



Windows 10 Pro means business

Intelligent Transformation in the Modern Workplace

Lenovo

# Intelligent Transformation in the Modern Workplace

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 VIETNAM  
WEB  
SUMMIT

# The world used to be simpler...

## But Now...



IT now must meet the needs and demands of a **highly mobile** and sophisticated workforce



Faster, more user-centric deployment and platform



Tougher regulatory and compliance requirements  
GDPR in effect May 2018



Proliferation of “Smart Devices” that require management and security



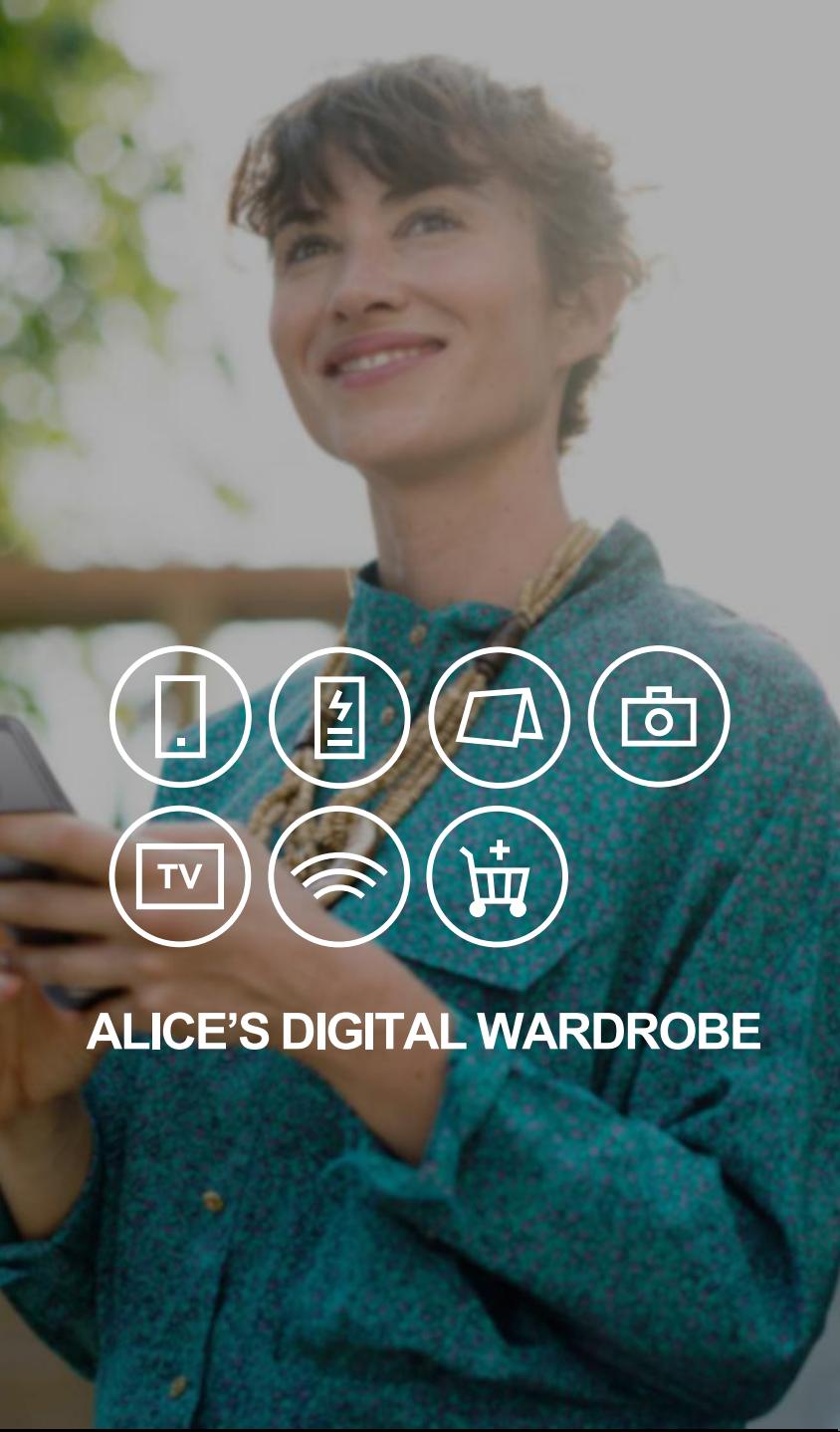
Threats that start before you even acquire the technology and span the lifecycle even through disposal.

