

Smarter technology for all

Lenovo Bid Platform

USER GUIDE | August 16th 2021



What is Bid Portal



Take off the shelf TopSeller products for next day delivery or create your own configuration



Keep your business moving quickly!

You can receive a Lenovo quote just in two minutes, with instant approval on almost all bids



Build your solution!

Complete with Lenovo Premier Services and best-selling Accessories or Monitors



Safeguard your hard work!

It's easy to get New customer bonus or protect your project with Deal Registrations

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Let's get Started

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Build your Config

1. [Create a CTO](#)
2. [Add accessories or monitors to CTO](#)
3. [Amend a CTO](#)

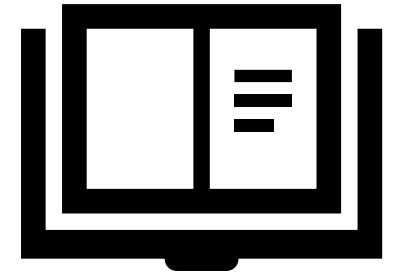
Get More

- Deal Registration
1. [Raise a DR](#)
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- New Customer Bonus
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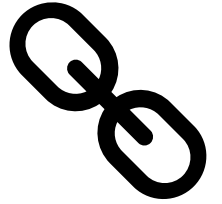
Learn more

1. [FAQ's](#)
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Lenovo Partner Hub

Landing page



Home Sales Products & Services Solutions Marketing Programs & Training Help

PCSD
As of: 31-Dec-2020

4Q20
(01-Oct-2020 - 31-Dec-2020)

QTD Rebates Earned QTD Accessories Attach Rate QTD Services

GBP

Quick Links

- * Deal Registrations
- * Bid portal

Company Sales Summary ▾

66 Deal Registrations [🔗](#)

0 Bid Requests [🔗](#)

Leads [🔗](#)

PCSD DCG

Create Bid Request



Customer



Manage Product



Request Price



Finalize Bid



Send to Distribution

Raising a bid

The screenshot shows the Lenovo sales portal interface. At the top, a navigation bar includes links for Home, Sales, Products & Services, Solutions, Marketing, Programs & Training, and Help. Below this, a dashboard displays various metrics such as 'QTD Rebates Earned' and 'QTD Accessories Attach Rate'. A red callout box on the right side of the dashboard states: 'Choose which bid to create; PC or Data Centre'. The 'Sales' menu is open, showing options like 'Deal Registrations', 'Bid Requests', 'Register a PCSD Deal', 'Register a DCG Deal', 'Sales Performance Dashboard', and 'Leads from Lenovo'. The 'Create a PCSD Bid Request' option is highlighted with a red box, and a red arrow points to it from the callout box.



Select a customer

End Customer Information

Name & Address Search ⓘ

End Customer Name *

abbey

Street **1)** Search your end customer using one or two names

Please Input

City

Please Input

Postal Or Zip Code

Please Input

State/Province/County

Please Input

2)

3) Select the correct account

| | End Customer Name | ID | Address | Type | Sales Rep |
|-----------------------|-------------------|------------|----------------------------------|------|-------------------------|
| <input type="radio"/> | test | 1216026686 | 8 Robins Grove Crescent GU46 6PT | SMB | Details |

Note: If creating a **New End User** please ensure you have all the information including **VAT number**
Web address

4)



Add Products

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

Please select **Add Product** for any **Topseller models**

You can navigate through the menus to find a product

Or

You can paste a PN into 'Search Guidance'

Search Guidance

Starting typing PN in here / or paste PN

Stock Available

PRODUCT CATEGORY

 Laptops >

 Tablets >

 Desktops & AIOs >

 Workstations >

PRODUCT HIGHLIGHTS



Add products and include services, accessories and visuals

To see more product content and build your own solution

Product Offers 2) [Add to List](#) [Compare](#)

| <input type="checkbox"/> | Part Number | Estimated Reseller Price | Description | Processor | Memory | Storage | Graphics | Base Warranty | Screen Size | Battery |
|-------------------------------------|--|--------------------------|-----------------------------|---|-----------------------------------|------------------------------------|-------------------------------|---------------|---|---------------|
| <input checked="" type="checkbox"/> | 20QR0026UK Service Bundle | £1,895.20 | Notebook WS P73 I7 16 G 10P | Intel Core i7-9750H (6C / 12T, 2.6 / 4.5GHz, 12M B) | 2x 8GB SO-DIMM DDR 4-2666 non-ECC | 512GB SSD M.2 2280 PCIe NVMe Opal2 | NVIDIA Quadro T2000 4GB GDDR5 | 3-year, Depot | 17.3" FHD (1920x1080) IPS 300nits Anti-glare, 72% Gamut | Integrated 9h |

