

# Be hybrid happy.

## Hybrid is here to stay, but it's not an easy transition

Flexible working is a must-have for businesses looking to attract top talent. But certain processes still work better in person. And some employees crave face-to-face contact.

This shift to a 'work-from-anywhere' framework has increased the strain on company decision makers and IT managers, jeopardising security and complicating day-to-day support. Plus, many companies still have old legacy solutions in place, which hampers their ability to adopt new models.

It takes the right technology to create hybrid-happy workers. Lenovo Windows 11 devices alongside Microsoft cloud solutions are designed with remote working at their core - making them ideal for today's agile workforces.



Smarter  
technology  
for all

Lenovo



# Save time and money with Lenovo and Microsoft solutions for hybrid working

Lenovo and Microsoft know how challenging transitioning to hybrid working can be. That's why we've teamed up to create a simple, secure hybrid working approach that works for any organisation.

Together, we can help you deliver a seamless, productive and cost-effective experience for your employees, wherever they are.

- 1 Powerful, reliable devices:**  
Take care of mission-critical tasks anywhere
- 2 Secure, always-on access:**  
Mobile collaboration, communication and productivity tools
- 3 Simple, fair financing:**  
Scalable 'per user' pricing
- 4 Easy deployment and management:**  
Rapid onboarding with zero-touch approach
- 5 Backup & Recovery Made Simple:**  
Protect data with reliable backup infrastructure

# 73%

Employees want flexible working<sup>1</sup>

But at the same time...

# 67%

Want more in-person collaboration

# 58%

of IT decision-makers feel anxious about providing technology to support the future of work

# 94%

of organisations increased tech spend during the pandemic but overlooked long-term consideration<sup>2</sup>

<sup>1</sup>business-reporter.co.uk

<sup>2</sup>oenmagazine.com

# 1

## Powerful, reliable devices

# Lenovo Think devices - powered by Windows 11

Help your people to be more productive, connected and secure. Around the clock, anywhere.

Lenovo's Think devices have been designed with hybrid workforces in mind. They're light enough to be taken anywhere, yet they also pack the power to easily handle mission-critical workflows on the go.

Windows 11 is the operating system for the world of hybrid work. It's simple, secure, easy to use and packed with plenty of productivity and collaboration tools.

This powerful partnership has created an award-winning portfolio of mobile devices, including:

## Windows 11

### Integrated, customisable end-to-end security

- A zero trust environment ready right out of the box
- Windows Hello biometric security and built-in webcam privacy

### Tough, durable designs

- Windows 11 provides a simple, powerful UX and streamlined UI
- Choose devices with innovative touch, voice, and pen features



### Reliable connectivity tools

- Long-lasting battery and rapid charging
- Lightning-fast 5G networking

# 2

**Secure, always on access**

## Maximise your output with Microsoft 365 apps

The question isn't where people are more productive (a survey of 800,000 workers suggested little difference between work and home). The priority is to ensure a consistent experience across all locations. Users must have access to the tools and data they need to do their job wherever they are.

A single subscription to Microsoft 365 provides a complete package of apps and services to boost productivity in or out of the office. Each user can access their favourite apps on up to five PCs, tablets and phones. And because it's based in the cloud, you can be sure they will always be using the latest version.

### Microsoft 365



#### Emails and calendars

Search, sort and store up to 50GB of mail. Check out your colleagues' availability with shared calendars. Office 365 synchronizes a user's email, contacts and calendars on all their devices in real time.



#### Document sharing

Avoid version control headaches with real time co-editing. 1TB of searchable storage for each user means no more lost work.



#### Teamwork

Connect your employees in a whole new way through Teams. Office 365 makes it effortless to collaborate, find answers fast and inspire one another.



#### Online meetings

It's a breeze to start, join and record HD video or audio meetings with one or more colleagues. Share your screen or scribble on a virtual whiteboard to boost collaboration.

## 2. Secure, always on access

# Unleash the power of Azure and Intune

Microsoft Azure Active Directory provides secure, simple access to corporate data and apps, unleashing employee collaboration, communication and productivity.

Microsoft Intune allows IT managers to remotely manage and secure all devices and apps for any user with a dedicated console. Deploy anytime, anywhere, on any device.

### Azure Active Directory

Enable employees to easily and securely access corporate resources and applications

### Intune

Secure and manage apps and devices



2. Secure, always on access

# Microsoft Teams: The everywhere office

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## Real-time collaboration and communication

When people work remotely with the right tools, productivity can go up and operational costs can go down.

Microsoft Teams brings the best parts of office life into wherever people choose to work.

With Teams, remote employees can feel closer together, while employers can be sure that the work is getting done.

