

Why partner with us?

Get more when you sell Lenovo smarter infrastructure solutions, powered by Intel®.

intel®

Smarter
technology
for all

Lenovo



Channel-first. Empowering The Data-Centered next.

Data doesn't transform the world. People do.

Those people — the end-users of our products, services, and solutions — they are The Data-Centered.

Lenovo and Intel are trusted technology partners to The Data-Centered. And our commitment begins with the channel partners who empower them.

Because The Data-Centered are only successful when our partners are, too.

What does channel-first mean?

- We care about our relationships with you, and about your success
- Always investing in and optimizing our channel tools and enablement resources
- Locally-focused programs and incentives
- Profitable services opportunities
- Simple Partner Incentive programs that maximize partner productivity and profits

85% of products are sold via partners

Meet your customers' evolving needs on time, every time



End-to-end, best-of-breed supply chain, can adapt with agility and speed



#4 ranked High Tech Supply Chain by Gartner



180 markets with 36 manufacturing facilities giving you unrivaled scale, efficiency and control



Trusted Supplier Program: Documented, auditable supply chain program ensures end-to-end security

Lenovo and Intel are at the forefront of digital transformation.

Solutions

We work closely with our software partners to provide engineered, tested, and certified IT solutions that are high performance, scalable, and cost-effective.

AI	Database
Big Data/Analytics	HPC
Cloud	IoT/Edge (5G)
Back Up & Disaster Recovery	Client Virtualization

Infrastructure

Open, reliable and secure platforms that seamlessly integrate with your environment.

Servers	IoT/Edge
Storage	
Hyperconverged	

#1

provider of supercomputers
in the world

196

world benchmarks with deep
optimization expertise

Reliable infrastructure solutions with deep optimization for leading software

We partner with leading software vendors to deliver flexible, open-choice solutions that work seamlessly within your customers' existing infrastructures — and with their future solutions. No implementation issues, no vendor lock-in, no worries.



vmware®

Partner of the Year Award Value
2020 Global Winner



Best Infrastructure Partner
2019 Winner

CITRIX®

Microsoft

NUTANIX™



ORACLE

Pivot 3

Red Hat

SAP

veeam

vmware®

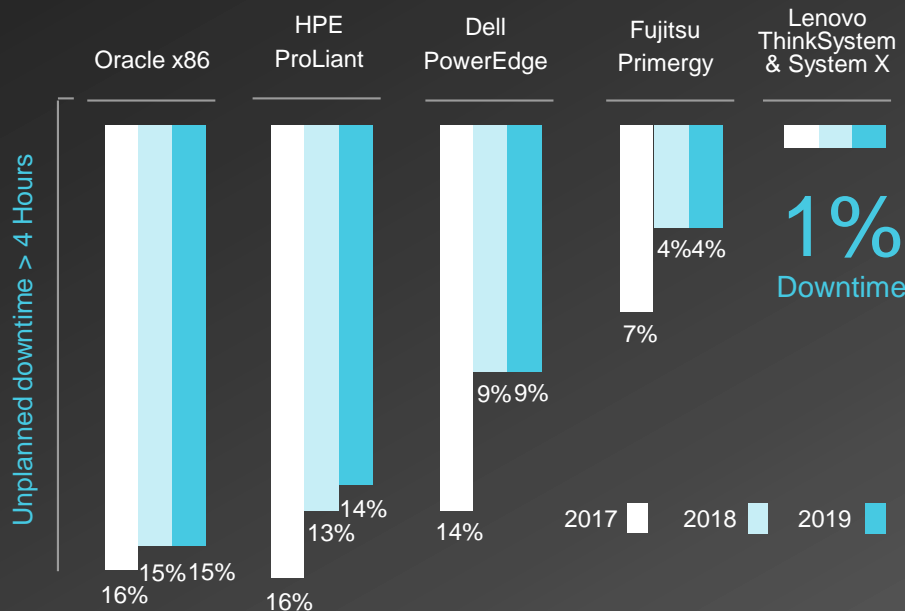
Being reliable means Lenovo #1 in server reliability - 7 years running

