

Partner reference  
Portugal

# Nexllence

Achieving rapid growth in a highly challenging and competitive market.

## Lenovo Smarter Infrastructure Solutions

Founded in 2020, Nexllence has expanded quickly, providing innovative digital solutions and expert services to public and private-sector clients in Spain and Portugal.

Partnering with Lenovo has been an important part of this success, as Luis César Correia, Business Unit Manager, explains: **“Lenovo provides solutions with proven world-class performance and reliability, ideal for supporting our clients’ ambitious digital transformation projects. The Lenovo and Intel names inspire great confidence with sales prospects: they know they are getting high-quality, low-risk infrastructure.”**

The partnership enables Nexllence to offer Lenovo solutions at competitive prices, helping to differentiate proposals from those of rival sellers. When companies that have framework agreements with Lenovo launch tenders, Nexllence receives the news early and can pitch offerings and start sales conversations before other vendors.



“When our clients want to trial prototype applications, Lenovo will lend us servers and storage to support the testing process at no extra cost. Often, this helps us to make sales further down the line.”



Luis César Correia, Business Unit Manager,  
Nexllence

### Benefits for Lenovo Partners

- Offers valuable resources to maintain momentum during sales engagements
- Lenovo and Intel® names resonate well and generate trust with potential clients
- Attractive pricing structure often makes the difference in securing lucrative contracts
- Opens door to new sales opportunities with long-term Lenovo users
- Financial rebate model helps to protect profit margins
- Quick access to expert technicians and spare hardware components

The Intel logo, consisting of the word "intel" in a white, lowercase, sans-serif font, set against a blue square background.

The Lenovo logo, consisting of the word "Lenovo" in a white, sans-serif font, oriented vertically on a purple rectangular background.