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## **AIO Partners with Lenovo**

### ***Leading PC firm selects AIO as direct rep for Lenovo products***

DALLAS, Texas (Feb. 12, 2010) – Dallas-based All-In-One Network Solutions (AIO) has partnered with Lenovo, the Raleigh, N.C., based personal computer giant to recreate the purchasing experience for the Small-to Medium-sized Businesses (SMB) market.

“Lenovoportal.com is the new website purchasing destination for the SMB,” said AIO Vice President of Sales, Trey Scalf. “Lenovo has tasked the reseller with improving the client purchasing experience. As a Lenovo Business Partner, we chose to design the customer experience with a standard of excellence.”

Lenovo is now the world's fourth-largest PC vendor as a result of an acquisition of the IBM Personal Computing Division in May 2005. Since then, Lenovo had been selling directly to the SMB until changing its business model late last year.

“This reorganization has grown, especially with companies like AIO, which in many cases for our customers, orders can be shipped the same day,” said Charles Damron, Lenovo Inside Channel Representative. “We wanted to identify partners to help reach our end-user customers more effectively and more proactively than we were able to do in the past,” Damron said. “This opens up an avenue for a closer relationship with the small business community and also gives those end-user customers a personal touch from a Lenovo Partner.”

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“For the SMB, we are now the distribution arm of Lenovo. We have inventory ready to roll and ship,” stated AIO President and CEO Michael Ehrich. “This new model provides Lenovo customers more efficient access to products as well as our pre-sales and technical staff. The old purchasing model doesn’t meet client needs effectively any longer ... most businesspeople are working real-time, delaying purchases until a critical need arises, and when they have a need, its now,” Ehrich added.

AIO is proactively engaged in reaching out to the Lenovo client base.

“We need to make them aware of the transition to our partnership and cultivate the existing Lenovo relationships. Now, when an SMB customer places their next call for Lenovo products, they can call AIO,” he said.

The AIO-created site - [www.lenovoportal.com](http://www.lenovoportal.com) - is a website anyone can visit, register with no obligation, and then search for in-stock items.

“It is very usable and allows customers to create an account, find Lenovo products, generate quotes and place orders,” Ehrich added.

#### **About Lenovo:**

Lenovo is dedicated to building exceptionally engineered personal computers. Lenovo’s business model is built on innovation, operational efficiency and customer satisfaction as well as a focus on investment in emerging markets. Formed by Lenovo Group’s acquisition of the former IBM Personal Computing Division, Lenovo is a new world company that develops, manufactures and markets reliable, high-quality, secure and easy-to-use technology products and services worldwide.

#### **About AIO:**

All-In-One Network Solutions, Inc. is a global Information Technology solution provider with sales and service offices strategically located throughout the U.S. Managed IT Services (IT Outsourcing) and End-to-End IT Solutions are the core competencies and business focus.