Get Connected | Verizon Connected Laptops

**Indirect Channel
Sales Resource Guide**

August 2023

verizon✓

Connected Laptops for Business

Why Connected Laptops?

Connected laptops have emerged as the fastest growing device activation category in 2022 due to the increasing demand for remote work in the workforce.

Work from virtually anywhere. Free users from Wi-Fi by providing reliable 4G or 5G connectivity to extend the office/classroom and free up bandwidth at home.

Improve customer service. Given a fast, reliable connection on Verizon 5G employees can more quickly respond to customer inquiries and provide personalized service.

Simplify business devices. Expand wireless services beyond traditional products. Use a single piece of hardware (no mobile hotspot, router or phone needed).

Increase productivity. Use a connected laptop with 5G connectivity to enable real-time collaboration and communication between teams, leverage AR and VR tools for remote consultations and training, and access high-speed data transfer for near real-time monitoring and management of data.

Reduce operating costs. With the ability to work remotely, and access all necessary information on-the-go, there's no need for costly office space or expensive travel. Say goodbye to wasted time and resources and hello to a more efficient way of working with our innovative solutions.

Enhance security. Connect securely and reliably from virtually anywhere.

Unprecedented remote work
71%
of U.S. workers are sometimes or always working remotely in 2023.[1]

Technology transition
85%
of enterprise customers utilize Windows laptops that may be impacted by the sunset of Windows 10 in 2024.[3]

Changing customer expectations
61%
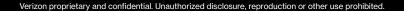of customer interactions are expected to be online with 53% of customers preferring digital to retail channels.[2]

Value of security solutions
83%
of organizations have had more than one data breach costing an average of $9.44M in the US - highest of any country.[4]

1   "Gartner Forecasts 39% of Global Knowledge Workers Will Work Hybrid by the End of 2023." Gartner, 1 Mar. 2023.
2   "Salesforce State of the Connected Customers, 5th Edition." Salesforce, 2022.
3   "Personal Computing Devices Market Share." IDC, 28 Mar. 2023.
4   "Cost of a Data Breach Report 2022." IBM Corporation, Jul 2022.

Connected Laptops for Business

Why Verizon?

Connected laptops powered by Verizon offer powerful performance, fast 4G and 5G connectivity, and enterprise-grade security features. Connect, collaborate, and work smarter with lightning-fast speeds and reliable connectivity. Verizon provides premium mobile connectivity for these laptops, whether they are purchased through Verizon channels, mobility co-sell partners, or directly from a manufacturer.

Superior Coverage.
From 4G LTE to 5G Ultra wideband, our coverage reaches nearly everywhere across the country - and beyond.

Performance.
Verizon is the most awarded brand for Wireless Network Quality according to J.D. Power. [1]

Trusted Security.
Managing over 500,000 security network and hosting devices gives us valuable insights into the digital landscape.

Reliable.
Awarded the most reliable 5G Network in America by RootMetrics[2]

1 Verizon received the highest number of awards in network quality for the 25th time as compared to all other brands in the J.D. Power 2003-2020 Volume 1 and 2 U.S. Wireless Network Quality Performance Studies. Network Quality measures customers' satisfaction with their network performance with wireless carriers. For J.D. Power 2020 award information, visit jdpower.com/awards for more details.

2 Most reliable 5G network based on more first place rankings in RootMetrics' 5G data reliability assessments of 125 metro markets conducted in 2H 2022. Tested with best commercially available smartphones on three national mobile networks across all available network types. Your experiences may vary. RootMetrics rankings are not an endorsement of Verizon.

Connected Laptop Partners

Over 100 unique models in market support Verizon 4G or 5G connectivity.

Panasonic

Panasonic offers a variety of Panasonic TOUGHBOOK rugged laptops and handheld computers connected on Verizon's 4G LTE and/or 5G network. From the shop floor to a lab, on the road or in the field, Panasonic is helping to keep organizations moving forward.

Panasonic Differentiators

Engineered to withstand drips, drops, dust and grime TOUGHBOOK® computers thrive and survive in the hardest of environments. Panasonic is committed to delivering mobile computing solutions that help you get the job done, wherever it takes you.