[Show Recommended Service, Accessory & Monitor](#)

| | Part Number | Description | Review |
|-----------|-------------------------------------|---|--------|
| Service | <input checked="" type="checkbox"/> | 5Y Premier Support Upgrade from 3Y Onsite | 5 |
| | <input type="checkbox"/> | 4Y Premier Support Upgrade from 3Y Onsite | 4 |
| | <input type="checkbox"/> | 3Y Premier Support Upgrade from 3Y Onsite | 3 |
| Accessory | <input type="checkbox"/> | 4X20E50582 ThinkPad 170W AC Adapter (slim tip) - UK/Hong Kong/Malaysia | 0 |
| | <input type="checkbox"/> | 4X40N72081 Lenovo Passage Backpack | 0 |
| | <input type="checkbox"/> | 4XE0N80914 Kensington MicroSaver 2.0 Cable Lock from Lenovo | 0 |
| Monitor | <input checked="" type="checkbox"/> | 61C9KAT1UK ThinkVision S22e-19 21.5-inch LED Backlit LCD Monitor | 0 |
| | <input type="checkbox"/> | 61C2GAR1WL ThinkVision X1 (2nd Gen) 27-inch Thunderbolt 3 LED Backlit LCD Monitor | 0 |
| | <input type="checkbox"/> | 61F7MAT2UK ThinkVision T24i-20 23.8-inch FHD Monitor | 0 |

You can view the top recommendations



Add items to your list

The screenshot shows a product page for a 'NoteBook TP T14 G1 I5 8G 10P 20S00043UK'. The page includes a product image, specifications, price (£947.60), and an 'Add to List' button. A 'Services' section is highlighted with a red box, showing a '5Y On-site upgrade from 3Y Depot/CCI' for £169.95. A bottom navigation bar contains 'Configuration', 'Services', 'Accessories', and 'Monitor', with 'Services' highlighted. A red arrow points from the 'Services' section to the 'Services' tab in the navigation bar. Another red arrow points from the 'Add to List' button in the product page to the 'Add to List' button in a separate red-bordered box at the bottom right.

This page gives you all the information about the device, including which accessories are compatible

Remember to add accessories to your list



Add to List



Add your list to your bid

Add alternatives to the list to provide customers with multiple options

The screenshot shows a bid management interface. At the top, a navigation bar contains buttons for 'Return', 'My List', 'Profile', and 'United Kingdom'. Below this, a 'My List' modal is open, displaying a table of items. A red box highlights the 'Add Items to Bid' and 'Return to Bid' buttons. A red arrow points from the 'Add Items to Bid' button to the 'Add Alternative' link in the table. Below the modal, three service options are shown: '5Y On-site upgrade from 3Y Depot/CCI' (£169.95), '4Y Premier Support Upgrade from 3Y Depot/CCI' (£174.07), and '5Y Premier Support Upgrade from 3Y Depot/CCI'. A 'My Services' popup is also visible, showing a table of services and an 'Add to List' button highlighted with a red box. A red arrow points from the 'Add to List' button in the popup to the 'Add Items to Bid' button in the modal.

| Part Number | Brand/Description | Estimated Reseller Price | Remove |
|-------------|--|--------------------------|--------|
| Service | 5Y Premier Support Upgrade from 3Y Depot/CCI | £259.56 | |
| 20500043UK | NoteBook TP T14 G1 I5 8G 10P | £947.60 | |
| Service | 5Y Premier Support Upgrade from 3Y Depot/CCI | £259.56 | |

| Support Type | Estimated Reseller Price |
|---|--------------------------|
| 5Y On-site upgrade from 3Y Depot/CCI/5WS0A23078 | £169.95 |
| Estimated Total | £169.95 |

Quick search for PNs

Back Configurator Add Product Request Price

Bid Request Line Items

Quickly search and add products here

Disclaimer: It is your responsibility to ensure that any products that you select using the Add Products or Product Catalog functions are compatible with your selected system unit.

| Part Number | Description |
|-------------|--------------------------------|
| 20T00073UK | NB TP T14s G1 I7 16G 512G 10P |
| 20T0001TUK | NoteBook TP T14s G1 I5 16G 10P |
| 20T00074UK | NB TP T14s G1 I5 16G 256G 10P |

