

**Smarter technology for all**

# **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!)

**Eligible Customers**  
No contract activity and has less than \$3k in rev in the last 1YR (IDG) 3YRS (ISG)

## What's New

Old 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

# Searching for Eligible Customers

**1** After logging into [www.lenovopartnerhub.com](http://www.lenovopartnerhub.com) click on Sales tab

**2** Click on create IDG and/or ISG Bid Request

**3** Click PCSD or ISG depending on the opportunity

**4** Type in customer name

**5** If the customer is eligible for NCB you will be able to select the End Customer Name

**6** Once eligible customer is selected click on Create New Customer Bonus Request

- For IDG Only accounts listed in LBPe as Type: SMB are not eligible
- If customer is not eligible for NCB you will see **not available or Registered**

**3** PCSD ISG

**2** Bid Requests  
Manage and track your Lenovo bids  
Create an IDG Bid Request  
Create an ISG Bid Request

**3** Create New Bid Request  
My Bid Requests  
Create Deal Registration  
My Deal Registration  
**New Customer Bonus**  
Login PAQ

**4** End Customer Information  
Name & Address Search  
End Customer Name\*  
kleen  
or  
ID Search  
Country\*  
United States of America  
Show More

**5** Disclaimer  
\*Please contact your distributor for applicable rebates, final pricing, product availability, and their terms and conditions.  
\*\*Prices are estimated and are for guidance purposes only and do not include local value added tax. If you are a reseller buying from distribution your distributor sets their own prices which will differ from those referenced here.

**6** Matches with a status of "Pending" in the ID column are new account requests that may be rejected. Always select matches with an ID number first.

End Customer Name	Also Known As	ID	Address	State/Province/County	Location Duns	Domestic DUNS	Type	Sales Rep
<input checked="" type="radio"/> "Range Kleen Mfg., Inc."		1217305545	4240 East Rd Elida Ohio 45807-1533	Ohio	054164116		MM	<a href="#">Details</a>
<input type="radio"/> <b>Not Available</b>	Ameri-kleen	1217369023	119 W Beach St Watsonville California 95076-4557	California	841071426	841071426	LE	<a href="#">Details</a>
<input type="radio"/> <b>Registered</b>	Kleen-Tex Industries, Inc.	1216875204	2312 Peachford Rd Ste C Atlanta Georgia 30338-7144	Georgia	051043313	051043313	MM	<a href="#">Details</a>

# Requesting NCB and Populating Deal Registration Request

Are you sure to create New Customer Bonus Request

Cancel **OK**

Register Deal

Do you want to create a Deal Registration for the customer?

No **Yes**

- 1 Click OK to continue creating NCB
- 2 After NCB gets auto-approved, a new "Register Deal" pop-up appears. Click on Yes to create Deal Registration if you don't already have a valid/active deal reg in place
- 3 This will auto-populate the customer information into the "Create Deal Registration" section where you can register the deal
- ★ You must have an approved Deal Registration to apply NCB to a Bid

**Lenovo**
LENOVO BID PLATFORM

PCSD ISG

Create New Bid Request

My Bid Requests

**Create Deal Registration**

My Deal Registration

New Customer Bonus

Login PAQ

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\*\*\*The web browser supported for optimal performance of this tool is Chrome. Other browsers may cause problems that are not tested or supported by Lenovo.

### End Customer Information

Name & Address Search ⓘ

End Customer Name\*

OR

ID Search ⓘ

Country\*

Search    Create New End Customer

Matches with a status of "Pending" in the ID column are new account requests that may be rejected. Always select matches with an ID number first.

■ Not Available to Register
■ Registered by others
■ Registered by you

Action	End Customer Name	Also Known As	ID	Address	State/Province/County	Location Duns	Domestic DUNS	Type	Sales Rep	Sta
<b>Register Deal</b>	"Range Kleen Mfg., Inc."		1217305545	4240 East Rd Elida Ohio 45807-1533	Ohio	054164116		MM	<a href="#">Details</a>	

# Applying NCB Discount to a Bid – Raise Bid off approved NCB

- 1 Once Deal Registration is approved you click on **New Customer Bonus Review Summary** to see all NCB nominations
- 2 Select the NCB you wish to with to create a bid with
- 3 Select the "Create New Bid Request" Button

The screenshot shows the 'Lenovo LENOVO BID PLATFORM' interface. On the left is a navigation sidebar with 'New Customer Bonus' highlighted. The main area contains a search bar with 'New Customer Bonus Review Summary' (annotated with 1), a 'Customer Name' field, and a 'VAT Number' field. Below these are 'Search', 'Create New Bid Request' (annotated with 3), and 'Create Deal Registration' buttons. A table below lists NCB nominations, with the first row selected (annotated with 2). The table columns are Bonus Apply, Customer Name, Address, VAT Number, Status, Discount Voucher, Start Date, and End Date.

