

Lenovo Sales Transformation

Lenovo Bid Platform

Topic: Create and Manage Deal Registrations

Lenovo™

Deal Registration (DR) is available in LBP via single sign-on through the Partner Hub

Get a quick view of active changes in the Partner Hub, then go to LBP to manage and create deal registrations

Deal Registration Navigation in the Partner Hub:

The screenshot shows the Partner Hub navigation menu. The 'Sales' tab is highlighted. Under 'Deal Registrations', there are links for 'Register a PCSD Deal' and 'Register a DCG Deal', both with 'Go To LBP' callouts. Under 'Bid Requests', there are links for 'Create a PCSD Bid Request' and 'Create a DCG Bid Request'. Below these are 'Sales Performance Dashboard', 'Leads from Lenovo', and 'Defective On Arrival'. At the bottom, 'Company Sales Summary' shows '6 Deal Regs' and '5 Pending action', with 'Go To LBP' callouts for both. 'Bid Requests' shows '35 Pending action'.

The screenshot shows the 'Deal Registrations' page. It has tabs for 'My Deal Regs' and 'Company Deal Regs'. A 'Go To LBP' callout points to the 'Active Deal Registrations' link. A 'Register Deal' button is also present. Below is a table of 'Pending action (5)' deal registrations.

ID & Deal Reg name	End customer	Reseller	Expiry Date	Value	All status	Next Step
DRDED00000004 Deal Registration Test	SPA	IIIIINET AAA	24 May 2020	EUR 100000.00	Approved Updated on 24 Apr 2020	Create a Bid request
DRDED00000003 Italy Deal Reg Test	WIPRO LIMITED	IIIIINET AAA	06 May 2020	EUR 10000.00	Approved Updated on 24 Apr 2020	Create a Bid request
DRDED00000002 DM7000 test	ADOBE SYSTEMS ITALIA SRL	ESPRINET SPA		EUR 100000.00	Rejected Updated on 31 Mar 2020	

The Navigator Pane is used to move throughout LBP

Use the Navigation Panel to Create new Deal Registration or search for existing Deal Registrations which you own

The image shows the Lenovo Bid Platform interface. On the left is the Navigator Pane with a 'Hide Navigator' button. The main content area is divided into two sections:

- Top Section (End Customer Information):** Contains fields for End Customer Name/BPID, Country (Italy), National ID, City, ZIP Code, Street, and VAT #. There is also a Domestic DUNS field and a Search button.
- Bottom Section (My Deal Registration):** Contains search filters for End Customer Name, Deal Registration Name, Deal Registration Number, Deal Registration Status, Approved Date From, Approved Date To, and Created By. It also has a 'Request Type' dropdown and a 'Show Multiple Account With The Same Deal Reg N...' checkbox. Below the filters are Search and Export buttons and a table of deal registrations.

01

Use the switch button to toggle between PCSD and DCG

02

Hide the navigator when you need more room to display information

03

The disclaimer may change based on your market and BG

04

Create a new Deal Registration from the Navigator (details on following slides)

05

Search for an existing Deal Registration (details on following slides)

End Customer Results

Look carefully for your customer... try to use different searches in case names or addresses are stored differently.

Action	End Customer Name	BP ID	Address	National ID	VAT #	State/Province/Country	Domestic DUNS	Type	Status
DRDE00000006 pending	SYSTEMS ITALIA SRL	1213650032	Via Colleoni, 5 Pal. Taurus A3 Agrate Brianza 20041			RC	655511855		
Register Deal	MONSANTO AGRICOLTURA ITALIA SPA	1213792217	Via Felice Casati 20 Milano 20124			MI		GA	
Register Deal	ALCON ITALIA SPA	1215469940	Viale Giulio Richard 1/B Milano 20143			MI	432667715	GA	
Register Deal	COCACOLA HBC ITALIA SRL	1212275198	PIAZZA IINDRO MONTANELLI 30 SESTO SAN GIOVANNI 00000			MI	428450964	GA	
Not Available to Register	LIA SPA	1213264431	STR DELLA CEBROSA Torino 10135			TO	429498132	MM	
Register Deal	PWC STRATEGY & ITALIA SRL	1213580116	please add address info Rome 00010			RC	433523897	GA	
Register Deal	COCACOLA ITALIA SRL	1213780236	Via Nazario Sauro 38, Sesto San Giovanni Milan 20099			MI	431564111	GA	
Register Deal	TAKEDA ITALIA SPA	1213800098	Via Elio Vittorini n. 129 Rome 00144			RM	428899058	GA	
Register Deal	FONDAZIONE IBM ITALIA	1215261145	VIA DEI LUCCHESI 26 ROMA 00000			MI	338296692	GA	
Register Deal	MICHELIN ITALIANA S.A.M.I. SPA	1212274144	CORSO ROMANIA 546 TORINO 28001			RC	428698179	GA	