If you know the PN already, you can paste it here or start typing the PN



Submit bid for approval

| <input type="checkbox"/> | PN | Category | Description | Estimated Reseller Unit Price | Estimated Reseller Price | Requested Quantity | Request Reseller Unit Price | Estimated Final Unit Price | Total Estimated Final Price | Dist Inv |
|--------------------------|---------------------|--|---------------------------------------|-------------------------------|--------------------------|--------------------|-----------------------------|----------------------------|-----------------------------|----------|
| <input type="checkbox"/> | 20T1001VUK ■ | Laptops / ThinkPad / ThinkPad T Series / ThinkPad T14s Gen 1 (Intel) / 20T1 | NoteBook TP T14s G1 I5 8G 10P | 1,315.52 | 39,465.60 | 30 | 1300 | | | ● |
| <input type="checkbox"/> | 5WS0T36204 ■ | Services / ThinkPlus / Warranty / Warranty Upgrades | WARRANTY 5Y Premier Support | 321.85 | 9,655.50 | 30 | | | | ● |
| <input type="checkbox"/> | 61C2GAR1WL ■WDFM | Monitors / ThinkVision / ThinkVision 27 Inch - 30 Inch / ThinkVision X1 (2nd Gen) / 61C2 | X1Gen2(A182 70UX0)27inch Monitor-HDMI | 992.38 | 29,771.40 | 30 | | | | ● |

Request Price

Don't forget to submit for approval

Remember to **amend your quantities** and request a unit price

All pricing on the LPH is estimated

● Free stock in the channel
■ Low stock

Create Bid Request



Customer



Manage Product



Request Price



Finalize Bid



Send to Distribution

Send bid to distribution

| | |
|------------------|---|
| Distributor Name | <input checked="" type="checkbox"/> INGRAM MICRO UK LTD |
| | GB |
| Inventory | ■ |
| Order QTY | <input type="text" value="44"/> |
| Inventory | ■ |
| Order QTY | <input type="text" value="44"/> |

Select Distributor and submit

This generates an **orderable contract**

You must chase distribution for your bid

You can build a quote for your customer with the ability of adding your mark-up

Share With Distributors

Add Discount Code

Export

Confirm Bid Request

Request Sales Rep Bid

SHARE WITH DISTRIBUTORS ✕

| <input type="checkbox"/> | Distributor Name | Contract Country |
|-------------------------------------|---------------------|------------------|
| <input checked="" type="checkbox"/> | INGRAM MICRO UK LTD | GB |
| <input type="checkbox"/> | Tech Data Limited | GB |
| <input checked="" type="checkbox"/> | Exertis UK Ltd | GB |
| <input type="checkbox"/> | Westcoast Limited | GB |

Select Discount Code

✓ New Customer Bonus NCB22e695348eed49...

Add your **New Customer Bonus or StarSeller** voucher

To request a price review. Not available SMB and bids of small size

This will only send your pricing NOT a contract
You must chase distribution for your bid

Need to generate a contract?

The screenshot shows a bid request management interface. A 'SHARE WITH DISTRIBUTORS' dialog box is open, listing 'INGRAM MICRO UK LTD' as a distributor with contract country 'GB'. The dialog has 'Cancel' and 'OK' buttons. Below the dialog, a table lists products with columns for Product, Description, and Approved Bid Qty. The first row shows a product with description 'Notebook ThinkPad X1 Carbon G8' and a quantity of 10. The second row shows 'WARRANTY 3Y Premier Support' with a quantity of 10. At the bottom of the interface, there are buttons for 'Share With Distributors', 'Add Discount Code', 'Export', and 'Confirm Bid Request'. The 'Confirm Bid Request' button is highlighted with a red box. A red arrow points from this button to the 'INGRAM MICRO UK LTD' distributor selection in the dialog box. Another red arrow points from the 'Confirm Bid Request' button to the 'Submit' button in a smaller dialog box above the table.

| Product | Description | Approved Bid Qty | Distributor Name | Contract Country |
|--------------------------|---|------------------|--|--------------------------|
| 20U9CTO1WW 5WSOT36160 | Notebook ThinkPad X1 Carbon G8 20U9CTO1W WARRANTY 3Y Premier Support | 10 | <input type="checkbox"/> INGRAM MICRO UK LTD | GB |
| | | | Inventory | <input type="checkbox"/> |
| | | | Order QTY | <input type="text"/> |

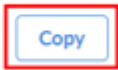
Generate a contract

* Always chase **distribution** for your contract *

Need to amend/add items to a bid?

The only way to amend your bid is to create a new one.

Simply go into the previous bid and use the **Copy** button.



To add new PNs to this bid

Back

Configurator

Add Product

Request Price

| <input type="checkbox"/> | PN | Category | Description | Estimated Reseller Unit Price | Estimated Reseller Price | Requested Quantity | Request Reseller Unit Price |
|--------------------------|------------------------------------|--|--------------------------------|-------------------------------|--------------------------|--------------------|-----------------------------|
| <input type="checkbox"/> | 20T00073UK DR Service Bundle | Laptops / ThinkPad / ThinkPad T Series / ThinkPad T14s Gen 1 (Intel) / 20T0 | NB TPT14s G1 I7 16G 512G 10P | 1,349.30 | 13,493.00 | 10 | 1200 |
| <input type="checkbox"/> | 5WS0T36204 DR | Services / ThinkPlus / Warranty / Warranty Upgrades | WARRANTY 5Y Premier Support | 259.56 | 259.56 | 1 | |
| <input type="checkbox"/> | 62A3UAT1WL DR | Monitors / ThinkVision / ThinkVision Under 20 Inch / ThinkVision M14t / 62A3 | M14t(A20140FX 0)14inch Monitor | 262.65 | 262.65 | 1 | |

