

Smarter technology for all

ISG Mission Acquisition Powered by NCB

July 2024

Lenovo




Mission Acquisition

(Powered by NCB)

Objective: To motivate our Channel Team and Lenovo Sellers to further collaborate on winning new Acquisition business

Eligible Partners
All Channel Partners (new!)

What's New

Current Program		Effective July 1, 2024
3% (IDG) 3% (ISG)		5% (IDG) 10% (ISG)
Back End Rebate		Up Front Discount
IDG Led		Both IDG & ISG

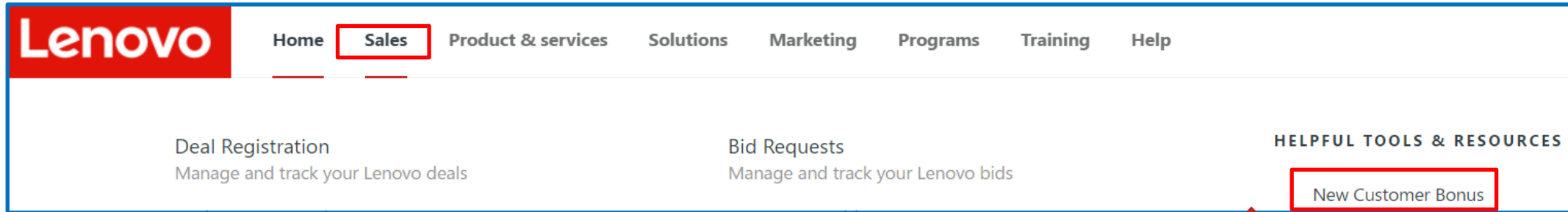
Other Changes

- Automation around customer qualification (no need to submit lists!)
- Partners able to search customers via LBP
- Authorized and Silver partners now eligible to participate

