


Программы и инструменты для партнеров



Александр Морозов | 11.10.2017

- 
- Статус Партнера
 - Lenovo Bid Portal
 - Бонусная программа
 - Программа LEAP

Статус Партнёра

Департамент DCG

+ DCG Reseller Status – только DCG

REGISTERED

- Утвержденная регистрация на портале LPC (www.lenovopartner.com)

SILVER

- Активный профиль на LPC
- Ежегодный оборот:
 - Мск/Спб: **\$80 000**
 - Регионы: **\$50 000**
- Наличие сертификатов
 - * 1 продавец
- Тренинги по фокусным продуктам и инструментам
 - * Продукты
 - * Регистрация DR
 - * Получение цен
 - * Контакты
 - * Конфигуратор

GOLD

- Активный профиль на LPC
- Ежегодный оборот:
 - Мск/Спб: **\$200 000**
 - Регионы: **\$100 000**
- Наличие сертификатов
 - * 1 продавец
 - * 1 технарь
- Web страница Леново

PLATINUM

- Активный профиль на LPC
- Ежегодный оборот:
 - Мск/Спб: **\$1 000 000**
 - Регионы: **\$500 000**
- Наличие сертификатов
 - * 1 продавец
 - * 2 технаря
- Web страница Леново
- Утвержденные решения

+ Программа сертификации DCG

The screenshot displays the Lenovo Press website interface. At the top, a navigation bar includes categories: SERVERS, STORAGE, NETWORKING, SOLUTIONS & SOFTWARE, and MORE... A search bar labeled 'NEW SEARCH' is on the right. The main banner features the 'ThinkSystem' logo and the text 'Product guides, walk-through videos, and more >'. Below the banner, a section titled 'Recently Published Resources' contains a search filter with a 'Resource Type' dropdown (set to 'Select Resource Type'), a 'Search Term' input field, and a 'Sort By' dropdown (set to 'Relevance'). A checkbox for 'Include Withdrawn Products (+578 documents)' is also present. A 'Clear Filters' button is located to the right. The results section, titled '624 Matching Documents', lists seven items:

1. [Five Highlights of the ThinkSystem SR850](#)
Article, published 25 Jul 2017
2. [Lenovo ThinkSystem SR650 Server](#)
Product Guide, last updated 25 Jul 2017
3. [Five Highlights of the ThinkSystem SR950](#)
Article, published 25 Jul 2017
4. [Lenovo ThinkSystem SN550 Server](#)
Product Guide, last updated 25 Jul 2017
5. [Lenovo ThinkSystem DS2200 Storage Array](#)
Product Guide, last updated 25 Jul 2017
6. [Lenovo ThinkSystem DS4200 Storage Array](#)
Product Guide, last updated 25 Jul 2017
7. [Lenovo ThinkSystem DS6200 Storage Array](#)

The website URL 'www.LenovoPress.com' is displayed at the bottom right. The footer contains copyright information: '©2017 Lenovo. All Rights Reserved | Newsletter | Privacy | Legal | Lenovo.com/systems'.

January 12, 2016

+ Статусный сертификат DCG 2017





Бонусная программа

Департамент DCG



Distributor Incentive Program – Q4 2017

+ DCG Distribution Program

DISTRIBUTION - DCG	
Flat Rebate	Rebate
All products	1.0%
Value Rebates	
High-end & Strategic products <u>or</u>	1.0%
Strategic Solution Rebate	2.0%
Channel Breadth Rebates	
Total TopSeller Sales out (Targeted)	3.0%
Total TopSeller Sales in target (Targeted)	1.0%

Key elements

- ✓ Targeted TopSeller SO & incremental SI rebate accelerator
- ✓ Enhanced incentives for high-end products & Solutions
incl. Nutanix / SAP Hana / DataCore / SDS

+

DCG Distributor typical benefits

Partner Type	Product	Flat rebate	HE/Solns.	TS SO + SI	Max %
ALL	All Products	1.0%		=	1.0%
	High End	1.0%	+ 1.0%	=	2.0%
	Solutions	1.0%	+ 2.0%	=	3.0%
	TopSeller	1.0%	+ + 4.0%	=	5.0%

- Predictable rebates with targeted and non-targeted elements
- Enhanced rewards for high-end products & Solutions
- **Potential earnings up to 5.0%**

+ DCG Distribution Program – Product Matrix EMEA

DCG					
Category	Product Group	Server & options	Storage	Software	Services
High End & Strategic	System X, ThinkSystem & ThinkAgile	High-End Systems & Unique Options Flex Systems & Unique Options System Networking Top Of Rack (TOR) Switches Next Scale Systems & Unique Options	V5000, V5030, V7000	Lenovo Owned (e.g. xClarity)	
Topseller	Thinkserver	EMEA TopSeller Models * Thinkserver Options		MS ROK	ThinkServer Epacs
	System X & ThinkSystem	EMEA TopSeller Models * All Options excluding high-value	V3700 V1 & V2, S2200, S3200, DS2200, DS4200, DS6200, E10XX, D1XXX, LTO Tape portfolio	MS ROK	Lenovo Services (PN based)