Remove Request Price

Remember to amend your quantities and pricing

Searching for a bid

The screenshot displays a web application interface for managing bid requests. On the left is a sidebar with navigation options: 'Create New Bid Request', 'My Bid Requests' (highlighted with a red box), 'My Leads', 'Create Deal Registration', 'My Deal Registration', 'New Customer Bonus', 'My Discount Codes', and 'User Guide'. A red arrow points to 'My Bid Requests'. Below the sidebar is a 'Disclaimer' section.

The main content area contains several filter fields: 'T1 Distributor Name', 'End Customer Name', 'Status', 'Created By', 'Lead ID', 'Show Only My Bid Requests' (checkbox), 'Bid Sub Type' (dropdown), 'Only Show Active Bid Requests' (checkbox, checked), 'Bid Request ID' (input field with 'BRPE2000486510' and a red box), 'Bid Request Name', 'Bid Request Source' (dropdown), and 'Only Show InActive Bid Requests' (checkbox). A red arrow points from the 'End Customer Name' field to the 'Bid Request ID' field. Below the filters are 'Search' and 'Export' buttons, with a red arrow pointing to the 'Search' button.

At the bottom is a table of bid requests with the following data:

| Bid Request ID | Status | T1 Distributor | End Customer | Created Date | Expire Date | Lead ID | Pricing Grid | Total Approved Bid Request | Created By | Bid Request Name | Bid S |
|--------------------------------|----------------|---------------------|--------------|----------------------|----------------------|------------|------------------------|----------------------------|------------|------------------|------------|
| BRPE2000486510 | Price approved | INGRAM MICRO UK LTD | [Redacted] | 09-Dec-2020 13:33:40 | 08-Jan-2021 00:00:00 | [Redacted] | TopSeller Standard UKI | 14,566.30 | [Redacted] | [Redacted] | [Redacted] |
| BRPE2000485733 | Draft | [Redacted] | [Redacted] | 09-Dec-2020 11:03:54 | 31-Jan-2021 00:00:00 | [Redacted] | TopSeller Standard UKI | [Redacted] | [Redacted] | [Redacted] | [Redacted] |



Creating a CTO

1) From your bid, select **Configurator**

[Back](#)[Configurator](#)[Add Product](#)[Request Price](#)

PRODUCT CATEGORY

Workstations

[ThinkStation](#)[ThinkPad Workstations](#)

Tablets

[Think Tablets](#)

Laptops

[ThinkPad](#)

Smart Office

[ThinkSmart](#)

Desktops & AIOs

[ThinkCentre](#)[C Series](#)[ThinkPad T Series](#)[11e Series](#)[X Series](#)[ThinkPad P Series](#)[E Series](#)[ThinkPad L Series](#)[X1 Series](#)[ThinkPad T15 Gen 1](#)[ThinkPad T49!](#)[ThinkPad T15j](#)[ThinkPad T14:](#)[ThinkPad T14:](#)[ThinkPad T49!](#)[ThinkPad T14](#)[ThinkPad T14](#)[ThinkPad T15j](#)

ThinkPad T15 Gen 1

[CUSTOMIZE](#)

2) Use the menu to select the model

3)



CTO spec details

Once you have are happy with your CTO, you can build in **services** and **accessories** here

Selecting the final destination **country** is important since this will open up the correct line-cord and keyboard options

Complete all the sections from the drop down menus

ThinkPad X1 Carbon Gen 8 Customization

CTO: 20U9CTO1WW | Country/Region: United Kingdom | Base Warranty: 3 Year Courier or Carry-in | IERP Price: 1,158 GBP

Configuration | **Service** | Accessory | Monitor

IERP Price: 1,158 GBP | Progress (100%)

100% means that this config is fully complete

- + *Country/Region > United Kingdom
- + *Warranty > 3 Year Courier or Carry-in
- + *Operating system > W10 Pro
- *Preload Language > Windows 10 Pro 64 English
- Windows 10 Pro 64 English
- Windows 10 Pro 64 French +0GBP
- Windows 10 Pro 64 German +0GBP
- Windows 10 Pro 64 Spanish +0GBP
- Windows 10 Pro 64 WE (EN/FR/DE/NL/IT) +0GBP
- + *Color > Black
- + *vPro Certified Model > No vPro Certified
- + *Graphics Card > Integrated Graphics

Summary

| | |
|------------------|-----------|
| Total IERP Price | 1,158 GBP |
| Configuration | 1,158 GBP |
| Service | 0 GBP |
| Accessory | 0 GBP |
| Monitor | 0 GBP |

