

Why ThinkCentre M58/M58p?

The Ultimate Enterprise Desktop PC



WW Announce Date: Oct 29, 2008

30"

Executive
Summary

The Ultimate Enterprise Desktop PC

Greenest

Up to \$40* energy Saving,
Power Manager,

Most Secure

Hardware Password Manager***,

Most Manageable

Secure Managed Client**,



Quietest

Up to 6dB quieter****

New Eco USFF

PCI slot, 8 USB ports
Desktop components

Note: * M58 SFF with L1940p Wide LCD vs. M52 DT with C171 CRT, mainstream configuration

** Will be available in Q1 2009 (AG) and Q2 2009 (worldwide)

*** Will be available in Q2 2009, **** M58/M58p TW vs M57/M57p TW

Why

Why ThinkCentre M58/M58p?

The Greenest ThinkCentre

Power Manager - save money by controlling & enforcing energy use at a company-wide level
Energy Efficient – Up to \$40⁽¹⁾ saving annually per system
Complete Green Solution – Green Desktop, Monitor, Software, Keyboard, Packaging and Service

New

The Most Secure and Most Manageable ThinkCentre

Security Features: TPM, I/O ports individual capability, Safend Endpoint Security
Secure Managed Client ⁽²⁾ reduce costs, increase data security, while delivering full PC fidelity
Hardware Password Manager ⁽³⁾ to centrally manage the hardware password (HDD, BIOS)
ThinkVantage Technology with latest vPro technology on all form factors

New

New

Thoughtfully Designed For User Delight

Innovative **New Eco USFF**: the only USFF with PCI slot and 8 external USB ports in industry
Improved **Reliability**: **2x more reliable** than competition ⁽⁴⁾, more solid capacitors and heatsink
Improved **Acoustic**: the **Quietest ThinkCentre**
Cutting-edge technology support: DDR3, DisplayPort, Blu-ray ODD ⁽⁵⁾, Solid State Disk ⁽⁶⁾

New

New

Note: (1) M58 SFF with L1940p Wide LCD vs. M52 SFF with C171 CRT, mainstream configuration

(2) Will be available in Q1 2009 (AG) and Q2 2009 (worldwide), (3) Will be available in Q2 2009

(4) ThinkCentres are 2X more reliable than competition over a 3 year lifespan. This fact is based on the Gartner annual repair rate

(5) Optional. Available on Tower Vista model (6) Optional. Available on TW and SFF,

The Ultimate Enterprise Desktop

❖ Highly acclaimed by 3rd party market research firm*

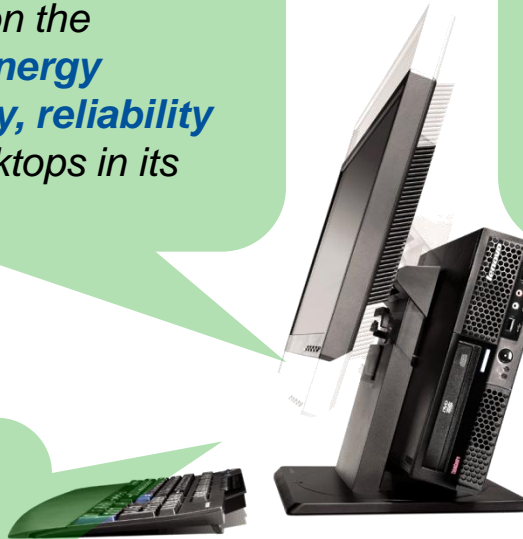


“...TBR believes that the improvements resident in Lenovo’s ThinkCentre M58p position the machine as **a leader in energy efficiency, manageability, reliability and security** among desktops in its class...”

“...the ThinkCentre M58p could have a major impact on the environment. For example, if **businesses in the U.S.** were to deploy 250,000 M58p desktops in 2008, they could expect to collectively **save \$10 million** on electricity in the first year ...”

“...Lenovo’s ThinkCentre M58p meets business’ needs in **reducing IT costs**, while **increasing security** and **limiting environmental impact**...”

“...Businesses that move quickly to embrace technology such as M58p in combination with other green investments will **improve their perception among customers**, generating a potential **advantage in the marketplace** ...”