LBPe Process Walkthrough

Mission Acquisition Powered by NCB – ISG NA

Accessing New Customer Bonus in LBPe

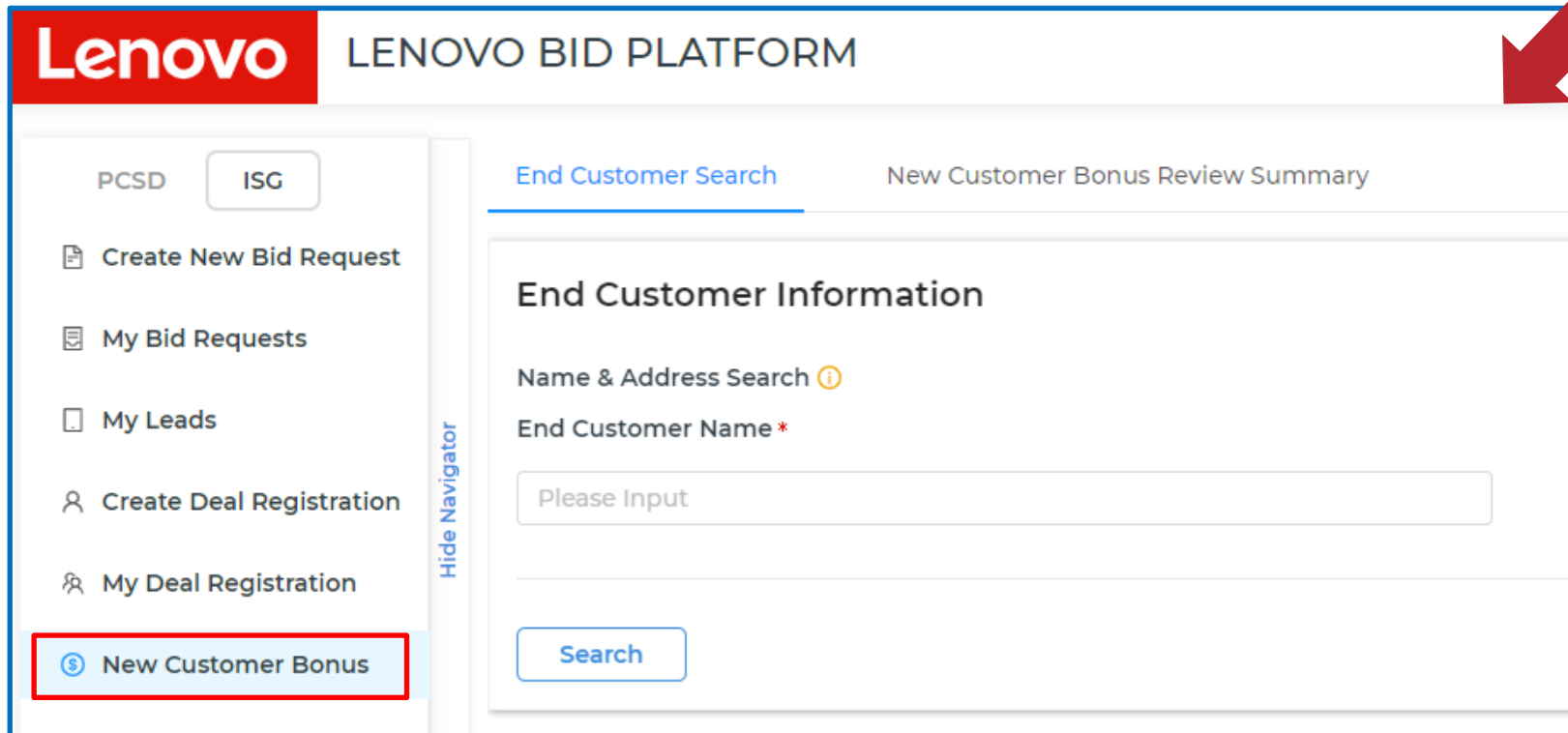


Lenovo Home **Sales** Product & services Solutions Marketing Programs Training Help

Deal Registration
Manage and track your Lenovo deals

Bid Requests
Manage and track your Lenovo bids

HELPFUL TOOLS & RESOURCES
New Customer Bonus



Lenovo LENOVO BID PLATFORM

PCSD ISG

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

Hide Navigator

End Customer Search New Customer Bonus Review Summary

End Customer Information

Name & Address Search ⓘ

End Customer Name *

Please Input

Search

Log into the [Lenovo Partner Hub](#)

Under the **Sales** menu, select **New Customer Bonus (NCB)**

You will enter the **New Customer Bonus** section of LBPe

Requesting NCB for an End Customer

The screenshot shows the 'Lenovo BID PLATFORM' interface. On the left is a navigation menu with options like 'Create New Bid Request', 'My Bid Requests', 'My Leads', 'Create Deal Registration', 'My Deal Registration', 'New Customer Bonus', and 'Login PAQ'. The 'New Customer Bonus' option is selected. The main content area is titled 'End Customer Search' and 'New Customer Bonus Review Summary'. It features a search bar with 'HMA Systems' entered. Below the search bar are three buttons: 'Search', 'Create New End Customer', and 'Create New Customer Bonus Request', with the latter being highlighted by a red box. A table below shows search results with columns for 'End Customer Name', 'Also Known As', 'ID', 'Address', 'National ID', and 'VA'. The first row is partially visible with redacted information.

Search for an End Customer by Name or CRM ID

If end customer is eligible, **select the name**

Select **Create New Customer Bonus Request**

Select **OK**



The dialog box contains the text: 'Are you sure to create New Customer Bonus Request?'. It has two buttons: 'Cancel' and 'OK'. The 'OK' button is highlighted with a red box.

NCB Auto Approval and Deal Registration

End Customer Search New Customer Bonus Review Su

Customer Name

Search Create New Bid Request Create Deal Re

Bonus Apply Customer Name Address VAT Number Status Discount Voucher End Date

BA0000019222	[REDACTED]	[REDACTED]	[REDACTED]	Approved	[REDACTED]	27-Jun-2024 14:08:49	24-Dec-2024 14:08:49
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End Customer Information

Name & Address Search ⓘ

End Customer Name*

HMA Systems or

Search Create New End Customer

Matches with a status of "Pending" in the ID column are ne

Action	End Customer Name	Also Known As	ID	Address
Register Deal	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

NCB will auto-approve and assign an NCB Number

Simultaneously a pop-up message will ask if you want to create a Deal Registration

SELECT YES TO DEAL REG – you cannot apply an NCB code to a bid without deal reg

Select **Register Deal** next to the customer name

Complete the Deal Reg form as normal and **Submit**

Viewing Your NCB submissions

Lenovo LENOVO BID PLATFORM

PCSD | ISG

End Customer Search [New Customer Bonus Review Summary](#)

Customer Name VAT Number

[Search](#) [Create New Bid Request](#) [Create Deal Registration](#)

Bonus Apply	Customer Name	Address	VAT Number	Status	Discount Voucher
<input type="radio"/> BA0000019222	[REDACTED]	[REDACTED]	[REDACTED]	Approved	NCB7e5a68186a614fdea5ee0bbfed4a0f16
<input type="radio"/> BA0000019210	[REDACTED]	[REDACTED]	[REDACTED]	Approved	NCB8b31f8864d444e4e8982699c0d5cb05f

Disclaimer
Prices are estimated buy prices and are for guidance purposes only and do not include local value added tax. If you are reseller buying from distribution your distributor sets their own prices which are likely to differ.

