



GET THE FULL VIEW ON LENOVO 360 AT WESTCOAST

Discover Lenovo and Westcoast's end-to-end solution of hardware, services and support.



Lenovo

THE WESTCOAST AND LENOVO PARTNERSHIP

Lenovo 360 is designed to strengthen your sales position, enhance your agility and nurture your success. Through Lenovo 360 you gain access to an extensive portfolio of hardware, software and services. There are flexible sales models to help you sell technology in line with emerging trends. Plus, incentives and tools to support your business growth.

Westcoast offers full-service support for Lenovo 360. From expert product knowledge to device configuration, financing, and best-in-class logistics.

WHY WORK WITH WESTCOAST AND LENOVO?



DEEP EXPERTISE

Build your reputation as a trusted advisor and stay ahead of shifting trends with access to developing specialist knowledge straight from the source.



GROW YOUR PORTFOLIO

Expand your product and service lines by partnering with a global technology leader known for reliable innovation and a value-added distributor with the product knowledge to help you get up to speed.



INCREASE AGILITY THROUGH DYNAMIC SALES MOTIONS

Elevate your sales conversations using models that adapt to customer priorities, from Device-as-a-Service (DaaS) to outcome-based solutions.



GROW THROUGH TAILORED INCENTIVES

Get rewarded for your commitment and investment with an easy to navigate incentive path.



Read on to find out what the Westcoast and Lenovo partnership can bring to your business.

ENABLE, CONNECT AND GROW

With the right tools to enable your sales and the connections to guide your success, your business can grow to its full potential. Discover the support available from Lenovo and Westcoast in each of these three areas.



ENABLE

Drive customer demand with services, resources, promotions, co-branded marketing campaigns and enablement tools.

- Lenovo Partner Hub
- Westcoast's Lenovo Central
- Westcoast Bid Portal
- Webinars and newsletters



CONNECT

Specialists, technology advisors, local partner events and advisory councils bring the partner ecosystem together.

- Partner communities
- Dedicated Account Manager at Westcoast and Lenovo
- Subject matter technical expert support
- End user seller teams at Lenovo



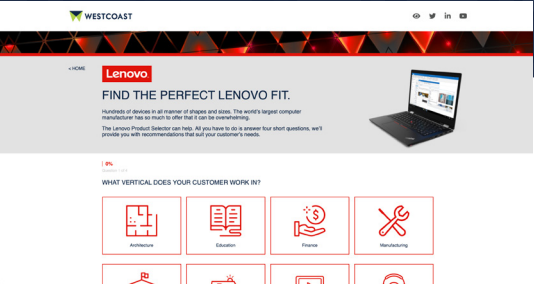
GROW

Grow your opportunities with channel incentives, competencies and status.

- 360 partner tiered statuses and incentives
- Elevate
- LORI/LEAP
- Expert programmes

HOW WESTCOAST SUPPORTS YOUR LENOVO BUSINESS

Westcoast offers tools and solutions to help you develop your Lenovo product knowledge and deliver a competitive package for your customers.



LENOVO PRODUCT SELECTOR

One of Lenovo's strengths is its extensive product range – there's a device to suit every workstyle and budget. But finding the right fit for your customer can be overwhelming. Westcoast's Lenovo Product Selector can help focus your search. It recommends devices, accessories and services to suit your customer based on your answers to four simple questions.

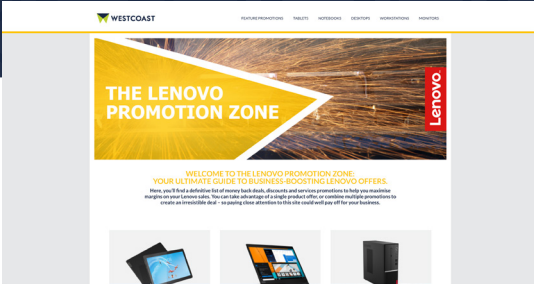
[TRY IT OUT](#)



LENOVO PROSCALE

Lenovo ProScale is a flexible Device-as-a-Service solution offering a simple, scalable way to shop for hardware, software and services. It allows you to build bespoke packages, produce instant quotes and add your own services to orders. Ensuring you get an easy way to grow your business, and your customers get the exact technology package they need.

[EXPLORE LENOVO PROSCALE](#)



THE LENOVO PROMOTION ZONE

The Lenovo Promotion Zone gives you a definitive list of all the money back deals, discounts and services promotions available on Lenovo devices. So, you only need to visit one place to get the best price for your customers.

[VISIT PROMOTION ZONE](#)

Go to [Lenovo Central](#) to explore Westcoast's complete range of solutions designed for Lenovo.

THE LENOVO PORTFOLIO

The Lenovo portfolio has you covered across all bases from desktops to tablets, laptops to visuals. There's a product to meet every customer need.