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* Quoted from a whitepaper developed by Technology Business Research (TBR), October 2008

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The Greenest ThinkCentre

❖ Complete Green Solution

Green Packaging

- 100% recycled material
- Easy to dispose
- Available on Eco USFF, SFF*



Green Fingerprint Keyboard**

- 35% recycled material



ThinkCentre M58/M58p
ENERGY STAR
EPEAT Gold certified
EPEAT Gold on all form factors



Power Manager

- Save money by controlling energy use in a company-wide level



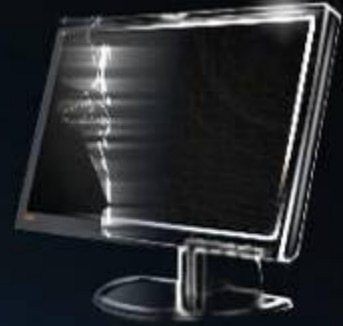
ThinkCentre M58/M58p

- EPEAT Gold***
- GREENGUARD
- ENERGY STAR 4.0 on all form factors***



ThinkVision L2440x Wide

- 60% less energy than predecessor
- Mercury, Arsenic-free and Low Halogen
- 65% recycled packaging materials***



Lenovo Asset Recovery Service****

- Dispose IT assets in an easy, safe, cost-effective and environmental-friendly way



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* Packaging on SFF available in select countries

** Optional. By CTO & Special bid

*** Select models , **** Available in US & Canada (now), EMEA & China (after Oct 30, 2008)

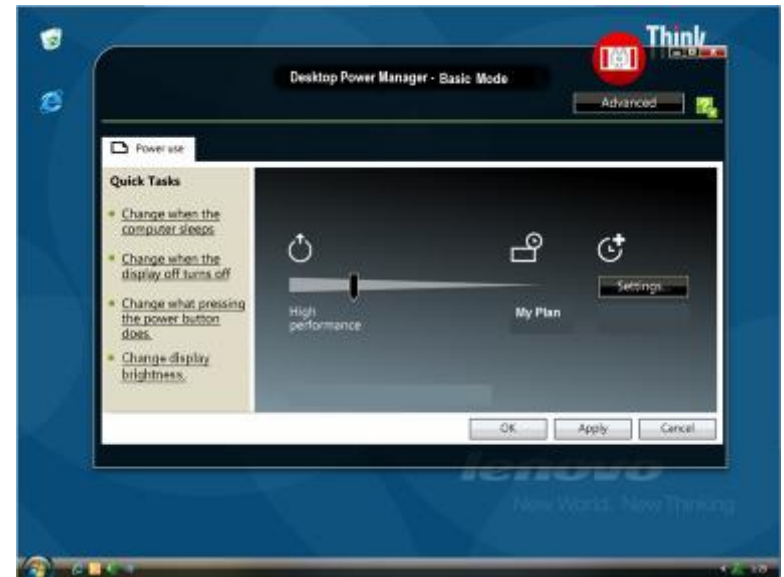
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The Greenest ThinkCentre

- ❖ **TVT Power Manager*** - save money by controlling energy use at company level

*“Consider the following: A standard-issue PC, left on all the time (a not-uncommon situation) consumes **746 kilowatts** per hour a year, according to estimates from the U.S. Environmental Protection Agency. By comparison, a refrigerator uses about **500 kilowatts** a year.”*

the solution →



- Lenovo is **the only PC vendor** with no charge software for remote deployment of power schemes and global settings
- **Remote deployment** of power schemes and global settings
 - Enabled by Active Directory and LanDesk
- **Time-based control** – enable PC shut offs at evenings and weekends



*Vista version will be available when ThinkCentre M58/M58p SS. XP version will be available on Jan 15 2009.

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The Greenest ThinkCentre

Complete Line-Up EPEAT Gold with Highest Score

What is EPEAT Gold?

- EPEAT (Electronic Product Environment Assessment Tool)
- EPEAT is a system to help purchasers in the public and private sectors evaluate
- EPEAT evaluates to three tiers of environmental performance – Bronze, Silver and Gold.
- Gold required 23 criteria and 28 optional criteria.



What is advantage of EPEAT Gold with HIGHEST score

	ThinkCentre M58/M58p	DELL OptiPlex 755	HP dc 7800
Optional Criteria	20	18*	18
Additional Criteria ThinkCentre M58/M58p gets	4.2.1.2 Minimum content of post consumer recycled plastic	No	No
	4.8.5.1 Documentation of reusable packaging	No*	No



The Greenest ThinkCentre

ThinkCentre + ThinkVision + Green Keyboard



- EPEAT Gold
- GREENGUARD certified
- ES 4.0 on all form factors



- 35% recycled material
- Fingerprint sensor



- 50% less power usage than average
- Mercury, arsenic and PVC free
- 65% recycled packaging materials