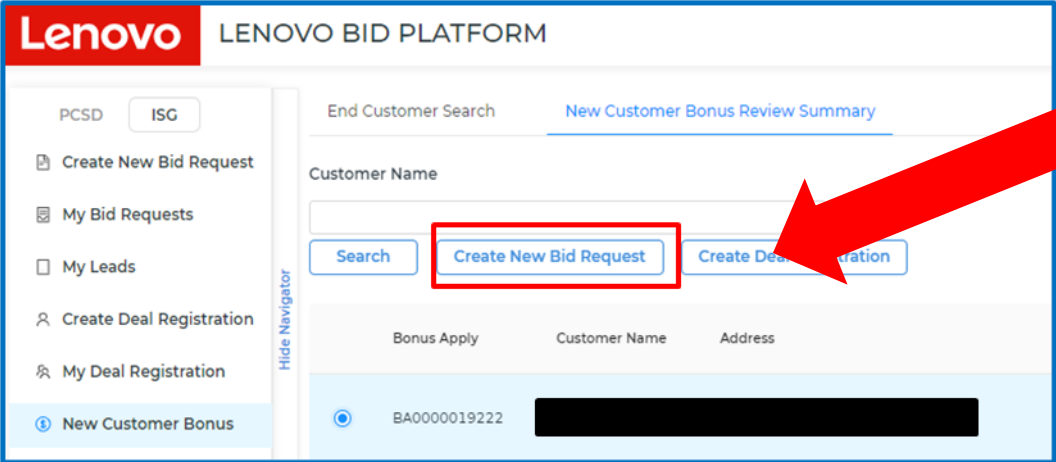
In the **New Customer Bonus Review Summary**, you can:

View your approved NCB's

Create **Deal Reg** if you didn't at the time of NCB submission

Create a **New Bid Request**

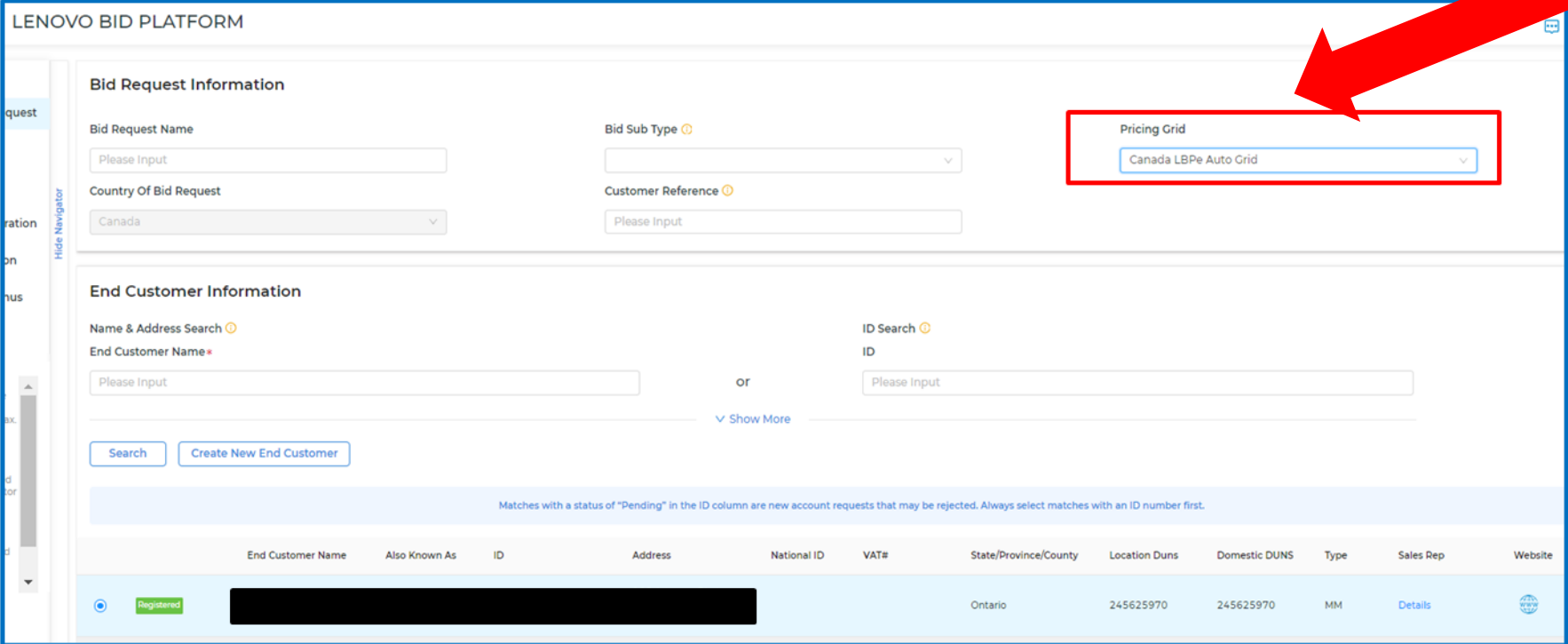
Create New Bid Request from an Approved NCB