Bonus Apply	Customer Name	Address	VAT Number	Status	Discount Voucher	Start Date	End Date
<input checked="" type="radio"/> BA0000012345	Anytown School District	123 Elm St Anytown 12345	45-123456789,ABCD, EFGHIJKLM234587	Approved	NCBe84j20942024 23940j494j240248 2420f34	12-Jul-2024 01:48:02	08-Jan-2025 01:48:02

# Applying NCB Discount to a Bid – Select Pricing Grid

**Lenovo** LENOVO BID PLATFORM

PCSD ISG

Create New Bid Request

My Bid Requests

My Leads

Create Deal Registration

My Deal Registration

New Customer Bonus

User Guide

Login PAQ

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**Bid Request Information**

Bid Request Name: Please Input

Customer Reference: Please Input

**1** Pricing Grid: US LBPe Auto Grid

Country Of Bid Request: United States

**End Customer Information**

Name & Address Search: End Customer Name\* Please Input

ID Search: ID Please Input

or

Show More

Search Create New End Customer

Matches with a status of "Pending" in the ID column are new account requests that may be rejected. Always select matches with an ID number first.

End Customer Name	Also Known As	ID	Address	State/Province/County	Location Duns	Domestic DUNS	Type	Sales Rep	Website
Registered	Anytown School District	12134567891	123 Elm St Anytown ME 12345	Maine	0123456789	0123456789	PS	Details	

**Deal Registration Selection**

Deal Reg	Description	Category	Reseller Name	Created Date	ExpireDate
<b>2</b> DRD12345678910	Server	Hardware Installation / Tape Archive / Enterprise Software Support (RTS) / Edge Servers / LSCS MVS / ThinkSystem (Workstation Rack Server) / Mission-Critical / Multi-Node / DE Series / Warranty Service Upgrades - Catalog / Warranty Service Upgrades / SAN/DAS / VLH Server Intel / Supercomputing / Expansion Enclosure / DM Series / Rack and Tower Servers / Post Warranty Services / Managed Services / Software Defined Storage / Internal Only PN / Software Defined / Hyperscale Storage / DG Series / Storage Networking / Post Warranty Services - Catalog / Blades	ACME Computers	11-Jul-2024	7-Jan-2025
<input type="radio"/>	None of these				

**3** Reset Save

Select appropriate pricing Grid  
**IDG Pricing Grid**  
{Country} {Segment} Mission Acquisition Base Grid

**ISG Pricing Grid**  
{Country} LBPe Auto Grid

1

2

3

Select Deal Registration

Hit Save

# Applying NCB Discount to a Bid – Add Product to the Bid

Welcome to the Lenovo Bid Platform!  
This bid request has been locked by Y & S Technologies

End Customer Name: West Virginia State Auditors Office      Pricing Grid Name: US LBPe Auto Grid      Status: Draft  
End Customer Segment: PS      Bid Sub Type: N/A      Country: United States of America

Total Estimated Reseller Price: 3,285.45 USD  
Total Final Price: USD  
Minimum Order/Claim Amount: 0.00 USD

Bid Subtype Terms & Conditions:

1      2      3

Back    Configurator    Upload XML    Add Product    Refresh Supply Status    Request Price

Bid Request Line Items

Quickly search and add products...

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

PN	Category	Description	Estimated Reseller Unit Price	Estimated Reseller Price	Requested Quantity	Estimated Unit Price	Total Estimated Final Price	Dist Inv	Supply Status	ESD
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1 Click on **Configurator** to launch a the PCSD **Configurator** tool to select CTO products to add to the Bid

2 Click on **Add Product** to launch the catalog and select **Standard Products** to add to the Bid or upload XML

3 Click on **Request Price**

Lenovo PCSD CONFIGURATOR

PRODUCT CATEGORY

- Desktops & AIOs
- Laptops
- Tablets
- Workstations

ThinkPad P15 Gen 1

- 2TB of PCIe NVMe SSD Storage
- Legendary ThinkPad Keyboard
- 15" HDR 400 Display with 4K Dolby Vision HDR

Lenovo BROWSE CATALOG ADD PRODUCTS MANUALLY

Grow your business via Lenovo ISG Pr

Productnumber	Description	Price	Lead Points	Quantity	SalesStatus	Operation
7D2X100DAA	ThinkSystem SR645, 1xAMD EPYC 7203 8C 2.8GHz 120W, 1x32GB 2R8B, 5W RD, 1x1100W, KCC Enterprise			200	Announce & Available	