*Please refer to Terms and Conditions page for details

+ DCG Distribution Program T's & C's

DCG Terms and Conditions	
Item	Description
Measurement	Achievement measured on Sales OUT revenue, Rebate is paid on Sales IN revenue
Intrachannel	No rebate on T1 Distributor to T1 Distributor
Total TS Sales Out Target	TopSeller SO Revenue target 70% - 100% achievement range with linear payout. Sales out of eligible Topseller products to all reseller types included in Target attainment. Payout rate is capped at 100% of target (3%). Eligible payout revenue is not capped. No rebate will be paid for revenue achievement less than 70% of target.
Topseller Sales in Target	TopSeller SI Revenue target 70% to 100% achievement range with linear payout. Payout rate is capped at 100% of target (1%). Eligible payout revenue is not capped. No rebate will be paid for revenue achievement less than 70% of target.
Services	Only Lenovo Service offerings (Part number based) are eligible for Flat or Topseller bonus
TopSeller Product Definition	The full list of systems is available in the TopSeller section of the DCG Gameplan document which is updated on a weekly basis and is available from your Lenovo representative or the Server & Storage Section of LenovoPartner.com. The current eligible product lists for storage, services and software remain unchanged. CTO configurations continue to be excluded from the TopSeller eligible products.
Fulfilment Only Bid	These are deals where, with prior partner agreement and regional channel exec and business unit leader approval, a special bid can be raised with the FOB subtype selected. Special bid pricing is calculated based on exclusion of all Partner Engage program rebates for all valid FOB deals. For more details, please see the Fulfilment Only Bids Guide which is available from your Lenovo representative.
Solution Rebate	The strategic solution rebate pays an incremental 2% back-rebate on sales out of selected DCG Solution offerings. Lenovo specifies a list of solutions selectable when creating a new special bid request. Sales out of bids containing the DCG Solution Rebate subtype will be validated and the additional rebates paid on a quarterly basis as part of the distributor rebate payment schedule. For further details, including the list of eligible offerings, please see the DCG Solution Rebate Distributor Guide which is available from your Lenovo representative.



Reseller Incentive Program – Q4 2017

+ DCG Tier 2 Platinum Program

DCG T2 Platinum		
Flat w/ Growth Accelerator	Rebate	MDF
All products	2.0%	0.50%
Growth Accelerator (growth revenue only)	1.0%	
Incremental		
Solution & Services Accelerator	3.0%	
Incremental		
LEAP Enterprise Partner Bonus	1.0%	5K USD One Time Payment

Key elements

- ✓ Separation of DCG and PC Schemes
- ✓ Enhanced All products rebate gives better predictability of earnings
- ✓ Incremental rebate for YOY growth
- ✓ Accelerated rewards for solutions sales and services attach (**NEW for Q4 - Eligible solution list updated to include ThinkAgile SX-N, SX-M and VX offerings**)
- ✓ LEAP rebate paid on total revenue rewards skills investment

+ DCG Tier 1 Platinum typical benefits

Partner Type	Product	Flat rebate	Growth	Soln/Svcs	LEAP Bonus	MDF	Max %		
Std. Platinum Reseller	All Products	2.0%	+	1.0%		+	0.5% = 3.5%		
	Eligible Soln or P/N Services	2.0%	+	1.0%	+	3.0%	+	0.5% = 6.5%	
LEAP Enterprise Partner	All Products	2.0%	+	1.0%	+	1.0%	+	0.5% = 4.5%	
	Eligible Soln or P/N Services	2.0%	+	1.0%	+	3.0%	+	1.0%	+

- ✓ Predictable rebates with incremental benefits for YOY growth
- ✓ Enhanced rewards for Solution sales and services attach
- ✓ LEAP Bonus paid on total DCG revenue for eligible partners
- ✓ **Potential earnings up to 7.5%**