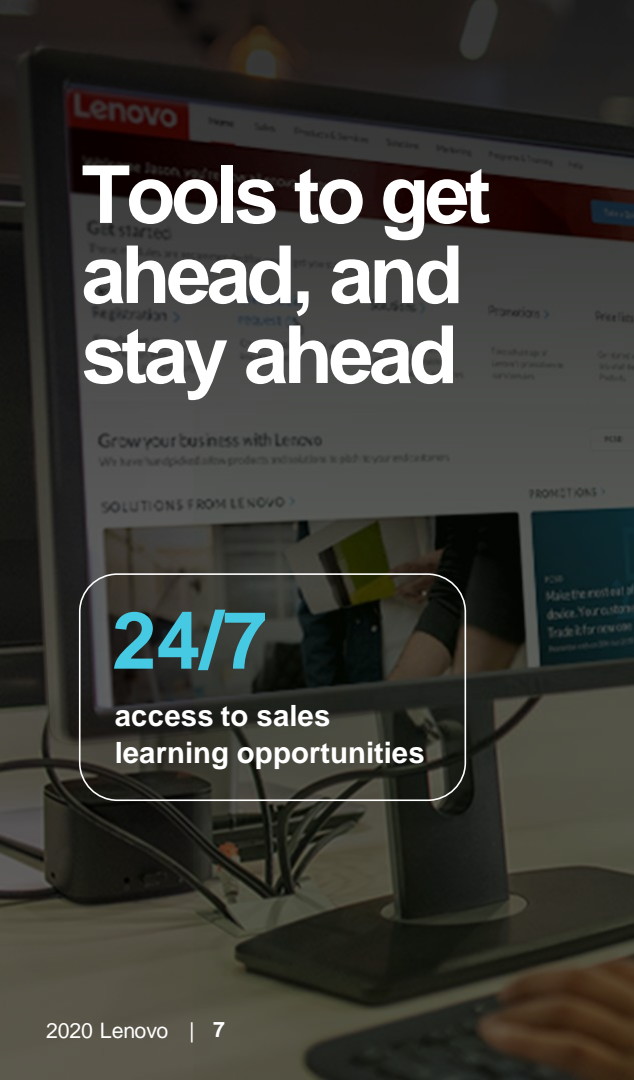
Uptime and reliability are critical to efficient data centers, and successful companies. Unplanned downtime can cost businesses up to \$300K per hour.

It's why our #1 goal is to be #1 in reliability.

Lenovo servers achieved the highest levels of “five nines” or 99.999% reliability among all mainstream server hardware platforms.

And we've extended our position as #1 in reliability for x86 servers for the **7th consecutive year**. Lenovo has the best uptime among all x86 platforms with just under 2 minutes of per server/per annum unplanned downtime.





Tools to get ahead, and stay ahead

24/7

access to sales
learning opportunities

New Lenovo Partner Hub

Designed to be about so much more than sales figures, Lenovo Partner Hub will revolutionize the way you do business with us. So you can boost every aspect of your business.

- Personalized and customizable
- Access the comprehensive Lenovo product catalog
- Understand how to sell Lenovo products and solutions
- Claim and track your programs and rebates
- Track your sales performance in real time with data-driven insights for improvement

Lenovo Bid Platform

Work smarter and faster with our new real-time-data-driven pricing engine. Now, the sales process can be smoother and more successful than ever before.

- Leads: qualified prospects specific to your capabilities
- Product Catalog: simpler, sales-friendly descriptions with upselling recommendations and configuration tools
- Deal Registration and Deal Protection: more flexibility and transparency
- New Customer Bonus and Discount Codes: automated to expedite processing

Lenovo Partner Learning Platform

Become an expert on our latest offerings and solutions with top-of-class sales enablement. Our online e-learning platform aligns skills to business objectives to help you boost your selling skills.

- Learn your way, anytime, anywhere, for free
- In-person classes
- Online, instructor-led / Online, self-led
- Certifications with digital badges to show your expertise and build trust

Driving brand awareness

Lenovo is investing in a global campaign to drive brand awareness and thought leadership.

This campaign highlights our smarter infrastructure solutions, as well as the success stories they enable in a variety of industries.



How Lenovo earns the trust of the Data-Centered



Customer Centric

Outcomes and end to end experience



Reliable

Infrastructure and Support



Open

Solutions for any organization at any scale



Secure

Manufacturing and Supply Chain



Sustainable

Business practices

Three Reasons to Partner

- **Channel-first** You always come first, so you're always ready for what's next.
- **Flexible** Open-choice solutions designed to play well with others.
- **Reliable** Smarter infrastructure solutions you can be confident in.

Thank you

Please let us know if you have any questions about Lenovo smarter infrastructure solutions. We'd love to work together.

[GROW YOUR PARTNERSHIP](#)

intel[®]

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