

Lenovo Service Provider Program

Grow your managed services business as a Lenovo Partner

intel®

Data Center
Service
Provider

Lenovo

Program Member

Data Center
Customer
Self
Maintainer

Lenovo

Program Member

Key benefits

- **Get bigger opportunities** with Lenovo behind you. 95% of our business is done with partners.
- **Gain a financial edge** with improved financial terms and a transparent structure
- **Simplify service delivery** with a huge portfolio of Lenovo services that meet your customers' needs
- **Strengthen your offering** and fill skills gaps with services delivered by Lenovo's global team, like 24x7 support
- **Co-market with Lenovo** with access to co-marketing funds and a great customer reference program
- **Learn new skills** with dedicated education sessions for service providers
- **Offer customers more choice** with Lenovo solutions optimized for a wide range of software
- **Access exclusive programs** for Lenovo Partners such as Your Drive, Your Data

Deliver more of the services your customers want. Easily and profitably.

Your customers want to run modern workloads in modern environments. They don't want the hassle of troubleshooting or managing their IT. That's why they come to you.

If you're a cloud or managed service provider, partnering with Lenovo makes it easier to meet their needs. You can offer a huge portfolio of services designed for providers like you, ranging from 24x7 support to secure asset disposal. And with the enhanced new Lenovo Service Provider Program, you can quote faster, increase your knowledge in tailored education sessions, and benefit from improved financial terms.

You also have more financial options with Lenovo. Like Lenovo TruScale - a pay-as-you-use data centre infrastructure model that takes the limits off business growth. With more solutions and services to choose from, you have more power to evolve your business and meet customers' needs.

Why you're stronger as a Lenovo Partner

- We sell 100 servers per hour
- Our servers are #1 for reliability and hold 242 performance records
- We own the end-to-end supply chain including a dedicated EMEA factory
- Our team of 10,000+ service professionals spans the globe

The Lenovo Service Providers Program

The Lenovo Service Provider Program (LSPP) is designed to give you a competitive edge in the fast-growing managed services market, with highly competitive pricing, deferred payments, a quarterly business development fund, and co-marketing funding.

We've enhanced the program for 2021/22 with:

- **Bigger opportunities** to co-market with Lenovo and use the customer reference program
- **Dedicated education sessions** to help you grow your product and technical knowledge
- **Improved financial terms** in a new, more transparent commercial structure
- **Simplified processes** that help you price and quote sooner



Join the program tailored for cloud and managed service providers like you

Some Lenovo Partners have been delivering cloud and managed services with us for years. Others are resellers who want to transform the business and adapt to today's market. The Lenovo Service Provider Program supports all kinds of service providers, by providing a huge range of services and program you can use to drive your business forward.

Available services include:

Asset Recovery Services:

Recycle or Repurpose retired hardware safely, in an environmentally friendly way

Authorized Warranty Services Partner:

Become the single solution to your customers sales and delivery service requirements.

Health Check Services:

Keep systems running at their highest performance levels

Your Drive, Your Data:

Dispose of business data on your terms

Find out more

Learn more about the Lenovo Service Provider Program and how you can join today at

lenovo-lspp.com

¹ ITIC. 2020. Global Server Hardware, Server OS Reliability Report.

² Lenovo. March 2021. Lenovo ThinkSystem Servers Continue to Lead the Industry in Performance and Customer Value.

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