+ DCG Tier 2 Platinum Terms and Conditions

DCG Terms and Conditions	
Item	Description
Qualification	LPN Registration, SBO Acceptance & revenue threshold - Regular countries \$1m per annum - Small countries \$500k per annum
Growth Accelerator	A flat 1% rebate will be paid on total DCG revenue where a reseller achieves YOY growth based on the equivalent quarter in the prior year. For the purposes of calculating YOY growth, FOB revenue will not be excluded from current quarter or prior year revenue, but will be excluded from payment. Where no measurable DCG revenue exists for the prior year quarter in question, the partner will not be eligible for the growth accelerator in the current quarter.
MDF	Flat 0.5% Bonus on All DCG Revenue (excluding FOB)
LEAP Enterprise Partner Bonus	1% All products rebate will be paid for eligible LEAP Enterprise partners only. FOB revenue will be excluded
Services	Only Lenovo Service offerings (Part number based) are eligible for Partner Engage program rebates
Solution & Services Accelerator	Incremental rebate paid on Lenovo Service offerings (part number based only) and selected Lenovo Data Center Solutions. Eligible solution list consists of following integrated appliances:- ThinkAgile HX ThinkAgile SX-N ThinkAgile SX-M ThinkAgile VX Cloudian DX8200C Nexenta DX8200N DataCore DX8200D SAP HANA incl. standard model, customer models and dynamic CTO configurations Note: Only revenue directly associated with the solution appliance machine type will be eligible for the rebate e.g. External storage, Top Of Rack Networking, other third party software, non p/n based services will not be eligible for the extra rebate even if included in the configuration and/or special bid.
Fulfilment Only Bid	Fulfilment Only Bids (FOB) :- These are deals where, with prior partner agreement and territory channel exec and business unit leader approval, a special bid can be raised by your distributor (via LBP or CRM) with the FOB subtype selected. Special bid pricing is calculated based on exclusion of all Partner Engage program rebates for valid FOB deals. For more details, please see the Fulfilment Only Bids Guide which is available from your Lenovo representative.

+ LEAP Enterprise Partner

Requirements

- **LPC Status** - Achieve and Maintain Lenovo Platinum or Gold status
- **Certification** - 2 employees must have Three (3) entry-tier certs with minimum of One (1) Sales and One (1) Technical Cert (achievement of new Hyperconverged Cert and Storage cert will count towards the sales certification requirement)
- **Sign and Accept** LEAP agreement

Benefits

- **LEAP Enterprise Partner logo** – Lenovo Enterprise Partner Mark for use in Marketing Collaterals, etc.
- **Business Development Funds (BDF)** – One time Sign Up bonus - 5K USD (as a part of standard quarterly payment cycle for the quarter qualified)
- **Rebates** – 1% on Total Lenovo Data Center Portfolio Sales
- **Technical Support** – Access to premium LETS support
- **Co-marketing** – Consideration for Lenovo Co-marketing programs
- Priority access to Product Trainings, Launches, and Events

+ DCG Tier 2 Gold Program

T2 Gold - DCG		
Flat w/ Growth Accelerator	Rebate	
All products	1.5%	
Growth Accelerator (growth revenue only)	1.0%	
Incremental		
Solution & Services Accelerator	3.0%	
Incremental		
LEAP Enterprise Partner Bonus	1.0%	5K USD One Time Payment

Key elements

- ✓ Separation of DCG and PC Schemes
- ✓ Enhanced All products rebate gives better predictability of earnings
- ✓ Incremental rebate for YOY growth
- ✓ Accelerated rewards for solutions sales and services attach (**NEW for Q4 - Eligible solution list updated to include ThinkAgile SX-N, SX-M and VX offerings**)
- ✓ LEAP rebate paid on total revenue rewards skills investment

+ DCG Tier 2 Gold typical benefits

Partner Type	Product	Flat rebate	Growth	Solns/Svcs	LEAP	Max %
Std. Gold Reseller	All Products	1.5%	+	1.0%		= 2.5%
	Eligible Soln or P/N Services	1.5%	+	1.0%	+	3.0% = 5.5%
LEAP Enterprise Partner	All Products	1.5%	+	1.0%	+	1.0% = 3.5%
	Eligible Soln or P/N Services	1.5%	+	1.0%	+	3.0% +

- ✓ Predictable rebates with incremental benefits for YOY growth
- ✓ Enhanced rewards for Solution sales and services attach
- ✓ LEAP Bonus paid on total DCG revenue for eligible partners
- ✓ **Potential earnings up to 6.5%**