**60% OF POPULATION  
ARE MILLENNIALS & GEN-Z  
BY 2025, THEY WILL  
REPRESENT **75%** OF  
THE WORKFORCE**

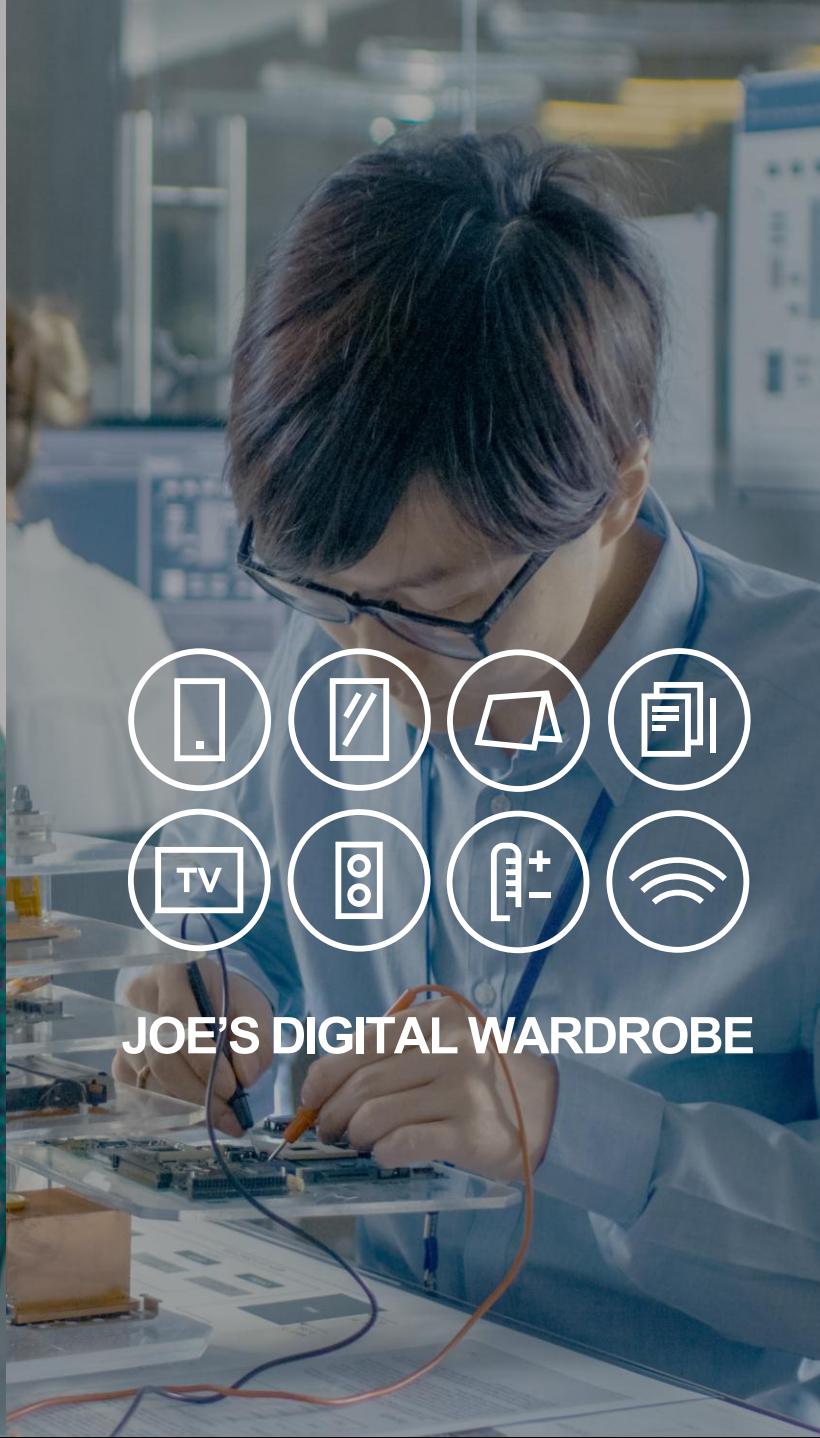


# INTELLIGENT TRANSFORMATION

# PRODUCTIVITY



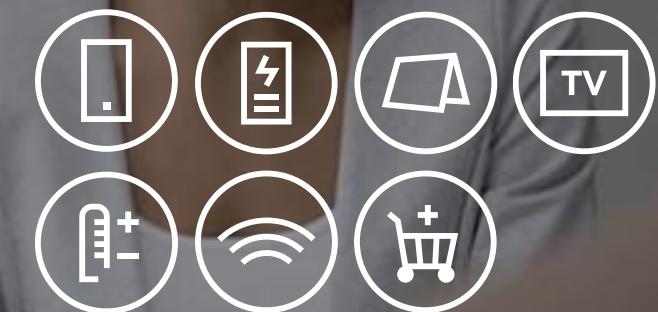
ALICE'S DIGITAL WARDROBE



JOE'S DIGITAL WARDROBE



SARAH'S DIGITAL WARDROBE

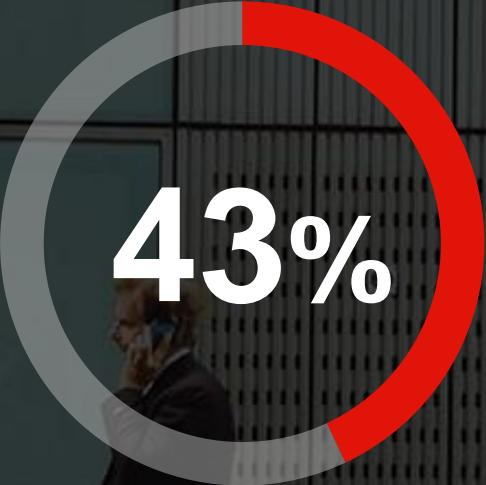


# Today's Evolution of Work

Workplace Transformation Initiatives to solve for pain-points across workplaces and workstyles

## TOP MOTIVATIONS

- Attract & retain talent
- Unleash creativity of an engaged workforce
- Support mobile & migrating workforce
- Better ROI on facilities investments



43%

of employees work away from their team members at least some of the time.

Gallup, State of the American Workforce 2017

**“Companies that emphasize employee experience outperform their competitors”**

Jacob Morgan, The Employee Experience

# HOW TECHNOLOGY CAN MITIGATE PRODUCTIVITY CHALLENGES

“ Improving **Workforce Productivity** is ranked no.1 ”

“ **33% of IT and business decision makers** agree that investing in better technology to enhance employee productivity helps **attract and retain talent.**<sup>2</sup> ”

Making **correct technology** investments to **avoid device failure, unwarranted spending,**  
