

**Lenovo
360**

DICKER
DATA

Expand your offerings and grow your business with Lenovo

Access an innovative, end-to-end portfolio and powerful support as part of a flexible and rewarding partnership.



At Lenovo, we believe a partnership should be a truly beneficial experience for both parties. With more than 80% of our global sales delivered by channel partners, we are committed to and invested in their success.

Dedicated to innovation, sustainability, security, and the channel, we work globally and think locally, providing an end-to-end, pocket-to-cloud portfolio to meet the needs of modern customers. Supporting our partners to increase their revenue through training, tools, incentives, and promotions, their growth is our inspiration.

Why Partner with Lenovo?

Discover a partner that adds value and supports your success



Expand your offerings

Future-proof and expand your offerings, unlock new revenue opportunities, and offer fresh, outcome-based support to your customers alongside a global technology leader. Access innovative technology across every device category, from smart, secure, and integrated mobile devices, laptops, and workstations to powerful, scalable infrastructure.



Elevate customer conversations

Differentiate your business by helping customers transform and overcome their unique challenges through robust, innovative technology and services. Increase your revenue and enhance your reputation as a trusted advisor by developing specialist knowledge, providing solution sales, and supporting new areas of customer interest with Lenovo 360, our global channel framework.



Partner your way

Choose how you collaborate with us based on your specific needs, from transacting on devices to building solutions and providing managed services while benefiting from easy onboarding, powerful resources, industry-leading tools and incentives, and an expert channel team.

Ready to get started?

See how Lenovo can help your organization adapt and respond to shifting customer needs, capture new revenue opportunities, and grow through smarter technology for all.

Find out more and register today

**Smarter
technology
for all**

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Grow your
business with
an end-to-end,
pocket-to-cloud
portfolio.

Meet the needs of today's customers with Lenovo

Help organizations achieve their unique goals

Your customers want to talk about meeting their organizational needs today while preparing for what's next. They want solutions to help them overcome challenges, gain a competitive edge, and achieve their business goals.

Their priority is not what new products and services do but what they can empower them to achieve.

By partnering with Lenovo, you can guide today's customers toward their desired transformational outcomes.

Why partner with Lenovo?

Increase your revenue with access to an innovative, end-to-end, pocket-to-cloud portfolio and powerful support as part of a flexible and rewarding partnership

From a world-leading technology portfolio that meets every modern business need to essential services, support, and award-winning programs, Lenovo is a technology partner every bit as invested in your organization's success as you are.

Expand your offering and grow your business by delivering fresh, outcome-based support with world-leading technology from Lenovo.



Lenovo Digital Workplace Solutions

What challenges are your customers facing?

The world of work is rapidly changing. The need for more flexible approaches to work, reliable tools for productivity and collaboration, and new hybrid working models mean organizations and their IT teams face an uphill struggle. They must fulfill business and end-user requirements while ensuring ongoing security.

As a result, they are spending valuable time identifying and deploying the devices, services, and security solutions that meet their unique needs to keep up with their peers, maintain business as usual, and protect their organization.

Make your customers' lives easier, smarter, and more secure with Lenovo's end-to-end Digital Workplace Solutions.



Built for what IT needs and end-users want

To drive purposeful innovation for a transformed workforce, your customers need seamlessly integrated solutions for productivity and smart collaboration. They must be reliable, powerful, and empower end users while providing simple management and security by design.

From smart pocket devices that work seamlessly with Lenovo's powerful ThinkPad, ThinkBook, ThinkCentre, and ThinkStation devices to ThinkVision monitors and ThinkSmart collaboration technology, Lenovo enables businesses to work smarter and faster.

Through services like Lenovo Premier Support and Premier Plus, Lenovo can resolve customer issues quickly to minimize disruption. Meanwhile, Lenovo Asset Recovery Services enables enhanced circularity by mitigating the environmental and security risks of end-of-life asset disposal.



ThinkPhone



X1 Carbon Gen 11



ThinkBook Twist



ThinkCentre M90s Gen 4



ThinkStation PX



ThinkSmart Core Full Room Kit

With Lenovo ThinkShield, a portfolio of hardware and software solutions to protect your organization, you can keep your customers ahead of a range of security threats so their IT teams can focus on what matters.



Lenovo Hybrid Cloud Solutions

What challenges are your customers facing?

