

Mission Acquisition




(Powered by NCB)

Objective: To motivate our Channel Team and Lenovo Sellers to further collaborate on winning new Acquisition business

Eligible Partners

All Channel Partners (new!)

Q3 Changes

Current Program		Effective July 1, 2024
3% (IDG) 3% (ISG)		5% (IDG) 10% (ISG)
Back End Rebate		Up Front Discount
IDG Led		Both IDG & ISG

Other Changes

- Automation around customer qualification (no need to submit lists!)
- Partners able to search customers via LBP
- Authorized and Silver partners now eligible to participate