Community Value Statement

At Lenovo, we deliver a world-class portfolio of products, services, and solutions with programs to create unique connections with partners and customers to drive mutual success. We customize campaign plans to develop an integrated and prioritized approach to each partner community to drive sales and channel enablement goals where it matters most: with our partners.

Community Organization: Purpose and Structure

The Lenovo Community Organization enables our business partners to grow their businesses and strategies, services, and solutions that help their customers with transformative initiatives. Partners can expect:

- Commitment across all routes and customer segments
- Alignment of business and investment goals
- World-class portfolio of best-in-class products, solutions and services
- Personalized customer experiences
- Sales enablement though integrated end-user marketing programs

K-12 Community Enablement

Channel sales teams and partners will leverage not only the contents of this guide, but also all available sales enablement materials throughout the quarter.

Navigating This Guide

Use the menu tabs to skip directly to the section you need, where you will find related solution information, links, and data. Use the home icon (🏠) in the upper left-hand corner to return to this page anytime.

Account Coverage

Unique Programs

Sales & Marketing Tools

Business Growth

Account Planning

Community Communication

K-12 Community Assets »

Watch Community Value Statement Video »

Watch Being a Lenovo Partner Video »

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TOP 5 TRENDS
Requirements for education are changing quickly — and Lenovo is providing technology solutions to help schools and educators keep pace.

1 Changing Educational Methods — More than 47% of leaders expect flipped, blended, and competency-based learning curriculums will grow faster than other traditional plans in their district.¹

2 Digital Content and Simulations — 54% of technology leaders say digital videos, animation, and simulations are being implemented in classrooms today.²

3 Online Accessibility — Since 2010, districts have seen more than 100% growth of cloud applications that allow online access to email, school portals, grade books, and learning management and student info systems.²

4 Cloud Migration — 80% of school districts use cloud-based software to improve collaboration initiatives, boost tech learning skills, and hold group discussions online.¹

5 Cybersecurity Solutions — 71% of district managers are concerned with their network security in the face of malicious attacks or misbehavior.²
K-12 CHALLENGES
The pace of technology change is putting pressure on K-12 curriculums to help students develop the advanced technical skills needed to thrive in a world that will be heavily impacted by artificial intelligence (AI) and machine learning. Continued reliance by schools on outdated devices and technology slows the pace of learning and does little to prepare these future workers.

Legacy IT Education Barriers
• Immersive learning is hindered by technology that doesn’t support new learning strategies
• STEM initiatives require robust, new-generation computing solutions
• Classroom barriers are being expanded by anytime, anywhere learning
• Legacy devices unable to withstand student wear-and-tear put IT investments at risk
• Non-intuitive systems lack connectivity, video, and audio features, putting limits on productive interactions between students and teachers
To help address the challenges facing schools and districts, Lenovo offers a complete suite of educational technologies to support students, teachers, and administrators both inside and outside the classroom. Our solutions are designed to advance immersive learning experiences (including virtual reality in the classroom) to enhance learning outcomes — and the development of 21st century skills. The comprehensive Lenovo technology suite allows schools to invest safely in new-generation tools proven to maximize learning — and drive more efficient, secure operations.

LENOVO’S COMMITMENT TO ADVANCING EDUCATION
Lenovo is committed to not only delivering innovative technology that improves education, but also to enhancing and growing the education market.

• **Investment**: Lenovo dedicates 1% of its total net income to social investments that support education-related programs.

• **Advancement**: Since 2005, $9 million has been invested in non-profit organizations that support disadvantaged youth in science, technology, engineering, and math (STEM).

• **Access**: The Lenovo Scholar Network Partnership with the National Academy Foundation enables the next generation of developers and entrepreneurs to get the jump-start they need to succeed.

• **Innovation**: We are first to market with portfolio-wide innovation and education-built devices designed to help students and teachers connect and collaborate.

