



## WHAT IS ERGO PORTFOLIO?

Logitech Ergo Portfolio is designed to **promote workplace wellbeing** and **personal choice** by offering solutions that meet ergonomic needs, support corporate workplace wellbeing, and allow you to **standardize on Logitech devices across your organization**. Employees interested in ergonomic devices include a wide variety of people who want a healthy workspace.



## CUSTOMER CONSIDERATIONS WHEN SELECTING ERGO PORTFOLIO

### CERTIFIED ERGONOMICS FOR PROVEN COMFORT

*Choose ergonomic devices that are approved by ergonomists*

- ✓ **Science-driven design:** Logitech designs ergonomic keyboards and mice in collaboration with Logi Ergo Lab through a scientific approach, resulting in quantifiable data that demonstrates comfort improvements.
- ✓ **Approved by ergonomists:** Logitech ergonomic devices are designed for humans and are certified by United States Ergonomics<sup>1</sup> to address comfort needs in the workplace.
- ✓ **Tested by users:** We put an extraordinary amount of care and thought into designing ergonomic solutions that support improved comfort and promote natural posture.

### INDIVIDUALITY AND CHOICE

*We respect nuances in employee preferences with respect to ergonomics*

- ✓ **Designed for wellbeing:** Our ergonomic devices are designed to promote employee wellbeing by offering products that improve comfort, are aesthetically designed, and are loved by users.
- ✓ **Designed for choice:** Logitech offers a range of ergonomic keyboards and mice to meet different ergonomic needs because every employee deserves a choice when they pick a keyboard, a mouse, or both.
- ✓ **Easy to use:** While ergonomic devices usually require a learning curve when switching from a traditional device, our products ensure that employees have an effortless transition when adopting a new ergonomic device.

### READY FOR BUSINESS, STANDARDIZE ON LOGITECH

*We make life easier for IT admins with our Logitech offerings.*

- ✓ **Global availability:** Logitech is the leading provider of ergonomic keyboards and mice.<sup>2</sup> With a global presence and devices certified for use in countries around the world, Logitech can support the needs of employees in companies around the world, making it easier for organizations to standardize on Logitech products and ensure that ergonomic tools are part of that mix.
- ✓ **Single vendor:** Logitech Ergo Portfolio offers a broad range of ergonomic keyboards and mice along with traditional devices that are ready for business and fulfill employee needs, allowing IT buyers to standardize on Logitech as the single vendor.



## PROVIDE AN ERGO WORKSPACE

### LIFT FOR BUSINESS

A vertical mouse at 57° angle that offers natural handshake position and improves comfort. It is designed for small to medium-sized hands and available in left and right.

### BRIO 305

A simple-to-use, 1080p webcam that improves meeting experience and working posture when placed on the monitor.

### WAVE KEYS FOR BUSINESS

A wireless ergonomic keyboard with a wave design and cushioned palm rest that is easy to use and that promotes a natural typing posture.

### ZONE VIBE WIRELESS

Lightweight wireless headphones that ensure clear video meetings and hours of comfort.



## WHY CHOOSE LOGITECH

- **Global availability:** Our global availability framework ensures certification and availability in 100+ countries (including compliance and partner certification, keyboard layouts, and localization).
- **Wireless performance & security:** Logitech wireless products employ the latest Bluetooth® standard (5.0 or above) with industry-standard security modes. Logi Bolt technology provides an FIPS-secure connection in a congested wireless environment.
- **Global pro support & warranty:** Logitech PRO support gives access to technical support globally. Furthermore, we offer a global warranty with advanced replacement warranty (in regions where available).
- **Sustainability:** We're reducing the carbon footprint of our products, without compromising quality and performance.
- **Remote management:** With Logitech Sync, IT can monitor devices and deploy firmware and security patches en masse to large groups of devices across the enterprise.
- **Device customization:** Employees can use Logi Tune<sup>3</sup> and Logi Options+<sup>4</sup> apps to optimize their devices based on their specific needs.



## CONVERSATION STARTERS

1. What are the working challenges for your remote workforce? Is discomfort one of those?
2. What kind of wellbeing support do you offer or how do you address comfort needs in the workplace?
3. What are the top requests from ergo-conscious users regarding personal workspace solutions?
4. Do you provide ergonomic tools for both home-based and office-based workers?
5. What is your biggest challenge when it comes to meeting individual user needs?
6. How do you choose ergonomic tools available for your employees when an ergonomist recommends one?
7. What are your sustainability targets or strategies?
8. What is your expectation on enterprise security?
9. How do you manage personal workspace peripherals in a hybrid work environment?



## OBJECTION HANDLING

### Why do I need Ergo? Why should I pay more for ergonomic mice and keyboards?

It comes to the question about what employers do to support employees being happy and healthy at work. Wellness programs like "Employee Assistance Programs (EAP)," meditation, or yoga classes help. However, equipping employees with the ergonomic tools that they need can support them even during work times, and this is where ergonomic keyboards and mice provided by Logitech have you covered. Along with the improved employee wellbeing, employers can benefit from better staff retention, reduced absenteeism, and improved morale.



<sup>1</sup> Lift for Business, Wave Keys for Business, and Ergo K860 for Business are certified ergonomic by United States Ergonomics. | <sup>2</sup> Based on the independent accumulated sales data (in dollars) for all ergonomic models of mice and keyboards aggregated from key markets, Brazil, Canada, China, France, Germany, Japan, South Korea, Taiwan, Thailand, Turkey, United Kingdom, and the United States during the past 12 months until July 2023. | <sup>3</sup> Available on Windows and macOS at [logitech.com/tune](https://logitech.com/tune) | <sup>4</sup> Available on Windows and macOS at [logitech.com/optionsplus](https://logitech.com/optionsplus)

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