



Lenovo® recommends Windows® 7 Professional.



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THINKPAD X120e NOTEBOOK



## THINKPAD® X120e: A FEATURE PACKED ULTRAPORTABLE NOTEBOOK

### WHEN TO SELL

**Ideal for users who need completely customizable notebooks**

The ThinkPad X120e is specially designed for business professionals and academicians who look for:

- A notebook that provides performance, multiple features and durability at an attractive price
- Fast computing on a highly mobile notebook with excellent graphic performance and advanced technology
- A notebook with custom images, custom models and a stable platform
- A reliable system with longer battery life and significant energy savings

### WHO TO SELL TO

#### Target Segment

The ThinkPad X120e is best suited for:

- Mobile professionals in large enterprises
- Students and educators in educational institutions

#### TOP REASONS TO OWN

- AMD™ VISION PRO TECHNOLOGY FOR FASTER GRAPHICS PERFORMANCE
- THIN & LIGHT - STARTING AT 2.9LBS AND 1" THIN
- HDMI FOR PROJECTIONS TO EXTERNAL DISPLAYS
- 6.6 HOURS BATTERY LIFE



### WHAT WE OFFER – SALIENT FEATURES

#### Higher Graphic Performance

The ThinkPad X120e is the first ThinkPad to introduce the AMD Fusion™ platform. The platform combines both a central processing unit and a graphic processor on a single chip. This new AMD™ technology enables:

- Up to 65 percent better performance than the previous generations of AMD™ technology

The AMD™ Graphics technology accelerates:

- Web applications like Internet Explorer® 9, Mozilla Firefox® 4 and Adobe Flash® 10.1 for a faster, richer, more vibrant Web experience
- Microsoft® PowerPoint with up to 2.4 times faster performance
- Media conversion for fast transfers to handheld media devices

HDMI for high-definition external displays enables the user to:

- Display high-definition content on HDTV
- Use one connection for both audio and video content

#### LENOVO ENHANCED EXPERIENCE FOR WINDOWS® 7. FAST. SECURE. BUILT FOR BUSINESS.

Discover a better way of doing business with the new Lenovo Enhanced Experience for Windows® 7 on Think-branded PCs. Faster, more durable and greener Think-branded PCs are optimized for Windows® 7 to deliver improved ease of use. It enhances productivity and foolproof security that your business cannot do without.



#### Lenovo® ThinkPad® X120e notebook

with VISION Pro Technology from AMD.

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#### Great Computing Experience

- Industry's best ergonomically designed keyboard with easy-access multimedia keys
- The ThinkPad® X120e offers corporate grade OS support with advanced features
- Faster boot-up and shutdown with Lenovo® Enhanced Experience for Windows® 7

#### Reliability and Durability

- Reliable data protection and easy system recovery with:
  - » Active Protection System™ to protect data
  - » Full-size spill-resistant keyboard

#### Long battery life

- Up to 3.6 hours with a 3-cell battery and up to 6.6 hours with a 6-cell battery
- AMD PowerNow™ 3.0 technology to actively manage power use to maximize battery running time

#### Latest Memory and Storage

- Genuine Windows® 7 Professional 64-bit
- 4GB maximum memory:
  - » DDR3, 1333MHz (runs at 1066MHz) with 2 DIMM slots
- Storage:
  - » 250GB/320GB Hard Disk Drive (5400RPM)
  - » 160GB/320GB Hard Disk Drive (7200RPM)
  - » 128GB Solid State Drive (SSD)

#### Environment Friendly

- Compliance to environmental standards:
  - » ENERGY STAR® 5.0
  - » EPEAT® Gold
  - » RoHS Certified



#### SERVICE OFFERINGS

##### ThinkPlus® Support

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

- **ThinkPlus Priority Onsite Warranty**  
Saves time, reduces costs and maximizes productivity, by providing you with faster, 24x7, direct access to advanced-level skilled technicians for hardware and software issues.
- **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.

##### 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

Comparison with HP Mini 5103

The ThinkPad® X120e :

- Genuine Windows® 7 Professional 64-bit
- Offers a HDMI port
- Provides up to 4GB RAM vs 2GB RAM
- Has a full size keyboard
- Has a larger 11.6" display with higher resolution

The ThinkPad X120e provides full business application support.

### INTRA-SERIES POSITIONING

Comparison with ThinkPad X220

The ThinkPad X220:

- Offers high-performance with Intel® Core i series processors and 12.5" screen
- Offers durable milspec design
- Comes with ultrabase w/ optical and Display port

The ThinkPad X120e provides basic computing and an 11.6" HD display with a low starting price of USD 399

## CUSTOMER NEEDS AND OUR SOLUTIONS

### Customers need an ultraportable notebook that accelerates demanding business applications

- The ThinkPad X120e is a full-featured entry level performance ultraportable notebook with the latest AMD Fusion™ processors.
- The new AMD™ Vision Pro technology accelerates many new applications (Microsoft® Internet Explorer® 9, Mozilla Firefox® 4 and Adobe Flash®10.1) that demand higher graphics performance.

### Customers need a notebook with innovative features for better connectivity and productivity

- The Instant Resume mode of the ThinkPad X120e provides greater efficiency when rushing from meeting to meeting or when travelling between office locations. When the Instant Resume is activated:
  - » The ThinkPad X120e maintains wireless connectivity when the notebook is closed. This helps users to safely move the notebook from one meeting to another without having to re-establish the wireless connections.
  - » The display and hard drive are switched off while the notebook is closed. This prevents damage to the hard drive even if the notebook is accidentally dropped.

### Customers need better multimedia functionality and an enhanced user experience

- The ThinkPad continues its history of innovations by designing keyboards that take the user experience to the next level. The full-size ergonomic keyboard provides a comfortable and accurate typing experience for users.
- The ThinkPad X120e keyboard has built-in easy-to-access multimedia function keys that help control the camera, audio and video easily.
- The low-light-sensitive webcam guarantees the best image quality in low lighting conditions. This ensures mobile users working out of the office can conduct video conferences even in poorly lit locations.

### Customers need a notebook that helps accomplish more in shorter time

- The powerful AMD Fusion™ processors increase productivity and improve multi-tasking with support for multiple monitors and increased efficiency when using applications such as Adobe Flash® 10.1 and Microsoft® Internet Explorer® 9.
- The extended battery life ensures users can stay connected and get their work done for a long period of time without worrying about having to charge the notebook.
- The Always-On USB enables charging of external devices when the system is in standby, hibernate or is shutdown.

### Customers need a notebook that always secures their data from unexpected events like theft or accidental drop

- ThinkPad BIOS with power-on and hardware password manager restricts unauthorized access.
- The ThinkVantage® Active Protection System™ protects your data in the event of an accidental fall.
- ThinkVantage Rescue and Recovery® helps recover your system from corruption issues in no-time.