+ DCG Tier 2 Gold Terms and Conditions

DCG Terms and Conditions	
Item	Description
Qualification	<p>LPN Registration, SBO Acceptance & revenue threshold</p> <ul style="list-style-type: none"> - Regular countries \$200k per annum - Small countries \$100k per annum
Growth Accelerator	<p>A flat 1% rebate will be paid on total DCG revenue where a reseller achieves YOY growth based on the equivalent quarter in the prior year. For the purposes of calculating YOY growth, FOB revenue will not be excluded from current quarter or prior year revenue, but will be excluded from payment. Where no measurable DCG revenue exists for the prior year quarter in question, the partner will not be eligible for the growth accelerator in the current quarter.</p>
LEAP Enterprise Partner Bonus	<p>1% All products rebate will be paid for eligible LEAP Enterprise partners only. FOB revenue will be excluded</p>
Services	<p>Only Lenovo Service offerings (Part number based) are eligible for Partner Engage program rebates</p>
Solution & Services Accelerator	<p>Incremental rebate paid on Lenovo Service offerings (part number based only) and selected Lenovo Data Center Solutions. Eligible solution list consists of following integrated appliances:-</p> <p>ThinkAgile HX ThinkAgile SX-N ThinkAgile SX-M ThinkAgile VX Cloudian DX8200C Nexenta DX8200N DataCore DX8200D SAP HANA incl. standard model, customer models and dynamic CTO configurations</p> <p>Note: Only revenue directly associated with the solution appliance machine type will be eligible for the rebate e.g. External storage, Top Of Rack Networking, other third party software, non p/n based services will not be eligible for the extra rebate even if included in the configuration and/or special bid.</p>
Fulfilment Only Bid	<p>Fulfilment Only Bids (FOB) :- These are deals where, with prior partner agreement and territory channel exec and business unit leader approval, a special bid can be raised by your distributor (via LBP or CRM) with the FOB subtype selected. Special bid pricing is calculated based on exclusion of all Partner Engage program rebates for valid FOB deals. For more details, please see the Fulfilment Only Bids Guide which is available from your Lenovo representative.</p>

+ DCG Tier 2 Silver Program detail

T2 Silver - DCG	
Revenue (Flat Rebate)	All products
All products	1.5%

Key elements

- ✓ Simple, predictable rebate paid on total DCG revenue
- ✓ No Minimum threshold

+ DCG Tier 2 Silver Terms and Conditions

DCG Terms and Conditions	
Item	Description
All Products Rebate	Flat rebate paid on total DCG revenue. A minimum rebate pay-out of \$150 will apply
Qualification	LPN Registration, SBO Acceptance & revenue threshold - Regular countries \$80k per annum - Small countries \$50k per annum
Services	Only Lenovo Service offerings (Part number based) are eligible for Partner Engage program rebates
Fulfilment Only Bid	Fulfilment Only Bids (FOB) :- These are deals where, with prior partner agreement and territory channel exec and business unit leader approval, a special bid can be raised by your distributor (via LBP or CRM) with the FOB subtype selected. Special bid pricing is calculated based on exclusion of all Partner Engage program rebates for valid FOB deals. For more details, please see the Fulfilment Only Bids Guide which is available from your Lenovo representative.



LBP – Lenovo Bid Portal

Департамент DCG

+ Домашняя страница – www.LenovoPartner.com

The image shows a screenshot of the Lenovo Partner Portal home page. The page has a top navigation bar with links: "Мой статус", "Продукты", "Отдел продаж", "Маркетинг", and "Обучение". The "Отдел продаж" link is highlighted. Below this, there is a sidebar menu with items: "Прейскуранты", "Рекламные предложения", "Deal Registration (Data Center Products)", "Raise a Bid", "Ноутбуки, планшеты, настольные ПК, моноблоки и рабочие станции", "Data Center Products", "Configurator", "Standalone Solution Configuration Tool", "Lenovo Enterprise Solution Centre", "Pre-Sales Technical Support (LETS)", "Торговые и маркетинговые материалы", "Gamma Ray News", and "Customer Search".

Annotations with arrows point to specific features:

- A blue box labeled "Инструмент LBP" points to the "Data Center Products" link in the sidebar.
- A blue box labeled "Выбор DCG или PCG" points to the "DCGHome" tab in the main navigation bar.
- A blue box labeled "Основные элементы портала" points to the main content area of the portal.

The main content area features six large icons with corresponding labels:

- Create a new Bid Request
- Your Bid Requests
- Create a new Deal Registration
- Your Deal Registrations
- User Administration
- Download the User Guide

At the bottom of the page, there is a footer with copyright information: "©2014 Lenovo. All rights reserved." and links for "Print this page", "Privacy", and "Terms of Use".

+ Запрос DR – Deal Registration

- Красный статус – нельзя зарегистрировать сделку на этого заказчика. К таким относятся Глобальные заказчики
- Желтый статус - другой партнер уже имеет регистрацию на данного заказчика

Lenovo Partner Portal

Lenovo Attach Intel CPUs, get up to **\$50** back It's time to make the most of selected two-socket Lenovo™ servers and Intel® Xeon® E5 processors - and **win cash rebates!**

DCGHome

Save Cancel

Create End Customer

End Customer Name

Building Number

Street 2

Post Code

VAT Number

Street 1

Town / City

Country

! = Required Information

На латинице
Без ООО, АО, ИП...

Prices are estimated buy prices and are for guidance purposes only and do not include local value added tax. If you are reseller buying from distribution your distributor sets their own prices which are likely to differ from those mentioned here. Contact your distributor to check prices and availability and for their terms and conditions, contact your Lenovo distributor.