Today's IT leaders must manage the rapid growth of data within their organizations while translating complex technical trends into strategies that foster business growth and efficiency. They must protect sensitive data across multiple locations and are often responsible for driving sustainability initiatives.

Across improved resource utilization, scalability, sustainability, and security, your customers are looking for support to navigate the complexities of modern technology environments while enabling growth and innovation.

Provide your customers with a smarter, more flexible, and secure approach to Hybrid Cloud infrastructure with Lenovo.





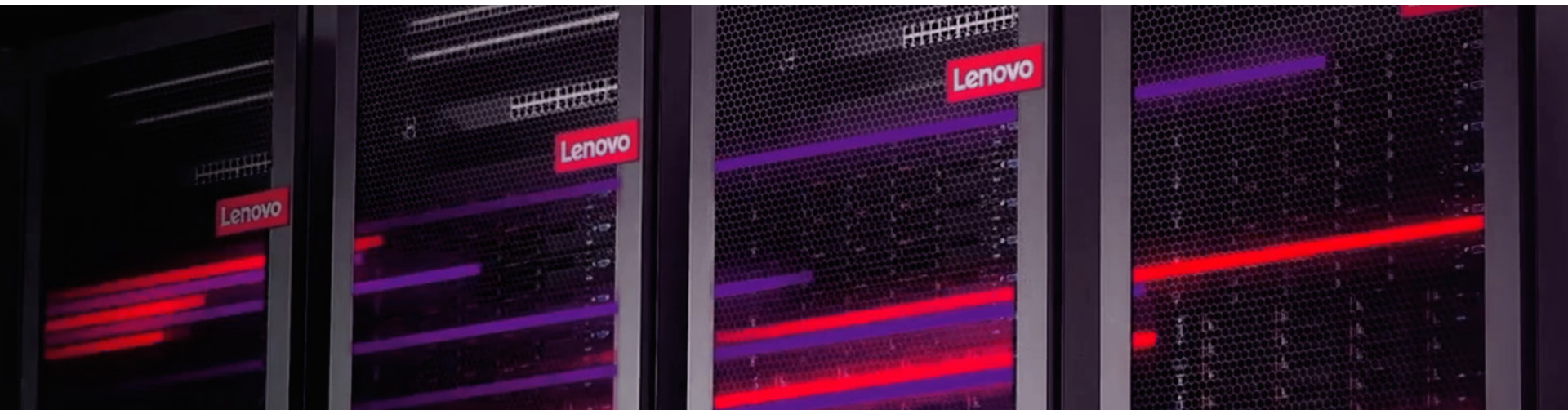
Enable your customers to confidently modernize workloads and enhance sustainability in a secure, sustainable, agile environment

Lenovo Hybrid Cloud solutions deliver seamless access to data and enable your customers to quickly modernize existing infrastructure. Not only does this provide greater consolidation and scale, but it is also more energy efficient without adding additional physical space. Combined with Lenovo's CO2 Offset Services, Lenovo Hybrid Cloud solutions bring customer sustainability goals closer.

Powered by ThinkSystem servers for flexibility and unrivaled reliability, plus ThinkAgile infrastructure with independent software vendor (ISV) features, support, and deployment services, you can offer your customer hyper-converged solutions that supercharge efficiency and scalability.

Lenovo's TruScale pay-as-you-grow model offers the flexibility and accessibility of the public cloud with the robust control of the private cloud, enabling customers to streamline IT workloads while avoiding wasted cloud spend.

Lenovo Hybrid Cloud solutions enable you to help customers reduce security risks and ensure data sovereignty with security that spans the supply chain, systems, and their components.



Lenovo Edge-AI Solutions

What challenges are your customers facing?

Today's customers know they need to do more with their data. They want to generate insights at speed to make better, faster decisions and deliver innovative new services. Without secure, reliable, powerful, and scalable network infrastructure, those objectives are more difficult to achieve, in addition to ensuring data protection and sovereignty compliance and reducing ongoing costs.

Propel the Edge-AI revolution for your customers and power your sales with industry-leading hardware, control, and ease of use from Lenovo.

Deliver more scalable and accessible Edge-AI deployments for your customers

Lenovo Edge devices like ThinkSystem and ThinkEdge servers enable your customers across verticals to power the most demanding workloads and benefit from real-time data processing, low latency, and AI.

