Introducing the Web-based Sales Configurator

Lenovo Enterprise Solutions Configurator – LESC

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Lenovo Enterprise Solutions Configurator (LESC) – Highlights

**What?**

- **LESC (Online)** is a new Lenovo version of the Web-based Hardware Configurator (Blue Horizon) pre-sales configurator tool
- Functionality will be adapted towards a global harmonization of the user interface (UI)

**Who?**

- All current users of Blue Horizon R3 in AG will be able to use the LESC online tool
- All Business Partners creating CTO (Configure To Order) today will be able to use LESC (Online)

**Why?**

- Move the sales configurator to a Lenovo IT hosted environment
- Alignment of the data model to x-config as a back engine
- Reduction in number of configurators (merger of US & European versions)

**When?**

- Further details will be communicated through Partner communications and training sessions
- Wave 1.1 LESC (Online) went Go Live **May 11th**
LENOVO ENTERPRISE SOLUTIONS CONFIGURATOR - LESC:
Lenovo hosted Web-based Configurator and x-config Offline Configurator

• Goal – Provide a Lenovo developed and hosted Web-based sales configurator, with the capabilities to integrate into existing commerce, pricing and order processes, called (“Lenovo Enterprise Solutions Configurator” or “LESC”)
• Goal – Use a single set of product modeling data to support the Web-based Online and Offline/Workstation versions of the configurator tools
• Goal – Provide the end user community, which today uses the Web-based Hardware Configurator (Blue Horizon R3), a tool to
  • Support proposal creation with product and solution configuration information
  • Support the Create Dynamic CTO (Config To Order) solutions
  • Support the Special Bids and Custom Model creation
• Goal – Continue to support the business with the SSCT (Standalone Solutions Configuration Tool) and leave the x-config offline configuration capabilities unchanged
• Change – Some capabilities on the UI (User Interface) will be different in LESC vs. the current Blue Horizon R3 (release 3) Web-based configurator.
• Change – Some capabilities currently available today in the Blue Horizon R3 Web-based configurator, will not be available until July/August 2015 within LESC online.
LENOVO ENTERPRISE SOLUTIONS CONFIGURATOR - LESC

• LESC Online – Lenovo developed Sales Configurator replacing Blue Horizon R3
• x-config Offline – Configurator engine will continue to be maintained and updated, but will be hosted in Lenovo

• Launch “Lenovo built LESC” from the URL below:
  http://lesc.lenovo.com/products/hardware/configurator/bhui/launchNI.wss

• Download “Lenovo built x-config” from the URL below:

  New Icon will appear on the “Desktop”
Summary of Enhancements in LESC & x-config

1. **LESC and x-config UI organization:** The order/grouping of options on a specific product configuration experience will change to be consistent with x-config instead of the current Blue Horizon order/grouping.

2. **LESC and x-config Messages:** The wording of messages will be consistent between x-config and LESC.

3. **LESC manufacturing instruction products:** Manufacturing Instruction Products (HIPO’s – Hardware Initial Productivity Offering) will not be shown on the configuration Summary tab. They will continue to be visible in the configuration Details tab and all outputs.

4. **LESC Online and Offline Configuration Interoperability:** Configuration .CFR files created in LESC Online can be imported into x-config to edit/change the configuration.
5. **LESC: Connections between systems:** The function which allows a user to specify connection relationships to calculate cable requirements between products will be sunset due to little usage. (Blue Horizon “Connections” tab).

6. **LESC Standalone: RSS Info:** Data feed of information (via RSS) regarding open defects, release notes and modeling notes will be sunset since not used.

7. **LESC Systems Assurance Review “Must acknowledge”:** The System Assurance review message for high end systems today will sunset the action to “Acknowledge” the message has been read. Will be presented as warning message as needed.

8. **LESC “Move” function:** move function will be consolidated on configuration summary page.

9. **LESC Rack Report:** Move to x-config format and provide an export only
Summary of Migration Considerations in LESC & x-config

10. **LESC Software Only Configurations**: Configuration of Software only products with no Hardware in the configuration will not be supported.

11. **LESC After Market Configuration**: Configuration created for After Market will not be supported in LESC. Users will use other established sources and processes to determine compatible options for an existing system.

12. **LESC Configuration Files (.CFR)**: Configurations created in Blue Horizon R3 cannot be imported/edited in LESC. Users must recreate the configuration in LESC when necessary.


