

Lenovo
Government



When Endpoints Work, Government Delivers

The four decisions that define a state and local
government endpoint strategy



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The Mission Is Bigger Than the Mandate

Across state and local government, IT leaders own the mission and everything under it: modernization, constituent services, and public accountability. The people doing the work are everywhere at once — at counters, in the field, in hybrid offices, and on endpoints that span years of refresh decisions. That accumulated fleet is the support layer for distributed government services. And the cost of running it is rising. DRAM contract prices surged more than 100% in Q1 2026, and device prices are projected to rise 10 to 20% by year end.¹ High-value endpoints that hold their performance across longer lifecycles are no longer optional.

Cost is one pressure. Security is the other. At least 117 publicly disclosed ransomware attacks struck U.S. state and local government entities in 2024, including the July 2024 attack on the City of Columbus, Ohio that forced multi-day suspensions of court filings, tax payments, and recorder services.² Every interruption is public. Every delay lands in front of the people the agency exists to serve.



¹ TrendForce, February 2026; IDC commentary on device pricing, 2026.

² Comparitech ransomware tracker, 2025; FBI IC3 2024 Internet Crime Report, April 2025.

Hidden Tax on Every Initiative

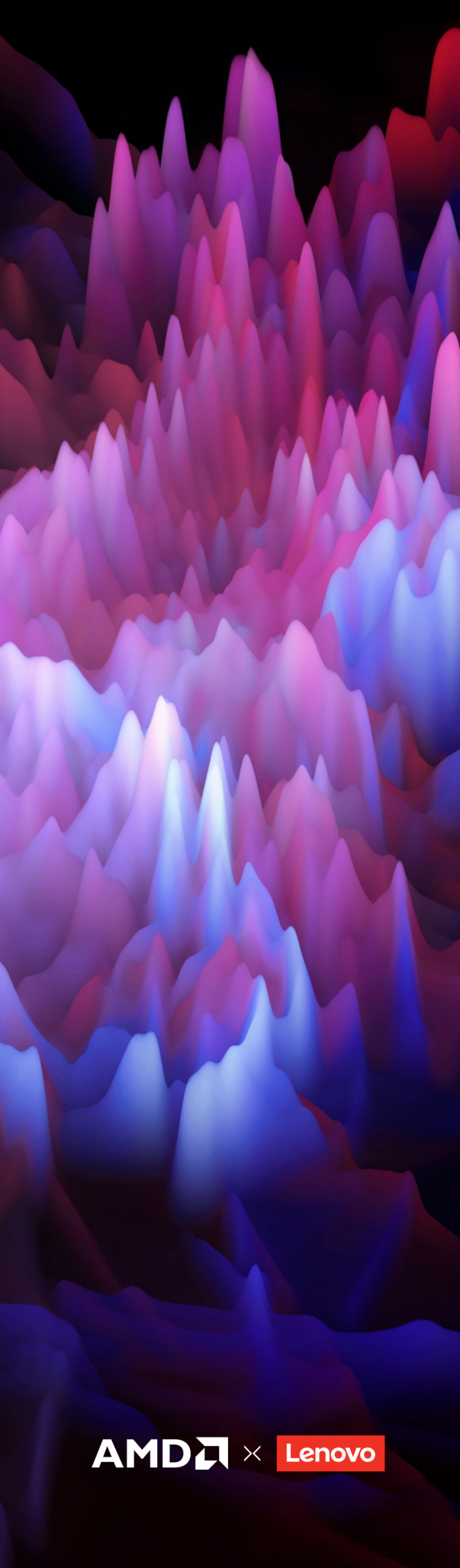
Most agencies don't have an endpoint strategy, and for years they didn't need one. When a refresh was a like-for-like swap, deciding device by device worked fine. That's changed. Endpoints have advanced quickly, and legacy devices increasingly can't keep up. What you put in the field now sets your fleet's capability for years.

Without a strategy, those decisions get made reactively, and reactive decisions carry a cost that never shows up as a line item. That's the hidden tax: audit overhead, security gaps, cost variance, and delayed initiatives. The answer is an endpoint strategy.

From Default to Deliberate

An endpoint strategy isn't a procurement plan or a refresh schedule. It's a deliberate position on the four decisions that determine whether the rest of the agency's roadmap is executable.

Security posture. Fleet management. AI readiness. Financial predictability. Each one is a decision IT leaders are already making, whether by default or deliberately. Made by default, they compound into the hidden tax. Made deliberately, they build into something else entirely: a fleet that supports the mission instead of constraining it, even when the fleet itself stays mixed.



An Endpoint Strategy in Four Decisions

Security

CISA now urges organizations to verify endpoint and firmware integrity at the point of purchase, making security a procurement decision.³ The reason: attackers no longer start at the application. Firmware, boot, and the supply chain are now the targets, beneath the operating system where software-only defenses can't reach. For a CIO, that's the worst kind of attack: you can't remove it by reimaging, and you can't detect it with the software you already run.

