

One-stop shop. For smarter selling that never slows down.

Introducing **Lenovo Cloud Marketplace**.

Lenovo Cloud Marketplace is the all-in-one selling platform for your Lenovo and Microsoft cloud catalogue. A lightweight, single turnkey solution that manages the whole software and services sales process – simply and transparently for you and your customers. The Lenovo Cloud Marketplace helps you build a recurring revenue business which supports your customers and offers added value whilst growing margins.

Take smarter selling to the max. All in one place.

Lenovo Cloud Marketplace adds value to the way Lenovo CSP partners purchase, provide and resell software and services.



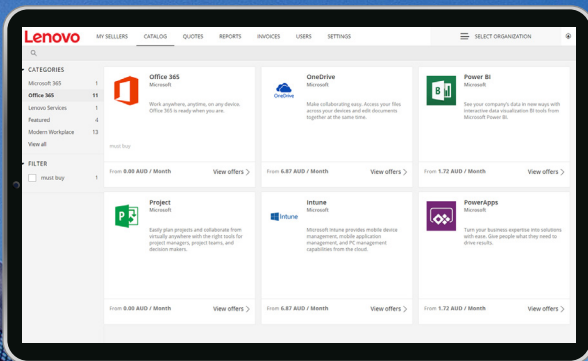
Segment it. Price it. Quote it. Segment customers with different catalogues. Simplify catalogue and pricing management. Take advantage of integrated quotation automation.



Add your services. Flexibly co-sell and bundle your own managed services in addition to Lenovo and Microsoft cloud offerings.



Keep and stay on track. Reporting and analytics tools help you meet your customers' changing needs. 24/7 CSP Cloud Support from Lenovo ensures you provide the best service for your customers.



Make it a breeze for your customers.

Lenovo Cloud Marketplace makes buying and managing subscriptions easy for your customers. Plus, more satisfied customers means stronger retention, higher likelihood to upgrade and more recurring revenue. It's a win-win.

- One portal for subscription management and billing data.
- Flexible and scalable solutions to migrate to or from the cloud when customers want.
- Entirely self-service.

Increasing customer retention rates by 5% increases profits anywhere from 25% to 95%.

Customer retention

5%

95%

25%

Profit

Microsoft + Lenovo. Cloud services².

Your customers want hybrid cloud solutions. Partner with Lenovo to offer Microsoft Azure software along with Lenovo Hyperconverged Infrastructure to build a recurring revenue business.

Grow your margins while becoming a full hybrid-cloud solution provider easily by leveraging off Microsoft and Lenovo technologies.



Lenovo

ThinkAgile^{MX}

- Leverage.** Build your own SaaS offerings and managed services using Lenovo hardware, software and Azure services. Full-stack Microsoft Azure Services also now available for ThinkAgile MX.
- Extend.** Build off Lenovo's professional services to further extend your offers.
- Control.** Lenovo + Microsoft CSP allows you to retain control of what you want to control, and handoff administration aspects that are out of your scope.
- Support.** Lenovo + Microsoft CSP offers full 24/7 systems, software and customer support services coordinated from a single point of contact.

80%

of organisations are predicted to migrate towards cloud, hosting, and colocation services by 2025.

Get started today.

Register your interest for the **Lenovo Cloud Marketplace** >

Contact the **Lenovo team** for further enquiries.



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