

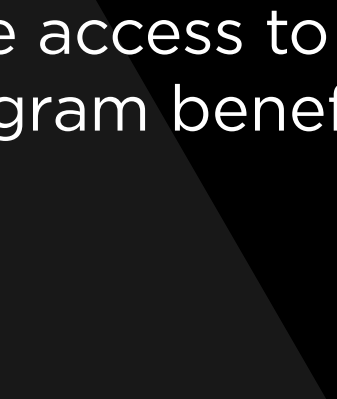
Move to a smarter future with the Lenovo Partner Engage Program



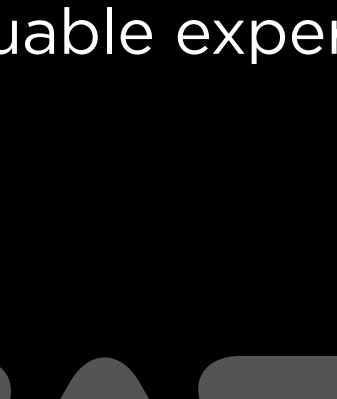
Lenovo recommends Windows 10 PRO for business.

Get your business moving and growing as a Lenovo Partner

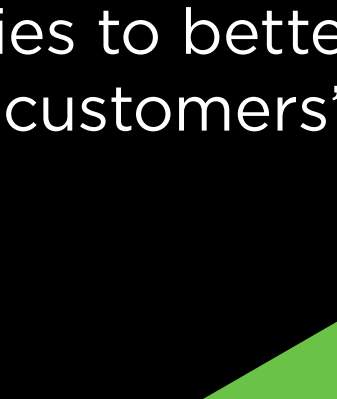
The Lenovo Partner Engage Program is designed to make it easier for you to do business with us, offer the most competitive prices and enjoy the most attractive margins in the industry.



Contribute to our joint success, and enjoy exclusive access to special program benefits



Benefit from greater rewards, and gain valuable expertise



Thrive with Lenovo's support to enhance your abilities to better meet your customers' needs

What you get when you engage

The Lenovo Partner Engage Program offers a multitude of benefits tailored to help you sell Lenovo products and solutions:

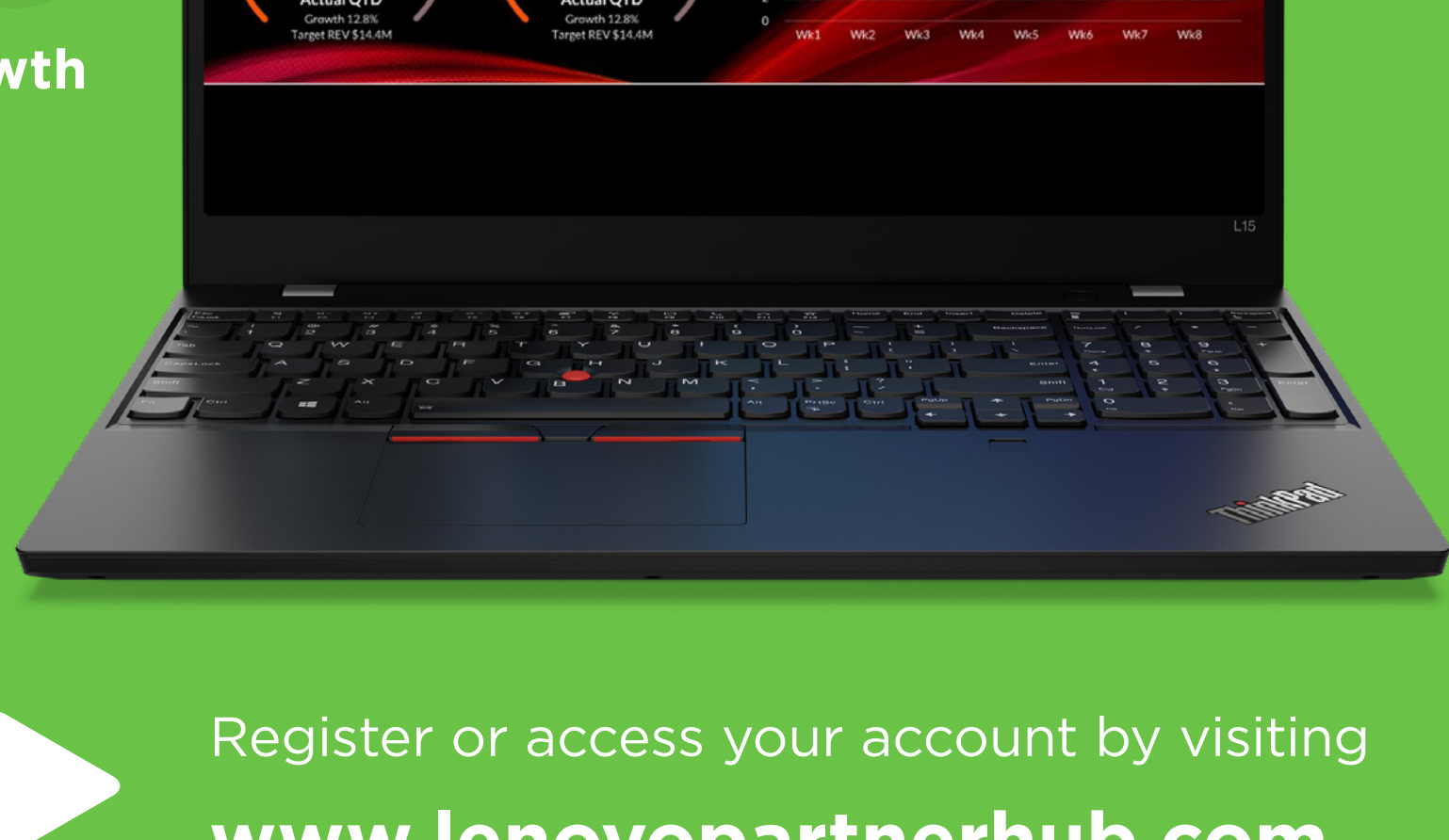
- Award-winning**, end-to-end, innovative and reliable product portfolio
- Broad selection** of TopSeller products for best availability
- Easy-to-use online tools**, regular promotions and offers
- Boost your sales**—through demand generation and co-marketing programs
- Excellent returns**—with a single Partner Hub, including a speedy Bid Portal for best prices
- Clearly-defined program level tiering** with a range of scalable partner benefits