ThinkSystem SR665      ThinkSystem SR645      ThinkSystem SR645

PartNumber:7D2V100CNA      PartNumber:7D2X100DAA      PartNumber:7D2XA016NA

ThinkSystem SR665, 1xAMD EPYC 7203 8C 2.8GHz 120W, 1x32GB 2R8B, 5W RD, 1x1100W, KCC Enterprise      ThinkSystem SR645, 1xAMD EPYC 7203 8C 2.8GHz 120W, 1x32GB 2R8B, 5W RD, 1x1100W, KCC Enterprise      ThinkSystem SR645, 1xAMD EPYC Home 8C 155W 3.2GHz 155W, 1x16GB 2R8B, 5W RD, 1x750W, KCC Enterprise

Add to List      Add to List      Add to List



# Applying NCB Discount to a Bid – Apply Discount to the Bid

**Lenovo** LENOVO BID PLATFORM

PCSD ISG

Create New Bid Request

My Bid Requests

My Leads

Create Deal Registration

My Deal Registration

New Customer Bonus

User Guide

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Hide Navigator

Input a Bid Request Name - optional

Input a Customer Reference - optional

Welcome to the Lenov

End Customer Name: Anytown School District Pricing Grid: US LBPe Auto Grid

End Customer Segment: PS Bid Sub Type: N/A

Total Estimated Reseller Price: 3,684.45 USD

Total Final Price: 2,382.45 USD

Minimum Order/Claim Amount: 0.00 USD

Bid Request Line Items

Disclaimer: It is your responsibility to ensure that any products that you select using the Add

PN	Category	Description	Estimated Reseller Unit Price	Estimated Reseller Price	Requested
7D2X100DNA LEAP-200	Servers / Rack and Tower Servers / ThinkSystem SR645	ThinkSystem SR645, 1xAMD EPYC 7203 BC 2.8GHz 120W, 1x32GB 2Rx8, SW RD, 1x1100W, XCC Enterprise	3,684.45	3,684.45	1

Share With Distributors Add Discount Code Export Confirm Bid Request

Are you sure you want to submit the discount code?

Select Discount Code

✓ ISG Mission Acq. (Powered by NCB) NCBe2db7f6665004496828025dc5021dc6d

Submit

Discount Code Template Name: ISG Mission Acq. (Powered by NCB)

NCB: NCBe2db7f6665004496828025dc5021dc6d

Description: Earn an extra 10% discount with a 6 month reusable discount code for bidding to a new or dormant customer.

The Following Specific Terms Apply: Discount is only applicable with a valid deal registration. Discount code is reusable for a period of 6 months after issue date. Discou

View Details

1 Click on **Add Discount Code**

2 Then select the dropdown menu with the appropriate code and click **Submit**

IDG Code: Mission Acquisition Powered by NCB  
ISG Code: ISG Mission Acq Powered by NCB

3 Select **Yes** to see discount applied

4 **Confirm Bid Request** if you wish to continue into a contract

# Applying NCB Discount to a Bid – Select Distributor

1 Type in Qty under associated Distributor's

2 Click **Submit**

The screenshot shows the 'Lenovo BID PLATFORM' interface. On the left is a 'Hide Navigator' sidebar with options like 'Create New Bid Request', 'My Bid Requests', and 'My Leads'. The main content area has a header with 'Input a Bid Request Name - optional' and 'Input a Customer Reference - optional'. Below this is a 'Welcome to the Lenovo Bid Platform!' message. Key information includes 'End Customer Name: Anytown School District', 'Pricing Grid: US LBPe Auto Grid', 'End Customer Segment: PS', and 'Bid Sub Type: N/A'. Pricing details show 'Total Estimated Reseller Price: 3,684.45 USD', 'Total Final Price: 2,155.55 USD', and 'Minimum Order/Claim Amount: 0.00 USD'. A 'Distributor Inventory Selection' table is shown below, with a dropdown menu for 'Distributor Name' open, highlighting 'Ingram Micro Inc.' and 'US'. A 'Submit' button is highlighted with a red box and a '2' callout. A '1' callout points to the 'Order QTY' input field in the table.

**Lenovo** LENOVO BID PLATFORM

PCSD ISG

Create New Bid Request

My Bid Requests

My Leads

Create Deal Registration

My Deal Registration

New Customer Bonus

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Hide Navigator

Input a Bid Request Name - optional

Input a Customer Reference - optional

Welcome to the Lenovo Bid Platform!

