

Partner reference
Finland

Prog-It

Solving client
challenges with
support from Lenovo.

Lenovo Smarter Infrastructure Solutions

Prog-It draws on its Channel Partner relationship with Lenovo to maximize new business opportunities, working with Lenovo sales and technical pre-sales teams to build the best possible solution for clients.

Ossi Rajala, Sales Manager, confirms: **“Responsive support from Lenovo is crucial to winning deals, as clients always want answers fast. We’re in touch with the local Lenovo team on almost a daily basis and consider them a valuable asset for our team.”**

The depth and breadth of Lenovo’s data center solution portfolio, backed by Intel® technology, ensures that Prog-It can cater to the diverse needs of its clients. Regular co-marketing activities, meanwhile, help to raise Prog-It’s profile and attract new clients.

Benefits for Lenovo Partners

- Close collaboration on sales opportunities with expert advice and guidance from Lenovo
- Open communication channels; direct access to Lenovo team
- Responsive support services
- Regular co-marketing opportunities including joint campaigns
- Industry-leading reliability for data center workloads with Lenovo and Intel® technology
- Transparent equipment availability and shipping information



“One of the most important things we look for in a partner is open communication. We always know who to turn to at Lenovo, and they are always ready to help.”



prog-it

Ossi Rajala, Sales Manager,
Prog-It



Lenovo