

Smarter technology for all

# Lenovo 360 Expert Achievers Program (LEAP)

LEAP is our way of saying thank you! Drive sales, develop your skills, and enjoy loyalty benefits.

Lenovo

# Overview

- People are an organization's greatest asset. That's why rewarding the behaviors that drive business success is at the core of the Lenovo 360 Expert Achievers Program (LEAP). While your organization earns a competitive advantage through Lenovo 360 Engage, we recognize you for selling eligible products, solutions and services and completing eligible learning courses. The LEAP rewards catalog is packed with a selection of gift cards or opt for a pre-paid Lenovo Mastercard. Registration is easy and Lenovo takes care of the proof of sales process. All you have to do is enhance your skills, make sales, and increase your revenue.



# Profit with LEAP

- LEAP is about ensuring Business Partner's sales, technical and support teams have all the skills and information they need to successfully promote, sell and support Lenovo products and offerings
- Be rewarded for successful selling and learn activities
- It's a win-win for Business Partners and their employees, everyone profits with LEAP!



## SELL and EARN

### Claim a sale

- The quarterly LEAP Products and Points Table indicates how many points each product or service earns when they are sold.
- Participants claim their sales from a list of the firm's eligible invoices pre-loaded by Lenovo
- Points can be transferred across multiple members of the sales, technical or support team.



## LEARN and EARN

### Take a course

- Training courses are integrated into LEAP from Lenovo Partner Learning to ensure Business Partners have the right skills to promote, sell and support the Lenovo sales motion.
- Successful completion of learning activities like training courses and certifications are rewarded with LEAP Points.



## REWARD and PROFIT

### Redeem your points

- Participants can choose multiple options from the reward catalogue, including:
- Pre-paid Lenovo Mastercard which works just like a normal credit card.
- A range of Gift cards with different cash denominations including Amazon e-vouchers.

# Earn more with Lenovo Infrastructure Solutions portfolio

LEAP with joy - earn rewards with Lenovo Infrastructure Solutions (ISG) products:

ThinkSystem Servers!

ThinkSystem Storage!

ThinkAgile SDI!

- Double or triple the reward for sales of eligible products through More Together promotion
- Learn about eligible products by visiting LEAP's Products and Points table
- Rewards per units sold – claim eligible sales and earn points immediately (10 days cooling period applies)

# Earn more with Lenovo PC portfolio

LEAP with joy - earn rewards with Lenovo Intelligent Devices (IDG) products:

TopSeller Think PCs with Win Pro!

PC Accessories!

TopSeller Visuals!

- Gain LEAP points per sold device between April and June 2024 for selected ThinkCentre, ThinkBook, ThinkPad and ThinkStation series including PC Accessories and Visuals
  - (No rewards can be earned for transactions related to Lenovo Relationship Customers)
- Learn about eligible products by visiting LEAP's Products and Points table
- Rewards per units sold - claim eligible sales and earn points immediately (10 days cooling period applies)

# Earn more with Lenovo SSG portfolio

LEAP with joy - earn rewards with Lenovo Solutions & Services (SSG)

## PC Services:

- Protection Services, Premier Support, Premium Care, Deployment/Recovery Services, Configuration Services, Managed Services, Software & Cloud Services, Project Oriented Services, Smart Support Solution.

## ISG Services:

- Premier Support and Professional Services

Rewarding every \$2,000 of SSG Services sales. Claim and accumulate eligible sales, check SSG Services balance on the promotions page (with 10 days cooling period still applicable) and earn 40 LEAP points each time you hit \$2,000 clip level of eligible sales.

**Accelerate and DOUBLE your sales for selected SSG offerings** (1 USD sales revenue = 2 USD LEAP revenue)

PC: all PC Services offerings sold to SMB customers

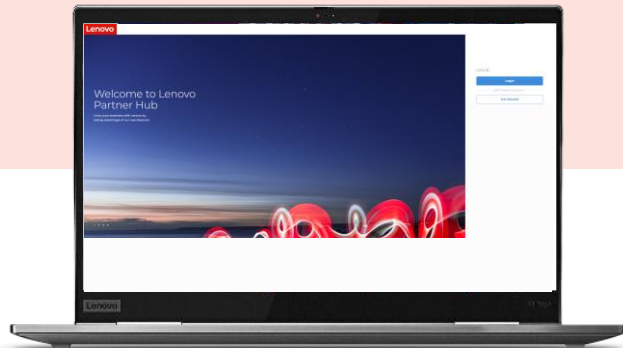
ISG: all Premier Support and Professional Services offerings



# Get Started with LEAP now!

## Register as Lenovo partner

1. Visit [Lenovo Partner Hub](#) and register as a new partner.
2. Alternatively, if already registered, request a new user access either through new partner registration form or ask for an invite from existing company admin user.



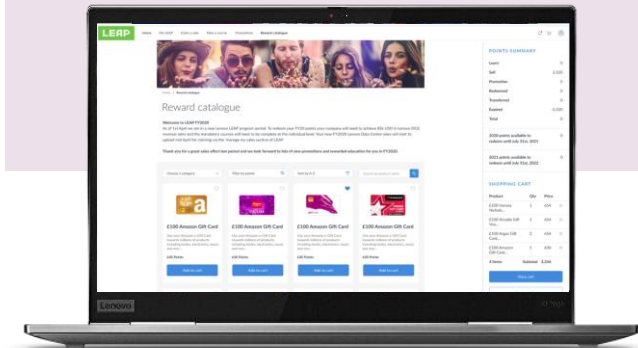
## Access LEAP

1. Visit this [link](#) or enter the LEAP - Lenovo 360 Expert Achievers Program website from the Lenovo Partner Hub / Programs.
2. Each participant needs to accept the LEAP Program Terms and Conditions.



## Earn and Redeem

1. Complete mandatory program conditions and enjoy your rewards.
2. Participant can redeem their LEAP points through the Rewards Catalogue for Gift cards or apply for reloadable personal Lenovo Mastercard.





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thanks.