**& unnecessary downtime will help reduce exhaustion**  
and increase revenue per employee.

“ The ruinous effects of **downtime** are an estimated **\$588 billion** a year in the US alone.<sup>3</sup> ”

“ Employees who are frequently interrupted due to downtime reported **9% higher exhaustion rates.**<sup>3</sup> ”



<sup>1</sup><https://techaisle.com/research-reports/147-2018-top-10-midmarket-business-issues-it-priorities-it-challenges-infographic> <sup>2</sup>[http://www.productivitydelivered.com/ds/en/documents/files/1\\_Pillar%201%20-%20TLP%20-%20English%20-%20Workforce%20Experience.pdf](http://www.productivitydelivered.com/ds/en/documents/files/1_Pillar%201%20-%20TLP%20-%20English%20-%20Workforce%20Experience.pdf)

<sup>3</sup><https://trainingmag.com/6-jaw-dropping-facts-about-workplace-interruptions-and-what-you-can-do/>

# Guide our Customers in the New Ways of Working

“Help create successful organizations”



# Lenovo's 4 Wave Solution Strategy

***Improving experiences for the evolving workplaces***

- Create purpose-built devices at center point of collaboration
- Develop IOT SW Platform for 'Universal' Collaboration
- Expand Portfolio of Devices and Accessories + new spaces
- Enable Collaboration-as-a-Service Platform



New Devices + New Spaces + New Accessories + New Solutions = **ThinkSmart**  
Smarter Working

