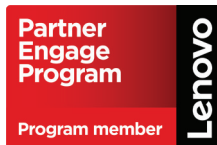




Lenovo™

Lenovo Partner Engage Program



Accelerate Your Profitability

Introducing the Lenovo Partner Engage Program – the enhanced membership program that offers you new, valuable incentives and benefits as a Lenovo Channel Partner.

Offering lucrative opportunities to boost your business revenue – the Lenovo Partner Engage Program features a simplified, consistent tier structure, helping you do business across global markets. With separate PC and Data Center (DCG) tier programs, partners can choose to specialize or sell the entire Lenovo portfolio.

The improved partner portal provides easy access to the wide range of benefits and resources, making it simpler than ever to be a partner in world-leading technology innovation and to share the rewards of loyalty and success.



Rebates and Discounts

Each membership level is designed to help your business to improve, differentiate and grow.



Demand Generation

Fresh promotional activities supporting your business expansion.



Regular Lenovo newsletters

Keeping you up-to-date on Lenovo news, products, training, events and marketing campaigns, the Lenovo newsletter also includes tactical offers, promotions and incentives, as well as automated emails with the latest TopSeller™ Price Lists.



Excellent rewards

Rebates, sales support, MDF, demo products and sales representative incentives.



StarSeller incremental bonus program

Exclusive to Platinum, Gold and Silver members in selected countries (PC only)



LEAP (Lenovo Expert Achievers program)

Incentive and enablement program that rewards partners with rich benefits and their teams through participation in LEAP Learning and Selling programs. (DCG only)



Marketing Development Funds (MDF)

Co-fund your Lenovo marketing initiatives with Lenovo. Selected tiers only



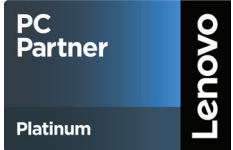

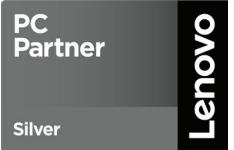




Intuitive & improved partner portal

For sales, product, marketing and training functionality, live chat support and more.

Reap the rewards of growth and success

Program Levels and Qualifications

The Channel Partner tier levels are based on two simple criteria: Lenovo Product Certifications and annual revenue thresholds. Included on your website and marketing materials, your Lenovo Partner Engage Program insignia reinforces your partnership and expertise working with Lenovo.

				
PC Partner Program Qualifications				
Commercial Revenue per annum	\$1.25m* commercial revenue per annum	\$250K* commercial revenue per annum	\$100K* commercial revenue per annum	All partners registered on LPC
Recommended Training (minimum)	3 modules by 5 employees	3 modules by 2 employees	3 modules by 1 employee	
				
DCG Partner Program Qualifications				
Revenue (achieved revenue per annum revenue)	\$1m* per annum revenue	\$200K* per annum revenue	\$80K* per annum revenue *	All partners registered on LPC
Product Training Modules	3 people to complete 5 certifications in total with a minimum of 3 base** certifications	2 people to complete 3 certifications in total with a minimum of 2 base** certifications	1 person to complete 1 base certification**	

* For small countries the clip levels are Platinum = \$625K p.a., Gold = \$125K p.a. and Silver = \$75K p.a., please confirm with your sales representative on your country sizing.

** Lenovo Certified Data Center Sales Professional (DCP-105C) and Lenovo Certified Data Center Technical Sales Professional (DCP-305C)

Channel Advantages	Partner Engage Program	Lenovo	Partner Engage Program	Lenovo	Partner Engage Program	Lenovo	Partner Engage Program	Lenovo
	Platinum		Gold		Silver		Authorized	
Marketing & Technical Support	✓		✓		✓		✓	
Product Training	✓		✓		✓		✓	
Special Bid Orders**	✓		✓		✓		✓	
Access to LenovoPartner.com portal & Tools	✓		✓		✓		✓	
Newsletter & Announcements	✓		✓		✓		✓	
Use of Lenovo Logo and Member Level Emblem	✓		✓		✓		✓	
LEAP (Lenovo Expert Achievers program) (DCG)	✓		✓		✓		✓	
Deal Registration**	✓		✓		✓		✓	
Demonstration Units	✓		✓		✓		✓*	
Partner \$ Rewards	✓		✓		✓			
Lenovo Sales Dedicated Contacts	✓		✓		✓			
StarSeller Program Eligibility (PC)**	✓		✓		✓			
Co-Marketing Budget**	✓		✓***		✓***			
Access to Lenovo Leads	✓		✓					
Warranty Service Provider Access	✓		✓					
Dealer Locator Listing	✓		✓					
Marketing Development Funds**	✓							
Quarterly Business Review with Lenovo	✓							

* DCG only.

** Available in selected countries

*** Limited availability



Additional Program Benefits

Lenovo Bid Portal - The Lenovo Bid Portal is your online fast track to configuring products and raising bids, accelerating the sales cycle by giving you the opportunity to get back to customers quickly and close deals profitably.

Demand Generation - Striving to deliver new customers to your business, Lenovo constantly invests in fresh promotional activities - supporting your business expansion and revenue development. Participation details are always easy to access, via your Lenovo Partner Engage Program online portal.

Let's grow stronger, together

Channel partners like you are central to our sales strategy, so we constantly invest in the Lenovo Partner Engage Program: rethinking what you need and evolving what we offer.

There has never been a better time to join us or reignite your existing Lenovo partnership.

Not a partner yet?

Simply sign up within a few minutes. As soon as your registration is confirmed, you'll qualify for a range of benefits and can work your way up to enjoy increasing levels of business support.

Already a partner?

Come and make the most of your Lenovo opportunities and see how together, we can sell more, faster and build lasting success.

See more and sign up at
www.lenovopartner.com