**$7.35 billion** — The amount K–12 schools, colleges, and universities spent on mobile and desktop computers in 2016.

**Becoming ‘Digital from Day One’**
Two district tech leaders share how they established interoperability so students have access to every digital resource they need, starting on the first day of school.

**Learn How Modern PCs Make Education Easier**

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**Why Lenovo?**

Learn How Modern PCs Make Education Easier

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**K-12 Update**

**Why Lenovo?**

**Security**

**Productivity**

**VR Learning**

**Mobility**

**Efficiency**

**Gaming**

**STEM**

**Partnerships**

**Resources**

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EDUCATIONAL CHALLENGES
To prepare students for tomorrow’s workforce, schools need to provide them with access to devices powered by new-generation software and features to help them advance their skills and support collaborative learning on school grounds — or remotely.

Reliability. Lenovo is the world’s #1 provider of technology, offering enterprise-grade devices that support STEM, VR, and immersive learning in the classroom and at home with purpose-built configurations ideal for education and collaboration.

Durability. Our fleet of educational PCs offer rugged design and construction to withstand demanding student use, built to military-grade specifications to withstand accidental drops, dings, and spills.

Affordability. A wide range of device options lets school align their IT purchase with their needs and budget, while funding initiatives help defray the cost of a technology upgrade. Flexible device form factors that convert from tablet to PC reduce the number of devices students and teachers need to get through their busy school day.
SECURITY IN AN INSECURE WORLD

Ransomware and malware attacks are targeting school networks and endpoints due to the perceived lack of security and the potential payload of personally identifiable data that can be acquired. Student and faculty use of network-connected devices can lead to a potential breach.

ThinkShield is a customizable security platform from Lenovo that protects schools from today’s sophisticated cyberattacks. It includes Lenovo device security that starts with a trusted supplier program and secure supply chain to ensure the product that’s ordered is the one that’s received — and all devices are guaranteed to be free from tampering or breach. To keep students and faculty secure, all Lenovo ThinkPads are integrated with device, identity, online, and data security.

Every second, 82 data records were lost or stolen in 2017 — and more than 33 million records were breached in the education sector.⁴
Schools invest heavily in their hardware and it’s important to ensure maximum uptime for students and teachers. With Lenovo services, schools can better protect their investment throughout the school year.

**School Year Warranty:** Lenovo offers the School Year Warranty to match the needs of schools and their buying cycles. Schools can buy hardware and warranties on their schedule and enjoy warranty coverage throughout the upcoming school year when it counts the most. Lenovo School Year Warranty is available for Depot Warranty Service, Advanced Exchange Warranty, Onsite Warranty Service, and Accidental Damage Protection. School Year Warranty is available on any Lenovo N Series, ThinkPad 11e, or ThinkPad 13 laptop.

**Accidental Damage Protection:** Students are accident-prone, but standard warranty terms and conditions don’t cover accidental damage. With Lenovo’s Accidental Damage Protection (ADP), PCs are repaired by Lenovo-certified techs using Lenovo-qualified parts.

**PremiumCare for Education:** Lenovo takes education customer care and technical support to a new level with an industry-first support package that protects school PCs 24/7 with a range of support options, including direct access via dedicated support line, box-to-boot phone support, annual PC health checks, onsite support, hardware repair service delivery — and all software and hardware expertise comes from Lenovo-trained technicians.

**Premier Support:** Dedicated support at your service with direct-phone access to Lenovo-badged level-2 technicians for a highly personalized hardware support solution that includes hardware and software onsite warranty repair as needed.

