Introducing Lenovo Enterprise Pro

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eProcurement made Easy

Lenovo Enterprise PRO (formerly "B2B") has been launched to assist customers just like you to get the technology that you need with contracted pricing and your personalized catalog of products anytime, anywhere. We provide assistance to help you integrate your existing procurement systems with Lenovo Enterprise PRO so we can make your buying experience even easier and more convenient.

All of this, for no additional cost to you and completely supported by your Lenovo Enterprise PRO Account Team.

Integration Process



In order to provide you with the best solution, we conduct an in-depth analysis and consult with you at every step along the way.

Engagement:

Receive customer request for procurement system integration

Scoping:

Work with customer to define and determine business/ technical requirements.

Integration:

Build unique customer requirements and profile in a test environment.

Support:

Provide ongoing production support/maintenance

Production:

Move to production and validate initial production orders.

Testing:

Provide thorough testing of associated transactions.

Lenovo Enterprise PRO Benefits





CONTROLLED

Autonomy with controls and oversight:

- Correct, authorized products & prices
- User roles for order creation, approval and oversight
- Order tracking and reporting





Lenovo Enterprise PRO Stores optimize the procurement process:

- · Get orders underway quickly
- Ensure a well-formed, accurate order
- Enable order fulfillment to begin sooner



The Lenovo Enterprise PRO Stores allow IT managers and buyers to **make more informed decisions**:

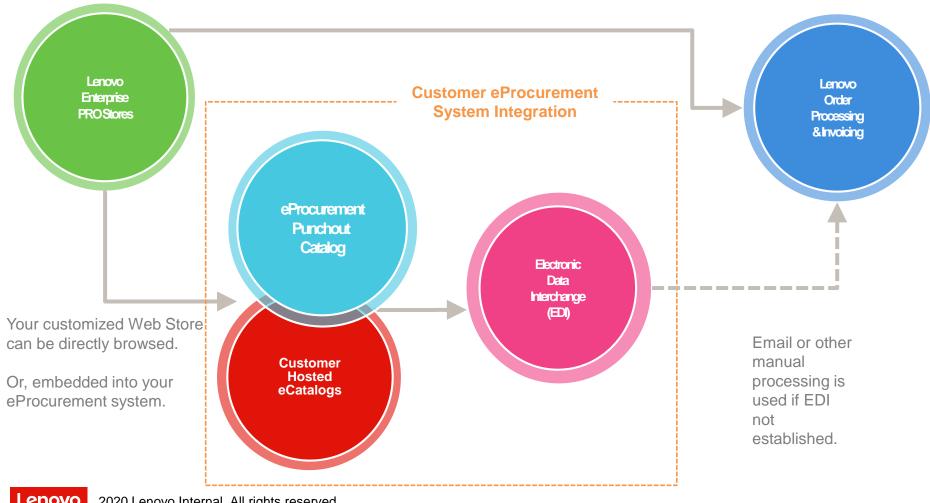
- Know product details and contract pricing up front
- Budget and forecast accurately
- Respond to PC lifecycle & onboarding demands





Lenovo Enterprise PRO **Customized Solutions**





Punchout Catalogs



An online store that is seamlessly integrated into your eProcurement system

1

Buyers access their online supplier-hosted Lenovo Enterprise PRO store through their eProcurement system.

2

Buyers shop and add products to their shopping carts.

3

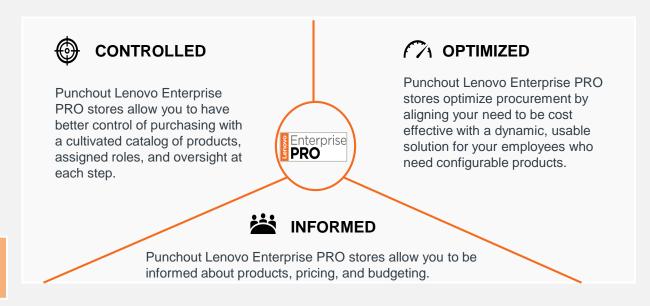
Shopping carts are sent directly into customer's eProcurement system for approval and processing.

