

Partner reference
South Africa

Tectight Enterprise Technologies

Delivering customized
IT solutions to South
African enterprises.



Lenovo Smarter Infrastructure Solutions

Tectight Enterprise Technologies has been providing its growing client base with specialized IT services since 2010. The strength of the company is in customizing solutions to meet clients' changing requirements. Since its foundation, Tectight has partnered with Lenovo to deliver reliable data center solutions, powered by the latest Intel® Xeon® Scalable processors.

Paul Fanaroff, Head of Sales, says: **“The trust and confidence we have in Lenovo makes for a true partnership. We have a great personal relationship with the local team. Whatever we need, we know that we can pick up the phone and speak to someone who can help.”**

For Tectight, the ease of doing business with Lenovo sets it apart from other vendors. **“We have direct access to everyone from system engineers to senior leadership,”** says Fanaroff.



“Lenovo’s company culture is less hierarchical than that of other vendors we work with, making it quicker and easier to get the right support.”



TECTIGHT
ENTERPRISE TECHNOLOGIES

Paul Fanaroff, Head of Sales,
Tectight Enterprise Technologies

Benefits for Lenovo Partners

- Strong commitment to partner success
- Close teamwork
- Responsive support services
- Direct access to senior leadership
- Reliable data center solutions powered by Intel® Xeon® Scalable processors
- Flexible pricing
- Attractive financial incentives
- Regular training opportunities

intel.

Lenovo