

# Enabling **circular tech**, supported by Lenovo

## Foxway

Interest in sustainable technology is growing, and so is demand for Foxway's pioneering circular tech services. To answer its customers' needs and win new opportunities, Foxway joined the Lenovo 360 for TruScale framework and leverages Lenovo TruScale Device as a Service with its own innovative software and services layered on top.

### Customer Problem

More organizations are looking to move away from traditional IT procurement to the as-a-service model. How can Foxway ensure that it continues to deliver the highest possible level of service to an ever-growing customer base?

### Lenovo Solution

Lenovo 360 for TruScale is a channel-centric framework that invests in partners' Everything as a Service success, by maximizing their earnings, driving demand, and deepening their expertise.

### Business Impact

By unleashing the power of Lenovo 360 for TruScale, Foxway can offer comprehensive DaaS solutions to more companies, serve its customer base more flexibly, and increase earnings.



“We have already closed one deal through the Lenovo 360 for TruScale framework together with Lenovo, and we're confident that this framework will open many more doors in the months and years to come.”

**Lasse Mørk-Andersen**

Director Customer Acquisition, Foxway



Simple go-to-market framework



Flexible delivery model



Cost-efficient subscription fee