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Deal ID	Deal Name	Deal Type	Deal Value	Deal Status	Deal Country	Deal Color
Edit Register Deal	BANK OF ITALY	SMB	1214394064	Italy	Green	
Edit Investment Review	ELSAG BANKLAB	3593670635	1213761400	Italy	Yellow	
Edit Register Deal	FINECOBANK	Relationship	1214347001	Italy	Blue	
Edit Register Deal	HYPO ALPE ADRIA BANK	Midmarket	1214245792	Italy	Blue	

Prices are estimated buy prices and are for guidance purposes only. Distributors set their own prices which are likely to differ from those mentioned here. To check prices and availability and for their terms and conditions, contact your Lenovo distributor.

+ Получение цены от дистрибьютора без его участия

PCGHome DCGHome

Bid Request
BBR-00285114

Printable View

Bid Request Detail

Bid Request Name	BBR-00285114
Bid Request Type	Server
Total Estimated Reseller Price	USD 22,070.06
Subtype	
T1 Account	
Reseller Account	
Contract Type	Order or Stock Ship
Created By	Remote Manager, 26/04/2017 17:36

Contract Minimum Value USD 5,000.00
Deal Registration used D-00013166
Last Modified By Remote Manager, 26/04/2017 17:36

Use This Price

Use This Price

Use This Price

Use This Price

Your selected price

Instant Bidding Price: USD 17,838.87

2 Server Volume Discount USD 0.00
70% Option Attach Discount USD 0.00
100% Service Attach Discount USD 0.00

- Bid Request can only be sold to Equinet.
- By accepting this quotation you agree to order at least the total value of options requested.
- By accepting this quotation you agree to order the total quantity of Servicepacs requested.

Add a Discount Code

Discount Code Number	Discount Code Template Name	Status	Action
----------------------	-----------------------------	--------	--------

Bid Request Items

Set Quantity : 1

Set Estimated Reseller Unit Price: USD 22,070.06
Set Estimated Reseller Total Price: USD 22,070.06

P/N	Descriptions	Quantity	Parent P/N	Final Unit Price	
8871EAG	Lenovo System x3650 M5	2		USD 2,946.48	
00YJ195	Intel Xeon Processor E5-2620 v4 8C 2.1GHz 20MB Cache 2133MHz 85W	2	8871EAG	USD 734.21	6.15%
46W0829	16GB TruDDR4 Memory (2Rx4, 1.2V) PC4-19200 CL17 2400MHz LP RDIMM	6	8871EAG	USD 275.51	0.94%
00FN208	4TB 7.2K 12Gbps NL SAS 3.5" G2HS 512e HDD	4	8871EAG	USD 309.60	16.23%
00WG680	600GB 15K 12Gbps SAS 3.5" G2HS HDD	4	8871EAG	USD 1,318.26	40.00%

838.87
838.87

3. Подтверждение полученной цены (после уже запрос доп. скидки)

2. Цена в проект от дистрибьютора

1. Цена до скидки

+ Запрос дополнительной скидки

PCGHome DCGHome

Bid Request
BBR-00285114

Bid Request Detail

Bid Request Name	BBR-00285114	Partner Account	
Bid Request Type	Server	End Customer Name	
Total Estimated Reseller Price	USD 22,070.06	Status	Price approved
Subtype		Bid Request Expiry Date	26/05/2017
T1 Account	MERLION ("M-Factor" LLC)	Contract Minimum Value	USD 5,000.00
Reseller Account		Deal Registration used	D-00013166
Contract Type	Order or Stock Ship	Last Modified By	Remote Manager, 26/04/2017 17:40
Created By	Remote Manager, 26/04/2017 17:36		

Confirm Quotation Email Quotation to Distributor Export Quotation Save SSCT CSV Save ePricer CSV Copy

Request Lenovo Review

Your selected price

Instant Bidding Price: USD 17,838.87

2 Server Volume Discount USD 0.00
70% Option Attach Discount USD 0.00
100% Service Attach Discount USD 0.00

- Bid Request can only be sold to Equinet.
- By accepting this quotation you agree to order at least the total value of options requested.
- By accepting this quotation you agree to order the total quantity of Servicepacs requested.