Accidental Damage Protection offers **28% savings** versus uncovered notebook repairs.\(^5\)

**Explore School Warranty Options »**

**Explore Lenovo’s Accidental Damage Protection »**

**Learn More About Education PremiumCare »**

**See How Premier Compares »**
Keep Your Drive: Under the Lenovo Limited Warranty terms, if the hard drive fails and Lenovo replaces the drive, the defective drive becomes the property of Lenovo. However, with Keep Your Drive there is no need to return the drive or pay for the replacement. By keeping the drive(s) in the customer’s possession, they can stay in compliance with data privacy and retention requirements as well as mitigate the potential for civil liability risks. Customers can tightly protect their data by holding onto that disk drive when they turn in their PC for repair. Fortunately, because Lenovo’s diagnostics system can identify when a disk drive is defective, we already know if the drive needs to be replaced and can authorize the customer to remove the drive before giving the PC to us. Keep Your Drive covers multiple drives in a single system and multiple replacements of the Lenovo drive, as appropriate.

Key Benefits
- Lenovo Keep Your Drive helps improve data security, and potentially mitigate civil liability risks for any organization with sensitive information on their drives like SSN, credit card information, and more.
- Sensitive data on defective hard drives is protected.
- Organizations can decide how and when to dispose of their data, on their own terms.
- Reduces the customer’s paperwork associated with returning and tracking hard drives in transit.

Explore Keep Your Drive »
LENOVO SOLUTIONS

**Lenovo 100e Windows** — Engineered for education and five-star rated by customers, the 100e Windows PC is a value-focused laptop with expandable Windows learning platform, Intel® Celeron® processor, and up to 10 hours of battery life.

*Learn More »*

**Lenovo 100e Chromebook** — Designed for a multi-class learning experience, 100e Chromebook provides a secure network at a cost-effective price point with MediaTek ARM processor, and up to both 4 GB of RAM and 10 hours of battery life.

*Learn More »*

**Lenovo 300e Windows** — A 2-in-1 education laptop with classroom-ready features, mobility-focused design, pencil touch, and hinged touchscreen, with Intel® Celeron® or Intel® Pentium® processors and up to both 8 GB of RAM and 10 hours of battery life.

*Learn More »*

**Lenovo 300e Chromebook** — Versatile and rugged, 300e Chromebook provides a flexible, hinged solution built for the modern classroom with touchscreen, MediaTek ARM processor, and up to both 4 GB of RAM and 10 hours of battery life.

*Learn More »*

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**A Day in the Digital Life**
Follow the trials and tribulations of a day in the life of a student laptop.

*Download the Infographic »*

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**Protect and Enhance the Investment**

- **School Year Warranty**
- **Accidental Damage Protection**
- **PremiumCare for Education**
DESKTOPS

**ThinkCentre M725s**: Small form factor, feature-packed desktop configured for multitasking with AMD Ryzen™ Pro processors, DDR4 memory, PCIe SSD for CPU-heavy files and premium graphics card simplified with Dash manageability.

Learn More »

**ThinkCentre M720q Tiny**: Compact PC configured for security and performance, with next-gen memory and storage, along with support for up to three Tiny-in-One (TiO) displays ideal for multi-tasking, large files, and presentations.

Learn More »

**ThinkCentre M630e Tiny**: Compact, modular business desktop that delivers high function in a small footprint that's 96% smaller than a full-sized desktop with DDR4 memory and high-speed SSD storage to power learning.

Learn More »
Virtualized Learning

EDUCATIONAL CHALLENGES

Student learning techniques are growing outside of just devices. As teaching shifts to encompass long-distance and blended learning experiences as well as traditional methods, teachers need more advanced tools to keep today’s digital-savvy students engaged. The rapid market expansion of virtual reality (VR) technology is helping to enhance learning outcomes, by helping educators show their students how things work at never-before-seen depths and take them to extraordinary places with immersive technology innovations. It’s replacing last-generation instruction with a powerful teaching tool that breaks down education barriers and helps students understand complex concepts in an experiential platform.

Lenovo Solutions

Lenovo’s customized, complete solution brings VR learning quickly to educators and students. Working with Google, Lenovo’s VR Classroom solution uniquely delivers a total solution, from VR headsets and infrastructure to professional development, to help foster better learning outcomes.