01

Matches to your search are displayed in a list. There may be several pages of results: look through all results to identify the customer you are looking for

02

Customers that have existing Deal Registration activity or a special states are displayed with colors as follows:

- **Red** = Blocked, Customer not available for DR
- **Yellow** = Registered by others, possibly request an Investment review
- **Green** = Registered by you, your company has an existing deal reg for this customer
- **Blue** = Pending for you, another DR is in pending status for your company for this customer
- **Grey** = Pending for others, another DR is in pending status for another company

03

If your company already has a DR or a pending one, the number is shown so you can open it and check the details

04

Some customers may be blocked from Deal Reg. You will see this message if no DR is possible

Creating a New Customer

If you need to create a new customer request, be careful! Lenovo may reject your request if it is a duplicate.

CREATE END CUSTOMER

Name *	Country	City *
Dave's Banking	Italy	Rome
ZIP Code *	Street *	VAT# *
12345	The Avenue	IT0000000000
Company Phone#	Company Web Add.	State/Province/County
Please Input	Please Input	

Cancel Submit

01

Complete all of the mandatory fields marked with a red asterisk (*). Note that in some countries the VAT number (tax reference) may be mandatory

02

After pressing Submit LBP will check the address details you have entered to standardize formats. It is recommended that you accept the standardized version of the address but you can still select the version as you entered it if you prefer

Which address do you want to use for the submission?

Standardized address format THE AVENUE ROME 12345
Address you entered The Avenue Rome 12345

Cancel Confirm

2

Request Type: New Request

End Customer: Dave's Banking Pending

End Customer Address: THE AVENUE ROME 1

3

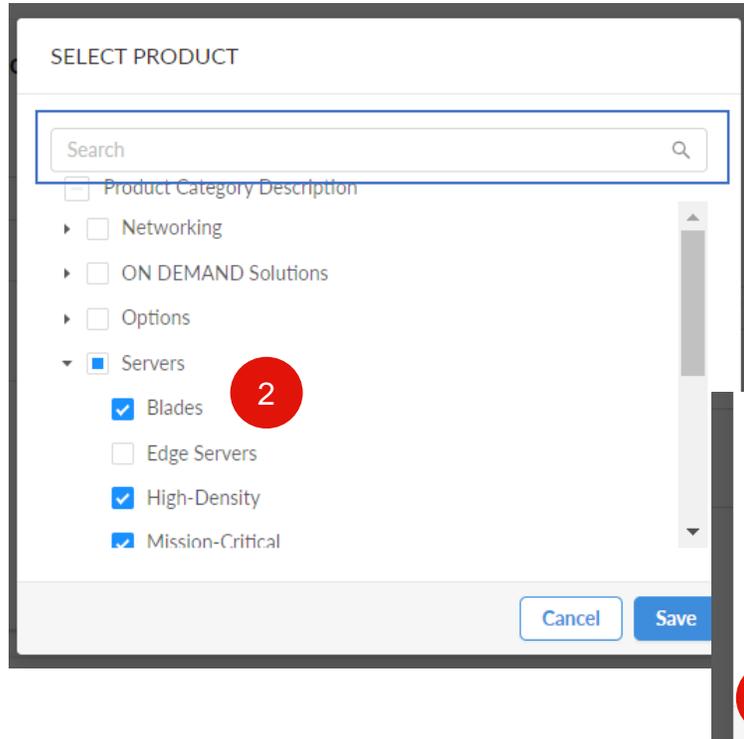
03

Important: you can immediately proceed with your Deal Registration request after this. You do not have to wait for Lenovo to approve. However, while Lenovo is checking your request you will see a "Pending" status flag against the customer's name in Deal Registrations and Bid Requests. This is to remind you that **it is still possible that Lenovo could reject your request... if this happens then all Deal Regs and Bid Requests that used that end customer will be Rejected or Withdrawn!**

Note: Lenovo can take up to 48 hours to process a new customer request. Until then it will be in Pending status and may be rejected

Select a Product for your Deal Registration

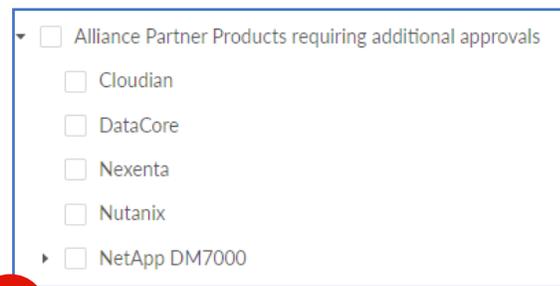
Use the Product Category description to refine your product search.