Опция 1: Получение
контракта

Опция 2: Запрос
дополнительной
скидки

+ Просмотр складов и отправка контракта дистрибьютору

PCGHome DCGHome

Distributor Inventory Selection

Inventory Status: ■ <=50% ■ 50%~99% ■ >=100% ■ Not Applicable

Product	Product Description	Approved Bid Qty	Distributor Name	<input checked="" type="checkbox"/>
			Distributor Country	RU
8871EAG	Lenovo System x3650 M5	2	Inventory	■
00YJ195	Intel Xeon Processor E5-2620 v4 8C 2.1GHz 20MB Cache 2133MHz 85W	2	Inventory	■
46W0829	16GB TruDDR4 Memory (2Rx4, 1.2V) PC4-19200 CL17 2400MHz LP RDIMM	6	Inventory	■
00FN208	4TB 7.2K 12Gbps NL SAS 3.5" G2HS 512e HDD	4	Inventory	■
00WG680	600GB 15K 12Gbps SAS 3.5" G2HS HDD	4	Inventory	■
00FK932	System x 750W High Efficiency Platinum AC Power Supply	2	Inventory	■
90Y3901	Integrated Management Module Advanced Upgrade	2	Inventory	■
01GC576	WARRANTY 3Y Tech Inst NBD Com Parts	2	Inventory	■

Showing 1 to 8 of 8 entries

Подтверждение и
выпуск контракта

+ Кто кого защищает

ГЛОБАЛЬНЫЕ ЗАКАЗЧИКИ (GA)

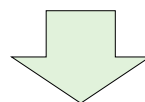
- Выделенные продавцы на каждого заказчика
- LBP не обрабатывает
- Вся работа только через GA продавцов

Гаврилина Анна (annagavr@lenovo.com)
Синяговская Екатерина (esinyagovsk1@lenovo.com)
Диденко Евгений (edidenko@lenovo.com)
Семенова Ольга (petrovao@lenovo.com)

СМБ ЗАКАЗЧИКИ (SMB)

- Работа через партнерских менеджеров
- Все через LBP
- Цена и доп. скидки через SMB продавцов

Гордиенко Ирина (igordienko@lenovo.com)
Губина Ольга (ogubina@lenovo.com)
Миков Евгений (emikov@lenovo.com)



Deal registration

Даутова Тина (tdautova@lenovo.com)

КРУПНЫЕ И ГОС. ЗАКАЗЧИКИ (REL)

- Выделенные продавцы на каждого заказчика
- LBP и внутренняя CRM
- Цены выдает REL продавец

Гос. сектор

Гринев Дмитрий (dgrinev@lenovo.com)
- Жеребцов Всеволод (vzherebtsov@lenovo.com)
- Забегалов Иван (izabegalov@lenovo.com)

Фин. сектор и Телеком

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Производство, Энергетика, Ритейл

Запорожец Дмитрий (dzaporozhets@lenovo.com)
- Степин Александр (astepin@lenovo.com)

Нефть и Газ

Шаталов Вячеслав (vshatalov@lenovo.com)
- Герасимов Павел (pgerasimov@lenovo.com)
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The Lenovo Top Choice Program

Making TopSeller easier



+ Lenovo Top Choice – Overview

- 95% of the top selling Lenovo DCG products for small deals (100-300 parts)
- Servers, Storage and Options
- A winning, pre-discounted sell out price
- Fixed for a full calendar quarter
- Fully delegated to our Distributors
- Available in a delegated web mode or as instant bids


Introducing...



+

Lenovo Top Choice – Key Benefits

TODAY

	Touch less Web Sites	Bids
0 to €5K*		TopSeller servers Options at c-price
€5K to €100K		Instant Bids via LBP
€100K +		CRM Special Bids via Lenovo sales reps

* The minimum clip level for Instant Bids varies by country and by currency; check with your Lenovo rep for details



FROM JULY!

	Touch less Web Sites	Bids
	Top Choice <i>Delegated Web Mode</i>	Top Choice via LBP
		Instant Bids via LBP <i>Always Top Choice prices or better!</i>
		CRM Special Bids via Lenovo sales reps

- You get a winning price for servers and options starting at zero
- You can advertise and process these on web sites
- You can use the same price for web purchase or small bids
- Small bids can be quoted and contracts release in less than 20 minutes
- There is no arbitrage across the Lenovo price mechanisms

For more information on Top Choice including full program Terms & Conditions, please consult the **Top Choice Distributor Guide** which is available from your Lenovo representative or Lenovopartner.com



Partner Engage Dashboard

“Your progress, results and rewards all in one place”

One Partner dashboard – reporting, QTD status and much more

One site – www.lenovopartnerengage.com for CDI reporting, target acceptance, weekly track and direct payment

Lenovo

Welcome to the Partner Engage Portal, the rebate program of our Lenovo Partner Program.

This is the enhanced site for our partners to accept their targets, monitor their performance and claim rebates

EXISTING USER

PLEASE SIGN IN

Username

Password

SIGN IN

[Forgotten your password?](#)

NEW TO THE SITE?