Lenovo VR Classroom Kit — Everything educators need to deliver virtualized learning experiences that transport students into immersive learning environments. The Lenovo VR Classroom Kit is built around the award-winning Lenovo Mirage Solo with Daydream headset, an all-in-one headset that features plug-and-play design and preloaded expeditions with auto connections to the teacher’s tablet. It offers WorldSense movements to lessen motion sickness and includes sanitizable ergonomic padding.
Virtualized Learning

Ruckus Wireless VR Classroom Router — Strong connectivity and reliability with full video streaming capabilities

Bretford VR Classroom Cart — Provides easy check-in/-out process with integrated charging for VR devices and an ergonomic handle for easy usage

CONTENT LIBRARIES

Google Expedition — Offers +700 VR field trips applicable to nearly all subjects; features stopping points for teacher comments and is supported by online lesson plans; teachers have talking points and visibility of what students are looking at while immersed

The Wild Immersion, Endorsed by Jane Goodall — This conservation effort features cameras installed in wildlife reserves around the world to allow people to see these environments without disturbing them

LENOVO EXCLUSIVE: Africa, Asia, and Amazonia videos come preloaded on headsets!

TEACHER SUPPORT

• Scholastic — Ten STEM-focused lesson plans for grades 6-8 are included

• Educational Collaborators — Professional development through three quick-start videos, a 1:1 private webinar, and monthly multi-customer webinars

SERVICES

• Advanced exchange policies

• Premier support

• 18-month warranty

For more information, click here »

Protect and Enhance the Investment

School Year Warranty

Depot Warranty Service, Advanced Exchange Warranty, Onsite Warranty Service, and Accidental Damage Protection

Accidental Damage Protection

Repairs by Lenovo-certified techs using Lenovo-qualified parts

Premier Support

24/7 hardware and software support from Lenovo-trained technicians

Learn how classroom VR works

View the Webinar Flyer »

Watch a VR case study in action

View the Baltimore Schools video »
EDUCATIONAL CHALLENGES

Today’s students are 24/7 learners who need remote access to curriculum materials to collaborate with peers and teachers anytime, everywhere. As many as 83% of students use a laptop to do school work during the school year and 58% use a smartphone and/or tablet. Lenovo offers a range of flexible form factors to satisfy student demand for mobility.

**ThinkPad 11e** — Productivity and durability, Windows 10 Pro, Intel® Core® i5 processor, and up to both 8 GB of RAM and 10 hours of battery life

**ThinkPad 11e Yoga** — Education-built multimode functionality that supports diverse learning styles and spaces; optional Onboard Active Pen available for a pen-to-paper feel and optional world-facing camera for optimal recording while in tablet mode; features an Intel® Core® i5 processor, and up to both 8 GB of RAM and 10 hours of battery life

**Lenovo 500e Chromebook** — Great for multitasking with a 360-degree hinge for writing a report in laptop mode to reading assignments in tablet mode. Features Intel® Celeron® processor, and up to both 4 GB of RAM and 10 hours of battery life. Garage pen and world-facing camera are options

By 2019, student-driven learning approaches will be leveraged by 35% of institutions globally to enable 360-degree personalized curricula development that is both student-led and AI-enabled.

Protect and Enhance the Investment

- School Year Warranty
- Accidental Damage Protection
- Education PremiumCare
- Premier Support
EDUCATIONAL CHALLENGES

Today’s teachers need devices that inspire them with new, creative ways to deliver curriculum in the classroom and support new digital tools used to engage students — with speed, simplicity, and security.

Lenovo PCs help school districts maximize learning through digital innovation — and configured to ease workflows for educators and administrators. We help teachers transform schools with turnkey devices built with secure infrastructure and the latest classroom management and education tools to keep everyone more productive.

