



Smarter
technology
for all

Lenovo

Lenovo Deployment Services

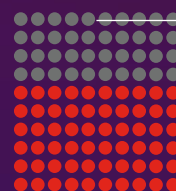
Smarter simplifies technology access by delivering ready-to-deploy systems straight from the factory

Factory Integrated Services

Deploying IT infrastructure is a complex and time-consuming process, often causing delays, escalating costs, and straining internal teams. As technology demands grow, businesses need a deployment approach that reduces risks, ensures consistency, and keeps projects on track.

Lenovo's Factory Integrated Services provides tailored, factory-built IT solutions for data centers that are ready to deploy upon arrival. **From rack integration and custom image loading to software/firmware setups and RAID configurations, our services take the complexity out of IT deployments.**

Discover how leveraging factory-based capabilities can help your team focus on strategic priorities while minimizing deployment times and operational overhead.



60% of CIOs find adopting and deploying new technology most difficult challenge to solve¹



64% of CIOs find the ability to manage an increasingly fragmented IT vendor ecosystem extremely or very challenging¹

Overcoming deployment challenges with expert-driven solutions

Simplifying multi-vendor complexity

Coordinating multiple vendors to deploy IT infrastructure can be tough. Each vendor operates with its own processes and timelines, often leading to misaligned schedules, delays, and inconsistent setups.

Lenovo Factory Integrated Services (FIS) decreases the risk of errors and simplifies IT deployment by serving as **a single-source solution, integrating hardware, software, and configurations at the factory.**

Delivering consistency across locations

Inconsistent setups across deployment sites can disrupt operations and lead to costly errors. For organizations with a global footprint, the challenge of maintaining standardization only grows more pressing.

FIS addresses this challenge by **rigorously testing each system to meet precise specifications before delivery**, helping businesses improve reliability across locations and reduce costly disruptions.

Accelerating time-to-value

Lengthy on-site setup processes are a common bottleneck for IT deployments. These delays slow down the return on investment and tie up resources that could be allocated to more strategic projects.

FIS accelerates deployment by **delivering pre-configured, ready-to-deploy systems**, helping organizations rapidly operationalize their IT investments and free internal teams to focus on business growth initiatives.

Enabling scalability and resource optimization

As technology evolves, businesses require infrastructure that can adapt to future demands. However, scaling operations often brings challenges such as reconfiguration costs, misaligned upgrades, and resource constraints.

FIS provides flexible, future-ready solutions tailored to meet evolving business needs, **allowing organizations to seamlessly expand their infrastructure without frequent reconfigurations.**

>11K units configured globally

>34K individual boxes saved with bulk packaging

+75% faster rack integration time from arrival to production readiness

>30 customization options built directly into the systems



Tailored configurations for your needs

Lenovo Factory Integrated Services offers a suite of solutions designed to meet your unique IT requirements:



Rack integration

Connecting individual servers, components, and hardware systems to server cabinets for seamless deployment.



RAID configuration

Factory setup of the customer's RAID configuration selection.



Image load

Installation of a customer-provided custom image, including OS and software, on a server.



Unit carton label

Custom carton or shipping label changes, including logos and barcoded elements, as specified by the customer.



Media ship group

Inclusion of customer-specific or standard product information documents shipped with the product ("drop in box").



UID asset tag label

Universal Identification Label to signify the product as coming from Lenovo.



Software/firmware

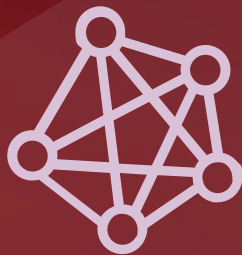
Pre-installation of customer-specified software, firmware, or BIOS settings on their product.



Asset tagging

Creation of additional labels to include any unique customer-specified information beyond standard labels.





Ensure seamless integration and hardware compatibility

Lenovo's Factory Integrated Services ensure that your systems are optimized for peak performance from the moment they arrive.

With **over 192,000 available customizations**, we guarantee that your infrastructure is fully compatible and ready for seamless integration, minimizing delays and improving project timelines through globally consistent configurations.

Elevate IT security and efficiency with factory-level expertise

Lenovo's Factory Integrated Services reduce security risks by centralizing integrations and eliminating potential vulnerabilities associated with using multiple third-party vendors.

Ranked **among the Top 10 in Gartner's Supply Chain Top 25 for four consecutive years**, Lenovo's commitment to high-quality, secure operations ensures that your IT infrastructure remains secure and efficient, enabling you to achieve your business goals with confidence.



Cut complexity—empower your IT team to focus on what matters

Lenovo's Factory Integrated Services minimize operational inefficiencies by delivering fully integrated and tested systems directly from the factory.

With **three global factory sites** and a strong presence in global markets, Lenovo eliminates the need for your IT resources to manage post-delivery setup, allowing your team to focus on critical, high-priority projects.

Your journey begins here

Lenovo offers a comprehensive portfolio of services that supports the full lifecycle of your Lenovo IT assets. At every stage — advisory, implementation, support, managed, and retire & refresh — we offer the expertise and services you need to more accurately budget for IT expenses, deliver better service-level agreements, and generate greater end-user satisfaction.

Contact your Lenovo Representative to discuss how our experts can help your business reduce IT complexity and reboot your digital transformation.

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(1) Lenovo SSG Global Study of CIOs: Wave II, April 2023

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