End Customer Name: Anytown School District

End Customer Segment: PS

Pricing Grid: US LBPe Auto Grid

Bid Sub Type: N/A

Show More

Total Estimated Reseller Price: 3,684.45 USD

Total Final Price: 2,155.55 USD

Minimum Order/Claim Amount: 0.00 USD

Bid Subtype Terms & Conditions:

Distributor Inventory Selection

Product	Description	Approved Bid Qty	Distributor Name	Order QTY
7D2X100DNA	ThinkSystem SR645, 1xAMD EPYC 7203 8C 2.8GHz 120W, 1x32GB 2Rx8, SW RD, 1x1100W, XCC Enterprise	1	<input type="radio"/> Ingram Micro Inc.	<input type="text" value="1"/>
			<input type="radio"/> US	

Cancel Submit

# Applying NCB Discount to a Bid – Create Contract

**Lenovo** LENOVO BID PLATFORM

PCSD ISG

- Create New Bid Request
- My Bid Requests
- My Leads
- Create Deal Registration
- My Deal Registration
- New Customer Bonus
- User Guide
- Login PAQ

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Hide Navigator

Input a Bid Request Name - optional

Input a Customer Reference - optional

Welcome to the Lenovo Bid Platform

End Customer Name: Anytown School District      Pricing Grid: US LBPe Auto Grid

End Customer Segment: PS      Bid Sub Type: N/A

▼ Show More

Total Estimated Reseller Price: 3,684.45 USD      Bid Sub

Total Final Price: 2,155.55 USD

Minimum Order/Claim Amount: 0.00 USD

Total Amount Ordered/Claimed: 0 USD

Delta/Gap: 2,155.55 USD

**Bid Request Line Items**

Disclaimer: It is your responsibility to ensure that any products that you select using the Add Products o

PN	Category	Description	Estimated Reseller Unit Price	Estimated Reseller Price	Requested Quantity	Ordered/C Quantity
7D2X100DNA LEAP-200	Servers / Rack and Tower Servers / ThinkSystem SR645	ThinkSystem SR645, 1xAMD EPYC 7203 8C 2.8GHz 120W, 1x32GB 2Rx8, SW RD, 1x1100W, XCC Enterprise	3,684.45	3,684.45	1	0

**1** Export

**Used Discount Code**

Discount Code Number	Template Name	Used Value
NCBe2db7f6665004496828025dc5021dc6d	ISG Mission Acq. (Powered by NCB)	226.90

**1** You have now completed applying Deal Reg and NCB to your Contract! Click **Export** to receive a copy in XLS format

# Partner FAQ

Mission Acquisition Powered by NCB

# Mission Acquisition Powered by 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?
  - Customers who have no contract activity and have less than \$3k in rev in the last 1YR (IDG) 3YRS (ISG)
- 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?
  - Yes, Deal Reg is required to apply the NCB discount code to a bid (Except for IDG Global Accounts)
- What end customer segments are eligible for NCB?
  - Global (GA), Mid-Market (MM), Large Enterprise (LE), Public Sector (PS) and Education customers with a valid deal registration
  - SMB Customers are not eligible (Except for ISG)

# Mission Acquisition Powered by NCB FAQ (cont.)

- 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 (ISG)
  - 5% off the final bid price (IDG)
- How long is the NCB discount code valid for?
  - The NCB code is valid for 180 days from the date of NCB approval
- Can the NCB discount code be reused?
  - Yes, the NCB code is reusable for 180 days on LBPe created bids for the approved end customer

# Mission Acquisition Powered by NCB FAQ (cont.)

- Are all products eligible?
  - All products that can be bid in LBPe are eligible for the NCB discount for an approved end user
- Can the NCB discount code be stacked with other discounts/promotions?
  - Yes, it can stack with standard discounts/promotion ie: Volume Delegation and Parity PAB but may not stack with some promotional discounts ie: Carpe DM, Lean into Towers, etc.
- What is the process if additional discounts are needed in addition to the NCB discount?
  - Partners can request additional discounts through the Lenovo Review process. However, additional discounts may be limited due to the rich discounts already offered via NCB
- 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 the below email alias and include the bid number so we can research the issue
    - **ISG:** isglbp@lenovo.com
    - **IDG:** supporthub@lenovo.com
- What if a Distributor submitted the NCB request and it was approved, but a Partner wants to create the bid(s), or vice versa?
  - Best practice is to have the Partner apply for NCB and apply the Discount Code to the bid. Only the entity that requested the NCB can apply the discount code.

# Mission Acquisition Powered by NCB FAQ (cont.)

- 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 partners
- 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 related quotes to the following email alias:
    - **ISG**: [isglbp@lenovo.com](mailto:isglbp@lenovo.com)
    - **IDG**: [supporthub@lenovo.com](mailto:supporthub@lenovo.com)
- Some Deal Registrations are Opportunity-Based is NCB Opportunity Based as well?
  - No, NCB is always account based and first come first serve regardless if multiple partners have Deal Registrations for different opportunities



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technology  
for all**

**Lenovo**

**thanks.**