By 2019, increasingly digitized education resources, cloud-based applications, and lightweight hardware devices will transform 30% of classrooms globally into next-generation virtual classrooms.7
LENOVO SOLUTIONS

ThinkPad L380 Yoga — Easily adapt to today’s education environment with durable, versatile form factor with an onboard pen; features Intel® Core® i7 processor, hinged touchscreen, and up to 10 hours of battery life

ThinkPad 14w Education Notebook — Smart and simple-tech solution with touchscreen and water-resistant keyboard, 3 GHz A6 AMD® dual-core processor, Windows 10 Pro, up to 11 hours of battery life

ThinkPad 11e Yoga — Education-built multimode functionality that supports diverse learning styles and spaces; optional Onboard Active Pen available for a pen-to-paper feel and optional world-facing camera for optimal recording while in tablet mode; features an Intel® Core® i5 processor, and up to both 8 GB of RAM and 10 hours of battery life

Lenovo 14e Chromebook — AMD®-powered PC designed for Google Play and Chrome apps and cloud-based services including G Suite. Configured with real-time productivity tools, front-facing 720p HD camera comes with two microphones, making video conferencing, optional touch screen, spill-resistant keyboard, 4 GB of memory, up to 10 hours of battery life, and 32 GB of onboard storage

Protect and Enhance the Investment

- School Year Warranty
- Accidental Damage Protection
- Education PremiumCare
- Premier Support

Protect educators and staff on the go with ThinkShield for integrated device, identity, device, and online security

Download the Guide »
Gaming for K-12

Digital innovation is helping school districts maximize learning by providing new tools to help students gain new skills. Gaming, once only considered recreational, is now entering the education sector, providing immersive learning capabilities in gamified applications that help test and develop students’ ability to solve problems and innovate. Lenovo empowers K-12 customers with turnkey education.

Legion C730 Mini Gaming Cube — Mini gaming PC for immersive gaming in smaller spaces configured with the latest Intel® K processing, NVIDIA® RTX graphics, and a dual-channel thermal system—all housed in a chassis featuring RGB system lighting and a transparent top panel.

Legion T730 Gaming Tower — SPower-packed gaming desktop with customizable RGB LED system lighting, a transparent side panel, and extreme processing and graphics power with overclocking options for total game immersion.

Legion Y540 Gaming Laptop — Immersive gaming laptop configured with latest-generation processing and graphics, full-size RGB keyboard with less than 1ms response time, and it’s only 26mm thin for portability on the go.

Legion Gaming Accessories — Gear and elite accessories, including gaming monitors, RGB mechanical keyboards, RGB gaming mouse, gaming headsets, and Recon gaming backpack.

Legion Ultimate Support: Advanced support and product knowledge to assist with settings, tuning, hardware, and software optimizations. 24/7 technician access by phone or chat, highly trained support personnel with gamer-centric knowledge and expertise.

Lenovo Vantage: A client-side application that runs on Windows 10 gaming PCs to reduce complexity and risk with automated driver and BIOS updates. With automation of BIOS, firmware, and driver updates, more time can be spent on gaming instead of hardware management.

View the Legion C730 Datasheet »

View the Legion T730 Data Sheet »

View the Legion Y540 Data Sheet »

Explore Legion Gaming Accessories »

See the Lenovo Vantage Battlecard »
EDUCATIONAL CHALLENGES

Today’s students must prepare for a next-generation workforce that will be driven by AI, VR, augmented reality, and engineering. Schools can help students build skills needed to compete in tomorrow’s economy with classroom access to PCs that can support modern, STEM and engineering-based software, augmented reality, blended learning, and immersive instruction. Lenovo PCs are architected with advanced processing and graphics capabilities to support STEM-based learning and provide student and teacher access to advanced science and engineering software.