1

2

3



01

Search the product name in the **Search** box. Or just expand/collapse the categories as needed

02

Where multiple levels of product category are shown, you can select at either level or a combination (here Servers were selected and then one type of server deselected)

03

Strategic Alliance Enablement products that require additional approvals by other vendors are shown in the last section. If you select one or more of these you will be required to complete an additional form of information required by the alliance partner

Resellers may need to select a Distributor

Any T1 Corporate Reseller will need to select if they are choosing to sell directly or through a Distributor.

Deal Registration Detail Information

Are You Proposing Competitor's Product(S)? * Yes No

Are You Replacing Competitor's Product(S)? * Yes No

Add Product **Remove All**

Reseller Name
Lenovo Test

Distributor
T1D_PCSD_US

1

Resellers must select a **Distributor**.

Deal Registration Detail Information

Are You Proposing Competitor's Product(S)? * Yes No

Are You Replacing Competitor's Product(S)? * Yes No

Total Deal Registration Value

Action	Product Category	Category Quantity	Category Revenue	Additional Approval
	ThinkPad	200	400000	N
	Yoga	300	600000	N
Total Quantity: 500		Total Revenue: 1000000		

Reseller Name
Lenovo Test

Do You Want To Purchase Via Distribution? * Via Distribution Direct

Distributor
T1D_PCSD_US

Distributor
Tech Data Product Management, Inc.

2

Tier 1 Corporate Resellers must decide whether they will be selling **Directly** or via a **Distributor**. If via a Distributor they must select them at this stage. They cannot change this later.

Distributors will need to search for and select a Reseller

Users can search for Reseller through Name, BPID or Address details.

1

RESELLER INFORMATION ✕

Name/BP ID*	Country	City
<input type="text" value="1213379140"/>	<input type="text" value="US"/>	<input type="text"/>
Post Code	Street	
<input type="text"/>	<input type="text"/>	

T2 Reseller Name	T2 Reseller Address	BP ID	Signed SBO
<input checked="" type="radio"/> Shi International Corp.	290 Davidson Ave	1213379140	Y

< 1 >

1

Distributors must select a **Reseller Name** for their Deal Registration.

Search for the Reseller by BPID or address ID.

Once found, select the Reseller and click **Add**.

Search and Filter Deal Registration

The following slides cover the actions on a Deal Registration. Search and find all the related Deal Registration information using this functionality.

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PCSD DCG

- Create New Bid Request
- My Bid Requests
- My Leads
- Create Deal Registration
- My Deal Registration**
- New Customer Bonus
- Bonus Apply

My Deal Registration

End Customer Name

Deal Registration Name

Deal Registration Number

Deal Registration Status

Approved Date From

Approved Date To

Created By

Request Type

Distributor Name

Show Multiple Account With The Same Deal Reg Nu

Action	Deal Registration Number	Deal Registration Name	Created By	End Customer	Deal Reg
Action	DRPN200000022	NIT_IND_E2E07 1225007	PARTNERPORTAL:1300000427219	Unified Court System of New York State	
Action	DRPN200000021	NIT_IND_E2E01 1225009	PARTNERPORTAL:1300000427219	Turning Point of Central California, Inc.	
Action	DRPN200000010	NIT_IND_E2E01 1220V1	PARTNERPORTAL:1300000427219	EX_E2E01_1218001	
Action	DRPN200000009	testing hierarchies	PARTNERPORTAL:1300000427219	Citrus Community College District	

01

Click the **My Deal Registration** tab on the left Navigation panel.

Use the various filters to quickly and easily find the deal reg you are looking for

02

Use the dropdown selector to help refine the search results (e.g.,– **Deal Registration Status - Approved**).

03

The results according to the search criteria will be displayed.

Click the Deal Reg Number to open and view the Deal Reg

Create Bid Request from Deal Registration (1 of 2)

Create a bid request after a Deal Registration is approved using this functionality.

Search Export

Action	Deal Registration Number	Deal Registration Name	Created By	End Customer
Action	DRPN200000022	NIT_IND_E2E07 1225007	PARTNERPORTAL:1300000427219	Unified Court System of New York State
Action	DRPN200000021	NIT_IND_E2E01 1225009	PARTNERPORTAL:1300000427219	Turning Point of Central California, Inc.