Configuration | Service | Accessory | Monitor



Add service to a CTO

You can select from our **Premier offerings** here

Configuration **Service** Accessory Monitor

Recommendations

BETTER

4Y Premier Support Upgrade from 3Y Depot/CCI

4Y Premier Support Upgrade from 3Y Depot/CCI/ 5WS0V07067

Select 268 GBP

BEST

5Y Premier Support Upgrade from 3Y Depot/CCI

5Y Premier Support Upgrade from 3Y Depot/CCI/ 5WS0V07061


Select 414 GBP

Or scroll down to **build your own**



BUILD YOUR OWN

Step 1: Select Support Service



Depot Support

[Brochure](#) [White Pages](#)


GOOD

STANDARD

Repairs done with shipment to Lenovo Depot

Parts & Labor

Basic Phone Support for hardware issues



Premier Support

[Brochure](#) [White Pages](#)

BETTER


Fastest- repairs done at your location, Next Business Day

Prioritized Parts & Labor

Advanced Phone Support from Lenovo Engineers

Comprehensive Hardware & Software Support


Step 2: Select Additional Services - 5 Year Premier Support

 **Accidental Damage Protection**

Covers: Drops Spills Electric Surges


Additional protection covering common accidental damage from accidental drops, spills, electrical surges. Accidental Damage Protection must be purchased with a 3 year warranty.

| | |
|-----------------------------|---------|
| 4 YR Standard 5WS0V07072 | 152 GBP |
| 5 YR Standard 5WS0V07077 | 238 GBP |

 **Keep Your Drive**

Keep the drives secure and on premise if sensitive to data security or have specialized data liability requirements.-----updates test

| | |
|------------------------|---------|
| 3 YR NBD 5WS0V07092 | 148 GBP |
| 4 YR NBD 5WS0V07067 | 268 GBP |
| 5 YR NBD 5WS0V07061 | 414 GBP |

 **Sealed Battery**

Obtain a single battery replacement for any covered battery that fails to meet minimum performance standards.

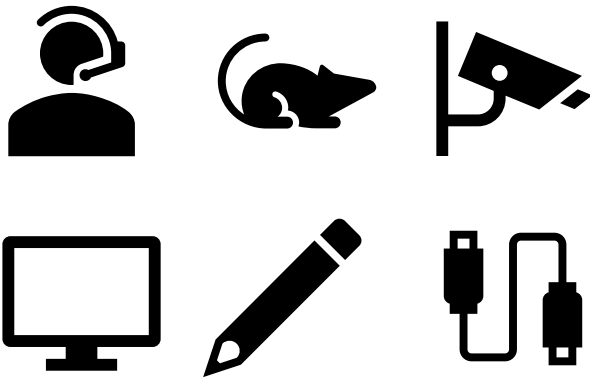
| | |
|--------------------|--------|
| 5 YR 5PS0V07084 | 59 GBP |
| 3 YR 5WS0V07085 | 33 GBP |

● The Sealed Battery Option displayed below has a term of 3 years (maximum allowed) which is less than the Warranty Period Selected



Add Accessories or Monitors to your CTO

1) Browse the options



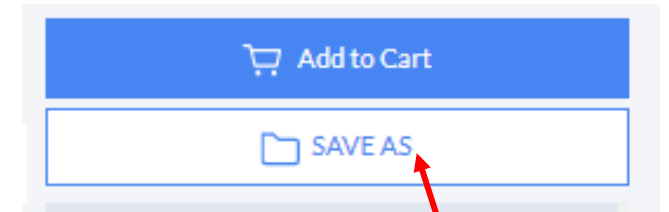
Configuration Service **Accessory** Monitor

Machine Type: 20S6 Currency: GBP

- Cables & Adapters
- Cases & Bags
- Chargers & Batteries
- Computer Locks
- Docking**
- Graphic Cards
- Keyboards & Mice
- Memory & Storage
- Mobile Broadband

180 GBP
ThinkPad Hybrid USB-C with USB-A Dock (UK Standard Plug...
Part Number: 40AF0135UK
Features | Tech Specs | Compatibility

1 + - Add



3) You can name your CTO so its easy to find

Remember to **Add to Cart**


2) Amend your quantities and remember to add

Sanity check your CTO with the customer

Your configuration was added to cart successfully

Reference Review

| Reference Overview | | Service |
|--------------------|---|--|
| Reference ID | 20S6003172 | BUNDLE |
| Product Name | ThinkPad T15 Gen 1 | Base Warranty |
| IERP Price | 846GBP | 1 Year Courier/Carry-in |
| Configuration | | Services |
| Country/Region | Germany | Part Number |
| Warranty | 1 Year Courier/Carry-in | 5PS0A23193 |
| Operating system | W10 Pro | Description |
| Preload Language | Windows 10 Pro 64 German | 3Y Accidental Damage Protection Add On |
| System Unit | T15 i5-10210U IG+8G+WL | IERP Price |
| Total Memory | 8GB (8GB Onboard+0 SoDIMM) DDR4 3200MHz | 96GBP |
| Display | | Part Number |
| | | 5WS0A14086 |
| | | Description |
| | | 3Y Onsite upgrade from 1Y Depot/CCI |
| | | IERP Price |
| | | 106GBP |
| | | Accessory |
| | | Part Number |