See How Lenovo STEM Kits Prepare Students
View the Wake County Video »
LENOVO SOLUTIONS

ThinkStation P330 SFF and Tower — Reliable, serious computing capabilities, affordable, and upgradeable in ISV-certified package. Designed for media instruction, classrooms, and labs, perfect for 2D CAD/CAM and entry photo/video learning. Learn More »

ThinkStation P330 Tiny — Offers all the horsepower in a tiny form factor perfect for crowded labs or carts. Supports six independent displays for 2D CAD and entry photo/video learning where space is at a premium. Learn More »

ThinkStation P520c — Great for STEM and research workloads, with robust functionality, flexible I/O, and room to expand that brings dependable performance; ideal for rendering and simulation, animation, 3D CAD modeling. Learn More »

ThinkPad P53s — Provides a thin, lightweight, and ultra-mobile workstation equipped with dual solid-state drives, a 15.6" 4K UHD display, and a battery that runs up to 14 hours. Intended for designers, engineers, and students who require power and performance on the go. Learn More »

ThinkPad P43s — Delivers the smallest, lightest, and most portable 14" mobile workstation. Superfast PCIe solid-state storage and up to 48GB of DDR4 memory eliminate lag. WQHD, 500-nit display, user-facing speakers, and dual far-field mic provide a premium end-user experience. Learn More »

ThinkPad P330 Tiny and Tower — Reliable, serious computing capabilities, affordable, and upgradeable in ISV-certified package. Designed for media instruction, classrooms, and labs, perfect for 2D CAD/CAM and entry photo/video learning. Learn More »

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Lenovo's close relationship with Microsoft began in 2012 and has evolved to encompass development, marketing, and sales. The tight engagement between Lenovo and Microsoft development teams has led to experienced PC market leadership and a deep understanding of K-12 requirements. Through this partnership, Lenovo offers a comprehensive portfolio of student and teacher devices using the Windows 10 Pro operating system. With the Shape the Future program from Microsoft, qualified K-12 education institutions can purchase Lenovo devices with discounted Windows licenses. Consult your sales associate for more details.

Students must think more critically, creatively, and collaboratively than ever. That’s why Lenovo and Intel® are together developing innovative learning tools that empower educators and prepare students for careers in the modern workplace. From personalized learning that uses artificial intelligence solutions to immersive experiences with virtual reality and collaborative resources like Intel® Unite®, Lenovo notebooks powered by Intel® are providing the platforms that educators need to use the amazing tech of today.

Engaging students in STEM classes is critical to creating a more advanced learning environment for innovative future leaders. AMD’s goal is to build and use technological advancements in the classroom to ensure students not only retain lessons in STEM subjects but crave this type of learning.

Lenovo’s partnership with Taiwan-based semiconductor manufacturer MediaTek has driven 300e Yoga Chromebooks with MediaTek’s processor into more than 1,600 educational institutions. With excellent availability, performance, and battery life, MediaTek specializes in processors that are optimized for the Google Android and Chrome operating systems. The Lenovo Chromebook with MediaTek processors excel in K-12 applications because of their durability.

Lenovo’s relationship with Google began in 2013, with Lenovo as the first PC vendor to offer rugged Chromebooks designed specifically for K-12 institutions. Since then, more than 3.4 million K-12 Chrome devices have been sold in North America alone. This relationship has positioned Lenovo as the only PC vendor with a global team dedicated to supporting Google products across Android phones, Android tablets, Chrome notebooks, and the Chrome Management Console.
Lenovo is rewarding partner loyalty and success with our enhanced channel programs, incorporating a new integrated structure that boosts earnings. The programs align with Lenovo’s overarching sales strategy to move from a portfolio approach to a customer-centric focus, strengthening our partnerships and marketplace positioning.

**TOOLS:**

The Lenovo Marketing Engagement Program includes turnkey marketing campaigns and selling tools designed expressly for you, our Lenovo channel partner. Each of the four campaigns will help you build pipeline and accelerate sales opportunities:

1. **Build Pipeline** — Digital campaign with thought leadership for specific audiences
2. **Engage Prospects** — Teleprospecting with four-touch content marketing to generate 50 net new leads
3. **Accelerate Closes** — Professionally produced event at a local venue with cobranded assets
4. **Create Opportunities** — High-impact, high-touch product kit featuring Lenovo education solutions

Please contact your Channel Account Manager for details.

**TRAINING:**

The myPitch Program equips you with the content needed to support customer-facing conversations.