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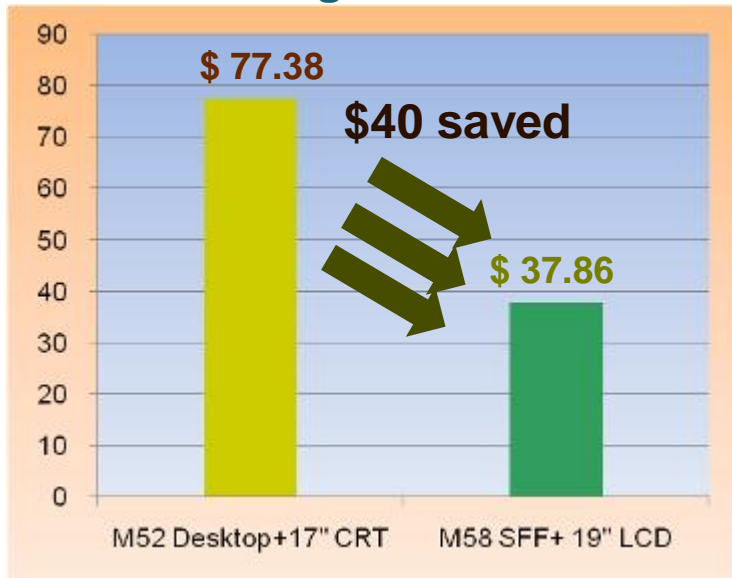
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The Greenest ThinkCentre

❖ Save up to \$40* on energy annually over ThinkCentre M52

Economic Savings:



M52 DT + 17" CRT **2004**

M58 SFF + 19" LCD **2008**

Environmental Savings**:



CO₂ Emissions = **261.25 kg**



Gasoline = **703.12 litres**



Trees = **20.48 trees**

Configuration:

- ThinkCentre M58 SFF with 85% PSU + 19" LCD (ThinkVision L1940p Wide)
- ThinkCentre M52 DT with standard PSU + 17" CRT (ThinkVision C171)

* M52 and monitors' energy data come from ThinkCentre Energy Saving Calculator (<http://67.59.168.158/energycalculator/>)

** The environmental impact factors are from the US Dept. of Energy's most recent data published in 2002 and www.localcooling.com.

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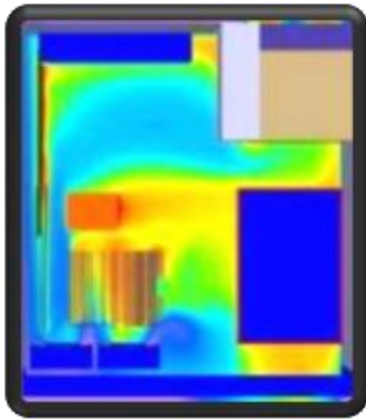
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Thoughtfully Designed

❖ Improved Reliability by thermal design

ThinkCentre M55

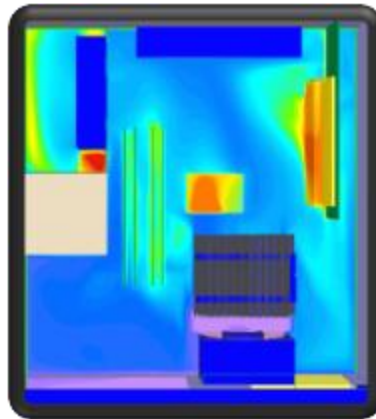
Small Form factor
Rear



Front

ThinkCentre M57

Small Form factor
Rear



Front

ThinkCentre M58

Small Form factor
Rear



Front

Coolest

Thermal improvements



HDD Cooler
50°C \ 47°C
6% improvement



VRM Cooler
90°C \ 80°C
11% improvement

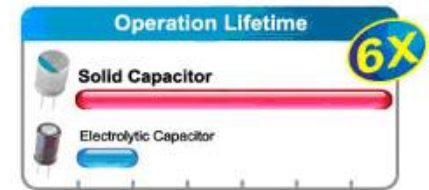


FAN Speed
1300 rpm \ 700 rpm
30% improvement

Thoughtfully Designed

❖ Improved Hardware-level Reliability

- **Lenovo secures No. 1 ranking in TBR's Desktop Satisfaction Study (2Q TBR)**
- **More solid capacitors**
 - Solid capacitor has **6x** times longer lifespan than electrolytic capacitor
- **8kv Electrostatic Discharge-proof front I/O ports**
 - Prevent from electrostatic discharge damage via front I/O port
- **Additional Heat sink**
 - **5°C** cooler on south bridge higher reliability



Competition Advantages

- **30% more** solid capacitors than DELL OptiPlex 755*
- Front I/O ESD standard is **3~4x higher** than DELL OptiPlex 755 / HP dc 7800
- **No** south bridge Heat sink on DELL OptiPlex 755/HP dc 7800

Thoughtfully Designed

❖ Cutting-edge technology supported

DDR3 memory

- DDR3 = Double Data Rate 3
- Same physical dimensions with DDR2
- 10% faster, 25% power saving than DDR2



DisplayPort onboard

- Next generation digital display interface standard
- 2.2 times bandwidth than DVI interface
- Save costs on add-on card for DID



Solid State Drive*

Compared to regular HDDs:

- Faster boot time and application launch time
- Lower power usage and less heat production
- Quieter operation



*Available on TW and SFF. By Special Bid only.