- Select TOUGHBOOK mobile devices go beyond the standard safety testing to achieve Hazardous Locations Class 1 Div 2 certification, TPM 2.0 and are TAA-compliant, approved for government deployment.
- Panasonic and its partners design a wide assortment of heavy-duty docks, mounts and other peripherals including barcode readers, printers and magstripe readers — to expand and enhance the TOUGHBOOK capabilities.
- Panasonic values keeping backward compatibility to allow customers to save the expense and hassle of replacing vehicle docks every time a new model is introduced.
- Panasonic is the only major manufacturer that designs, builds and tests its mobile devices in its own factory — allowing quality control, consistency and parts availability to be monitored every step of the way.

Product Lineup | Target Customers

TOUGHBOOK 40	• Offers increased usability and readability for work outside of traditional office environments • Advanced docking support, enhanced sound quality and improved screen brightness
TOUGHBOOK 55	• Modular design allows users to upgrade the memory, storage, keyboard and three different expansion areas • Suitable for work in all types of weather conditions that work is performed in
TOUGHBOOK 30	• 2-in-1 with optional keyboard that easily detaches with just one hand to become a 12.0" tablet • MIL-STD-810G and IP65 all-weather design plus an IP55 digitizer pen for workers that need the highest levels of writing, drawing or signature accuracy in the toughest of conditions
TOUGHBOOK G2	• Innovative modular design with three expansion areas including a quick-release SSD • Ideal for jobs that need a communications solution in multiple environments (e.g., office and remote areas) that are normally out of Wi-Fi range • Reliable mobile computing solution that works in extreme conditions

LENOVO

Lenovo provides a robust range of laptops, convertible devices, and mobile workstations to deliver an end-to-end solution for customers globally.

Lenovo Differentiators

- **#1 PC vendor in the world, according to a 2022 Gartner study**

- **Lenovo combines best-in-class devices with a robust ecosystem of end-to-end services, including advanced security features, to provide a comprehensive solution for businesses.**

- **Lenovo laptops include Comprehensive security from BIOS to the cloud with built-in ThinkShield.**

- **Lenovo's legendary ThinkPad portfolio is designed to provide a reliable, durable, secure and eco-minded experience for users while connected on Verizon's 4G LTE and/or 5G network.**

Product Lineup | Target Customers

Chromebooks	• Options for teachers, students, and IT leaders across both Chrome and Windows- based devices designed to maximize learning in the classroom
Entry Tier	• If it's productivity and price that matter most, ThinkPad L Series deliver. • Powerful laptops and 2-in-1s boast legendary reliability, award-winning spill-resistant keyboards, enhanced security options, & superior web-conferencing.
Standard User	• Built to perform and engineered to endure, ThinkPad T and Z series for business are the most customizable laptops. • The T Series offers customers the choice of AMD or Intel platforms ranging from thin and light to full-feature large-screen laptops.
Executive	• With smaller footprints and epic battery life, X Series is designed for business travelers. • The X1 series boats biometrics for extra security including a fingerprint ready & facial recognition. • Verizon offers the ThinkPad X13s through D-Fill to enable work-from-anywhere productivity like never before.
High Performance	• Fusing the portability of a laptop and the performance of a workstation, ThinkPad P Series workstation laptops are ISV-certified for all major applications. • Lightning-fast graphics & processing, and the latest cutting-edge technology, they can handle compute-intensive needs even in surprisingly light packages.

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DELL

Connected Dell laptops, designed for mobility and productivity, enable enterprise workforces to work virtually wherever and however they need.

Dell Differentiators

Most secure.
Dell has the industry's most secure commercial laptops*

Most intelligent.
Dell has some of the world's most intelligent commercial laptops, featuring built-in AI**

Support
Quickly get systems back up and running with Dell support

Deployment
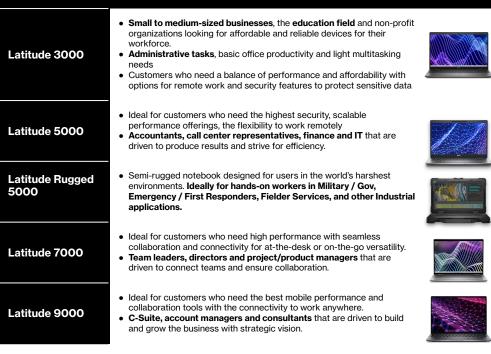Efficiently deploy laptops across your workforce

Sustainability
Recycling solutions for devices around the world

* Based on Dell analysis, September 2022. Not all features available with all laptops. Additional purchase required for some features.
** Based on Dell analysis, October 2022. Dell Optimizer not available in OptiPlex 3000 series, Latitude Chromebook Enterprise and Linuxbased devices. Feature availability and functionality may vary by model. For more details, visit: https://www.delltechnologies.com/asset/en-us/solutions/business-solutions/technical-support/dell-optimizer-features-availab ilitymatrix.pdf.external.

