



# Lenovo Asset Recovery Services

Environmentally compliant solutions that capitalize the end of your customers' technology lifecycle

**Businesses rely on technology to thrive.**

But, with rapid technology advancements and the inevitable toll taken on IT assets, technology can fast become a productivity drain, a costly asset management burden and a worrying security headache.

Lenovo Asset Recovery Service (ARS) can help your customers responsibly dispose and generate the maximum possible value for any hardware from any brand, including Laptops, Desktops, Peripherals, Enterprise Hardware and more.

**For Lenovo Trusted Partners Only**

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With today's rapid technology advancements and regular wear and tear, your customers' business devices can swiftly become obsolete. Managing these idle systems represents a security concern and asset management burden.

Rely on Lenovo for **best-practice hardware recycling and secure data disposition** that's **efficient, safe, environmentally sound, and compliant** with local regulations. Our team of IT Asset Disposal experts helps generate the maximum value from the responsible disposal of hardware from any brand, including laptops, desktops, peripherals, monitors, cell phones and printers.

## Financial benefits for you and for your customers.

Lenovo Asset Recovery Services represent a significant **revenue opportunity** from selling the service itself, as well as a chance to upsell from the recovered value of the hardware. By providing an aggressive evaluation for your customers' idle IT assets, Lenovo Services help you **monetize your customers** and increase their **investment potential for their next deal** with you.

## Leverage Lenovo's scale and delivery capabilities to do the heavy lifting

Lenovo will take care of the operational hassle involved on the disposal of your customers' legacy devices. Our Asset Recovery Services have the right processes in place, keeping your customers satisfied and unleashing your business to focus on what matters: the relationship with your customers. With a dedicated project management team guiding organizations through the process, Lenovo will:

- **Work with the world's leading recyclers and refurbishers to mitigate e-waste**
- **Negotiate the most aggressive value for idle IT assets**
- **Maximize value recovery for systems based on age and condition**
- **Ensure the safe disposition of assets at end-of-life, including secure data destruction**
- **Keep businesses compliant with environmental regulations**
- **Provide all legal documentation related to proper data destruction**
- **Provide teams access to Lenovo's Asset Recovery portal to track progress**

## Environmentally responsible. Legally compliant.

Globally, discarded technology products contribute to a growing environmental issue. More than 50 million tons of e-waste are produced annually (enough to cover an area the size of Manhattan)<sup>1</sup> and only 18% is collected and recycled.<sup>1</sup> As consequence, several **regulatory measurements were put in place** imposing environmental liability risks for business across the world.

“By 2050 the amount of e-waste will double to approximately **111 million tons** per year.<sup>2</sup>”

**4.1 billion** compromised records were exposed only in the first six of 2019, in more than **3,800** publicly disclosed breaches.<sup>3</sup>”

Another area where **laws and regulations** impose cumbersome solutions is the one of **data transfer and wiping**. IT leaders shoulder the responsibility of ensuring privacy for confidential data (both personal and business).

If technology assets are discarded without proper data destruction protocols, organizations run the risk of exposing Social Security Numbers, financial data, addresses, medical records, or even trade and commercial secrets. Lenovo works with carefully vetted partners who accommodate a variety of data destruction standards (DOD, NIST, NSA, and others).

Lenovo ensures organizations remain compliant with applicable privacy laws (HIPPA, Sarbanes Oxley, Gramm-Leach-Bliley), reducing civil liability risks associated with data breaches.

## Offering recap

ARS offers a single-source solution for the secure, documented disposition of IT assets and data, and can be customized to address the unique needs of your customers worldwide.

### Standard ARS Services

- Pickup and secure transport from your customer's location
- Processing to receive, test, and prepare equipment for resale
- Recycling to ensure proper disposal for obsolete equipment
- Department of Defense-certified disk destruction
- Single point of contact and detailed reporting
- Return value for remarketable assets

### Additional on-request Services

- Remote or on-site discovery to provide current inventory with value assessment
- Dismantle and move assets to on-site pickup area
- Quarantine hold of assets for specified period to ensure data migration
- On-site data destruction

### Other options

- Refurbishment and remarketing
- Recycling of components
- Donation to the organization of your choice

## Ready to start selling?

**Rely on Lenovo for best-practice hardware recycling and secure data disposition that's efficient, safe, environmentally sound and compliant with the rules and regulations in your territory.**

**We'll be your partner all along the way, working with you to increase your service delivery capability, and allowing you to scale your business, your sales, and your market share.**

**Talk to your Lenovo Representative today and learn more about using Asset Recovery Services to capitalize your customers before their next IT refresh.**



More info: [www.lenovo.com/ars](http://www.lenovo.com/ars)

**WWServices – ARSbro – 011022 – Channel – RL/LZ/PS**

(1) <https://www.weforum.org/agenda/2019/01/how-a-circular-approach-can-turn-e-waste-into-a-golden-opportunity/> (2) <https://globalewaste.org/news/surge-global-waste/> (3) <https://www.forbes.com/sites/daveywinder/2019/08/20/data-breaches-expose-41-billion-records-in-first-six-months-of-2019/?sh=3a77da32bd54> . Products and offers subject to availability. Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of all 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](http://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.**

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