4

Once fully approved, the shopping cart becomes a purchase order for Lenovo to fulfill.

5

Buyer receives shipping notice and invoice.



Customer-hosted Catalogs



A file that is hosted within your eProcurement system

1 2

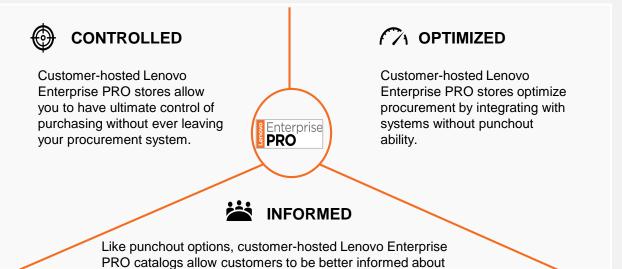
Buyers access their supplier-hosted Lenovo Enterprise PRO store through their eProcurement system.

Buyers shop and add products to their shopping carts.

Shopping carts go directly into your eProcurement system for approval and processing.

Once fully approved, the shopping cart becomes a purchase order for Lenovo to fulfill.

Buyer receives shipping notice and invoice.



products, pricing, and budgeting.

Lenovo

Customized Web Stores



A web-based store that is hosted by Lenovo that can be integrated within your eProcurement system or not. A great option for organizations of all sizes.

Buyers access the supplier-hosted Lenovo Enterprise PRO store through their system or online.

Buyers shop and add products to their shopping carts.

Shopping carts are sent directly into customer's eProcurement system for approval and processing.

Once fully approved, the shopping cart becomes a purchase order for Lenovo to fulfill.

Buyer receives shipping notice and invoice.



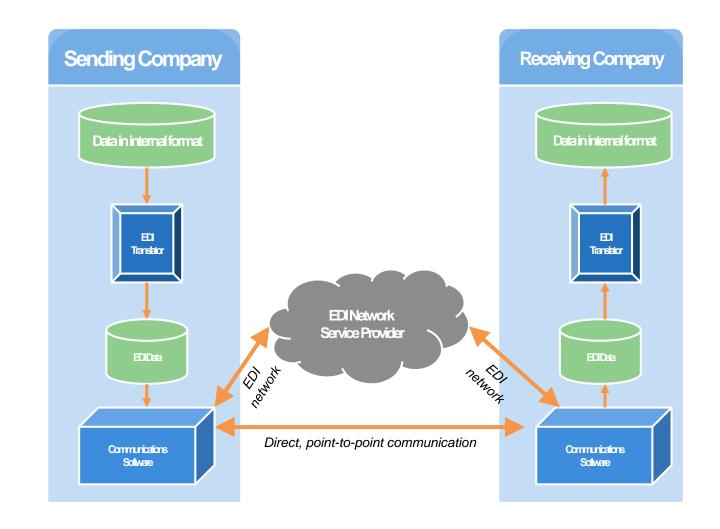
Electronic Data Interchange (EDI)



Modern work requires modern solutions for getting the tools you need. Enter EDI, or Electronic Data Interchange.

Without the burden, messiness, or errors that can come from using email, fax or PDFs, electronic orders are submitted directly from your procurement system or from a third-party intermediary or a supplier network to Lenovo.

With EDI, everyone benefits. Your organization gets an easier, more transparent process and you can be assured that we process your orders securely, quickly, and error free.



Lenovo Enterprise PRO Highlights



- Customize your online catalog with our business-ready products and accessories.
- Set standards for your organization's product configurations at your organization's contracted rate.
- Manage what users can see and do with defined user roles.
- Retrieve detailed invoices, open orders, and purchase history.
- Prepare and save system configurations or product bundles as an eQuote for a repeat or future purchase.
- No additional costs

PowerPoint Template Candidates



Version A



Version B





Version C



Version D





thanks.