Product Lineup | Target Customers

Latitude 3000	• **Small to medium-sized businesses**, the **education field** and non-profit organizations looking for affordable and reliable devices for their workforce. • **Administrative tasks**, basic office productivity and light multitasking needs • Customers who need a balance of performance and affordability with options for remote work and security features to protect sensitive data
Latitude 5000	• Ideal for customers who need the highest security, scalable performance offerings, the flexibility to work remotely • **Accountants, call center representatives, finance and IT** that are driven to produce results and strive for efficiency.
Latitude Rugged 5000	• Semi-rugged notebook designed for users in the world's harshest environments. **Ideally for hands-on workers in Military / Gov, Emergency / First Responders, Fielder Services, and other Industrial applications.**
Latitude 7000	• Ideal for customers who need high performance with seamless collaboration and connectivity for at-the-desk or on-the-go versatility. • **Team leaders, directors and project/product managers** that are driven to connect teams and ensure collaboration.
Latitude 9000	• Ideal for customers who need the best mobile performance and collaboration tools with the connectivity to work anywhere. • **C-Suite, account managers and consultants** that are driven to build and grow the business with strategic vision.

HP offers a broad portfolio of business laptops, with enterprise-class security, premium design, and cutting-edge collaboration features, to keep your hybrid workforce as connected, productive, and secure as when we were all working within the same four walls.

HP Differentiators

Firmware security and resiliency with HP Sure Start14
Automatically recover from firmware attacks or corruption with the world's first self-healing BIOS and restart with a safe copy with HP Sure Start.

Get Next-gen antivirus with HP Sure Sense15
Find and neutralize malware and ransomware with HP Sure Sense12 that uses AI to create an intelligent threat defense.

Built-in privacy screen with HP Sure View16
Shield sensitive information from prying eyes with HP Sure View.

OS resilience with HP Sure Recover13
Automatically restore OS without the help of IT support, with HP Sure Recover.

Monitor vulnerabilities with HP Endpoint Security Controller17
Quickly recover your PC from attacks with HP Security Controller that provides an isolated chip acting as a control center to monitor vulnerabilities.

Product Lineup | Target Customers

Mobile Task Workers	• Task workers who want to feel valued as an employee with modern business technology with up-to-date collaboration and performance for today's hybrid work styles	• HP Fortis series • HP Pro 400 series
Home and Office Navigators	• Users who thrive in office environments, spanning many locations and roles, processing, creating, and collaborating across teams	• HP Pro 400 series • HP Elite 600 series • HP Elite 800 series • HP Z FireFly
Mobile Trailblazers	• Professionals who are always on the move, traveling seamlessly from corporate facilities to customer facilities and more, demanding ubiquitous networking, battery life, security, and portability	• HP Elite 800 series • HP Elitebook 1000 series • HP Elite Dragonfly
Mobile Knowledge Workers	• Perfect for product designers and managers of design teams, 2D content developers, and power users	• HP Z FireFly
Power Creators, Data Scientists, and Visual Artists	• Advanced capability requiring maximum performance for large datasets, simulation, rendering, and virtual reality applications	• HP Z Fury

Resources

Panasonic

Resources: Panasonic InfoManager OST | TOUGHBOOK Quick Reference Guide | Flyer | Customer Presentation | 15 min Training Course

DELL

Resources: Dell InfoManager OST | Dell Solution Spotlight | Flyer | Customer Presentation | 15 min Training Course

Lenovo

Resources: Lenovo InfoManager OST | Lenovo Solution Brief | Flyer | Customer Presentation | 15 min Training Course

hp

Resources: HP InfoManager OST | Flyer | Customer Presentation | 15 min Training Course