

The Lenovo logo is displayed in white text on a red rectangular background.

Lenovo Digital Workplace Solutions

# Work without limits

Make collaboration simpler and better – in or out of the office – with your choice of scalable, personalized, and secure hybrid work solutions.

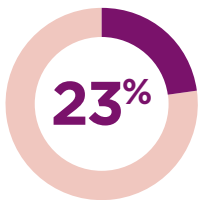
**Now that's smarter.**

# Your company's future will be built on smarter experiences

A decentralized workforce is the new reality of business. But it presents challenges for IT leaders, who must balance productivity and an equitable user experience with control, security, and resource management.

The answer is to invest in digital workplace technology that supports seamless hybrid collaboration so organizations can work smart, however their workforce is deployed.

This demands a solution that allows for efficient management of rooms and devices, while respecting the need for cost control, strong security, personalization and easy deployment. Lenovo and Cisco have joined forces to make this vision a reality.



**Teams with high employee engagement achieve 23% higher profitability**

Source:  
[Gallup, State of the Global Workforce 2024](#)

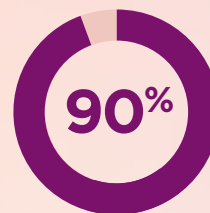
# Make no distance disruptive

Overcome your challenges and create the best hybrid work experience with Lenovo and Cisco.

Lenovo and Cisco help teams innovate together anywhere – whatever their role and however they work. Our intelligent solutions are scalable and personalized, so you maximize business value and productivity with seamless hybrid working. Complete with secure networking, you can collaborate with peace of mind.

Get everything you need from one provider, in an “as a service” model. By consolidating your hybrid work needs into a single managed service, you reduce IT costs, accelerate time-to-value, and simplify implementation.

Tapping into the expertise of the world's largest PC provider and a global tech leader, our solution combines the best employee experience with strong ROI.



**of organizations have embraced a range of hybrid work models**

Source:  
[McKinsey the state of organizations 2023](#)



## Your challenge

## Our solution

### Getting more out of IT budgets and real estate

Adopt flexible spending to maximize ROI while optimizing the use of your real estate. Our smart technology and as-a-Service model helps make this happen.

### Offering consistent and equitable employee experience

Ensure your team is empowered, connected, and efficient, as hybrid work becomes the norm. Offer an equitable experience to staff wherever they work with our hyper-personalized solutions and 24/7 support.

### Centralizing end-to-end managed services

Simplify hybrid work by working with one vendor. Lenovo and Cisco offer a single end-to-end managed service that ensures seamless support and proactive issue remediation across your hybrid work environment.

### Supporting performance and security

State-of-the-art collaboration technology and superior expertise supports maximum productivity, innovation, and security across your diverse hybrid workspace.

### Interoperability

With our collaboration tools, employees are no longer slowed down by having to switch between apps for each meeting.


## We deliver two key solutions...

### TruScale WorkSmart

Lenovo and Cisco combine advanced hardware, software, and managed services to boost employee productivity while optimizing IT budgets. Our TruScale WorkSmart solution is tailored to different employee personas, ensuring seamless, secure, and collaborative work experiences, regardless of the location of work.

### TruScale Meeting Rooms as a Service (MRaaS)

Our trusted partnership delivers a unified, modern meeting room solution that combines state-of-the-art collaboration technology with our robust suite of managed services, designed to provide superior experiences tailored to the needs of hybrid workers.



## Hybrid work that works for everyone

How Lenovo TruScale WorkSmart and TruScale Meeting Rooms as a Service bring faster time-to-value, scalability, and expertise.

### TruScale WorkSmart Work better everywhere

### TruScale Meeting Rooms as a Service Interact easily from anywhere

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#### Better employee experience

- Customized components and services to improve experience, collaboration, and productivity.
- Customized, purpose-led room layouts to meet diverse collaboration styles, and ensure equitable experiences and engagement.

