

FY27 Lenovo Partner Program

Partner Tiers	Authorized	Authorized Elevate Opt-In	Gold	Platinum	Platinum360
ISG Revenue Includes software	N/A	Excludes MSP/OEM 2x IDG Visuals & Accessories	\$1M+ Annual IDG+ISG Total* *4x SSG Services *2x ISG products	\$5M+ Annual IDG + ISG Total* Min SSG \$150K *4x SSG Services *2x ISG products	\$10M+ Annual IDG + ISG Total Min IDG \$1M Min ISG \$1M Min SSG \$300K
Eligible Accreditations: Modern Workplace Intelligent Devices Services Data Center Infrastructure Solutions Services	N/A	N/A	1	2	4
IDG + ISG Products - Base Rebate COP included in revenue, excluded from rebates	N/A	Quarterly Rev-Payout	0.50% - 1.50%	0.75% - 1.75%	1.00%-2.00%
		\$50K = \$500			
		\$100K = \$1000			
		\$150K = \$1500			
		\$200K = \$2000			
		\$250K = \$2500			
Sales-Deal Based	Authorized	Elevate	Gold	Platinum	Platinum360
Deal Registration	X	X	X	X	X
Special Bid Pricing	X	X	X	X	X
Partner Financing (60 day terms)	X	X	X	X	X
TruScale - ISG IaaS			6.50%	6.50%	6.50%
Premier Support - ISG Rebate			5.00%	5.00%	5.00%
Expert	Authorized	Elevate	Gold	Platinum	Platinum360
ISG Services		2.50%	2.50%	2.50%	2.50%
Data Storage (Select Storage & SDI)		4.00%	4.00%	1.00%	4.00%
Data Center (excludes COP)		0.50%	0.50%	0.50%	0.50%
Advanced Data Center (excludes COP)		1.00%	1.00%	1.00%	1.00%
Education (reference program letter w details)		Various	Various	Various	Various
Communities	Authorized	Elevate	Gold	Platinum	Platinum360
Healthcare (US)					X
Education					X
LEAP	Authorized	Elevate	Gold	Platinum	Platinum360
Learning Module Incentives (LEAP)	X	X	X	X	X
Product Sales Incentives	X	X	X	X	X
Intel Premium Rewards	X	X	X	X	X
Marketing	Authorized	Elevate	Gold	Platinum	Platinum360
L360 Marketing Center	X	X	X	X	X
Partner Tier Emblems	X	X	X	X	X
eCommerce	X	X	X	X	X
Lenovo Merchandise	X	X	X	X	X
L360 Partner Marketing Accelerator			X	X	X
Business Development Funds					X