

Smarter technology for all

Lenovo DCG Elevate Program

EMEA Channels | July 2020

Lenovo

Elevate Program Summary

- Quarterly incentive program rewarding growth
- Self-enrolment for all Lenovo DCG Authorized tier resellers
- 2 target groups to choose at the time of enrolment (Base and Top)
- Guaranteed rebate for meeting Band A target
- Ability to earn Band E rebate from each group
- Enrollment period open until end of Month 2
- Make/Miss incentive program with no rebate payment for results below the target
- Sales data uploaded automatically every week based on distributor sales out reporting to Lenovo
- Lenovo will automatically multiply the revenue for all accelerated products throughout the quarter
- Final results will be available 4 weeks after eligible quarterly period end
- Resellers eligible for a rebate will be notified via email to submit their claim
- Upon successful claim submission, payment will be made directly to reseller's bank account
- All Lenovo DCG products are included in the revenue measurement
- Program exclusion: DCG Platinum, Gold and Silver tier resellers + any LSPP members

Elevate Target Groups

USD / EUR	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	5,000	150	15,000	600
Band B	7,500	200	17,500	750
Band C	10,000	300	20,000	900
Band D	12,500	400	22,500	1050
Band E	15,000	500	25,000	1200

GBP	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	3,500	100	9,500	400
Band B	5,000	150	11,000	500
Band C	6,500	225	13,000	600
Band D	8,000	300	15,000	700
Band E	9,500	350	17,000	800

CHF	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	8,000	250	24,000	1000
Band B	12,000	325	28,000	1200
Band C	16,000	500	32,000	1500
Band D	20,000	650	36,000	1700
Band E	24,000	800	40,000	1900

NOK	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	45,000	1600	125,000	5000
Band B	65,000	2000	145,000	6000
Band C	85,000	2600	165,000	7000
Band D	105,000	3200	185,000	8000
Band E	125,000	4000	205,000	9000

DKK	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	40,000	1200	115,000	5000
Band B	55,000	1600	135,000	6000
Band C	75,000	2200	155,000	7000
Band D	95,000	3000	175,000	8000
Band E	115,000	4000	195,000	9000

SEK	Base Target Group		Top Target Group	
	Revenue	Rebate	Revenue	Rebate
Band A	45,000	1600	125,000	5000
Band B	65,000	2000	145,000	6000
Band C	85,000	2600	165,000	7000
Band D	105,000	3200	185,000	8000
Band E	125,000	4000	205,000	9000

Elevate Accelerators

Data Center Elevate Program

Authorized Partner

Lenovo

Accelerators throughout the year will help you exceed your target easier and earn bigger rebates.

How does it work?

Lenovo will automatically calculate and double your achieved sales for accelerated products to help you meet the program target and earn the highest possible reward.



Windows Server

MICROSOFT SOFTWARE ACCELERATOR

Double your revenue value for all Windows Server & Microsoft SQL Server ROKs and related CALs (1 USD sales out revenue = 2 USD target towards your target achievement).

ThinkSystem

LENOVO THINKSYSTEM DE & DM STORAGE

Accelerate, optimize and protect your customer data with our impressive ThinkSystem DE & DM Series portfolio and double your Elevate revenue (1 USD sales out revenue = 2 USD target towards your target achievement)

How to enroll

Take these simple steps to become part of Lenovo DCG Elevate Program today:

- Register your company via www.lenovopartner.com to become Lenovo DCG Authorized reseller
- Already registered? Great! Sign in and navigate to Elevate program page
- Select your target group, choose preferred distributor and accept program Terms and Conditions

Are you an Authorized Data Center
Partner with Lenovo already?

SIGN UP TO ELEVATE TODAY*

*Sign up option is open only to Authorized Data Center Partners – contact your Lenovo representative in case of further questions. Sign up's are limited to the first two months of a new quarter.

Not a Lenovo Partner
Engage partner yet?

REGISTER AS A NEW PARTNER

Joining Elevate is simple, just click through to the program website under your Lenovo Partner login and accept your company's target and program terms.

FAQs

- Do I have to register in the Elevate program every quarter?
 - Yes, as DCG Authorized Partner you will be provided by the new sales target for the eligible quarterly period. You must accept the program terms and your target each quarter to participate in the program.
- When will I get my rebate?
 - After each quarterly period, typically within 4 weeks, Lenovo will reconcile all sales and email you your final Elevate rebate value to open the claim submission period. You have 30 days to submit your invoice for the total rebate amount from the date of the rebate notification.
- Why do I need to select my Distributor?
 - While selecting your preferred distributor is optional, Lenovo strongly recommends to choose one in order to receive the best possible support in terms of DCG product portfolio, sales and technical guidance or the latest DCG promotions.
- I need help with Elevate program, who do I contact?
 - Primary source of any information related to Elevate will be either your distributor or your local Lenovo DCG representative. For any Elevate technical queries, please use Contact Us form or contactus@lenovoelevate.com

thanks.

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