

# Lenovo OEM-led POC Program



- Opportunity must be validated by Smart Collab Opportunity owner and/or Microsoft TEAMS BDM
- Customer must be equipped with proper TSM and MTR licenses prior to device shipment
- Limited # of POC units available – first come, first serve basis

## 15 Room Opportunity

- 1 Free Room Kit

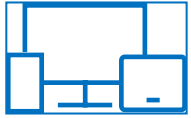
## 50 Room Opportunity

- 2 Free Room Kits
- ThinkSmart Manager Premium

## 100 Room Opportunity

- 3 Free Room Kits
- ThinkSmart Manager Premium

# TEAMS ROOM DEPLOYMENT PROGRAM (OEM-LED POC)



## Teams Rooms POC

OEM funds for Teams Device Deployment via PoC to drive a new customer acquisition or a room expansion

### PoC Requirements:

- The customer has a minimum of 15 conference rooms and/or meeting rooms.
- Includes a 15-50 days customer engagement, providing hands-on experience in a conference room, either in a test or working environment.

Globally available

Eligible Device: Teams Rooms on Windows and Teams Rooms on Android

\*Please work with account teams for the customer opportunities.



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