RETURN TO LBP

RETURN TO PRODUCTS

EXPORT DETAILS (PDF)

EXPORT DETAILS (EXCEL)

SHORT Config Details

FULL Config Details

Unique CTO Ref ID

2) Save & send to your customer

Click here to return to Bid

3) Download the spec

EXPORT DETAILS (EXCEL)


FULL Config Details





Return to your bid

Quick view of your CTO and unique CTO Ref ID

| <input type="checkbox"/> | PN | Category | Description | Estimated Reseller Unit Price | Estimated Reseller Price | Requested Quantity | Request Reseller Unit Price |
|--------------------------|---|--|---|-------------------------------|--------------------------|--------------------|-----------------------------|
| <input type="checkbox"/> | 20U9CTO1WW  Reconfigure | Laptops / ThinkPad / X1 Series / ThinkPad X1 Carbon Gen 8 / 20U9 | Notebook ThinkPad X1 Carbon G8 20U9CT O1W | 1,159.46 | 34,783.80 | 30 | 1100 |
| <input type="checkbox"/> | 5WSOT36119 | Services / ThinkPlus / Warranty / Warranty Upgrades | WARRANTY 5Y Premier Support | 413.81 | 12,414.30 | 30 | |
| <input type="checkbox"/> | 0A61769 | Accessory / Privacy & Protection / Privacy Filters - Black | FILTER Lenovo 14.0W9 Laptop PF | 40.87 | 1,226.10 | 30 | |
| <input type="checkbox"/> | 62A3UAT1WL | Monitors / ThinkVision / ThinkVision Under 20 Inch / ThinkVision M14t / 62A3 | M14t(A20140 FX0)14inch Monitor | 312.91 | 9,387.31 | 30 | |

How to Amend a CTO

Works well for copied line items or bids

Remember to **amend your quantities and pricing**

Submit for approval ↓

Back

Configurator


Add Product

Request Price


Deal Registrations

The Lenovo logo is positioned vertically on the right side of the slide. It consists of the word "Lenovo" in a white, sans-serif font, centered within a vertical rectangular bar that has a color gradient from red at the top to orange at the bottom.


What is Deal registration



Offers level of protection via a price advantage compared to other Business Partners




Partners must demonstrate investments made for a deal or project to be considered for approval by Lenovo. **Justification is important!**




Deal Reg is price protection against all bids raised within the period of 90 days which can be extended later by extra 90 days


Points to note



Eligible for Resellers registered at [Lenovopartnerhub.com](https://lenovopartnerhub.com)



Only small and medium-sized businesses are in scope

- 
- 1) A simple web interface
 - 2) Move seamlessly from approved registration to price quote with one click
 - 3) Stackable with New Customer Bonus!

Need to Know Summary

Let's see some of the important points about Deal Registration.

Specific Customer Number

In LBP, a deal is registered for a specific customer number. The approval will also cover all branches and subsidiaries for the company that are registered as the same legal entity in that country.

- A specific **customer name** and **address** is identified while searching the record
- If approved, the **registration will also cover all branches and subsidiaries** for the company registered as the same legal entity for that country

Registration Approval

The registration approval covers all products for that end user. The selected products help the approver decide if it is a unique project.



- The **products selected** during the request process are used to help **define the project** when an **investment review is triggered**

Multiple Separate Projects

Registration is only **needed once** if Partner's company is working **on more than one project at the same end user location**

- The registration covers **all activity** for that **Lenovo customer number location**



Validity Period

The Deal Registration will be valid for 90 days once approved.



- Extension for the Deal Registration can be requested once only to a maximum of 90 days. If the deal is not closed within this period, re-registration is needed
- The option to **extend an approved Deal Registration** will only appear **within 10 days of the expiry date**. A reminder email will be sent

Withdrawals

Approved Deal Registrations can be withdrawn/terminated early before the validity period end date.