14. **LESC Change to Contextual Catalog**: LESC displays a reduced contextual catalog of available products that you can configure with the parent product. User will be able to add additional products to the configuration using ‘Solution Catalog’.

15. **LESC Change to Host Connections**: Blue Horizon R3 (BH R3) has a ‘Host Connection’ function that will not be available in LESC.
Summary of Capabilities not available until July/August 2015

1. **UI Control Level Notes:** Some directive information (informational messages) currently placed with different selections such as memory or storage will not be available
   - Today available on less than 50% of controls

2. **Product Summary:** Summary of the key product selections for a given product will not be displayed in the configuration summary page
   - Details still available on the configuration details page.

3. **HTML Message Links:** Some messages include a HTML link on were to go for more information. The links will not be enabled.
   - Could still swipe and paste the URL manually.

4. **Footnotes and Selection Help:** Links to footnotes and to help on a specific select will not be available.
   - General Application help still available.

5. **Rack Report:** The report which lists RACK environment information such as power consumption, heat, etc. will not be available.
   - Racking not typically done on the Web configurator today.
Configurator Consolidation Approach

Prior to May 11th

- X-CONFIG
  - MODEL DATA
  - X-CONFIG MODEL ENGINE
  - X-CONFIG UI

- BHC R3.0 (AG/LA)
  - MODEL DATA
  - BHC MODEL ENGINE (SELECTICA 9)
  - BHC UI

- BHC R1.0 (EMEA/AP)
  - MODEL DATA
  - BHC MODEL ENGINE (SELECTICA 6.9)
  - BHC UI

- SSCT (WW)
  - MODEL DATA
  - SSCT Application

After May 11th – Release 1

- "LESC" WEB
  - MODEL DATA
  - X-CONFIG MODEL ENGINE
  - X-CONFIG UI
  - ADAPTER
  - BHC UI

- BHC UI
  - "LESC" WEB

www.Lenovo.com

User Laptop
download
"LESC Offline"

SSCT Application

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Backup
Enhancements, Changes & Migration Considerations
New and Changed capabilities in LESC & x-config

1. **LESC and x-config UI organization:**

Common modeling from x-config will drive UI (user interface) to be consistent across online and offline configurators using the x-config groupings (tabs)

**Grouping of Selections will be consistent between x-config and LESC (different from grouping currently in Blue Horizon R3)**

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**Example: 5462AC1 – System x3650 M5**

<table>
<thead>
<tr>
<th>Current Blue Horizon R3 grouping</th>
<th>LESC / x-config Grouping</th>
</tr>
</thead>
<tbody>
<tr>
<td>IBM System x3650 M5 - 5462AC1</td>
<td>Standard Features</td>
</tr>
<tr>
<td>Additional accessories</td>
<td>Cables</td>
</tr>
<tr>
<td>1/0 adapters</td>
<td>Services</td>
</tr>
<tr>
<td></td>
<td>Expansion Options</td>
</tr>
<tr>
<td>Internal storage</td>
<td>Power</td>
</tr>
<tr>
<td>Language pack</td>
<td>Storage Options</td>
</tr>
<tr>
<td>Memory</td>
<td></td>
</tr>
</tbody>
</table>

Move to x-config and LESC = Consistency in Selection Grouping
New and Changed capabilities in LESC & x-config

1. (continued) LESC and x-config UI organization:

Selections will be in x-config order. (different from grouping currently in Blue Horizon R3)

x-config and LESC provide Consistency in Selection order
New and Changed capabilities in LESC & x-config

2. LESC and x-config Messages:

Common modeling from x-config will drive messages to be consistent across online and offline configurators using the x-config modeling messages. For the short term, there will be some loss of “informational” messages familiar with BH R3 users.

LESC and x-config messages will be consistent. Over time, improvements in messages will be handled through end-user feedback and modeling enhancements.

Example: 7875AC1 – Selecting an invalid memory configuration

“Today” Blue Horizon R3 message when too much memory specified.

“New” x-config message when too much memory specified.
New and Changed capabilities in LESC & x-config

2. (continued) LESC and x-config Messages:

LESC ‘Hovering’ capability will be available to help assist with resolving any configuration issues.

