Get the Most Out of Your Assets:

Find the Hidden Value Across Your IT Lifecycle with XMA and Lenovo

A Financial Opportunity, Not an Operational Task

For many organisations, dealing with aging technology is treated strictly as an operational burden. Devices reach the end of their lifecycle and are placed in storage or disposed of, often at a cost to the business.

However, your existing IT estate holds measurable financial value. By rethinking how you manage the end of your hardware's lifecycle, you can transform a routine task into a strategic financial opportunity.

With XMA and Lenovo, we help you extract maximum value from your existing IT estate by:

- **Recovering value from legacy devices:** Turning old hardware into capital.
- **Reducing the cost of new technology investments:** Offsetting the price of upgrades through cashback and trade-in incentives.
- **Supporting sustainability goals:** Minimising e-waste and contributing to a circular economy.
- **Ensuring secure and compliant device disposal:** Guaranteeing complete data destruction and adherence to environmental regulations.
- **Creating more predictable refresh cycles:** Allowing you to plan IT budgets with certainty.

Doing More with Less

Today's IT leaders and business owners are under immense pressure to modernise legacy systems without causing business disruption. At the same time, IT costs remain unpredictable, and many organisations are concerned about unexpected bills impacting their cash flow.

You are expected to drive digital transformation initiatives and secure your environment against growing threats, but shrinking budgets and rising hardware costs make this difficult. When managing dozens of vendor contracts and service level agreements becomes a constant headache, end-of-life device management is often pushed to the bottom of the priority list.

XMA and Lenovo offer a reliable, secure, and straightforward way to solve this problem.

Smarter Asset Lifecycle Strategy

Lenovo offers different asset value recovery programmes depending on your organisation's size, requirements and sector.

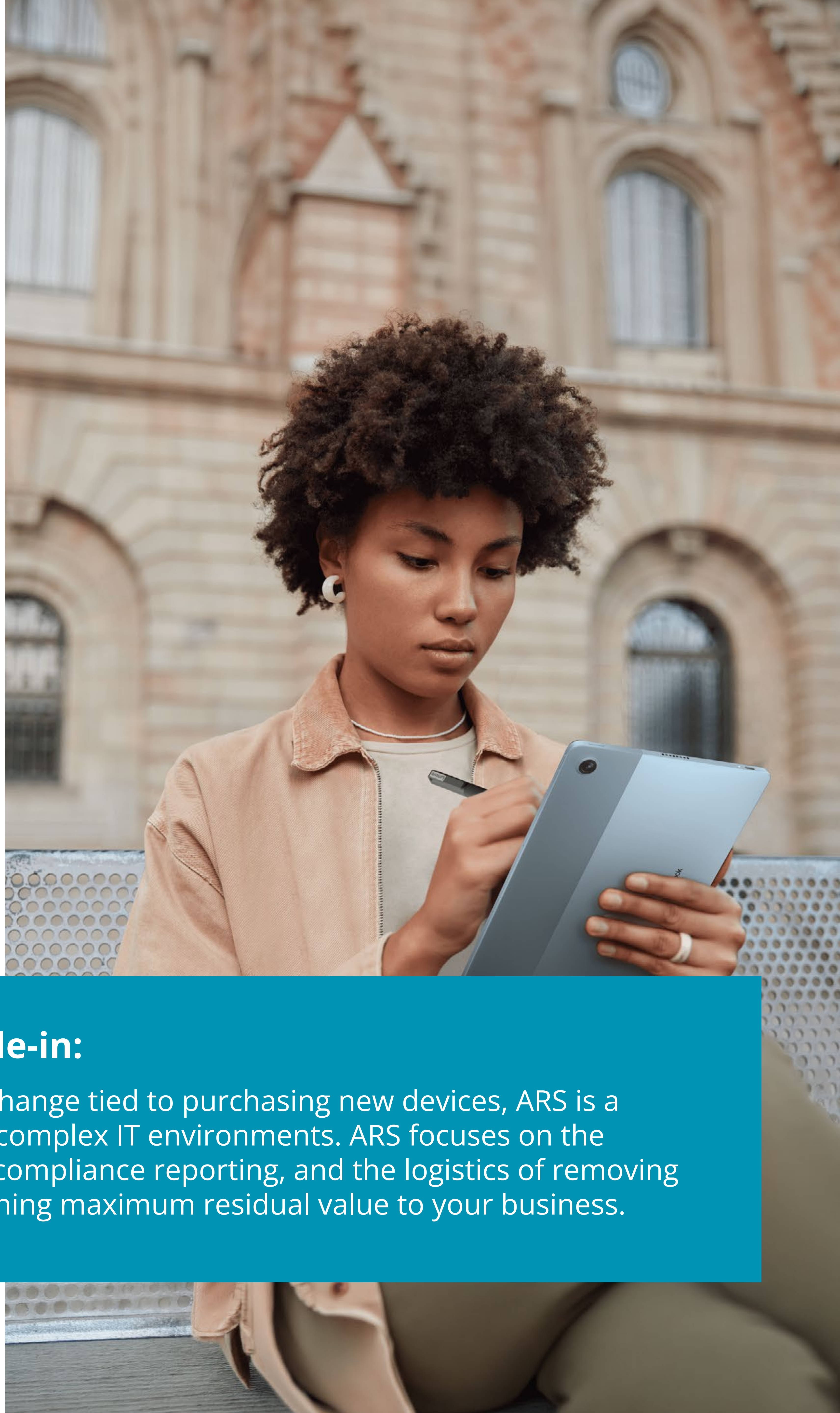
Whether you're a commercial organisation looking to offset the cost of a refresh, an educational institution seeking to maximise limited budgets, or an enterprise managing a complex estate, there is a route designed for you.