**64%**  
of employees  
now prefer  
hybrid meetings

[View Report](#)

Microsoft Teams  
helps reduce app  
switching, saving  
users an average of

**15-25**  
minutes per day

**83%**  
of users agree  
that Microsoft  
Teams helped  
their organisation  
improve customer  
experiences






**67%**  
of CIOs say they  
will standardise on  
Microsoft Teams in  
the next three years

## A single platform for calls, conversations and events

Microsoft Teams is where people come together to collaborate and get work done. It's where daily meetings take place that foster team spirit, and where virtual events take place that drive customer engagement.

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## Support hybrid working with Microsoft Teams

-  Video meetings
-  Content sharing
-  Chat
-  Webinars and events
-  Calling plans for external voice communications

# 3

## Simple, fair financing

# Reduce the total cost of ownership for employee technology

For IT decision-makers, there's not only the pressure to make hybrid work, but also to make it work with increasingly constrained budget.

That's why we've created Device As Service powered by M365. To help organisations only pay for what they need. Improve flexibility and cost management and give your users the best access to the latest technology. Also, with Device as a Service solutions, you can streamline the deployment and management of end-user devices and cloud apps and services. All for a flat monthly fee.

### Lenovo Device as a Service

- Hardware, software and services for one predictable monthly cost.
- Keep your operations lean, your costs low, and your employees productive.

### Do more with less

- Free up internal resources
- Align expenses with revenues
- Untether cash flow

### Support wherever & whenever it's needed

- Keep employees connected, supported, & productive from any location
- Avoid costly downtime
- Resolve security concerns - onsite and remotely

## 5 easy steps to greater productivity and efficiency

- 1 Device**  
Select devices from the latest high-performance hardware.
- 2 Microsoft 365 apps and Azure Cloud Services**  
Choose your Productivity, Collaboration and Communication apps and Azure Cloud Services.
- 3 Customization**  
Customize your solution with DaaS features and service levels that fit your organization.
- 4 Finance**  
Finance with Lenovo Financial Services for flexible options and an affordable, predictable monthly fee.
- 5 Benefits**  
Reap the benefits of a modern IT environment with expert support and end-to-end, smart, lifecycle services.

# 4

## Easy deployment and management

### With you every step of the way

Hybrid working may be the right path for many organisations. But making the switch isn't without risks. A lack of resources and a workforce that doesn't understand the positives can hamper any implementation.

At the same time, IT teams are stretched dealing with troubleshooting requests from employees. Configuring and deploying also takes up time, especially as businesses transition to hybrid working.

### Lenovo Cloud Management Services<sup>1</sup>

Sophisticated but simple cloud services can ease the burden on overstretched IT departments. Plus, premier end user support boosts employee productivity and limits downtime at no additional cost.

#### Cloud onboarding

- Microsoft tenant enrolment assistance
- Add your own domains via Microsoft Online Portal

#### Licence management

- Add or remove users
- Assign user accounts to available licences

#### Cloud migration

- Configure Exchange Online and migrate user mailboxes
- Migrate user files and folders to OneDrive
- Configure Outlook and Teams for users

#### Full integration with Azure

- Comprehensive managed disaster recovery from Azure easily integrates with Lenovo solutions
- Cloud back-up solutions from Azure means businesses always have access to critical data

#### Issue resolution

- Level 1 support via email
- Priority resolution for Outlook, Teams, OneDrive and other critical applications

# 81%

IT leaders who are overwhelmed by the functional aspects of their job.

# 81%

IT leaders who struggle to balance business innovation and operational excellence.

IDG, "State of the CIO," March 2021

<sup>1</sup> Only available in UK



# Increase productivity, save time with Lenovo Zero Touch Deployment<sup>2</sup>

Some managers think hybrid working is going to impact productivity. How can their teams stay focused surrounded by all the distractions of home? They needn't worry. Multiple studies have shown that output hasn't decreased since remote working became widespread. As we shift from remote to hybrid, the challenge will be ensuring consistent working experiences for employees in all locations.

## Accelerate onboarding

With Windows Autopilot<sup>3</sup>, IT departments no longer need to re-image or set up new devices manually. Lenovo Windows 11 devices come with Autopilot pre-configured, allowing IT managers to customise user configurations remotely. And new users can get set up over the internet, with no need to connect to the corporate network.

The results? Simple, agile deployments. New employees capable of contributing faster. And IT department able to focus on more strategic activity.

## Ready to Go Out of the Box

The user turns on the Lenovo device and, with a few simple clicks, it's business-ready.

## Problem-free provisioning

A personalised user experience with streamlined set up.

## Simple profile management

Create, manage and assign up to 350 different profiles to determine a user's settings and PC experience.

## Product registration

Lenovo automatically registers new devices on behalf of the customer to the Autopilot Cloud Deployment Service.