The Lenovo Partner Hub

As a Lenovo Partner, the Lenovo Partner Hub has all the tools and support you need to succeed:

- Sales tools**
- Promotions**
- Marketing assets**
- Tiered growth program**
- Training resources**
- News and events**
- Product information**



Register or access your account by visiting www.lenovopartnerhub.com

Clearly-defined tiers and qualification levels

The Lenovo Partner Engage Program offers clearly defined program level tiering with a range of scalable enhanced partner benefits.

PCG Partner qualifications:

- PC Partner Authorized**: All partners registered on lenovopartnerhub.com begin at this level of qualification.
- PC Partner Silver**: Annual revenue threshold of \$100k (or \$75k for smaller markets*) and 1 person must complete 3 product modules.
- PC Partner Gold**: Annual revenue threshold of \$250k (or \$125k for smaller markets*) and 2 people must each complete 3 product modules.
- PC Partner Platinum**: Annual revenue threshold of \$1.25M (or \$0.625M for smaller markets*) and 5 people must each complete 3 product modules.

DCG Partner qualifications:

- Data Center Partner Authorized**: All partners registered on lenovopartnerhub.com begin at this level of qualification.
- Data Center Partner Silver**: Annual revenue threshold of \$80k (or \$50k for smaller markets*) and 1 person must complete 1 base certification.
- Data Center Partner Gold**: Annual revenue threshold of \$200k (or \$100k for smaller markets*) and 2 people must complete 3 certifications in total with a minimum of 2 base certifications.
- Data Center Partner Platinum**: Annual revenue threshold of \$1m (or \$500k for smaller markets*) and 3 people must complete 5 certifications in total with a minimum of 3 base certifications.

*PC Small country thresholds \$0.625m/\$125k based on markets IDC PC Revenue size of \$500m or less.

Program benefits	Authorized	Silver	Gold	Platinum
Financial				
Special Bid Orders	✓	✓	✓	✓
Deal Registration (selected countries)	✓	✓	✓	✓
Partner \$ Rewards		✓	✓	✓
StarSeller Incentive Program (PC only)		✓	✓	✓
Access to Lenovo Leads			✓	✓
Lenovo Expert Achievers Incentive Program (Data Centre only)	✓	✓	✓	✓
Marketing				
Marketing Tools	✓	✓	✓	✓
Use of Lenovo Logo and Member Level Emblem	✓	✓	✓	✓
Co-Marketing Budget		✓ limited	✓ limited	✓
Marketing Developing Funds				✓
Dealer Locator Listing on Lenovo.com			✓	✓
Training				
Product Training	✓	✓	✓	✓
Demonstration Units	✓ limited	✓ limited	✓ limited	✓
Support				
Technical Support	✓	✓	✓	✓
Access to lenovopartnerhub.com Portal and Tools	✓	✓	✓	✓
Newsletters and Announcements	✓	✓	✓	✓
Lenovo Sales Dedicated Contacts		✓	✓	✓
Warranty Service Provider Access			✓	✓
Quarterly Business Review with Lenovo				✓

Step into a flourishing community

- ▶ 45,000+ partners
- ▶ Become a trusted Lenovo advisor
- ▶ Gain market-recognized certifications
- ▶ Exclusive Lenovo partner-only events
- ▶ Direct access to Lenovo experts

Learn more

Lenovo is dedicated to supporting our channel partners. More than 95% of our business goes through the channel and we invest continuously in supporting our partners as they grow their businesses.

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