LESC Message will display the product / feature code & description when the cursor is placed over the feature code in the error message (HOVERING)
New and Changed capabilities in LESC & x-config

2. (continued) LESC and x-config Messages:

x-config ‘Hovering’ capability will be available via the ‘More Info’ link on the configuration page.

x-config Message will display the product / feature code & description when the cursor is placed over the feature code (HOVERING) on the error message in the ‘More Info’ message pop-up box.
New and Changed capabilities in LESC & x-config

3. LESC HIPO (Hardware Initial Productivity Offering) products:

Blue Horizon R3 shows manufacturing products that are auto added to the configuration on both Summary and Details pages.

The HIPO products will not be displayed on the summary page in LESC. They will still show in Details page and Output reports.

This (HIPO) product will no longer be displayed on this page.
New and Changed capabilities in LESC & x-config

3. (continued) LESC HIPO products:
HIPO will not be displayed on the summary page in LESC. They will still be seen on the Details page and Output reports.

This HIPO (eg: 5372SWX) product will no longer be displayed on this SUMMARY page.

This HIPO (eg: 5372SWX) product will only be displayed on the DETAILS page.
New and Changed capabilities in LESC & x-config

4. LESC Online and Offline Backward Compatibility:
LESC will utilize a new common file format with x-config, which will allow configurations created in LESC to be imported into x-config.

Configuration files created in LESC can be edited / changed in LESC or x-config.

The restrictions are noted in the table below.

Once changed in x-config and saved, the .CFR can only be edited in x-config.

<table>
<thead>
<tr>
<th>Scenario</th>
<th>Supported after LESC rollout on 5/11</th>
<th>Action Required</th>
</tr>
</thead>
<tbody>
<tr>
<td>Import configuration file from LESC into x-config</td>
<td>Yes</td>
<td>New capability which users do not have today with Blue Horizon</td>
</tr>
<tr>
<td>Import old .CSE file into x-config</td>
<td>Yes</td>
<td>None – old .CSE files will continue to work as-is</td>
</tr>
<tr>
<td>Import of BH R3 configuration into MSC</td>
<td>Yes</td>
<td>Continue to Check-out ( note should validate with SOVA )</td>
</tr>
<tr>
<td>Import of configuration from x-config into LESC</td>
<td>No</td>
<td>Continue to edit in x-config</td>
</tr>
<tr>
<td>Edit of configuration file created from Blue Horizon R3 into LESC</td>
<td>No</td>
<td>1. Continue to edit in Blue Horizon R3 during transition period 2. Recreate in LESC as needed</td>
</tr>
</tbody>
</table>
New and Changed capabilities in LESC & x-config

5. LESC: Connections between systems:

The Connections tab which shows up when two products can be connected will not be used in LESC:
• x-config provides detailed point to point cabling if required by the user (Cluster ON mode).

Connections are not available in LESC.
New and Changed capabilities in LESC & x-config

6. LESC Online: RSS Information:

BH R3 Provides RSS (Rich Site Summary) feed to subscription users for Release Notes, Defects under review and Product Modeling Release Notes.

RSS feed will not be available in LESC.

New and Changed capabilities in LESC & x-config

7. LESC Systems Assurance Review “Must acknowledge”:

- Select x86 servers present a message which the user must acknowledge.
- Lenovo practice is peer to peer reviews of customer requirements vs mandatory TDA (Technology Delivery Assessment).

TDA is a warning message in LESC

Blue Horizon R3 today – The user must select “I acknowledge the TDA…” to make the configuration “Valid”

<table>
<thead>
<tr>
<th>Messages</th>
</tr>
</thead>
<tbody>
<tr>
<td>✗ Critical errors exist and must be addressed before this product can be ordered. See below for details.</td>
</tr>
<tr>
<td>✗ Final validation is required before this configuration can be ordered. Use Check system to validate.</td>
</tr>
<tr>
<td>✗ A Pre-sale Technical and Delivery Assessment or TDA (formerly known as the Solution Assurance Review or SAR) may be warranted for your solution. Please review the Worldwide Solution Assurance TDA Trigger Criteria at the following sites:</td>
</tr>
<tr>
<td>IBM Business Partners Solution Assurance</td>
</tr>
<tr>
<td>IBM Employee Solution Assurance</td>
</tr>
</tbody>
</table>

Customers: please consult your IBM Sales Team or IBM Business Partner for more information.

Please acknowledge you have read IBM’s above recommendation of the TDA process by selecting one of the following options:

- I choose not to acknowledge the TDA recommendation.
- I acknowledge the TDA recommendation.

