



# Is your device strategy delivering to the bottom line?

The technology at the core of your business has never been more important—with remote, hybrid, and at-home work now a permanent part of your world.



**61%**  
of U.S. workers are choosing not to go into their workplace.<sup>1</sup>

This “third-office” intersection between work and personal raises employee expectations for a consumer-like experience. But delivering this brings cost, security, and productivity concerns that you might try to address in several ways:



## Manage costs

Hoard devices or rely on aging, existing equipment

Choose different outsourcing plans for various hardware based solely on price and not on outcomes



## Boost security

Lock down devices to regain control of security

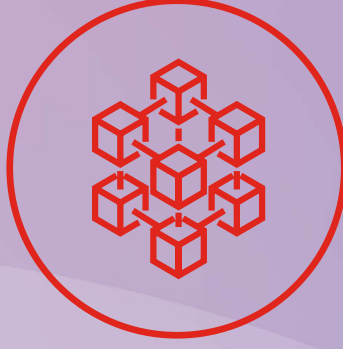


## Provide choice

Offer a completely open device strategy



**But these approaches come with risks:**



- ⚠ Stale assets that require costly upkeep
- ⚠ Complex multivendor management



- ⚠ The addition of process-heavy, time-consuming steps



- ⚠ Security issues and a lack of standardization

And while you’re dealing with all these complexities, you’re also trying to support your organization’s sustainability goals. Ultimately, you’re left facing some critical challenges:



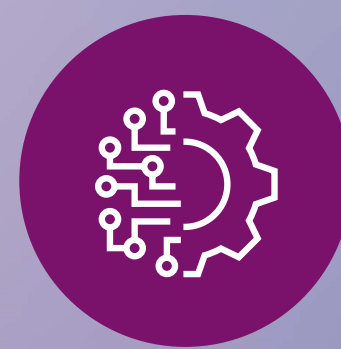
## Technology constraints

that limit where, when, and even how you do business



## Technology payment structures

that restrict how you support the business



## Business requirements

that demand 100% uptime and full compliance from underlying technology and services

You may think the problem lies with how you manage, procure, and secure your devices. Instead, you need to redefine the role technology plays in supporting your employees.



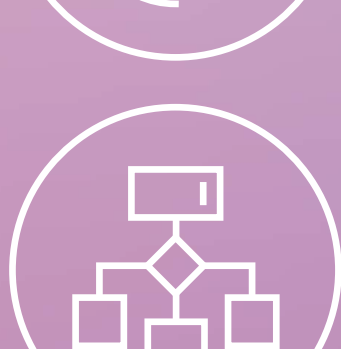
# What if you could deliver a user experience that matters to the business?



Give employees everywhere the support they need.



Take advantage of flexible payment options that let you adapt spending as your organization changes and grows.



Ensure a consistent and reliable supply of quality devices and the supporting solutions that your employees depend on.

Learn more: [lenovo.com/truscale-daas](https://lenovo.com/truscale-daas)

1-Pew Research Center, “COVID-19 Pandemic Continues to Reshape Work in America,” Feb. 16, 2022. Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of information but is not liable or responsible for any editorial, photographic, or typographic errors. Images are for illustration purposes only. For full Lenovo product, service, and warranty specifications, visit [www.lenovo.com](https://www.lenovo.com). Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo. Other company, product and service names may be trademarks or service marks of others. © Lenovo 2022. All rights reserved.