LAPTOPS

Whether you're in need of a reliable ThinkBook, an agile Yoga or the high-performance Legion range – Lenovo has every workstyle covered.

TABLETS

Lenovo's tablet offering spans 2-in-1 devices, as well as traditional tablets. Choose from Android or Windows operating systems.

LENOVO INFRASTRUCTURE SOLUTIONS GROUP (ISG)

Supply your customers with scalable, optimised performance for AI, HPC and graphical workloads with Lenovo's ThinkSystem solutions – leveraging best-in-class GPU acceleration to provide incredible impact. Boost your storage capabilities with Westcoast and Lenovo and keep you and your customers data accessible and secure.

DESKTOPS

Lenovo has a range of power-packed towers and small-form factor devices to fulfil the most demanding tasks or fit the smallest workspaces.

WORKSTATIONS

By unifying the power of Intel® and NVIDIA, Lenovo workstations allow the heaviest of workloads and multitasking requirements to be handled with ease.

VISUALS

Enhance your customer's workspace productivity with a Lenovo monitor, designed to work perfectly alongside Lenovo workstations, laptops and desktops.

MOTOROLA

Motorola gives a complete end-to-end B2B offering that competes with the market. The "Think to Think" technology included in the ThinkPhone and other Motorola devices works seamlessly with ThinkPad's increasing productivity and reducing wasted time bringing a full pocket to cloud experience.

[LEARN MORE](#)

PREMIER SUPPORT FOR PHONE

Premier Support is Lenovo's comprehensive support service for its Motorola smartphone portfolio.

PREMIER SUPPORT

Ensure peace of mind by protecting your investment beyond the standard manufacturer's warranty.

- Dedicated Advanced Technical Support, available 24x7x365
- Advanced Exchange Dispatch within 24 hours
- Simplified end-to-end case management with a single contact



WESTCOAST CONFIGURATION SERVICES

Once you've chosen your ideal combination of Lenovo products, accessories and services, Westcoast can help you configure and deliver your solution across IDG and ISG in three simple steps. We have the knowledge and expertise to help you prepare, deploy and dispose of your customers' hardware and equipment efficiently and responsibly.

PREMIER SUPPORT FOR DEVICES

Help your customers get the most from their Lenovo devices by attaching services to your hardware sales.

PREMIER SUPPORT

The Lenovo Premier Support teams take care of routine IT support tasks, freeing up your customers to focus on business.

- Advanced technical support, 24x7x365 response
- OEM hardware and software support
- VIP service with labour and parts prioritisation

PREMIER SUPPORT PLUS

Premier Support Plus offers fast resolution for your customers' technical issues, with direct access to advanced technicians and unscripted solutions.

- Hardware and software support, 24x7x365
- Spill and accident protection
- Increased privacy and data protection
- Unscripted support solutions via chat, email or phone

PREMIER SUPPORT SERVICES FOR DATA CENTRES

View our full range of support and services for how best to manage your server and networking needs with today's increasingly complex technologies.

PREMIER FOUNDATION

Upgrades base warranty and extends system support.

- Premier Support
- 9x5 next-business-day response
- Onsite tech. Dispatch for parts and labour

PREMIER ESSENTIAL

The best choice for systems where maximum uptime is essential.

- Premier Support
- 24x7 four-hour response
- Onsite tech. Dispatch for parts and labour
- Includes YourDrive YourData

PREMIER ADVANCED

Provides robust coverage for systems supporting mission-critical workloads.

- Premier Support
- 24x7 two-hour response
- Onsite tech. Dispatch for parts and labour
- Includes YourDrive YourData



MOTIVATE SALES WITH LENOVO INCENTIVES

Make every Lenovo sale count for more
with incentives to grow your margins
and inspire your sales teams.

LEAP

LEAP is a rewards programme designed to boost
your Lenovo knowledge and reward your sales
by earning points for you and your partners.
Complete selected Lenovo Partner Learn (LPL)
Courses and sell eligible Lenovo and other key
vendor products to earn LEAP points – which you
can redeem for a range of e-vouchers or rewards.

[REGISTER FOR LEAP](#)

LENOVO ELEVATE

The Lenovo Elevate programme gives traders the
opportunity to earn cash rebates on their Lenovo PC
and Infrastructure Solution sales. It's simple to join,
just select your company's sales target at the
beginning of each quarter and at the end of the
quarter Lenovo will email you your cash rebate
value – you then have 30 days to claim your rebate.

[JOIN ELEVATE](#)

LORI

Earn LORI points when you sell any one of
370 selected Lenovo devices and accessories.
Then spend your LORI points on a range of prizes
including Longchamp leather goods, a De'Longhi
coffee machine or a pre-paid credit card.

[LOGIN TO LORI](#)



GET THE FULL-SERVICE

To find out more about Lenovo 360 and Westcoast services, get in touch with us.

[CONTACT US](#)