Lenovo ThinkShield builds protection in before the endpoint ships, with secured firmware and a verified supply chain from factory to delivery. With AMD Ryzen™ PRO, the following protections live in the chip itself, working whether the endpoint is online or not:

- **Secure Processor 2.0:** a dedicated security chip with Platform Secure Boot that checks firmware at startup, so a tampered endpoint won't boot.
- **Memory Guard:** encrypts everything in memory in real time, so data stays protected even if an endpoint is lost, stolen, or compromised in the field.
- **FIPS 140-3 Level 1:** meets the federal encryption standard now required for handling criminal justice and tax data, ahead of the FIPS 140-2 sunset on September 21, 2026.⁴

³ NSA/CISA, "Guidance for Managing UEFI Secure Boot," December 11, 2025.

⁴ FBI CJIS Security Policy v6.0, December 2024; NIST CMVP transition guidance, FIPS 140-2 sunset September 21, 2026.



Fleet Management

Securing endpoints and managing them are the same job, and both got harder when the workforce stopped sitting in one place. Roughly half of state and local agencies now report flexible or hybrid scheduling.⁵ A lean IT team is responsible for thousands of endpoints it rarely sees — impossible to manage one at a time.

When IT can't reach an endpoint, the work waits: patches go undeployed, lost devices stay a risk, and new hires sit idle. Lenovo and AMD put every endpoint back within reach:

- **Delivered and deployed at scale:** Lenovo's supply chain — ranked #7 in Gartner's 2026 Supply Chain Top 25 — gets uniform endpoints to every site, and Lenovo Device Orchestration handles imaging, patching, and remote management once they arrive.⁶
- **End of life:** Lenovo Asset Recovery Services sanitize retired endpoints to the NIST 800-88 standard before disposal.
- **Lost or stolen endpoints:** Lenovo ThinkShield can wipe and lock an endpoint remotely, so one lost in the field can't expose sensitive data.
- **Remote provisioning:** AMD PRO Manageability lets IT provision and diagnose endpoints remotely, so a new hire is working on day one.

⁵ MissionSquare Research Institute, 2025 State and Local Government Workforce Survey, July 2025.

⁶ Gartner Supply Chain Top 25, 2026.

AI Readiness

NASCIO ranked AI the number-one state CIO priority for 2026.⁷ But the mandate landed on state and local agencies that aren't ready for it: 53% of state leaders cite a skills gap as the barrier, and most are more than a year from running AI at any scale.⁸ Leadership wants AI now; the workforce, the governance, and much of the fleet aren't there yet.

Government has already settled on how to do this safely: keep the AI close to the data. On-device AI ranks as the second tech investment priority this year.⁹ The strategy is set. What it needs is a fleet that is capable:

- **Data stays on the endpoint:** When the AI runs on the chip, sensitive constituent and case data is processed locally and never leaves the device.
- **Shadow AI loses its opening:** When a secured AI capability is already on the device, staff have no reason to reach for personal, unsanctioned tools to get work done. Government CIOs rank shadow AI among their top AI trust concerns.¹⁰

⁷ NASCIO State CIO Top 10 Priorities for 2026, December 2025.

⁸ NASCIO State of the States Tech Forecast 2025; IDC CIO Playbook 2026, commissioned by Lenovo (Government n=250).

⁹ IDC CIO Playbook 2026, commissioned by Lenovo (Government n=250).

¹⁰ IBID



Financial Predictability

The structural memory shortage driving device pricing is projected to persist into 2028.¹¹ At the same time, Gartner projects that by the end of 2026, 100% of enterprise PC purchases will be AI PCs.¹² Both conditions make lifecycle planning a multi-year decision instead of an annual one. Three levers turn that into a forecastable position:

- **Recovered value stays with IT:** that same shortage works both ways — it's lifting trade-in values too, and the credit from retired endpoints returns to the CIO's IT budget rather than being recaptured to the general fund.
- **TruScale Device-as-a-Service:** converts endpoint refresh from a capital event into a forecastable operating line, with the CIO setting the cadence at three, four, or five years based on the agency's budget cycle.
- **AMD Ryzen™ PRO efficiency:** performance-per-watt lowers operating cost while extending platform longevity, making AMD a high-value investment that earns its keep across a longer lifecycle.

And for state and local agencies refreshing under deadline, Lenovo's Top Choice Express program delivers pre-selected, high-demand configurations in 10 business days or less. Together, these are how high-value endpoint decisions become fundable, repeatable, and defensible to the people paying for them.

¹¹ Counterpoint Research, 2025; Intel CEO Lip-Bu Tan public commentary.

¹² Gartner, "AI PCs Will Represent 31% of Worldwide PC Market by the End of 2025," press release, August 28, 2025; enterprise AI PC forecast reported via CIO Dive, 2024.

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The Right Technology Partner Makes the Difference

These four decisions shape what your agency can do. Approached together, they become an endpoint strategy: a fleet that supports the mission instead of constraining it.

Talk to your technology partner about Lenovo + AMD solutions for state and local government. Decide what your endpoint strategy looks like before the next initiative decides for you.



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