# THINKPAD AGENDA SETTER (WOLF)



[\*\*CLICK HERE TO SEE FULL VIDEO\*\*](#)

## THINKPAD X1 EXTREME VIDEO

[CLICK HERE TO SEE FULL VIDEO](#)

ThinkPad<sup>P1</sup>



**WORLD'S LIGHTEST  
MOBILE WORKSTATION**



ASTON MARTIN

[\*\*CLICK HERE TO SEE FULL VIDEO\*\*](#)



FROM THE CLOUD TO THE EDGE  
**THE MOST COMPLETE  
SECURITY SOLUTION  
IN THE INDUSTRY**

ThinkShield

DATA – IDENTITY – ONLINE – DEVICE

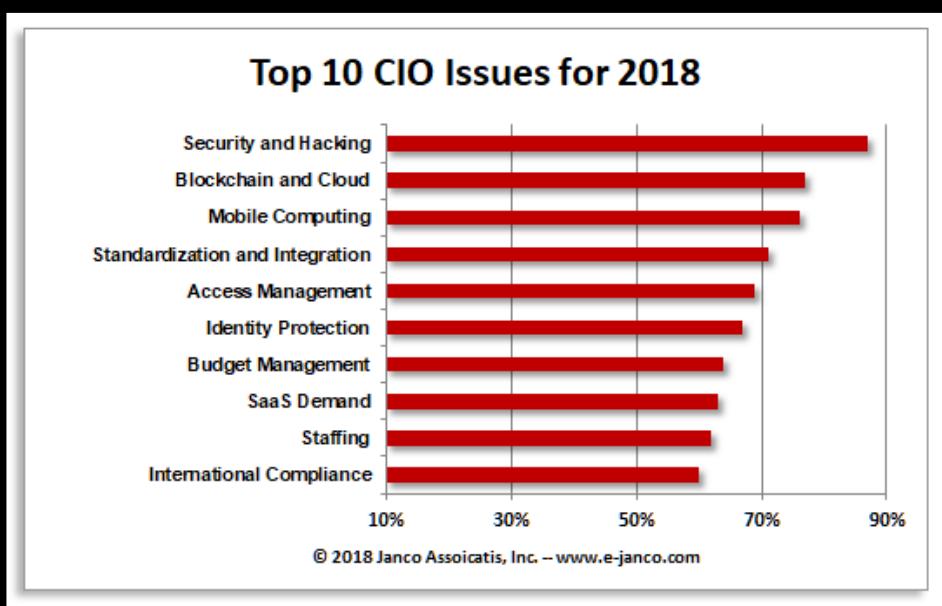
# Security Breaches Are the #1 Concern for ALL C-Level Executives

***“Cyber security is a CEO issue.”*** (McKinsey)

## Cyber threats are a material risk to your business

Cathay Pacific data leak: airline warns customers to guard against phishing attempts

- Beleaguered Hong Kong airline says it is aware of attempted fraud, targeting some of the 9.4 million passengers
- Cybersecurity experts say the airline has been targeted by cybercriminals