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Blu-ray ODD**

- Up to 10x capacity than DVD
- Next-generation optical disc format
- Enabling HD video and large amounts of data
- Capacity:
 - 25GB (single-layer disc)
 - 50GB (dual-layer disc)



** Available on M58p/M58 Tower Vista model via special bid.

Thoughtfully Designed

❖ M58/M58p: The Quietest ThinkCentre – up to 6dB quieter than M57

In accordance with ISO 7779 and ISO 9296 (Idle)	Sound Power (LWAd, bels)			Sound Pressure Operator Position 0.5M (LpAm,dBA)		
	M55/M55p	M57/M57p	M58/M58p	M55/M55p	M57/M57p	M58/M58p
Tower	4.3	3.8	3.5	33	28	22
Desktop	4.3	3.8	/	33	28	/
Small Form Factor	4.1	3.7	3.5	30	25	22
Ultra Small Form Factor*	4.3	4	3.7	34	29	24

*M58/M58p is Eco USFF

Up to 6dB quieter than M57 on Tower



145 dB

Noise level comparison provided by Lenovo R&D team



105 dB



55-60 dB



22 dB

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Lenovo is committed to sustainability

as defined by the 3 E's

E



Green products & corporate practices

E



Welfare of employees & communities where we operate

Sustainability



Longevity of Lenovo and our global supply chain

E

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Environmentally Conscious Product Design EVERYWHERE.



ThinkPad X300

- Greenguard certified
- Uses 35% less energy
- LED backlit display
- Low voltage processors
- Longer battery life
- Recycled packaging
- EPEAT Gold rated



ThinkVision L2440x wide

- 60% more energy efficient than industry standard
- Low halogen (<900ppm)
- Mercury-free on select models
- Glass is arsenic-free
- 45% recycled packaging
- EPEAT Gold & Energy Star rated

ThinkCentre A62 desktop for business or consumers

- 40% more energy efficient
- First fingerprint keyboard with 35% recycled plastic
- Energy Star rated
- EPEAT Gold rated*
- Greenguard certified



IdeaPad U110 for consumers

- Energy Star rated*
- EPEAT Gold rated*
- LED backlit display



* Select models

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Lenovo's commitment: Greener products & services



Environmentally Conscious Product Design

- Observe most stringent standards worldwide (RoHS, etc.)
- Products released in 2008 are rated EPEAT Gold or Silver
- Increasing amounts of recycled content
- Promoting ThinkVantage to manage power



Advances in Packaging and Logistics

- 100% recycled plastic thermoplastic packaging
- Smaller form PCs & bulk packing
- Lower carbon shipping, SmartWay certified by US EPA



Lowering TCO and carbon for customers

- All products are 25% more energy efficient than previous
- Think and Idea products are Energy Star rated
- New monitors are 35-60% more energy efficient



Product disposal and recycling services

- Asset Recovery Services in AG, EMEA, and China
- ARS in Asia-Pacific by Spring 2009
- Free consumer recycling in U.S., China, and other countries



Lenovo's commitment: Corporate Best Practices



Greener Operations

- Maximize a robust Environmental Management System
- Established a baseline of energy use at all major sites
- Set a goal to be 10% more carbon efficient in 5 years (by 2012)
- Use renewable energy in China and Ireland, offset carbon in U.S.



Waste Minimization and Recycling

- Maintain Lenovo's recycling rate of $\geq 95\%$ at manufacturing sites
- Established new recycling goals at all major non-manufacturing sites
- Increased customer returns for proper disposal and recycling by 50%
- Use bulk packing and 100% recycled plastic for packing materials



Supply Chain Sustainability

- Use electronics industry code of conduct to gain supplier compliance for Labor, Health & Safety, Environment, Management, and Ethics
- Ship products in most energy efficient and cost effective ways
- Build energy-efficient new facilities and use recycled packaging



Employee Engagement

- Recycle paper, glass, aluminum, batteries, and electronics at sites*
- Share environmental best practices internally and globally
- Research and drive sustainability through local "green" teams
- Promote telecommuting, mass transit and shared rides* (*US & EMEA)

thank you grazie **merci** danke **grazias** 謝謝 СПАСИБО
gracias **obrigado** ありがとう **dank** takk **bedankt** dakujem

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