

Lenovo Partner Hub

Smarter
technology
for all

Lenovo

Offer Power Users More Horsepower

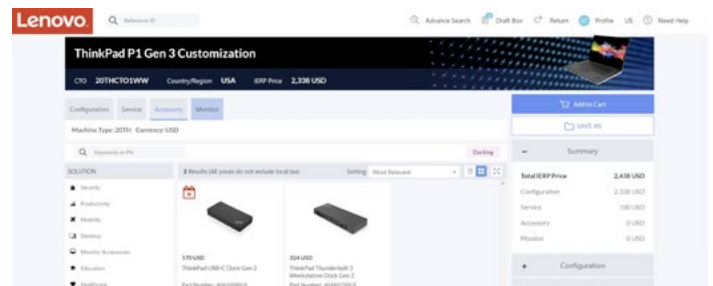
Workstation CTO now available on LBP

Do your customers need a specific workstation configuration to power through their workflows? Our brand new LBP FlexConfig (CTO) tool gives you a strategic advantage off the starting line.



HERE ARE THE NUTS AND BOLTS:

1. Login to the Lenovo Partner Hub
2. In the top menu bar select *Sales*
3. Click on *Create a PCSD Bid Request*
4. Enter a name if needed and select the *US Pricing Grid*
5. Create bid for appropriate end user customer and select deal registration, if available. This step is the same as any other bid you create.
6. In the Bid Screen, you will see Configurator on the right side—between Back and Add Product. Select Configurator to begin your CTO.
7. Select the product you'd like to configure from the appropriate product category. Follow the steps to continue the CTO process and add your new build to your bid.



You'll be able to create the machine that matches your customer's productivity goals, complete with accessories, support and visuals. When you reach 100% progress, you'll see an estimated price and a closest TopSeller—lead with the TopSeller for fastest delivery times. Need more details? This video walks you through the CTO process. And of course, your CAM will be happy to lend a hand.

WATCH VIDEO

LBP FlexConfig (CTO) FAQs

ONLY THE P SERIES WORKSTATIONS SHOW UP IN THE CONFIGURATOR. WILL OTHER PRODUCTS BE ADDED?

Right now, P series are the only products available for CTO in the LBP. Other products are coming soon.

WHAT IS THE IERP SHOWN NEXT TO THE CTO CONFIG?

IERP = Indicative Estimated Reseller Price. This is just an estimate. Your final price appears after the bid is submitted and approved.

CAN I ADD TOPSELLER AND CTO ON THE SAME BID?

Yes

IF I NEED A DEEPER DISCOUNT THAN THE FIRST APPROVAL, CAN I SUBMIT FOR LENOVO REVIEW?

As with any other bid in LBP, you are able to submit for Lenovo Review prior to confirming the bid.

WHY ARE SOME OPTIONS IN THE CONFIGURATOR GREYED OUT AND NOT SELECTABLE?

Greyed out options are not compatible with the current build. This can be for two reasons:

1. A previous selection in the configuration
2. The parts require special approval and must be built by a Lenovo rep

WHY CAN'T I LEAVE THE CONFIGURATOR EVEN THOUGH MY BUILD STATUS IS 100%?

You must select each of the 4 tabs at the top of the screen to complete the build:

- Configuration
- Service
- Accessory
- Monitor

HOW CAN I INCLUDE IMAGING/IMAGE SERVICES IN THEIR CTO BUILD?

Please contact your Lenovo Channel Account Manager to assist with this.

THE PART NUMBER ON THE BID ENDING IN "WW" IS NOT ORDERABLE.

Once the CTO is added to your bid, you will see a part number ending in WW. This is only a placeholder. Once the bid is confirmed, that part number will be replaced with an orderable part number ending in 00. This may take up to 15 minutes. Refresh the bid at this time and download the contract again.

I CAN'T MOVE TO THE SERVICE / ACCESSORIES / MONITORS TABS TO COMPLETE MY BUILD.

In the Configuration tab, your build must be at 100%—see the progress bar at the top of the screen. If your build is not at 100%, you will not be able to move on to the following tabs.

Still experiencing speedbumps? Contact your CAM for help.