**\$4.0M** is the **average cost of a data breach** per incident



**5B** new unique threats are created and spread every month



**81%** of breaches involve **weak or stolen passwords**

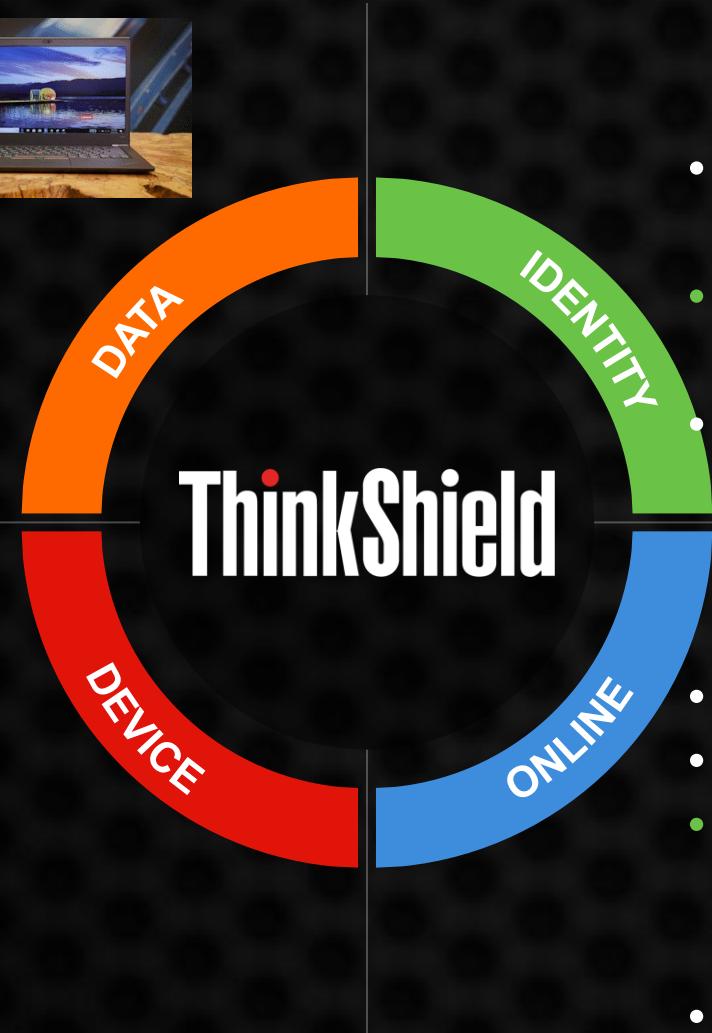


**87%** of senior managers have admitted to **accidentally leaking business data**

# How Do We Protect You Across All Threats?

## How do I protect my Data?

- **ePrivacy filter**
- OLDB (Online Data Backup)
- **SED (Self-Encrypting Drives)**
- BitLocker



## How do I protect my Identity?

- Intel Authenticate • IR Camera
- Multifactor
- **Match on Chip**
- **Fingerprint**
- Windows Hello
- **Glance**
- **Presence & Gaze Detection**

## How do I protect my Devices?

- Trusted Supplier List
- **Transparent Supply Chain**
- PSIRT & FIRST
- Packaging Security

## How am I Protected Online?

- WiFi Security (Coronet)
- MobileIron
- **Lenovo Unified Workspace (support single sign-on experiance)**
- Intel Identity Protection Technology with PKI

**A comprehensive end to end security approach**

## REASONS

# 5 WHY LENOVO IS A DIFFERENCE MAKER



Trusted around the world



Expertise across Categories



Confidence in Our Products



*The X1 Carbon is what a portable laptop needs to be. It has outstanding performance in a lightweight solid built laptop. One of the lightest laptops in this size. I have about 10 X1 Carbons in our company and anytime I need another laptop, the X1 is most requested by the users.*

- Lenovo User



Business-boosting Technology



Flexible Support Network

# Recaptured # 1 in CY Q318

#1 in worldwide PC market. Record high market share at 24.0%  
– No. 1 in both Commercial PC and Consumer



Windows 10 Pro

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BE READY FOR 5G  
**SPEED**

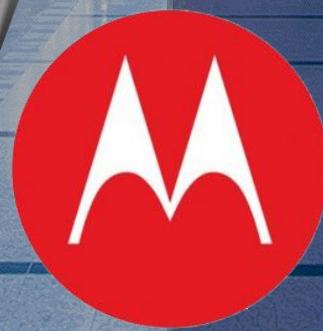
250X FASTER THAN 4G

**CAPACITY**

1M DEVICES PER SQ KM

**BREADTH**

PHONES, PCs, IoT



COMMERCIAL VR



with Daydream



VR CLASSROOM

CLASSROOMS  
JUST GOT A LOT

**BIGGER**

TRULY IMMERSIVE LEARNING  
VR CLASSROOM



# RETAIL

# MANUFACTURING

## COMMERCIAL IOT

### The Art of Possible

- Lenovo Integrated solution using ADLINK hardware
- Lenovo Services & Joint Software / Platform
- World Class Supply Chain
- IoT Center of Excellence

**Lenovo**

**ADLINK**

## COMMERCIAL AR



MEDICAL



RETAIL



INDUSTRIAL

ARCHITECTURE  
ENGINEERING  
CONSTRUCTION

[CLICK HERE TO SEE FULL VIDEO](#)

# UNRIValed BREADTH



**Lenovo** Services

**Lenovo** DaaS  
Device as a Service

**Lenovo** Software



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# THANK YOU