LESC – this becomes a warning message with no requirement to acknowledge to make the configuration valid.
New and Changed capabilities in LESC & x-config

8. LESC “Move” function:
BH R3 provides two ways to move a sub-product from one configurable product to another. One on the Customize page of the sub-product and second on the Summary page for all products in the configuration. Common modeling with x-config will not support “move” on Customize page

Move will not be available in LESC on the Customize page, only available on Summary page.

Selection still available on the summary page in LESC
New and Changed capabilities in LESC & x-config

9. Change to x-config Rack Report:
BH R3 displays a Rack environmental report when there is at least one Rack in the configuration. x-config produces a different report format in a spreadsheet export output only.

User will see export only on the Report page, and output will be changed to be consistent with the x-config Rack environmental report.

Change is to have consistency in Rack reports between x-config and LESC.
New and Changed capabilities in LESC & x-config

10. LESC Software Only Configurations:
Blue Horizon R3 supports TMF (type model feature) configuration of Software Offerings via selection from a catalog. SEO (single entity offerings) equivalents (available in SSCT) are always announced in parallel to TMF for ordering.
• Business request is to eliminate Software Only TMF Configurations due to impact on to-be software fulfillment process.
• Rarely used – Practice is to order via SEO not TMF configuration.

TMF Software only configurations will not be offered in LESC.
New and Changed capabilities in LESC & x-config

11. LESC After Market configuration:
Blue Horizon R3 includes a configuration option to “Find accessories for products you already have” by entering a TMF product to display its compatible SEO options. Selection of options has no validation rules and results in “options only configuration” which does not include the base MTM used in search.
• Rarely used in Blue Horizon R3 - SSCT commonly used for this function and/or the COG (configuration options guide).

Find After Market Options will not be available in LESC.
New and Changed capabilities in LESC & x-config

**12. LESC Online and Offline Configuration Interoperability:**
LESC will utilize a save format that supports common product modeling across the online and offline configurators.

Configuration created in LESC can be imported and used in x-config, but once the configuration is saved from x-config it cannot be imported and used in LESC.

<table>
<thead>
<tr>
<th>Originating Application</th>
<th>Receiving Application</th>
<th>Import file from Origination to Receiving?</th>
</tr>
</thead>
<tbody>
<tr>
<td>LESC Online</td>
<td>x-config</td>
<td>✅ Yes</td>
</tr>
<tr>
<td>x-config</td>
<td>LESC Online</td>
<td>✗ No</td>
</tr>
</tbody>
</table>
New and Changed capabilities in LESC & x-config – VERY IMPORTANT

12. (Continued ) LESC Online and Offline Backward Compatibility :
Any BH R3 CFR libraries used to restore a configuration as a starting point for configuration validation or updates will need to be recreated in the LESC CFR format, post go-live of LESC.

Will not be able to import a BH R3 CFR into LESC.

<table>
<thead>
<tr>
<th>File Type</th>
<th>Created by</th>
<th>Receiving Application</th>
<th>New output Compatible</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSV</td>
<td>x-config</td>
<td>e-pricer</td>
<td>Yes</td>
</tr>
<tr>
<td>CFR</td>
<td>x-config</td>
<td>CCE/MSC, PASS, e-pricer, SOVA</td>
<td>Yes</td>
</tr>
<tr>
<td>CSE</td>
<td>x-config</td>
<td>LESC Online</td>
<td>No</td>
</tr>
<tr>
<td>CSE</td>
<td>x-config</td>
<td>x-config</td>
<td>Yes</td>
</tr>
</tbody>
</table>
New and Changed capabilities in LESC & x-config

13. RPQ Placeholder function in LESC: BH R3 allows the user to select the Placeholder RPQ (NEWxxx) in the UI with the price from the Services Feature Code displayed. x-config displays the Services Feature code for selection, and auto-expands the Placeholder on the outputs. The configuration results are the same, but the “Feature Code” displayed when selecting the placeholder will be different from BH R3 UI.

Users will see Services Feature Code instead of RPQ Placeholder Feature Codes on selection page in LESC Web, but will see the same results on configuration details and outputs.

LESC RPQ behavior will now show Service Feature Code, not NEWxxx Placeholder Code.

Blue Horizon Selection Shows Placeholder FC numbers

Services Feature Code now displayed with selection.

