

Partner reference
Spain

IaaS365

Helping organizations face the challenges of the new digital age.

Lenovo Smarter Infrastructure Solutions Channel Partner Program: End-to-end supply chain

Cloud-specialist IaaS365 helps organizations of all sizes achieve digital transformation, providing best-in-class solutions backed by financial flexibility and expert technical support.

The comprehensive Lenovo solution portfolio, including market-leading Intel® technologies, enables IaaS365 to offer a complete stack of customized solutions at any scale to its clients. Indeed, for its own mission-critical hosted cloud services, the company relies on Lenovo and Intel technology.

Roberto Sebastián López, Managing Director of IaaS365, comments, “Being a Lenovo Channel Partner provides enormous advantages, including personalized online technical support, access to marketing funds to boost sales, training promotions and certifications, and, above all, financial incentives in deals that we work on together.”



“Our experience with the Lenovo supply chain could not be more positive. Lenovo has always met our clients’ expectations for quality and speed of delivery, which means we can migrate or renew their platforms with almost zero disruption.”

IaaS365

Roberto Sebastián López,
Managing Director, IaaS365

Benefits for Lenovo Channel Partners

- In a competitive market, Lenovo financial incentive programs help close sales faster
- Openness and compatibility of Lenovo solutions align perfectly with clients’ heterogeneous environments
- Robust Intel® technology, backed by exceptional Lenovo build quality, gives clients full confidence to run mission-critical systems
- Lenovo’s focus on innovation helps IaaS365 meet its clients’ modernization needs

Lenovo

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