

Partner reference
South Africa

Technology Corporate Management

Teaming up for sales success in
South Africa.

Lenovo Smarter Infrastructure Solutions

Technology Corporate Management (TCM) is one of South Africa's largest privately-owned IT companies, focused on providing value-added products, services, and solutions.

TCM has been a Lenovo Channel Partner for many years and works closely with Lenovo as an extension of its own sales team. Etienne Smith, Executive Manager for MidMarket Sales, TCM: "Having a strategy which is aligned with Lenovo's channel-centricity is a huge advantage in our sales approach. Their expertise and support undoubtedly help us to engage meaningfully with our customers, creating the opportunity to present solutions to address their business needs. The synergies within the TCM and Lenovo partnership enables the seamless unlocking of value for customers across all sectors."

What's more, Lenovo's strategic alliance with Intel® means that TCM benefits from early access to the latest Intel® Xeon® Scalable processors and innovations—enabling the company to deliver cutting-edge solutions to its clients.



"Lenovo do not take the partnership lightly. They are always available to help us in any way they can, complementing our capabilities to support our clients. They are fully committed to the Channel Partner model."



Etienne Smith, Commercial Sales Executive,
Technology Corporate Management

Benefits for Lenovo Partners

- Global reach and capabilities
- Extensive product portfolio; highly reliable data center solutions
- Strategic alliance with Intel® ensures early access to the latest Intel® Xeon® Scalable processors
- Guarantee that Lenovo will never go direct to the customer without consulting Channel Partners
- Responsive support services
- Access to senior executives
- Ample training and certification opportunities