- A Deal Registration can be **withdrawn voluntarily** by the **Business Partner**, releasing the end customer **to be registered by another Business Partner**
- Lenovo can initiate a **withdrawal exceptionally**. In such a scenario, an **email will be sent** with a **reason** for the **withdrawal**

Create a Deal Registration

1)

Lenovo Home Sales Products & Services Solutions

DCG includes all Data Center products; Servers & accessories

Deal Registrations
Keep updated on your Personal Computer & Smart device (PCSD) and Data Center (DCG) deals

Register a PCSD Deal

Register a DCG Deal

PCSD includes Desktops, Notebooks, Tablets, Workstations Monitors & accessories

Sales Performance Dashboard
Track your performance

2) Search for your end user

3) Register Deal

End Customer Information

Name & Address Search ⓘ

End Customer Name *

abbey

Street

Please Input

City

Please Input

Postal Or Zip Code

Please Input

State/Province/County

Search Create New End Customer

Not Available to Register
 Registered by others
 Registered by you
 Pending for you
 Pending for others

| Action | End Customer Name | Also Know As | ID |
|-------------------|-------------------|--------------|----|
| Register Deal | | | |
| Investment Review | | | |

Use an "Investment Review" to challenge an existing registration for another Business Partner or to question an approval decision



Complete Deal Registration template

1. Complete all the sections in the template, giving as much information as possible to support your request
2. Lenovo will review your request and respond in reasonable time
3. You will be notified about Lenovo decision by email

Deal Registration Basic Information

Deal Registration Name *

TEST - BACKOFFICE REFRESH

Deal Registration Description *

** PLEASE INSERT AS MUCH INFORMATION HERE TO SUPPORT YOUR REQUEST **

Request Type

New Request

Partner Account

Are You Proposing Competitor's Product(S)? *

Yes No

Are You Replacing Competitor's Product(S)? *

Yes No

Total Deal Registration Value

30000

Add Product **Remove All**

| Action | Product Category | Category Quantity | Category Revenue |
|--------|------------------|-------------------|------------------|
| | Laptops | 50 | 25000 |
| | Monitors | 15 | 5000 |

Total Quantity: 65 Total Revenue(Sum): 30000

Reseller

Distributor

Don't forget to submit your request

Save

Submit

Cancel

Raising a bid using your Deal Reg

My Deal Registrations

1) My Deal Registration

2) Disclaimer

3) New Bid Request

| Action | Deal Registration Number | Deal Registration Name | Deal Registration Status |
|--------|--------------------------|------------------------|--------------------------|
| Action | DRPE200011084 | [blurred] | Submitted |
| Action | DRPE200011081 | [blurred] | Submitted |
| Action | DRPE200011032 | [blurred] | Submitted |
| Action | DRPE200010970 | [blurred] | Approved |

Change Distributor New Bid Request Withdraw

or

Create New Bid Request

1) Create New Bid Request

2) Search customer

3) End Customer Name

4) DRPE [blurred]


Deal Registration Selection

| Deal Reg | Description | Category |
|----------------|-------------|----------|
| DRPE [blurred] | [blurred] | Laptops |
| None of these | | |


New Customer Bonus

The Lenovo logo is positioned in the top right corner of the slide. It consists of the word "Lenovo" written in a white, sans-serif font, oriented vertically. The text is set against a rectangular background that features a vertical gradient from red at the top to orange at the bottom.


What is New Customer Bonus



This is extra profit through LBP-voucher for introducing new business to Lenovo




For customers who have haven't traded with Lenovo in the past 12 months




NCB will give you a voucher which you can apply to your first order (against a bid) within period of 90 days.


Points to note



Eligible for Resellers registered at [Lenovopartnerhub.com](https://lenovopartnerhub.com)



Only small and medium-sized businesses are in scope

- 
- 1) A simple web interface
 - 2) Move seamlessly from approved registration to price quote with one click
 - 3) Stackable with Deal Registration!

Create a New Customer Bonus

Once you are in Lenovo Bid Portal...

The screenshot shows the 'New Customer Bonus Review Summary' page in the Lenovo Bid Portal. The interface includes a left-hand navigation menu and a main content area. Annotations are as follows:

- 1)** A red box highlights the 'New Customer Bonus' option in the left-hand navigation menu.
- 2)** A red box highlights the 'End Customer Name' input field containing the text 'abbey'. A red arrow points to this field with the text '2) Search for the end user'.
- 3)** A red box highlights the first radio button in the account selection section. A red arrow points to it with the text '3) Select your account'.
- 4)** A red arrow points down to the 'Create New Customer Bonus Request' button with the text '4) Submit for approval'.

Other visible elements include the 'End Customer Search' link, 'Name & Address Search' section, 'Street' and 'City' input fields, and the 'Search', 'Create New End Customer', and 'Create New Customer Bonus Request' buttons at the bottom.



How to use the NCB?

Once your NCB request has been approved by Lenovo, you can create a bid from this section...

If a bid has been created already, you can select the voucher from the bid in **Discount Code**

Note: The NCB voucher can only be used once, please ensure you are **ready to order** before applying to a bid

Other



FAQ

Q) Can you amend a bid

A) No you will need to create a new one, please use the 'copy' button

Q) Can you amend a CTO

A) Yes please refer to page 22

Q) Can other colleagues see my bids or deal registrations

A) Only if your admin user has set this up

Q) Can I raise a bid and then request Deal Reg afterwards?