Asset Recovery Services (ARS): For Comprehensive Fleet Management

If you are managing a large-scale IT estate, Lenovo's Asset Recovery Services provide the most complete solution.

Find the hidden value in your existing IT with Lenovo's Asset Recovery Services—transforming outdated or unused devices into measurable financial returns while reducing e-waste and supporting your sustainability goals.

By securely collecting, assessing, and repurposing your legacy equipment, Lenovo helps you recover value through cashback and incentives that can be reinvested into future technology. This turns yesterday's devices into tomorrow's opportunity.



How ARS Differs from a Standard Trade-in:

While a trade-in programme is a transactional exchange tied to purchasing new devices, ARS is a comprehensive service designed for larger, more complex IT environments. ARS focuses on the secure, certified data destruction, environmental compliance reporting, and the logistics of removing a large fleet of multi-vendor assets, all while returning maximum residual value to your business.

Smarter Asset Lifecycle Strategy

The Trade-In Programme: Upgrade and Save

For businesses looking for a straightforward way to offset the cost of new hardware, Lenovo provides a highly effective Trade-In Programme.

Now is the optimal time to upgrade your infrastructure with Lenovo. Trade in your old devices and receive up to £300 cashback per device when you purchase select products.

Cashback:
Receive up to £300 cashback per device.

Scale:
Eligible for up to 100 devices per business.

AI Readiness:
Many eligible products also qualify for additional "Copilot Cashback" to ensure your business is equipped for modern AI workloads.

To qualify, claims must be submitted within 30 days of purchase from XMA. Full details and terms can be found at: https://lenovo-claims.com/len/thinktradein/en-GB/terms

ConnectEd: Identifying Hidden Budgets for Education

The education sector faces unique procurement and budgetary constraints. Through XMA's partnership with Lenovo, the ConnectEd programme is designed specifically to help schools, colleges, and universities identify hidden budgets within their aging IT estates.

How it works:

Trade in any brand:
You don't need to be trading in old Lenovo kit. We accept qualifying devices from any manufacturer

Get up to £150 back:
For every qualifying new Lenovo device you purchase, you can receive up to £150 from your old trade-ins.

Move to Lenovo:
Use the value you've recovered to upgrade to Lenovo hardware – the brand favoured by educators for its durability and classroom performance.

Flexible payments:
Use Lenovo Financial Services to spread the remaining cost, making your budget work harder and go further

XMA

What Could Your Existing Devices Be Worth?

Your old hardware should not sit in a cupboard depreciating, nor should it cost you money to throw away. With the right strategy, it is a source of funding for your next critical IT project.

Speak to your XMA account manager today to start building a smarter, more profitable asset lifecycle strategy.

0115 846 4000

enquiries@xma.co.uk

xma.co.uk

@xma

@WeareXMA