

Partner reference
Netherlands

IRENT.systems

Providing rented
on-premises solutions to
create flexibility within data
centres.

Lenovo Smarter Infrastructure Solutions Channel Partner Program: Open choice

The business of IRENT is built around the concept of flexibility and stability. The rental company offers short- and long-term rental solutions for high-end server, storage and networking equipment. Customers choose IRENT's rental solutions in case of a Proof of Concept, a Hardware as a Service request or in case of an escalation in the data center.

Offering flexibility and stability is key. IRENT therefore offers IT infrastructure in the form of OpEx solutions for periods ranging from a week to several years. IRENT can deliver solutions within 24 hours everywhere in Europe and can be reached 24x7.

Sander van Laar, Alliance Manager for Lenovo at IRENT.systems, says:
"Lenovo was the first vendor to offer Intel® Optane™ memory for systems dedicated to SAP HANA, helping our clients achieve unprecedented performance."



"With Lenovo hyperconverged solutions, we can choose the exact server configuration we need, and then purchase the software directly from the software vendor— there's no obligation to source everything from Lenovo."

iRENT
.systems

Sander van Laar, Alliance Manager for Lenovo,
IRENT.systems B.V.

Benefits for Lenovo Channel Partners

- Open solutions and flexible configurations give full flexibility to partners and their clients.
- Lenovo puts the channel first, maximizing the profit share for partners.
- Lenovo's strategic relationship with Intel brings new technologies to market faster.
- Powerful configuration tool shows real-time stock and estimated delivery dates, helping partners meet client deadlines.
- Lenovo field representatives are empowered to make financial decisions, accelerating deals.

Lenovo

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