

Lenovo Solutions & Services

# Lenovo Cloud Marketplace

Increase and scale your software and cloud business with the all-in-one marketplace

Lenovo's Cloud Marketplace provides our trusted partners with a lucrative revenue stream, allowing them to leverage a have-it-all destination for increasing competitiveness, agility, and speed of delivery to meet customers' evolving needs.

Intuitive and simple to use, our Cloud Marketplace offers an extensive range of solutions including Microsoft 365, as well as product content in several languages. It also allows for price management and integrated quote automation, making things easy for our business partners.



Smarter  
technology  
for all

Lenovo





## The cloud opportunity



of organizations report the use of SaaS solutions in at least one area of their business.<sup>1</sup>



of IT decision-makers reported that their organization had migrated at least some applications to the cloud.<sup>2</sup>

**+18%**

That is forecasted year-over-year growth of the public cloud market by 2027.

## Co-selling, mastered!

At Lenovo, we understand that excellent margin, superior platform, and a rich portfolio of on-going Managed Services are key when cloud offerings.

Lenovo Cloud Marketplace is a multi-vendor cloud platform, that lets you as Lenovo Partner build, sell, deliver, and operate Software, Cloud, and Professional or Managed Services in a fully automated manner. That allows you to offer an extensive range of products from Lenovo and our partners, including Microsoft 365, that are focused on many customer problems, such as productivity, security, device management, and much more.

**15+ vendors**  
**500+ resellers**  
**25+ markets**  
**4 languages**

**1** **single solution for your cloud business**



Microsoft 365

# A new way of transacting software and cloud

Lenovo Cloud Marketplace was designed with our partners and customers in mind to answer their needs these days. Check some of the many possibilities and tools that our platform offers to your business:



## White-label marketplace

Fully branded Cloud Marketplace experience.



## Product management

Build a product catalog for each customer segment.



## Automatic provisioning

Automate order fulfillment & seamless cloud product delivery in a seconds.



## Configure-price-quote

Create accurate quotes for products & services of all revenue types.



## Billing & invoicing

Handle multiple billing scenarios and support various pricing models.



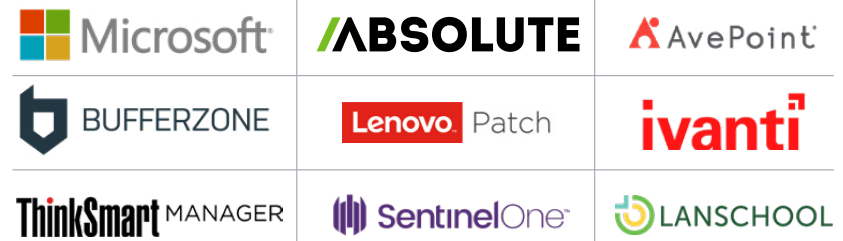
## Sales analytics

Gain immediate insights into your business key metrics and sales performance.



# A rich portfolio, available for your business and partners

Thanks to Lenovo's partnerships with market-leading cloud providers and software vendors such as Microsoft, we can provide you with an extensive portfolio of products, which you can easily sell using one platform - Lenovo Cloud Marketplace. Our mission remains to continue to seek and add new solutions that will make our portfolio even more valuable for our partners and customers. Here are just a few examples of the titles that can be found in our Cloud Marketplace:



# And tools that simplify things for you and your customers

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

- Dashboard and reporting.
- Subscription purchasing & management.
- Billing information.





Smarter  
technology  
for all

Lenovo

## Get started today

Easily manage your Software portfolio by adopting Lenovo Cloud Marketplace, which enables you to conveniently sell across a wide range of solutions, including Microsoft 365, on a single platform.

Start doing business now, with fast onboarding, and initial training and support included.

[Access Lenovo Partner Hub >](#)



Microsoft 365

1 - Flexera: 2020 State of the Cloud Report. 2- Statista: "Cloud infrastructure and application services usage worldwide as of 2020, by deployment type". Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of information but is not liable or responsible for any editorial, photographic, or typographic errors. Images are for illustration purposes only. For full Lenovo product, service, and warranty specifications, visit [www.lenovo.com](http://www.lenovo.com). Microsoft, Windows and Vista are registered trademarks of Microsoft Corporation. Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo. Other company, product and service names may be trademarks or service marks of others. ©Lenovo 2023. All rights reserved.