



Planning
Services



Configuration
Services



Deployment
Services



Support &
Protection
Services



Managed
Services



Asset
Recovery
Services

Smarter
technology
for all

Lenovo



22% of companies
are challenged
with identifying
the right partners
for technology
outsourcing¹



Number of active
Microsoft 365
users globally²

Lenovo Managed Services & Cloud Marketplace

CO-SELLING OPPORTUNITIES FOR CSP PARTNERS

At Lenovo, we understand that **excellent margin, superior platform**, and a rich portfolio of **on-going Managed Services** are key when selling SaaS business. Designed to complement your existing service offerings, **Lenovo Managed Services** permit you to surface value-added revenue streams on a scalable basis while the new Lenovo Cloud Marketplace platform allows you to easily manage your cloud catalogue.

Lenovo Cloud Marketplace

Using Lenovo's new all-in-one selling platform, you'll have the tools and flexibility to co-sell and expertly manage not only Lenovo cloud offerings, but your own portfolio of Managed Services.



Intuitive and Simple to Use



Integrated Quotation
Automation



Easy Cloud Catalogue
& Pricing Management

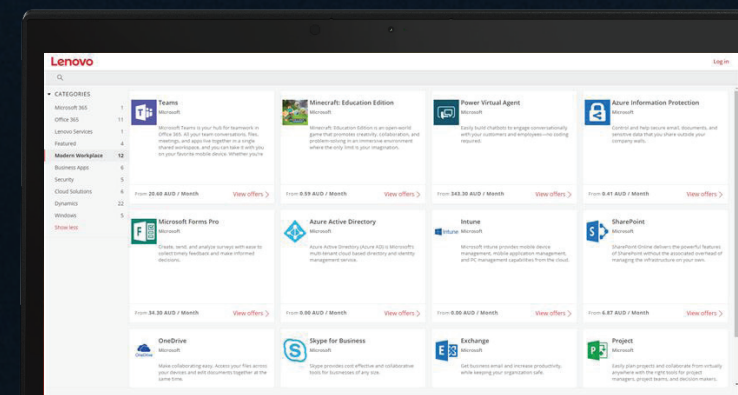


24 x 7 CSP Cloud
Support from Lenovo

Benefits for your Customers

Lenovo Cloud Marketplace isn't only for resellers. Your customers can access helpful self-service features:

- + Dashboards and Reporting
- + Subscription Purchasing & Management
- + Billing Information



Lenovo CSP Managed Services

CSP Managed Services complement your existing service offerings through a scalable approach to Microsoft 365 license management. Designed exclusively for SMB customers with fewer than a thousand employees, the service delivers a robust support program for Microsoft cloud-based software products – from domain assignment to Exchange online configuration, OneDrive file migration to issue resolution.



Microsoft Tenant Onboarding

- Automated or assisted on microsoft.com domain assignment
- Help customers add their own domain via Microsoft Online Portal



License Management

- Add or remove users
- Assign user accounts to available licenses



Microsoft Cloud Migration

- Configure Exchange Online and migrate customer mailbox
- Migrate customer files and folders to OneDrive or SharePoint



Issue Resolution

- 24x7 Level 1 support via Phone / Email / Chat
- Priority resolution for email access, Teams, OneDrive, and other applications



**LEARN MORE ABOUT LENOVO MANAGED SERVICES.
SMARTER SELLING FOR LENOVO CSP PARTNERS.**



Speak with your Lenovo
Services Representative



www.lenovo.com/managed-services



Sources: ¹Techaisle, ²Microsoft

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