



Lenovo® recommends Windows® 7 Professional.

THINKPAD
T420/T520 NOTEBOOKS



The Lenovo® ThinkPad® T420 and T520 Notebooks

ENHANCED FEATURES FOR BETTER, ROUND-THE-CLOCK PERFORMANCE

WHEN TO SELL

Best suited for enterprise users who need a Notebook

- Designed for fast performance without compromising business-class features
- With faster processing capability and better graphics performance
- For environments requiring high reliability and endurance
- With the best battery life for longer use on the road or away from office
- For complete mobility, uninterrupted wireless connectivity and remarkable security features

WHO TO SELL TO

Target Segment

The ThinkPad T420 and T520 are best suited for:

- Large Enterprise, Government and Higher Education Institutions including executives and accounts representatives in the enterprise mainstream
- Enterprise users who need thin and light Notebooks with best manageability, security and performance
- Large commercial deployments who require stable drivers and comfortable transition times

WHAT WE OFFER – SALIENT FEATURES

Faster Performance

- Faster performance with the 2nd generation Intel® Core™ processors that boost multitasking efficiency through Intel® Hyper-Threading technology
- The ThinkPad T420 and T520 are offered to provide the best-in-class performance and multimedia experience for users
- Faster boot and performance with Lenovo Enhanced Experience 2.0 and optional Lenovo RapidDrive technology
- Lenovo Turbo Boost+ to keep CPUs running cooler so they can dynamically increase speed and boost longer

TOP REASONS TO OWN

- Top Performance with the 2nd generation Intel® Core™ processors
- The perfect balance of mobility, manageability and security
- Superior Performance with NVIDIA® Graphics offering Optimus™ Technology
- All-Day-All-Night 30hr Battery Life Configuration with the bottom slice battery pack on the T420
- Tough Mil-Spec Tested Durability

LENOVO ENHANCED EXPERIENCE 2.0 FOR WINDOWS® 7. FASTER AND OPTIMIZED FOR BUSINESS.

Lenovo Enhanced Experience 2.0 for Windows® 7 uses RapidBoot technology to start your PC on average 20 seconds faster than a typical Windows® 7 computer*. And with superior web conferencing and robust security features, you'll benefit from increased productivity at the office. Find out more at www.lenovo.com/win7ee

*Compares averaged data from Lenovo EE 2.0 PCs with averaged data from 42 competitor products of similar configuration. Testing conducted by CNET Labs, Beijing in November 2010, using the independent Microsoft VTS tool to measure start-up, shutdown, resume and other Windows® 7 performance measurements. Data from competitor and Lenovo PCs were averaged and compared to calculate the claims used. Performance will vary by model and configuration.



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Enhanced Multimedia Experience

- NVIDIA® Graphics with Optimus™ technology provides an exceptional graphics experience and delivers improved battery life with smarter technology
- Intel® HD Graphics offers twice the performance over the previous generation Intel® Integrated graphics

Outstanding Video Conferencing and Communication

- New HD 720P HD Camera with better video quality
- Dual array microphones with ambient noise cancellation technology for better audio quality in VOIP communication and recording
- Keyboard Noise suppression technology minimizes the sound of keyboard clicks while on a call
- New audio settings optimized for quick switching between Private Chat and Conference Room microphone modes

THINKPLUS® SUPPORT

Lenovo's award winning Warranty Service and Support optimizes productivity and end-user satisfaction by helping you concentrate more on your business objectives.

- **ThinkPlus Warranty Onsite NBD Upgrades**
Maximizes PC uptime and productivity by providing convenient and fast repair services at your place of business.
- **Warranty Extensions (1 year to 3 years)**
Helps accurately budget for PC expense, protects your investment and lowers the overall TCO with a fixed-term, fixed-cost service solution.

Extended Battery Life

- Up to 15 hours battery life with a nine-cell battery on the T420
- Up to 30 hours battery life with a bottom slice external battery pack
- 30% longer battery life using low-power multimedia playback, MP3 play and internet browsing
- Always-On USB charges devices like your smart phone or MP3 player even when the system is in sleep or hibernate mode

Features for Comfort of Use

- The industry's best keyboard with easy-to-use multimedia control keys and a VOIP function key
- Common docking across the ThinkPad X, T, L and W series Notebooks

THINKPLUS PROTECTION

Lenovo's Protection Services help you avoid unbudgeted repair costs, secure your data, save money and achieve peace of mind.

- **ThinkPad® Protection (TPP)**
Provides coverage for unexpected damage, unintentional drops and minor spills, thereby helping you eliminate unplanned repair costs.
- **Hard Disk Drive Retention**
Allows you to retain the hard drive, should it happen to fail, thus helping you protect your valuable data.

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KEY DIFFERENTIATORS

COMPARISON WITH COMPETITORS

The ThinkPad® T420 and T520 have a highly competitive outlook to beat competitors with ease

- Ranked number one in customer satisfaction for six consecutive quarters
- Provides optional NVIDIA® Graphics with Optimus™ technology for perfect balance between Battery life and performance
- Provides a keyboard that is considered the best-in-class for its design and ease of use
- Each pass eight Military specification tests of resistance against vibration, mechanical and thermal shock, high and low temperatures, altitude, humidity and blowing dust
- Provides the option of a 30 hour battery life with the bottom slice battery pack
- Secures the Notebook and private data with multiple layers of security features

INTRA-SERIES POSITIONING

- The ThinkPad T420 is designed to maximize mobility and performance at a very competitive price
- T520 is built with features to maximize mobility performance offering up to Quad core processing
- The ThinkPad T420 and T520 come with the new NVIDIA® Graphics with Optimus™ technology to provide higher battery life and the same great performance with discrete graphics
- The ThinkPad T420 and T520 both offer the latest 16:9 LCD HD format panels, T520 also offers up to FHD including rich color, capturing 95% of the color gamut
- In addition, the ThinkPad T420 is thinner and lighter than the previous generation T Series Notebooks and the ThinkPad T520 has great processing power with the 2nd generation Intel® Quad Core offering

CUSTOMER NEEDS AND OUR SOLUTIONS

Customers need a Notebook rich in both, performance and battery life

- The 2nd generation Intel® Core™ processors enable more computing power than previous generation processors
- The NVIDIA® Graphics with Optimus™ technology delivers superior graphics performance along with longer battery life compared to previous generation discrete graphics

Customers need a Notebook with quicker response time

- The Intel® Hyper-Threading technology enables more applications to run simultaneously without reducing system speed
- With the Instant Resume feature, the ThinkPad T420 and T520 are designed to be carried from one meeting to another without losing wireless connectivity even in sleep with the lid closed
- Experience up to 20 seconds reduction in boot-up times with the Lenovo® Enhanced Experience 2.0 and Lenovo RapidDrive technology

Customers need a Notebook that offers better durability and security

- The ThinkPad T420 and T520 are protected with multiple layers of security provided through BIOS, hardware, software, and additional security options
- One-touch fingerprint authentication and boot up, a password vault with Lenovo Hardware Password Manager and USB port disable managed in BIOS, helps you keep data secure on your Notebook where it belongs
- The ThinkPad T420 and T520 pass up to eight Military specifications (MIL810G) and are ranked amongst the most durable Notebooks

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