## Track Progress

Using Autopilot<sup>3</sup>, users can track how configuration is progressing.

## Self-Paced Transition to the Cloud

Auto-join devices to Azure Active Directory and enrol them in mobile device management.

<sup>2</sup> Requires an Azure Active Directory subscription

<sup>3</sup> Autopilot will be charged additionally

# 5

## Backup and restore made easy

### Azure Site Recovery

**Studies<sup>4</sup> show that 96% of businesses that have Disaster Recovery (DR) solutions and strategies in place fully recover after disaster strikes. While this is obviously good news, the challenge of maintaining DR solutions to ensure all protocols are up to date, still remains.**

The expense of deploying, monitoring, and maintaining infrastructure either on-premise or in a secondary datacentre can be enormous. Not to mention the burden it places on internal teams.

#### Azure Site Recovery

Azure Site Recovery helps organisations recover faster. It ensures that critical applications keep running – even during IT outages. It also offers automatic recovery from on-premise data to Azure.

Azure Site Recovery scales to cover as many business-critical applications needed, to ensure teams can keep working to get through an unexpected event.

#### Back to business, ultrafast

Best-in-class Recovery Time Objective (RTO) means basic operations are up and running between a few seconds to a few minutes.

#### Disaster Recovery as a Service

Azure-native DR as a Service (DRaaS) means internal teams can focus their efforts on value-adding activities and leave DR to the pros.

#### Easy compliance

Azure Site Recovery is a top-of-the-line solution recognized by Gartner's Magic Quadrant and helps businesses comply with industry regulations like ISO 27001.



With Azure Site Recovery, organisations can:

- 1 Deploy and manage disaster recovery protocols quickly and easily
- 2 Keep mission-critical applications available even when disaster strikes
- 3 Reduce infrastructure costs and burdens on internal teams
- 4 Gain more visibility into costs and timeframes associated with their DR operations
- 5 Identify business priorities in DR situations and get ahead of any gaps
- 6 Understand the costs involved in DR before a situation even occurs

# Azure Back Up

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**Many businesses worry that hybrid working is going to impact data storage protocols and security. How will they make sure their teams are adhering to best practice when they're not in the office with all the usual security measures and reminders to back-up crucial data?**

As we continue to work from anywhere, the challenge will be choosing the right cloud solution. One that ensures safe handling and storing of mission-critical data, no matter where employees are.

**82%**

**of CIOs have been focussing on implementing new technologies during the last two years**

**81%**

**of CIOs are implementing new technologies specifically to accommodate remote work**

IDG, "State of the CIO," March 2021

## Azure Backup solutions

Azure Backup is a one-click backup solution that meets all backup storage needs securely. Azure Virtual Machines, SQL and SAP databases, and Azure file-shares all integrate smoothly with Azure Backup. Leadership teams can also set and manage backup policies from one, intuitive interface.

## Cost effective

A subscription-based model ensures on-premise infrastructure cost is minimal.

## Simple and intuitive

No need to add additional infrastructure  
- Azure Backup is built into the Azure platform.

Since physical servers are moved to the cloud, businesses will have fewer sites to maintain.

## Resilient

Azure Backup is highly resilient and also offers an alternative remote site to ensure you will always have access to your data, even during an IT outage or unpredictable event.

## Perfectly compatible with Lenovo

Azure Backup runs smoothly on energy-efficient Lenovo hardware on-premise. Businesses can cut down on their energy use to reduce costs and to get closer their climate goals.

The cloud is more economical than hard drives and offsite backup. With reliable Lenovo devices onsite and within reach, business can ensure their business continuity and optimize their disaster recovery.

# Lenovo: your trusted partner for a modern, secure hybrid working solution

Getting hybrid right takes having the right partner. Together, Lenovo and Microsoft can help you take the complexity out of the process. We've got the experience, hardware, solutions and support to ensure your employees get a seamless, secure and productive hybrid working experience.

## Get more done

Get the latest Office apps and features in Windows to maximise productivity including both online and desktop apps

## Work better together

Collaborate, share, and communicate with flexible tools that go where your team goes

## Protect with enterprise - grade security

Help protect customers against cyberthreats and phishing with built-in security and compliance tools.



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## A dedicated team of experts

Speed your transition to the cloud. Local country experts ready to support your shift to hybrid.

## Premier support

Dedicated email support

## Managed services<sup>5</sup>

Enjoy a smooth, problem-free journey from solution design and tenant onboarding to the final migration.

## Your trusted partner

Save time, reduce costs and boost productivity with Lenovo and Microsoft.



**Get in touch today to see how Lenovo can support your hybrid migration strategy.**

**Contact us**

<sup>5</sup> Only available in the UK, will be charged additionally