

Partner reference
USA

Groupware Technology

Building client loyalty with high-performance data center solutions and high-touch support.

Lenovo Smarter Infrastructure Solutions Channel Partner Program: Reliability

Customer service is in Groupware Technology's DNA: the company delivers positive business outcomes through excellent technology, teamwork and support.

As a trusted advisor to its clients, Groupware Technology partners with Lenovo and Intel to deliver dependable, high-performance, cost-efficient data center solutions that power mission-critical workloads.

Samara Halterman, Vice President of Marketing at Groupware Technology, says: "The single greatest value in the partnership between Groupware and Lenovo teams is that we have developed a close collaborative relationship. This enables us to deliver innovative data center solutions that empower clients to meet their business objectives and drive business value."



"The reliability of Lenovo servers has proven to be one of the best in the industry. This has enabled Groupware to confidently offer Lenovo server product solutions to clients with mission-critical server needs."



Samara Halterman, Vice President of Marketing,
Groupware Technology

Benefits for Lenovo Channel Partners

- Industry-leading reliability for mission-critical data center workloads
- Competitive pricing boosts cost-efficiency of enterprise-class systems
- Optimized supply chain helps ensure on-time solution delivery
- Close relationship between Lenovo and Intel enables tailored solutions to clients' business challenges
- Access to expert, 24/7 technical support to resolve client issues rapidly

Lenovo

intel®