Smarter technology for all

Lenovo 360 Better Together



What is Lenovo 360 - Better Together?

A channel centric program designed to create new opportunities for resellers willing to embrace Lenovo's large portfolio of products and solutions.

Who is eligible?

Platinum PC Partners who are also Platinum, Gold & Silver for ISG

How Does It Work?

- L360-Better Together rebate is incremental to existing rebate programs for PC & ISG
- Uses the existing base program targets (PC TopSeller and ISG Base Growth) and rewards growth across business units
- The new SSG BT Target combines the existing PC Base program Services target with a new ISG Services target created solely for the L360-Better Together program
- Achievement of at least 2 targets (PC, ISG & SSG) will result in acceleration of base rebates for targeted elements (+20% for hitting two targets, +30% for hitting 3 targets)
- Performance can be tracked in Lenovo Partner Hub on a weekly basis along with all other program dashboards



L360-BT Earning Potential

- Invitation program
- Commitment to 3 BG targets
- Joint

 engagement
 and business
 plan across 3

 BG's

Base Program
Targets

Base Program
Target Achievement

L360-BT Rebate Accelerator

PC Target

ISG Target

SSG Target
PC Services + ISG Services

Achievement of Any Two Targets

+20%

Achievement of All Three Targets

+30%

How to progress in the program

The path from Gold to Platinum

When you make it to Gold status, you can use new resources to push your growth even further.



Build a growth plan with your Channel Account Manager



Earn even more with Partner Engage Gold rebates, and build business with the StarSeller Incentive Program and New Customer Bonus*



Identify new opportunities with help from Lenovo in Quarterly Business Reviews Improve your sales skills and product knowledge, with onsite events run by your Channel Account Manager



Infrastructure Solutions Partner



Achieve Platinum by reaching your revenue threshold and maintaining the minimum number of product modules/professional certifications



How to progress in the program

The path from Silver to Gold

Once you enjoy the benefits of Silver status, you can use your new rewards to go for Gold.



Use marketing and sales resources on lenovopartnerhub.com and the Lenovo Bid Portal

Boost your finances with Partner Engage Silver rebates

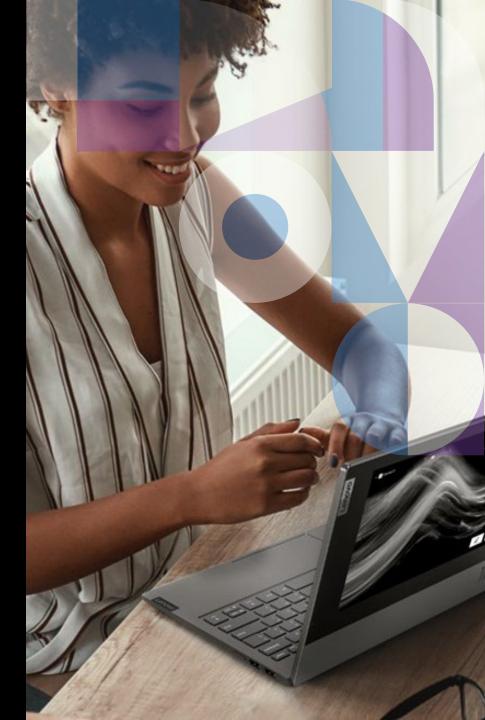
Secure new business with the StarSeller Incentive Program and New Customer Bonus Create a joint business plan with help from the Lenovo Channel Sales Centre



Infrastructure Solutions Partner



Achieve Gold by reaching your revenue threshold and the minimum number of product modules/professional certifications



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