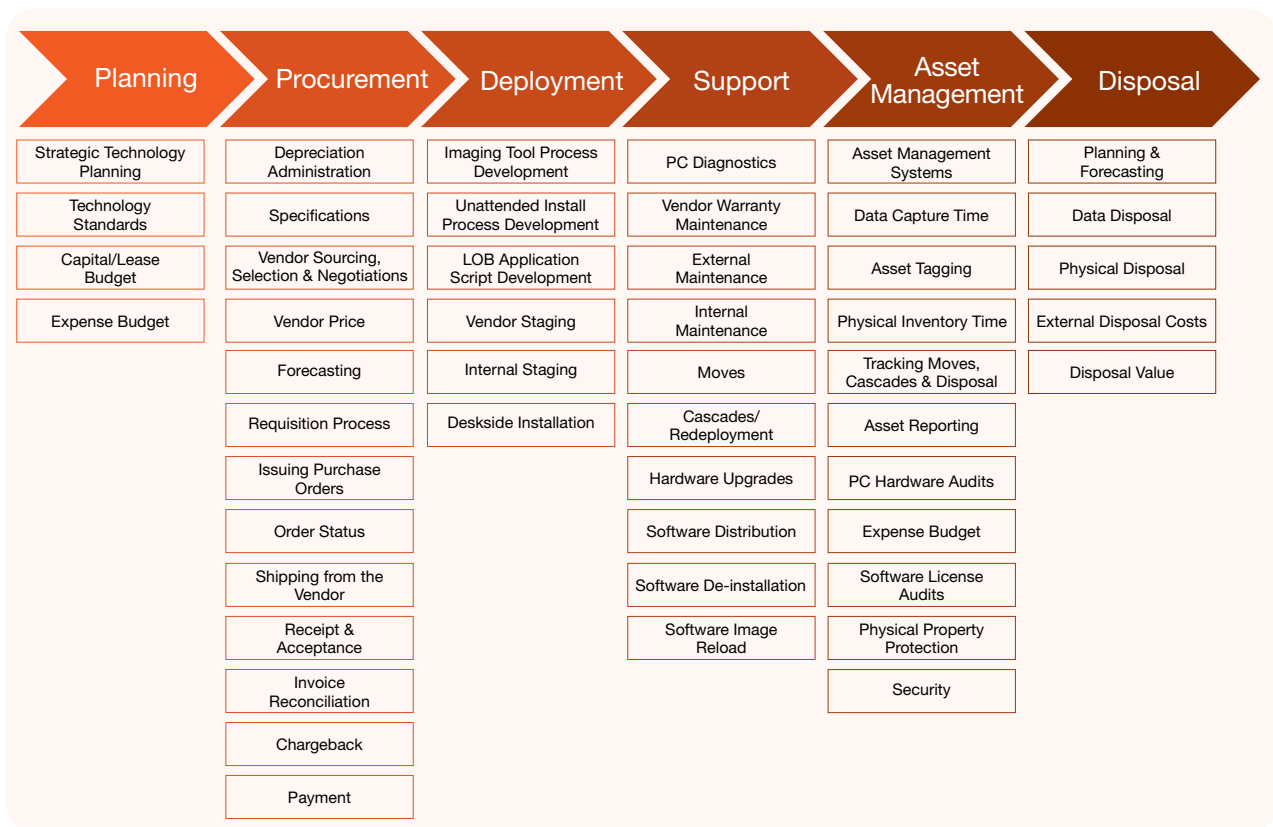
WHAT ARE THE OBJECTIVES



- To establish a process baseline for the full lifecycle of PCs
- To examine your current business processes and provide recommendations based on best practices and industry standard tools for:
 - Process Time Reduction
 - Service Improvement
 - Lifecycle Cost Reduction
- To develop a Cost Savings Analysis Model that can be implemented for your business
- To identify how and where we can add value to your business processes

WHAT WE WILL COVER

Our analysis will cover costs involved at every stage in a typical PC Lifecycle. The following chart depicts the various stages involved in Planning, Procurement, Deployment, Support, Asset Management and Disposal.



STEPS INVOLVED IN THE PROCESS

The following chart depicts the major steps involved in the analysis:



WHAT WE REQUIRE FROM YOU

We will assign a principal consultant to conduct the analysis of your business. In order to gain a proper understanding of your environment and processes, we will require the following:

- Management Sponsor
 - Agree to project scope and process
 - Assign project focal point
 - Review final results
- Project Focal Point
 - Review questionnaire
 - Decide who should complete the questionnaire
 - Schedule follow-on interviews
 - Review and validate As-Is costs
- Scheduling of the final presentation





WHAT WE WILL DELIVER

On completion of the PC Lifecycle Cost Analysis, we will deliver the following project documentation:

- Interview questionnaire
- Current Processes and Costs (As-Is)
- Proposed Processes and Costs (To-Be)
- Summary Comparison of As-Is and To-Be Costs
- Results Presentation

MAXIMIZE YOUR PC LIFECYCLE SAVINGS WITH US

We are leaders in the development and implementation of lifecycle cost reducing technologies combined with industry best practices. Our solutions, when deployed in an integrated fashion, increase lifecycle savings up to 50%. We look forward to assisting you in quantifying your organizational savings potential.

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