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#### Greater efficiencies

- Optimize cost with a homogenous environment with personalized hybrid collaboration solution.
- Modernization that reduces complexity and streamlines upgrades.
- Maximize operational excellence with flexible and simplified implementation.
- Remote and efficient room management to free up resources and reduces time-to-value.
- Enhanced IT efficiency to free up IT resources.
- Maximize operational excellence with flexible and simplified implementation.

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#### Security, network and collaboration

- Meet employees' high expectations with minimal disruption and maximized performance in and out of the office.
- Centralized device management, troubleshooting, and maintenance for a consistent, high-quality collaboration environment.
- Ensure the security of your employees' workstations with superior managed services.
- Conferencing design and implementation from Lenovo experts.



## Business optimization

- Free IT's management burdens with a managed services acting as an extension of your team.
- Personalized solutions, resources and support are continually optimized and scale with your needs.
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- Personalized solutions, resources and support are continually optimized and scale with your needs.
- Each room is equipped with a right-fit combination of hardware, software, and ongoing support.

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## Continuous tailored support

- Ongoing maintenance and tailored support help run, differentiate, and transform the business.
- Predictive analytics offer actionable device insights, monitor, and enhance in real-time.
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- Predictive analytics offer actionable device insights, monitor, and enhance in real-time.
- Expert-driven managed services to ensure seamless integration and ongoing success.

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## Sustainability

- Optimize building use and reduce impact by selecting the right work setups and room designs.
- Meet your goals with a premium package and deployment of energy-efficient equipment.
- Right-size room and building requirements to minimize operational footprint.

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## Right service provider

- Work with a single provider to simplify management and ensure consistent, seamless support across all hybrid work environment.
- Access best practice support with Lenovo's DWS offerings and Cisco's networking, collaboration, and security portfolio.
- Prioritize simplicity with a one-stop shop you trust to provide necessary skills and full coverage.
- Gain global presence and superior customer services for seamless support in all regions.
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- Gain global presence and superior customer services for seamless support in all regions.

# The Lenovo & Cisco difference

The Lenovo and Cisco partnership delivers a comprehensive, end-to-end solution that spans hardware, software, secure networking, and managed services—all seamlessly integrated. Unlike other providers who may offer only parts of the solution, Lenovo provides the full package, ensuring unmatched efficiency, security, and support at every stage.

Here's how it delivers a positive impact for your business and your future of work.

## What we bring to your business:



### Peace of mind built-in with Lenovo and Cisco

Be reassured that across all aspects of the digital workplace, you are partnering with a trusted advisor for the complete IT lifecycle, delivering tailored services and support. Your hybrid business is in good hands, with Cisco's strong experience in secured network, collaboration infrastructure, and Lenovo, the world's largest PC provider, working as one.



### Prioritizing your security, privacy, and compliance

Enhance your security posture and maintain compliance regardless of employees' physical location, type of device, or nature of connectivity. Gain deep insights, full transparency, and auditability of all operations and ensure you meet all localization requirements with our compliant, end-to-end services.



### Personalized to your needs

TruScale WorkSmart offers options designed to suit the needs of different roles, while TruScale Meeting Rooms as a Service can be optimized so spaces are tailored to specific business requirements.



### Global coverage

With access to 150 technology support centers worldwide, businesses partner with one of the most experienced tech vendors in providing individualized care. Lenovo Digital Workplace Solutions cover 180+ markets globally, with top-ranked 24/7 customer support ensuring we are where you need us— wherever you are in the world. Lenovo is the #1 PC vendor, with clients trusting in the quality of our technology and our best in breed supply chains and delivery, and best-in-breed supply chains are trusted by customers worldwide.



### Everything as a service

Combining hardware, software, infrastructure, and solutions, Lenovo TruScale offers sustainable and scalable technology with single-source convenience. Speed up innovation and build your legacy with leading-edge technology, supported by an established and experienced provider. TruScale enables transformation without disruption and growth without risk.

## The vision is yours. Get there with Lenovo.

Ready to make hybrid work simple?  
Contact your Lenovo Service representative  
for further information.