- Want to know more about the [Lenovo Partner Program?](#)
- I would like to raise a bid, take me to the [Lenovo Bid Portal](#)
- For details on how to register your business for one or more of the Lenovo Partner Programs, [click here](#)
- If you want to set-up a new user to access your existing Partner account, please contact your responsible Lenovo Sales Rep or send the message to site helpdesk [click here](#)

Lenovo

Home Program Admin Reporting Archive

Rebate
★ StarSeller
Final Results
Claim
Payment

StarSeller

Lenovo STARSSELLER

• [Current Fund Status](#)

Программа LEAP

Департамент DCG

Как получить личный бонус

Учи, Продавай, Получай награду и Выигрывай!



Учи и зарабатывай

- Более 20 модулей обучения по важным темам в DCG
- Проходи обучение и получай баллы



Продавай и зарабатывай

- Сообщай дистрибьютору свой партнерский номер
- Отмечай в программе свои персональные продажи и получай баллы



Получай награду

- Получи свою персональную карту Master Card
- 4 балла равны 1 USD



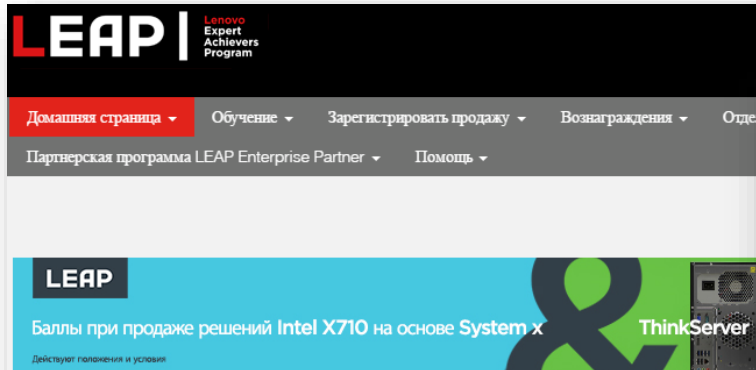
Выигрывай

- Стань самым умным и богатым вместе с Леново

Команда поддержки: service@LenovoLEAP.com

www.LenovoLEAP.com

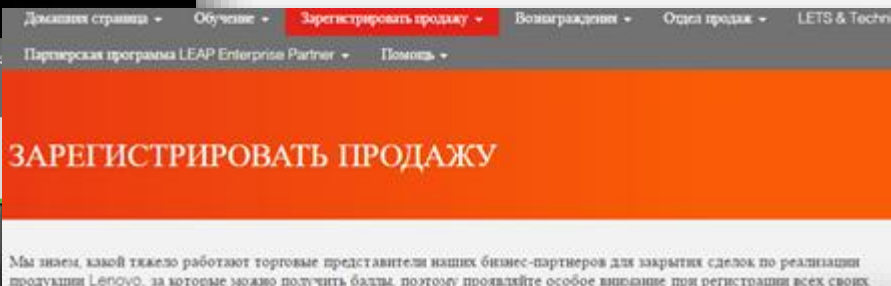
+ Как зарегистрировать продажу



Добро пожаловать на LEAP

Программа Lenovo LEAP содержит образовательные ресурсы и предоставляет внушительные эксклюзивные возможности и преимущества. Она создана для развития ваших навыков продаж, знаний и опыта, а также предоставления возможностей УЧИТЬСЯ, ЗАРАБАТЫВАТЬ И ИЗВЛЕКАТЬ РАБОТАЯ с продуктами Lenovo.

Рекомендованные Курсы



Что вам необходимо знать:

1. Счета, соответствующие критериям, загружаются раз в месяц.
2. Все соответствующие требованиям программы счета-фактуры указаны в нижней части данной страницы.
3. LEAP-баллы не начисляются за продажи правительственным учреждениям, как определено в Положении о программе LEAP.

Доступность соответствующих требованиям счетов-фактур

Предельные сроки для регистрации продаж — Отметьте их в своем календаре!

ПРИМЕЧАНИЕ: Не все продукты в счете-фактуре дают возможность для получения LEAP-баллов. Список предложений можно найти на странице «Points and Products Tables» (Таблиц баллов и продуктов).

Как зарегистрировать продажу?

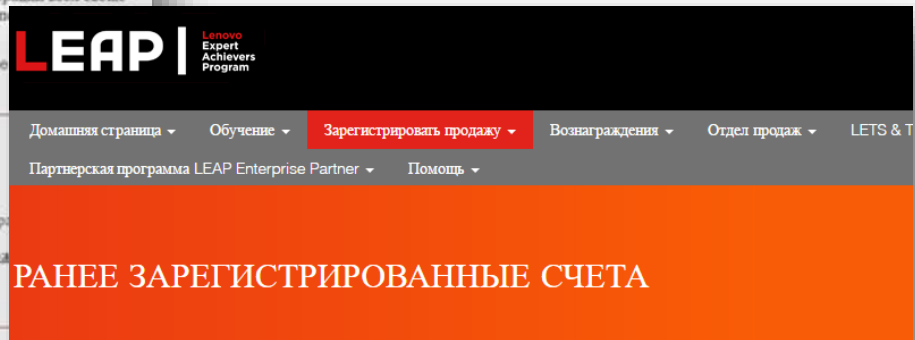
Не можете найти счет?

