

Lenovo Device as a Service

Smarter
technology
for all

Lenovo

Create your own DaaS solutions

Lenovo Device as a Service delivers:

Device as a Service is an innovative and flexible approach to IT procurement. It delivers operational efficiencies and greater productivity while also managing your cash flow.

Why Lenovo DaaS?

Lenovo DaaS provides a fully managed model combining hardware, services, and software into a single, solution for a predictable, affordable monthly fee. Included in that solution you can complement and supplement with your own services. As part of the package Lenovo will help you deliver where required. It is flexible and enables you to be able to deliver the ideal solution for your customer.

Lenovo Partner Hub continues to be the only source for accessing all of the Lenovo sales tools.

The Lenovo DaaS Portal is the new harmonized pricing engine available to partners supporting quotes on the Lenovo DaaS offering. Partners can build on their Lenovo Partner Hub bids and create holistic Lenovo DaaS quotes wrapped in the Lenovo Global Financial Services offer.

What's in it for me?

- A business model game changer which will expand your services horizons and grow your business
- An opportunity to embrace Lenovo's leading-edge portfolio and together address new and evolving business needs
- Become a trusted advisor to end customers to engage not only in technology but also lifecycle purchasing discussions
- Reap the rewards of Lenovo's competitive channel financing offer and boost your financial growth

Lenovo DaaS Portal onboarding process

- 1 Contact your Lenovo sales representative to arrange a Lenovo DaaS portal demo
- 2 Complete the business partner registration process
- 3 Let's get started.

Business partner onboarding

▶ Step 1: Demo overview

- Engagement with partners
- Business partner LPH registration
- Business partner LGFS funder registration

▶ Step 2: Business partner registration process

- **Business partner user**
 - Visit www.lenovodaas.com
 - Complete your registration (Business partner user name email address, logo)
 - Experience the tool using tests bids that have been created
 - Build your Lenovo DaaS solution

▶ Step 3: Sales management

- Manage your business partner user activity dashboard
- Reach out to your Lenovo Sales Rep for business support
- Reach out to your LGFS funder for business support

Lenovo Global Financial Services (LGFS) may use affiliate or third party leasing partners - depending on country, region and local law.

The Lenovo DaaS Portal at a glance

What are the key highlights?

The screenshot shows the 'Proposals' page of the Lenovo DaaS Portal. The interface includes a navigation menu with 'Home', 'Introduction', 'Proposals', 'Support', and 'FAQs'. A language selector is set to 'English'. A margin input field is set to 8%. A table of line items is displayed with columns for Part Number, Item Name, Quantity, Est Reseller Price, Actual Reseller Price, Margin, Total End User Price, Total End User Solution Price, DaaS Price Per Month, and Actions. The 'Contract & Total' section shows a 48-month contract term and a monthly payment frequency. A summary box displays the DaaS price per seat per month (£19.94) and the total DaaS price per month (£199.43). At the bottom, there are buttons for 'Delete Proposal', 'Save Draft', and 'Request Credit Check'.

Line Items	Part Number	Item Name	Quantity	Est Reseller Price	Actual Reseller Price	Margin	Total End User Price	Total End User Solution Price	DaaS Price Per Month	Actions
	11DT003DUK	ThinkCentre M70q - i3-10100T, 8GB, 128GB SSD, No ODD, Windows 10 Pro	10	£424.00	£500.00	10 %	£5,555.56	£9,173.79	£199.43	
	5WSOU26647	3Y Premier Support Upgrade from 3Y Onsite	10	£107.00	£200.00	15 %	£2,352.94			
	5PS0D81209	3Y Keep Your Drive Add On	10	£10.00	£20.00	15 %	£235.29			
	BP123	Deployment	1		£1,000.00		£1,000.00			
	BP456	Asset Tagging	10		£3.00		£30.00			

Contract & Total

Contract term: 48 Months | Payment Frequency: Monthly

DaaS price per seat per month: £19.94 (per month excluding VAT)

Total DaaS price per month: £199.43

Total Contract Value, excluding VAT: £9,173.79

Buttons: Delete Proposal, Save Draft, Request Credit Check

- 1. Proposals -**
Your dashboard overview of quotes
- 2. Support -**
Access to support:
contact@lenovodaas.com
- 3. Language -**
Country language options
- 4. Partner services -**
Complementary partner services to the Lenovo commercial offering

- 5. Contract term -**
LGFS contractual terms covering 36 and 48 months contract options
- 6. DaaS Price Per Month -**
LGFS financial conditions applied to each line and added together then divided by months
- 7. Total DaaS Solution -**
The total of each line item with financial conditions applied and added together

What does the customer journey look like?

- 1 Once LGFS have completed the credit check, the partner will receive a notification asking them to send the proposal to their customer.
- 2 The partner will download the quote from the Lenovo DaaS Portal and send to the end customer.
- 3 The end customer reviews the quote T&Cs and either accepts or declines the quotation by clicking a link within the proposal.
- 4 LGFS manage the contract process with end customer (outside of Lenovo DaaS Portal).
- 5 The end customer will then receive the goods from the partner and will be issued invoices to pay monthly instalments.
- 6 The end customer will be engaged by the partner to review the IT lifecycle management on a regular basis, including the option to upgrade their installed base.

Join us and grow your business with the Lenovo DaaS solution

- Sign-up for a Lenovo DaaS Portal demo
- Register for Lenovo DaaS Portal access
- Engage with Lenovo to address the market opportunity and grow your business model!

Where can I get support?

User access or technical queries

contact@lenovodaas.com
www.lenovodaas.com

Lenovo solutions or product queries

daas_channel@Lenovo.com

**Lenovo
DaaS**

▶ Learn more at Lenovo.com/DaaS

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