

Smarter
technology
for all

Lenovo

Lenovo Solutions and Services

The best partner for your journey in the IT services space

Leverage the world's broadest portfolio of IT solutions to complement your capabilities, answer your customer needs, and grow revenue - today!

A trillion-dollar opportunity in which we can (only) jointly win

We understand that the Solutions and Services market is too complex and diverse to be addressed by a single vendor. In this space, success hinges on strong, trusted, and complementary partnerships.

Our trusted channel partners represent our preferred and fastest-growing route to market and have been crucial in the delivery of our value-driven solutions to customers around the world.

Tap into the IT Solutions and Services market opportunity with the best vendor partner in the industry.



82% of partners consider Lenovo a channel-friendly vendor in the services space.¹



80% of partners have a positive perception of our as a Service go-to-market frameworks.¹

When compared with other vendors, Lenovo ranks

1st

on quality of marketing and sales enablement materials to support the partner's as a Services business.²

What's in it for your business:



Strengthen your position

Supplement your own portfolio, reduce risk and operational costs, and increase your reach with the broadest portfolio of IT solutions in the industry.



Invest in your success

Grow revenue from day one with a set of best-in-class enablement tools that are designed to boost your sales and differentiate your business.



Answer your customer needs

Leverage the best go-to-market framework and use our flexible delivery models as a platform to build your own services on top.



The most profitable channel programs

We offer an incentive path that is simpler to navigate and easier to understand, track, and grow. Get rewarded for your commitment and investment, however you partner with us.

What's in it for your customers:



Value

Lenovo SSG allows you to deliver value-driven, future-proof technology solutions that enable your customers to achieve their strategic vision.



Innovative solutions ready for action

Deliver tangible outcomes through world-class solutions developed by Lenovo's innovation powerhouse - fully integrated across any system, anywhere in the world.



Breadth

With a broad scope of hardware, software, and services to choose from, Lenovo can provide everything your customers need for their digital transformation.



Future-focused technology

Help customers anticipate their needs with flexible, sustainable technology that scales and adapts to the needs of their business - and of the world they live in.

Get started today

Visit the [Lenovo Partner Hub](#) and learn more about [Lenovo 360](#) and our portfolio of solutions and services.

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(1) Canalys - Survey on partner perception, 2023. Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of information but is not liable or responsible for any editorial, photographic, or typographic errors. Images are for illustration purposes only. For full Lenovo product, service, and warranty specifications, visit www.lenovo.com. Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo. Other company, product and service names may be trademarks or service marks of others.

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