New Bid Request

Bid Request Information

Bid Request Name: Deal Reg Test

Sub Type: Approval_Need_IsTrue

Pricing Grid: PCSD NA

Country Of Bid Request: US

Deal Registration Selection

Deal Reg	Description	Category	Reseller Name	Created Date	Expire Date	
<input checked="" type="radio"/>	DRPN200000021	NIT_IND_E2E01 1225009	Yoga	Lenovo Test	12/25/2019	01/04/2020

Cancel Save

01

Click the **Action** drop-down button and select the **New Bid Request** option to create a bid request from an approved Deal Registration.

02

Enter the bid request information and click the **Save** button to save it.

Create Bid Request from Deal Registration (2 of 2)

Create a bid request after a Deal Registration is approved using this functionality.

PCSD DCG

Create New Bid Request

My Bid Requests

My Leads

Create Deal Registration

My Deal Registration

New Customer Bonus

Bonus Apply

Disclaimer
Prices are estimated buy prices and are for guidance purposes only, these do not include local value added tax. If you are a reseller buying from distribution your distributor sets their own prices which are likely to differ from those mentioned here. Contact your Lenovo distributor to check prices and stock availability as well as their terms and conditions.

Deal Reg Test [✎](#) PCSD BRPND000002969

A lovely day for a Bid Request

End Customer Name: N/A	Pricing Grid Name: PCSD NA	Status: Draft
End Customer Segment: SMB	Sub Type: ANN	Country: US
End Customer CRM ID: 1214691341	Created Date: 12/30/2019	Created By: test1test2
Bid Request Source: Distributor Initiated	Last Modified Date: 12/30/2019	Last Modified By: test1test2
Deal Registration Used: DRPN200000021	Copy From Bid Request Id: N/A	Bid Request Expiry Date: 12/31/2020 00:00:00
Lead Id: N/A	Validation Status: Successful	Contract End Date: 12/31/2020 00:00:00
Sales Representative: zhangqw6	Sales Representative Email: zhangqw6@lenovo.com	

[^ Show Less](#)

Total Channel Price: 0 USD

Total Final Price:

Minimum Value:

[Configurator](#) [Add Product](#)

Bid Request Line Items

03

The bid request is now created.

Extend a Deal Registration (1 of 2)

Extend the expiration date for a Deal Registration to keep it active using this functionality.

Action	DRPND00000002	Deal_Registration_1224
Action	DRPN200000002	test 6882 again
Action	DRPND000000001	new_deal_registration_name

New Bid Request | Withdraw | **Extend**

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Deal: DRPND000000001

Extension Reason *

Submit Cancel

01

Click the **Action** drop-down button followed by clicking the **Extend** button.

02

Enter the reason for extension in the **Extension Reason** field and click the **Submit** button.

You can only extend a DR once... after one extension you must submit a new request after the old one has expired

Extend a Deal Registration (2 of 2)

Extend the expiration date for a Deal Registration to keep it active using this functionality.

Deal Registration Basic Information

Deal Registration Name: new_deal_registration_name	Deal Registration Number: DRPND00000001	Deal Registration Status: Approved
Deal Registration Description: qqqqw	Business Unit: PCSD	Deal Extension Status: Extension Submitted
End Customer: new_deal_reg_1224	Country: US	Created By: test1 test2
End Customer Address:	Currency: USD	Created Date: 12/24/2019
Partner Account: Lenovo Test	Request Date: 12/24/2019	Last Modified By: test1 test2
Request Type: New Request	Expiry Date: 01/03/2020	Last Modified Date: 12/30/2019

03

Once the extension is submitted, the **Deal Extension Status** changes to **Extension Submitted**.

Deal Registration Basic Information

Deal Registration Name: new_deal_registration_name	Deal Registration Number: DRPND00000001	Deal Registration Status: Approved
Deal Registration Description: qqqqw	Business Unit: PCSD	Deal Extension Status: Extension Approved
End Customer: new_deal_reg_1224	Country: US	Created By: test1 test2
End Customer Address:	Currency: USD	Created Date: 12/24/2019
Partner Account: Lenovo Test	Request Date: 12/24/2019	Last Modified By: SYSTEM LBP
Request Type: New Request	Expiry Date: 04/02/2020	Last Modified Date: 12/30/2019

04

On approval of the extension, the **Deal Extension Status** changes to **Extension Approved**, and the **Expiry Date** of the Deal Registration is updated to a later date.

thanks.

Different is better

