

**Smarter technology for all**

# Lenovo 360 Better Together

**Lenovo**



# 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

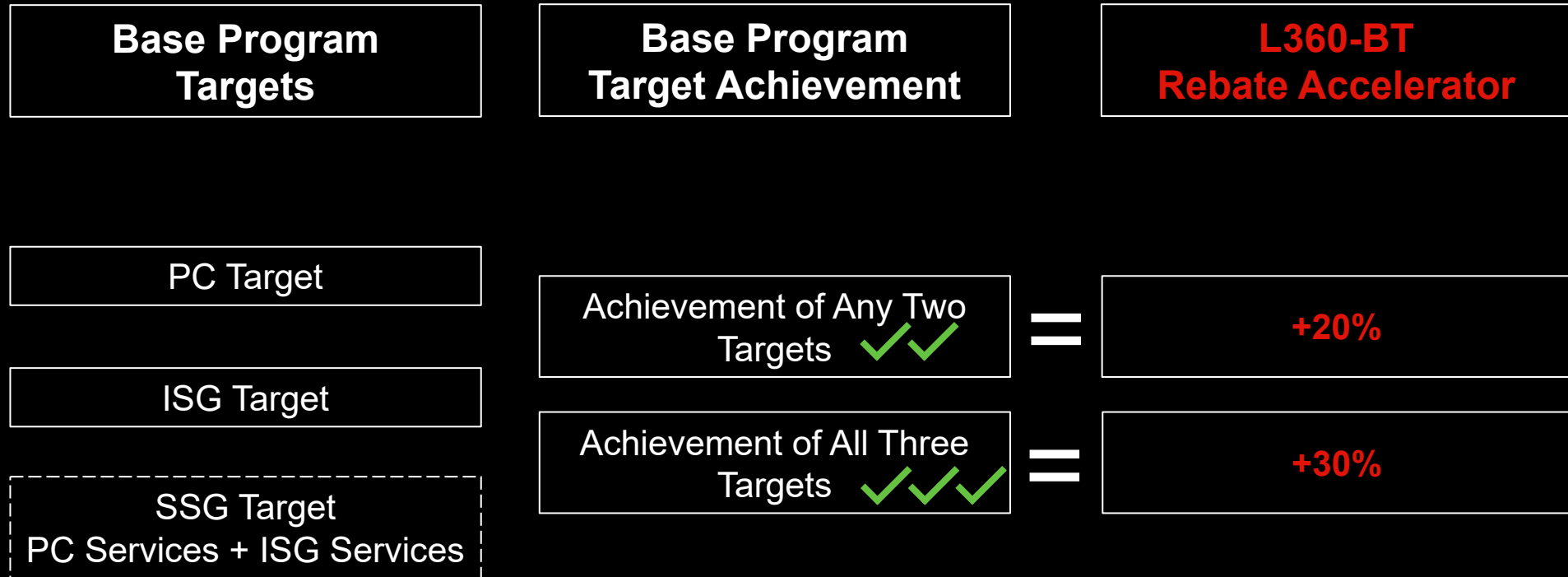
## How Does It Work?

- 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

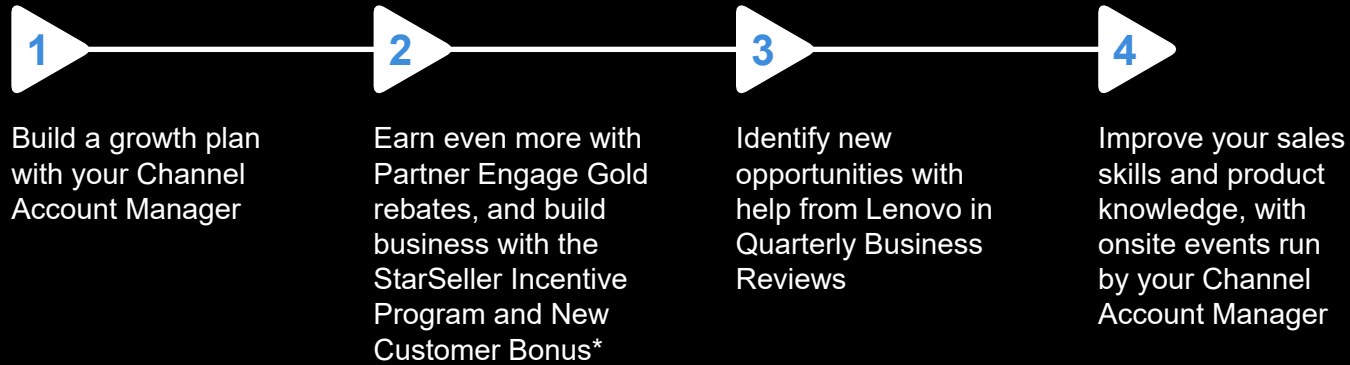
- Invitation program
- Commitment to 3 BG targets
- Joint engagement and business plan across 3 BG's