Supporting sustainability and cost-efficiency while enhancing performance, Lenovo Edge AI solutions provide you with an opportunity to help customers modernize and reduce demands on existing network infrastructure.

With high-performance, highly efficient infrastructure, your customers can unlock the full potential of their data, helping them to achieve and maintain competitive advantage.

As more customers become aware of the benefits, Lenovo TruScale for Edge and AI can help you simplify customer access to powerful solutions through a rapid, scalable service on a pay-as-you-grow model.



ThinkEdge SE455 V3



ThinkSystem SR650 V3



ThinkSystem ST250 V3



ThinkSystem SR630 V3



ThinkSystem SR250 V3

Lenovo Sustainability Solutions

What challenges are your customers facing?

Businesses must set and achieve environmental goals to stay relevant, competitive, and do the right thing for our planet. To achieve these goals, they require responsible technology and dedicated support to drive their ESG initiatives forward.

Help customers improve sustainability at every step. Benefit from Lenovo's essential ESG services, peer-to-peer community, and commitment to Social Responsibility.

Deliver tailored services, devices, and infrastructure solutions to support customer sustainability targets

Lenovo is focused on providing smarter technology that builds a brighter, more sustainable future for our partners, colleagues, communities, and the planet. With sustainability built-in to our devices and our supply chain, including ground-breaking water-cooling technology, recycled materials, and lower carbon shipping, our focus is on reducing waste and pollution.

Lenovo can help your customers take tangible actions on their journey, from planning, configuration, and deployment through support, management, and retirement.

Furthermore, Lenovo Co2 Offset Services enable organizations to simply and transparently offset carbon emissions related to their devices, while Lenovo Asset Recovery Services (ARS) mitigate the environmental impact of end-of-life IT and data security risks. Lenovo TruScale also supports the sustainability of your customers' technology with TruScale Devices as a Service to manage provisioning, deployment, support, and returns.



Lenovo TruScale Everything as a Service Solutions

What challenges are your customers facing?

Organizations face a difficult balance between achieving strategic priorities and meeting their day-to-day technology needs. As their requirements evolve and they respond to new levels of demand, it becomes harder to enable flexibility, reduce waste, and increase efficiency at a predictable cost.

Rise to meet every opportunity for your customers' digital future with a bold, Everything as a Service solution for enhancing your power, flexibility, and scale.

Seize Everything as an Opportunity

The Everything as a Service model is growing, empowering your customers to scale at speed. Lenovo TruScale provides a flexible and scalable way to securely and transparently enable customer innovation.

From pocket devices to on-premises infrastructure and everything in between, Lenovo TruScale simplifies the procurement, deployment, and management of reliable IT innovation. TruScale provides access to fully integrated solutions that empower customers with the technology they need to innovate without limits and ignite their business strategy – all delivered as a service, with the simplicity of a scalable, pay-as-you-grow model.

Helping to shift expenditures from CapEx to a predictable OpEx subscription model, TruScale helps streamline the refresh of aging technology and expand capabilities without the need for significant capital investments.

Lenovo TruScale provides the flexibility to scale up or down with changing needs and includes provisioning, deployment, support, and returns while also helping to enhance sustainability.





Lenovo 360

Discover a partner as invested in your success as you are

By partnering with Lenovo, you not only gain access to an industry-leading pocket-to-cloud portfolio but also Lenovo 360, our constantly evolving channel partner framework. Across three key motions, Lenovo 360 provides training, tools, support, and incentives to help your business adapt and grow.



Enable

We take the complexity out of doing business in an ever-changing world with specialized, automated outcome-based solutions resources, marketing campaigns, and tools that make transacting easier, faster, and more efficient.



Connect

Rather than simply provide technology, we create closer ties across our partner ecosystem through access to a range of specialist communities and events for sharing knowledge, expertise, and support, helping you to turn emerging customer needs into new business opportunities.



Grow

Through Lenovo 360 Engage, we invest in your growth through our commercial incentives, competencies, and accreditation programs that accelerate your learning and enhance your revenue.

Lenovo 360

Become a Lenovo Channel Partner

Discover how Lenovo's industry-leading pocket-to-cloud portfolio, essential services, and the Lenovo 360 partner framework can help your organization adapt to an ever-changing market, respond to shifting customer needs, and strengthen its position through smarter technology for all.

Find out more and register today.

Register now

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