“x-config UI”

Consistent behavior between x-config and LESC

“LESC UI”

“LESC Output”

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New and Changed capabilities in LESC & x-config

14. Change to Contextual Catalog:
LESC displays a reduced contextual catalog of available products that you can configure with the parent product. User will be able to add additional products to the configuration using ‘Solution Catalog’.

Change is to have consistency in Solution building between x-config and LESC
New and Changed capabilities in LESC & x-config

15. Change to Host Connection:
Blue Horizon R3 (BH R3) has a ‘Host Connection’ function that will not be available in LESC. In this example there is a x3650 M5 as the parent product with a v3700 as the child. The Host Connection function did not provide any type of integration in manufacturing capability. No longer necessary to continue this function. Change is to have consistency between x-config and LESC.
1) LESC UI control Level Notes

These are ‘Notes:’ which give more information about the control on the UI. They currently do not exist in x-config and will be added as additional modeling content.

Specific Note would not initially be displayed.
2) LESC Product Summary

Product summary provides a summary line about the product configured.

Summary of key features selected would not be displayed.
3) LESC - HTML Links in messages will not be hyperlinks

Any message containing links to external pages will not display as selectable URL links, it will just be plain text.

Messages

1. When processing a Term Quote, e-Pricer and other tools assume you want to create a Custom Model (CSEO). e-Pricer and Pricecalc do not manage the pricings process accurately if you have multiple quantities of a configuration in the .cfr file submitted, which can result in invalid prices presented to your customers. For this reason always create a configuration file (.cfr) to only include the quantity of the configuration that is within the CSEO to be created (should likely be a quantity of one). If there are any quantities that need to be priced, they should be entered in e-Pricer as a quarter quantity (roll out quantity); only submit what is needed to make the configuration valid.

2. Purchase of this IBM System x™ or BladeCenter® server includes the entitled use of the agent and/or management server components of IBM® Systems Director, an integrated, extensible systems management application which unifies the management of virtual and physical resources. Systems Director software may be included on the media shipped with this system and can be downloaded from the [Systems Director web site](https://www.ibm.com/servers/systems/director). Please visit [SSIC website](https://www.ibm.com/servers/systems/director) to verify if server hosts have correct software versions/levels to support attached devices.

3. Your configuration is valid.

URL’s instead of Hyper-links and not “clickable” in LESC.
4) LESC - Footnotes and "Help Me Decide" linkage

Will not be able to show these links in association to controls

Base or packages

- HS23 Blade Base (A1RG)
- Elite Package (A2WF) [subtract $194.00]
- Enhanced Package (A2WE) [subtract $194.00]
- Essential Package (A2WD) [subtract $194.00]
- HS23 Blade Base 2 for Intel Xeon E5-2600 v2 Series (A4X3)

Initial processor

Note: Some processors are incompatible with some BladeCenter chassis. Consult the IBM BladeCenter HS23 Product Guide http://www.redbooks.ibm.com/abstracts/upa0843.html#chassis to ensure your chassis and your processor selection are compatible.

- Intel Xeon Processor E5-2640 6C 2.5GHz 15MB Cache 1333MHz 95W (A23U) [add $1,090.00]
- Intel Xeon Processor E5-2643 4C 3.3GHz 10MB Cache 1600MHz 130W (A3CB) [add $1,110.00]
- Intel Xeon Processor E5-2648L 8C 1.8GHz 20MB Cache 1600MHz 70W (A23R) [add $1,446.00]
- Intel Xeon Processor E5-2650 8C 2.0GHz 20MB Cache 1600MHz 95W (A1S9) [add $1,210.00]
- Intel Xeon Processor E5-2650L 8C 1.8GHz 20MB Cache 1600MHz 70W (A1SG) [add $1,210.00]
- Intel Xeon Processor E5-2658 8C 2.1GHz 20MB Cache 1600MHz 95W (A23S) [add $1,446.00]
5) LESC - Rack Report

A report with information about the Racks in the configuration

Will not be available to view in LESC
Will be available as a XLS export
THANK YOU

DAKUJEM  DANK  BEDANKT  MERCI  TAKK  谢谢
ありがとう  СПАСИБО  GRACIAS  DZIĘKUJĘ  DANKE
OBRIGADO  БЛАГОДАРЯ  GRAZIE  תודה  GRACIAS