From the **New Customer Bonus Review Summary**, select the customer and the select **Create New Bid Request**

Create the Bid Request as normal

Ensure that you **select the LBPe Auto Grid** as that is the only grid that will allow the application of the NCB discount code






Progressing the Bid to Price Approved


Bid Request Line Items

Quickly search and add products...

Disclaimer: It is your responsibility to ensure...

<input type="checkbox"/>	PN	Category	Description
<input type="checkbox"/>	<input type="checkbox"/> Config 1		
<input type="checkbox"/>	<input type="checkbox"/> 7D8FA00WNA 	Servers / Rack and Tower Servers / ThinkSystem ST250 V2	Server ThinkSystem ST250 V2, 1xIntel Xeon E-2334 4C 3.4GHz 65W, 1x16GB 2Rx8, SW RD, 1x300W, XCC Enterprise
<input type="checkbox"/>	<input type="checkbox"/> 7XB7A00049 	Options / Storage - Servers / Server HDDs	ThinkSystem 3.5" 1TB 7.2K SATA 6Gb Hot Swap 512n HDD
<input type="checkbox"/>	<input type="checkbox"/> 7S05005PWW 	Software / Microsoft ROK / Windows Server 2022	Windows Server 2022 Standard ROK (16 core) - MultiLang

Request Price



Add the products you wish to price and select **Request Price**

This moves the bid from DRAFT to **Price Approved**

The bid must be in **Price Approved** to apply the NCB discount code

The option to add the discount code will not be viewable in Draft or Contract Available status

Applying the NCB Discount Code to a Bid

Bid Request Line Items

Disclaimer: It is your responsibility to ensure that any product is available for purchase at the time of bid submission.

PN	Category	Description	Estimated Reseller Unit Price
Config 1			
7D8FA00WNA DR	Servers / Rack and Tower Servers / ThinkSystem ST250 V2	Server ThinkSystem ST250 V2, 1xIntel Xeon E-2334 4C 3.4GHz 65W, 1x16GB 2Rx8, SW RD, 1x300W, XCC Enterprise	Subtotal: 8,608.97 4,786.43
7XB7A00049 DR	Options / Storage - Servers / Server HDDs	ThinkSystem 3.5" 1TB 7.2K SATA 6Gb Hot Swap 512n HDD	533.93
7505005PWW DR	Software / Microsoft ROK / Windows Server 2022	Windows Server 2022 ROK (16 core) - English	2,754.68

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

Select Discount Code

 ISG NCB Test 4 NCB7e5a68186a614fdea5ee0bbfed4a0f16

While the bid is in **Price Approved**, select **Add Discount Code**

Select the **NCB Discount Code** with a **green** check mark next to it

Select **Yes** to submit the discount code

Are you sure you want to submit the discount code?

[No](#) [Yes](#)

Select Discount Code

 ISG NCB Test 4 NCB7e5a68186a614fdea5ee0bbfed4a0f16 [Submit](#)

Confirming NCB Discount is Applied and Moving Bid to Contract

Bid reflects NCB discount is applied and its value
If needed, Code can be removed while still in Price Approved
Confirm Bid Request to progress to **Contract Available** (BAU)

Share With Distributors Add Discount Code Export **Confirm Bid Request**

Used Discount Code

Discount Code Number	Template Name	Used Value
NCB7e5a68186a614fdea5ee0bbfed4a0f16	ISG NCB Test 4	308.81