При возникновении вопросов о данном процессе изучите «Часто задаваемые вопросы о продажах» или свяжитесь с нами в любое время по адресу salesclaims@lenovo-leap.com

Счет №	Дата выставления счета	Конечный пользователь	Детали
00000000000000000000	29-03-2017	Конечный пользователь: [Имя]	Посмотреть детали

Обратите внимание: Акции для регистрации

ЗАРЕГИСТРИРОВАТЬ СЧЕТ-ФАКТУРУ



Как отменить регистрацию счета-фактуры

Если вы зарегистрировали счет по ошибке, в течение 10-дневного периода обработки можно отменить регистрацию, отметив соответствующие этому счету ячейки, а затем нажав 'Unclaim selected invoices' («Отказаться от регистрации выбранных счетов-фактур»).

Если вы не видите ячейки, соответствующие счету, по окончании периода обработки 10 календарных дней баллы за продажу будут зачислены.

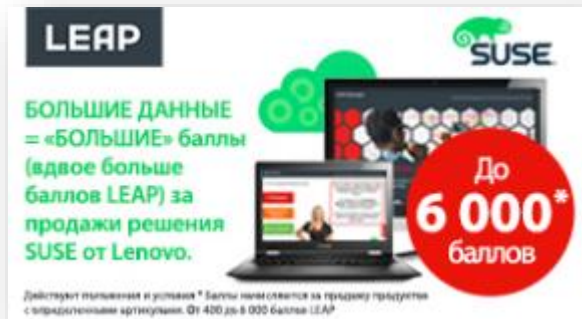
В таблице ниже перечислены все зарегистрированные вами счета-фактуры.

Номер счета	Дата счета	Зарегистрировал(а)	Дата регистрации	LEAP-баллы	Детали
00000000000000000000	29-03-2017	Регистратор: [Имя]	26-04-2017	Баллы: 1790 Группа: 0	Посмотреть детали

Итого счетов-фактур: 1

ОТКАЗАТЬСЯ ОТ РЕГИСТРАЦИИ ВЫБРАННЫХ СЧЕТОВ-ФАКТУР

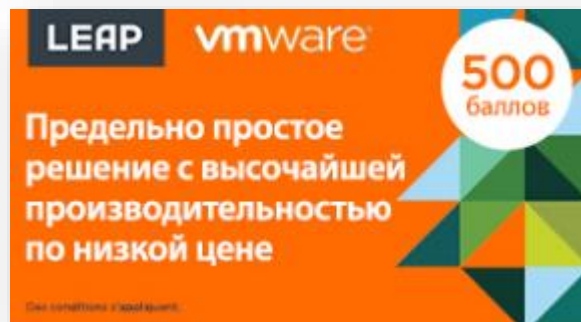
+ Дополнительные баллы



Получите от 400 до 6 000 баллов LEAP за продажи решения SUSE Manager и продуктов с артикулами, участвующими в акции Lenovo SUSE.



Получите до 4 000 премиальных баллов за каждую продажу продуктов с артикулами RedHat. Пройдите оба учебных модуля по RedHat, если вы еще не завершили их, и получите 800 баллов LEAP.



От 200 до 500 бонусных баллов LEAP за продажу участвующих в акции артикулов VMware vSphere и vSAN в течение ограниченного времени.

+ Как забрать личный бонус

ОБЗОР ВОЗНАГРАЖДЕНИЙ

Подарочные карты



Пополняемая
платежная карта

Это приятная сторона дела! Вы отлично поработали и получили заслуженные LEAP-баллы — пришло время воспользоваться ими. Участники программы LEAP могут выбрать опцию обмена баллов на денежные средства с использованием Подарочной или Пополняемой платежной карты MasterCard. Обе карты принимаются к оплате в более чем 42 млн магазинов по всему миру, и ее легко снова пополнить, заработав больше баллов

Подарочные карты

Устройте шопинг для снятия стресса, купите современный гаджет, забронируйте билеты в театр или организуйте короткий отпуск — преимущество подарочной карты MasterCard в том, что вы можете тратить свои баллы на все, что пожелаете. Вы можете потратить заработанные баллы на серьезное приобретение или побаловать себя приятной мелочью.

Для получения подарочной карты MasterCard не нужно заполнять никаких заявлений и платить сборы, поэтому по программе лояльности LEAP так легко совершать покупки и копить баллы.

Нажмите сюда для выбора вашей подарочной карты





Разные приятности

thankS.

Different is better

amorozov@Lenovo.com

Lenovo™