



# REMOTE WORK CALL GUIDE

## 1. Find the gap or pain point

- Companies are realizing they can achieve real estate savings and achieve higher employee satisfaction and retention if they allow employees to work remotely.
- But many may not have the necessary infrastructure to support or optimize workloads or the user experience for remote workers.
- High employee turnover increases the time IT must spend creating and deleting user profiles and desktops.
- Organizations want to reduce network operating costs, while performance latency issues are impacting both employees and customers.
- Securing the distributed workspace and employee data moving between clouds, data centers, and remote sites is more difficult than ever.

## 2. Create curiosity with what-if ideas

- What if you could leverage the power of high-performance desktops with power users and even developers?
- What if you could improve and better manage the multi-modal employee experience as they move from device to device?
- What if you could get cloud-based automation up and running for your remote workforce in hours instead of days and weeks?
- What if you could ensure that employees can access their apps and data even during a disaster?
- What if you could get help rethinking how your remote workforce is provisioned to lower operating costs?

## 3. Confirm interest in outcomes

- Would you be interested in a remote work solution that empowers your organization to quickly activate and delete new user profiles and desktops?
- Would you be interested in a solution that improves both the availability of applications and data accessibility on multiple devices?
- Would you be interested in a solution that drives business transformation by creating a better experience for employees and customers alike?
- Would you be interested in a solution that will help you shift to the cloud with lower costs and reduced risk?
- Would you be interested in a solution that lets you centrally manage software and security updates for client devices instead of handling them individually?

## 4. Give the elevator pitch

- **Lenovo and VMware** remote work solutions support optimal performance and availability for a complete range of virtual desktop and virtual application scenarios whether you have 100 or 5,000 employees.
- **We deliver** industry-proven hardware from Lenovo combined with powerful VMware software, fully tested across applications, software, hardware, and services.
- **Our solution** is built to streamline IT administration and has proven to simplify the transition to a virtual desktop infrastructure.

## 5. Validate the opportunity

- Have you considered implementing a solution that provides remote employees with consistent and secure access to their business applications?

## 6. Ask for the meeting

- Based on what we discussed today, I'd like to connect you with one of our remote work experts to further explore how we can support your organization's goals. What date and time work best for you?  
Thanks, and have a great day.



### Additional Resources

Please download additional sales tools, including call guides for the other joint solution areas, as well as a sales messaging playbook and a customer presentation.

They can be found at:

**Lenovo**—Go download at the Lenovo Partner Hub

**VMware**—Go download at the Partner Connect Portal



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