# 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.



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

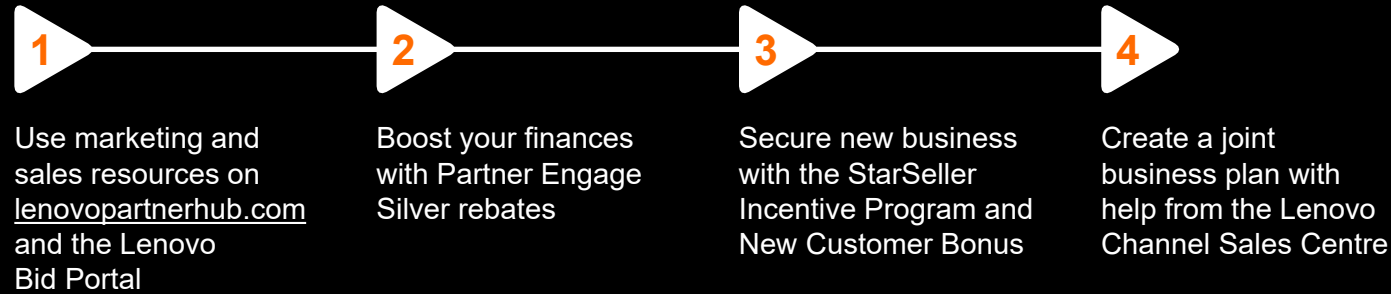




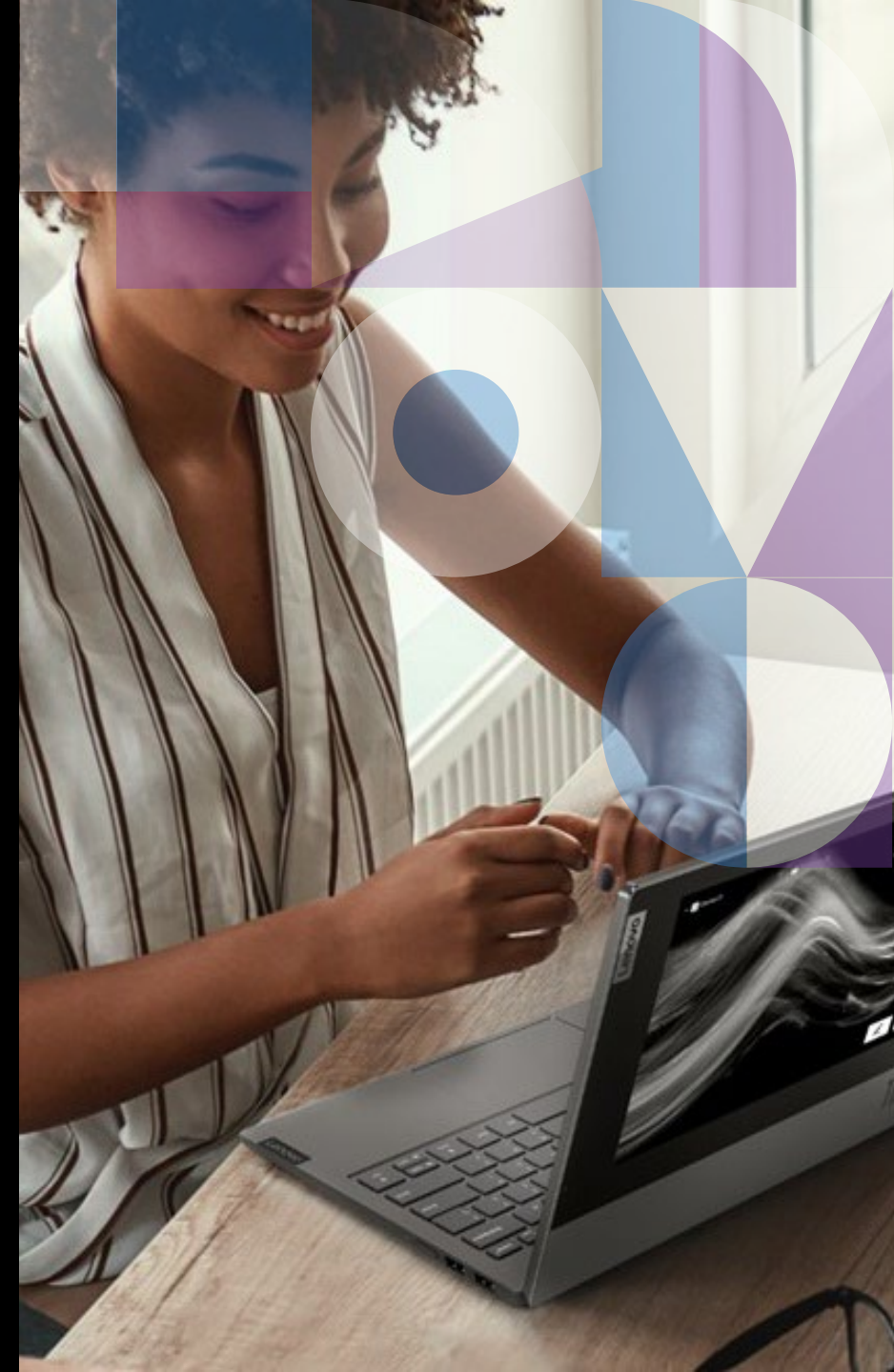
# How to progress in the program

## The path from Silver to Gold

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



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



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**thanks.**