A) Its best to raise a Deal Reg first, then raise a bid afterwards to pick up your DR against the bid


Q) How can I register for the Lenovo Partner Hub?

A) Speak to your vendor manager who can invite you to the portal.

Q) Can I apply for Deal Reg and New Customer Bonus?

A) Yes you can, but only one can be applied against a bid.


Search for a Lenovo Account Manager

20U9006AUK  BRPE2000875792


This bid request has been locked by CDW Limited

| | | |
|---|--------------------------------------|---|
| End Customer Name: KKR CREDIT ADVISORS (UK) LLP | Pricing Grid: TopSeller Standard UKI | Status: CONTRACT_AVAILABLE |
| End Customer Segment: MM | Bid Sub Type: N/A | Country: UK |

[Show More](#)

End Customer Name: 

End Customer Segment: MM


End Customer CRM ID: 


Bid Request Source: Business Partner Initiated

Copy From Bid Request Id: N/A

Lead Id: N/A

Sales Representative Email: dsmith8@lenovo.com

Reseller Name: 

Distributor CRM ID: 

Once you have created a bid, you can view the Lenovo Account Manager aligned to the end user

- Go into your bid
- Click **Show More**

Bid portal management

Business Partner admins can set various controls at company or users level



Vouchers application

1. Raise an LBP Bid as normal and proceed to Bid Price Approved Stage

Demo Bid

BRPE1000044406

End Customer Name:

Pricing Grid:

Status: PRICE_APPROVED

2. Discount code section will be now available

Bid Request Line Items

Disclaimer: It is your responsibility to ensure that any products that you select using the Add Products or Product Catalog functions are compatible with your selected system unit.

| PN | Category | Description | Estimated Reseller Unit Price | Estimated Reseller Price | Requested Quantity | Estimated Final Unit Price | Total Estimated Final Price |
|------------------------------|--|-------------------------------|-------------------------------|--------------------------|--------------------|----------------------------|-----------------------------|
| 20NT0029AT Service Bundle | Laptops/ThinkPad/L Series/ ThinkPad L390 Yoga/20NT/ | NoteBook TP L390 I7 8G 10P | 1,306.80 | 2,613.60 | 2 | 1,045.44 | 2,090.88 |

Share With Distributors

Add Discount Code

Export

Confirm Bid Request



Find and apply

1. Search your desired StarSeller, Rebate or New Customer Bonus voucher
2. View voucher Terms and Conditions
3. Apply the desired value
4. Click submit to get the voucher applied on the Bid

Select Discount Code

✓ Star Seller Discount Code Apply STS371d46... ▾

Submit

4

1 **Discount Code Template Name:** Star Seller Discount Code Apply

STAR_SELLER: STS371d46757fe844b0ab007d733b6b1349

Description: Test

The Following Specific Terms Apply: Test

2 [View Details](#)

| Discount Code | Discount Code Template Name | Discount Code Balance | Max Apply Value | Used Value |
|-------------------------------------|---------------------------------|-----------------------|-----------------|------------|
| STS371d46757fe844b0ab007d733b6b1349 | Star Seller Discount Code Apply | 98556.05 | 209.08 | 3 209 |



After apply

1. Final price will be decreased by the voucher amount
2. Voucher applied and amount is available in Used Discount Code section
3. Voucher can be reversed any time while the bid is at **Price Approved** stage

Bid Request Line Items

Disclaimer: It is your responsibility to ensure that any products that you select using the Add Products or Product Catalog functions are compatible with your selected system unit.

| PN | Category | Description | Estimated Reseller Unit Price | Estimated Reseller Price | Requested Quantity | Estimated Final Unit Price | Total Estimated Final Price | Dist Inv |
|------------------------------|--|-------------------------------|-------------------------------|--------------------------|--------------------|----------------------------|-----------------------------|----------|
| 20NT0029AT Service Bundle | Laptops/ThinkPad/L Series/ ThinkPad L390 Yoga/20NT/ | NoteBook TP L390 I7 8G 10P | 1,306.80 | 2,613.60 | 2 | 1 940.94 | 1 1,881.88 | ● |

[Share With Distributors](#)
[Add Discount Code](#)
[Export](#)
[Confirm Bid Request](#)

2 Used Discount Code

| Discount Code Number | Template Name | Used Value | The Following Specific Terms Apply | Remove |
|-------------------------------------|---------------------------------|------------|------------------------------------|--------|
| STS371d46757fe844b0ab007d733b6b1349 | Star Seller Discount Code Apply | 209.00 | Test | 3 |

thanks.

**Smarter
technology
for all**

Lenovo