[Learn more and log in here »](#)

**PROGRAMS:**

The Partner Auto Quote (PAQ) Program provides speed to price for partners with competitive K-12 customer opportunities, channel-led acquisition, a focus on top sellers, and a marketplace for our partners. You can request PAQ pricing discounts for X and L series for your uncovered K-12 customers. Learn how you can think big, start small, and evolve fast with different prices for better business value for your customers.

[Understand Program Options »](#)

The PCG Partner Engage Channel Program provides every VAR partner with sales support and deal protection. Using the annual revenue threshold structure, the program offers partners a holistic approach across the business, consistency and partner rewards, financial tiering for increased benefits, and mutual growth opportunities. The new stack structure allows partners to maximize earnings at an accelerated pace along the road to Platinum.

[See Program Advantages »](#)

The Segment-Based Target Program for NSP, Platinum, and Gold Partners supports channel-as-a-service initiatives by reallocating existing investments into top segment partners that have the ability to drive growth and profit. Partners can participate in more than one segment program. Partners must be NSP, Platinum, or Gold to participate.

Please contact your Channel Account Manager for details.
TOOLS, PROGRAMS, AND TRAINING

EVENTS

- **Accelerate**
  Annual business partner event targeting 1,500 North American VARs.

- **Business Partner Executive Summit**
  Annual Business Partner event targeting executives from NSP & Distribution Partners.

- **Multi-Customer Briefing**
  Showcase for both VARs and end users featuring the latest servers, WS, laptops, and smartphones.

- **Regional Partner Events**
  Formstack tool designed to handle logistics for regional events. Reseller sponsorships, lunch and learn, education/training programs, acquisition dinners.

- **Industry Events — ISS (IPC) / Xchange**
  Media/partnership-driven events target business partners’ communities.

MARKETING TOOLS

- **One Affiniti**
  Creates and manages digital & teleprospecting campaigns to help VARs uncover new opportunities from their existing customers and prospects.

- **Content Syndication**
  Automatic marketing and product data including product features, specs, and imagery through our CNET ContentCast™ content syndication solution.

- **Custom Point**
  Sales enablement portal through which resellers may order Lenovo enablement materials and co-branded materials.

- **Lenovo Partner Network**
  Access to sales and marketing tools for Lenovo Partners.

- **Resource Search**
  Downloadable partner assets (datasheets, product images, presentations, etc.).

SALES TOOLS

- **Virtual Product Tours**
  One-hour live video sessions with a Lenovo Brand Ambassador who can guide customers to solutions that will meet their needs.

- **Premium Rewards**
  Sales incentive program designed to help VARs generate revenue, earn ITP training credits, and sales incentives. Members have access to sales-focused webinars, customized marketing collateral and support, lead gen campaigns.

- **My Pitch**
  Web-based tool designed to support customer-facing content for both commercial and consumer businesses. Provides access to marketing content for custom PowerPoint presentations.

- **Combat Kits**
  Add clarity in “device confusion” — test six products for up to 15 business days at no cost.

- **Topseller Quick Reference Guide**
  Guide to in-stock Lenovo products at distribution.

- **Solutions Centre & Solutions Book**
  Web-based product comparison tool.

- **PSREF Sheets**
  Product specification reference guide.

- **Lenovo PC Services and Support**
  Overview of Lenovo close-to-the-box services.

- **Smartfind Services & Accessories Tool**
  Accurately find services and accessories for Think HW.

- **Lenovo Warranty Matrix (WAMO)**
  Downloadable file matches warranty services with Lenovo PC and server products.

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ADDITIONAL RESOURCES

- **Lenovo Partner Client Program**
  Lenovo partner program.

- **Lenovo Leads Registration Site**
  Registration for acquisition opportunities.

- **LPS (Lenovo Partner Sales)**
  Guides Lenovo resellers through partner onboarding and programs designed to help maximize earnings.

- **Business Partner Support Online Chat**
  Online chat tool for Business Partners.