The Following Specific Terms Apply

Remove

Partner FAQ

Mission Acquisition Powered by NCB – ISG NA

ISG NCB FAQ

- What is the difference between Mission Acquisition and New Customer Bonus (NCB)?
 - Mission Acquisition is the Program and NCB is the process within LBPe used to execute the Program. LBPe will reflect NCB terminology (i.e., a Partner will request **NCB** approval; if awarded, an **NCB** discount code can be applied to bids, etc.)
- When does the NCB process go live in LBPe?
 - July 1, 2024
- How is an “Acquisition / New” Customer defined?
 - The end customer must not have generated any ISG revenue / contract activity in the last three years
- What if an end customer is already active under the original Mission Acquisition program from a prior quarter?
 - Any end customer that is already approved for Mission Acquisition under prior program terms will be excluded from this new program
- Is Deal Registration required to receive NCB approval?
 - No, HOWEVER, **Deal Reg IS required to apply the NCB discount code to a bid**
 - **Best practice is to request NCB and immediately submit a deal registration**
 - Upon NCB approval, you will be prompted to select Yes or No to deal registration. **PLEASE SELECT YES.**
- What end customer segments are eligible for NCB?
 - All ISG customer segments are eligible
- Are any end customers excluded from NCB?
 - Yes, end customers who already have an active approval under the prior Mission Acquisition program

ISG NCB FAQ continued

- Who approves NCB submissions?
 - NCB submissions are set up to auto-approve based on built-in logic around historical activity
- When the NCB is approved, it generates a long discount voucher number, do I need to remember that?
 - No, the code will be available in a dropdown list in the bid (see step by step guide on how to apply it)
- Can NCB be applied to LBPI bids?
 - No, the NCB discount code is only available for use in LBPe
- Can an NCB be withdrawn after it is approved?
 - Yes. Lenovo reserves the right to withdraw an approved NCB if requested by the Partner or if deemed necessary
- What is the NCB discount percentage?
 - 10% off the final bid price
- How long is the NCB discount code valid for?
 - The NCB code is valid for six months from the date of NCB approval
- Can the NCB discount code be reused?
 - Yes, the NCB code is reusable for six months on LBPe created bids for the approved end customer
- Are all ISG products eligible?
 - All ISG products that can be bid in LBPe are eligible for the NCB discount for an approved end user

ISG NCB FAQ continued

- Can the NCB discount code be stacked with other discounts?
 - No, the NCB discount code cannot be stacked with other discount codes
- Can a bid that has an NCB discount applied be further discounted under the Lenovo Review process?
 - No, bids with NCB discounts are not eligible for further discounting
- Is there a specific pricing grid that needs to be used when creating bids for NCB approved end customers?
 - Yes, please use the **US** or **Canada LBPe Auto Grid**
 - You will not be able to apply the discount code if another grid is selected
- If I have an end customer that is approved for NCB, will the discount automatically be applied when I create an LBPe bid?
 - No. After you populate the bid with the products you wish to price, you will need to **select Request Price** (this progresses the bid from Draft to Price Approved)
 - The you will need to **select the Add Discount Code button** located under the Bid Request Line Items section
 - In the dropdown, look for the Discount Code named **ISG Mission Acquisition powered by NCB** (it will have a **green** check mark next to it)
 - **Select the code** and answer **Yes** to apply it
- What if there is a **red X** next to the NCB discount code but the end customer is approved for NCB?
 - This means that you either did not use an approved deal reg in the bid and / or you have not selected the correct pricing grid.
 - You must create a bid in LBPe with a valid deal registration AND use the LBPe Auto Grid to be able to apply the NCB discount code

ISG NCB FAQ continued

- What if the NCB discount code does not appear at all in the Discount Code dropdown?
 - This means that the end customer is not approved for NCB
 - If you feel this is an error, please send an email to isglbp@lenovo.com and include the bid number so we can research the issue
- What if a Distributor submitted the NCB request and it was approved, but a National or Solution Provider wants to create the bid(s), or vice versa?
 - The NCB is approved for an end customer so regardless of who requested it, any Partner type can create bids if they are named on the approved Deal Reg for that end customer
- If I own a deal reg for an end customer, can another reseller get approved for NCB for that same end customer?
 - No. If you own the deal reg, that end customer will show as ineligible for NCB to all other reseller companies
- If I have NCB approved for an end customer, can another reseller submit a deal reg for that same end customer?
 - Yes, but they will not be able to get NCB approved.
- What if I need help or have other questions?
 - Please send any ISG NCB related questions to isglbp@lenovo.com

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thanks.