

PowerQuote Welcome Pack

New Host Guide

19 November 2020

Version 1.8

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1. Introduction to PowerQuote

PowerQuote is a Configure Price Quote application, often deployed as a plug-in for eCommerce Stores. It can be deployed into three environments: Channel Sales, Online Stores and Dell Call Centers. Distributors and Resellers can grow their Dell EMC PowerEdge Now business by increasing revenue and margin through options attach, increasing quote accuracy and reducing quote turnaround time.

PowerQuote is user-friendly and offers users flexibility and functionality when creating a quote, along with technical validation checks to ensure accuracy.

A subset of the data that drives the PowerQuote application is available to Dell's Partners as a Web Service under channelcentral's boost! Attach Pattern Web Service. This is attractive to Partners that want to offer customers a very simple configuration experience, but not by using an application.

2. Application Integration Basics

A separate API integration guide is available from channelcentral, aimed at IT/eCommerce personnel. For people who work on the commercial side it is useful to have an appreciation of what is involved to onboard PowerQuote:

- SSO (Single Sign-On) allows a user who is logged in to an application (usually a Web Store) to access PowerQuote without the need to create a separate login.
 - SSO also supports parameters such as SKU/Part Number (for deep linking) or Super User (e.g. is able to purchase online).
- Data feeds via FTP or more often Web Services to provide stock levels and customer pricing using Account Number and/or Session ID provided on SSO.
- To support Place Order (aka Buy Now), channelcentral will send the contents of the PowerQuote Cart to the Host's Shopping Cart.
 - channelcentral can also provide information on Rebates applied or Tracking IDs.

FAQ: How long does it take to integrate to PowerQuote?

Answer: It varies, from a couple of hours to a day or two, depending on the complexity of the Host's systems. This is integration time taken, not the time it takes to make the resource available.

3. User Guide

3.1 Introduction to this User Guide

3.2 Login

Most users access PowerQuote using SSO (Single Sign-On), which means the user does not need to bookmark/favorite a URL, nor remember user names and passwords. However, certain users do require a login, and this is the screen (it is HTTPS):

The screenshot shows a login interface for Dell EMC. At the top, there is a blue navigation bar with the Dell EMC logo on the left and a 'LOGIN' link on the right. Below this bar, the main content area is white. It starts with the heading 'Sign In' and a sub-heading 'Hello, welcome to your account'. There are two text input fields: one for 'Email' and one for 'Password'. Below the password field is a blue button labeled 'Secure Sign In'. At the bottom of the sign-in area, there is a link that says 'Forgot your password?'. At the very bottom of the page, there is a footer with the Dell EMC logo and the text '© Copyright 2018'.

The Forgotten Password link contains a one-time use password which must be reset.

3.3 Home Page View

Unless the user has entered a SKU/Part Number as a parameter (so-called deep linking) then they will be directed to the Home Page:

PowerQuote
MAXIMIZE EVERY OPPORTUNITY

TEST (ACCOUNT: DELLCALLCENTRE) LOGOUT

HOME NEW QUOTE MY QUOTES SUPPORT ADMIN USER GUIDE COUNTRY United Kingdom DISTRIBUTORS All

Search by Product VPN, Name and Description

Avoid system downtime, increase productivity
Take advantage of our enhanced ProSupport Packages

Recently Viewed

PowerEdge R230 PowerEdge T330

Servers

Refine Results

- Product Family
- Form Factor
- CPU Manufacturer

Sort by Price (Low to High)

PowerEdge T130 **PRIMO**

Price £ 515.00 *
Rebate £ 45.00
Recommended Price £ 470.00 *
Stock 5 Show


3.4 Price/Stock Handling

In PowerQuote, the objective is to use the IT integration with the Host to provide the user with the best possible experience, including seeing available inventory and the Host's buy price.

If for any reason, channelcentral is unable to get a price, the system will display the Dell Recommended Reseller Buy Price.

3.5 Basic Information on SKUs

- ▼ Product Family
- ▼ Form Factor
- ▼ CPU Manufacturer
- ▼ CPU Sockets
- ▼ HDD Form Factor
- ▼ Promotion



PowerEdge T130 PROMO

Price £ 515.00
Rebate £ 45.00
Recommended Price £ 470.00
Stock 5 [Show](#) [O](#)

(3DJ8G) - PowerEdge T130 Chassis 4 x 3.5in Xeon E3-1220v6 8GB 1x1TB DVDRW On-Board LOM DP Embedded SATA iDRAC8 Bas 3Y Basic NBD

[Specification](#) [Brochure](#) [Technical Documentation](#)

Form Factor
Tower

Processor
1 x Intel Xeon E3-1220v6 Quad Core (3.00GHz 8MB) Processor

Memory
1 x Dell 8 GB Certified Memory Module - 1RX8 DDR4 UDIMM 2400MHZ

Graphics
Integrated Matrox G200

Networking
Embedded Broadcom 5720 1Gb 2-port Ethernet Adapter

Storage
1 x 1TB 7.2K RPM SATA 6Gbps 3.5in Cabled Hard Drive

Optical Storage
1 x Dell SATA DVD+/-RW Internal (Slim 9.5mm)

Power Supply
1 x 290W Non-Hot Plug Non-Redundant Power Supply

Management
iDRAC8 Basic

Warranty
3 Year Basic Next Business Day Warranty

[Configure](#)

Product information can be found on all products, this provides a breakdown of what is included in the current system build plus the most useful attributes of the System Unit. In addition, users can access in PDF format, the official technical documentation (Owner’s Manual) for the system along with the Brochure (SpecSheet). Both files are sourced directly from Dell EMC and are publicly available..

3.6 Browse, Filter and Sort

PowerQuote uses a variety of functions to make finding the desired product quick and easy.

3.6.1 Using Search to Save Time

PowerQuote allows users to search for a specific product, this is useful if the user knows the system they are trying to locate. You can search by the SKU/Part Number or by the product description. Upon clicking a result, you will be able to navigate to the [configure screen](#) for that product.

HOME
FEEDBACK

(F0DYF) PowerEdge T640 Chassis 16 2.5in Xeon Silver 4110 16GB 600GB No Rails Bezel DVDRW On-Board 10GbE DP PERC H730P+ iDRAC9 Ent 750W 3Y Basic NBD

(VTY3T) PowerEdge T440 Chassis 16 x 2.5in HotPlug Xeon Silver 4110 16GB 600GB No Rails Bezel DVDRW On-Board LOM DP PERC H730P+ iDRAC9 Ent 495W 3Y Basic NBD

(8FJ63) PowerEdge T440 Chassis 8 x 3.5in HotPlug Xeon Silver 4110 8GB 1TB No Rails Bezel DVDRW On-Board LOM DP PERC H330+ iDRAC9 Ent 495W 3Y Basic NBD

3.6.2 Using Filters

Within the application you can filter potential products, for example if you needed a tower server, you can select only tower servers to appear in your selection.

Filter examples include:

- Product Family
- Form Factor
- CPU Manufacturer
- CPU Sockets (number of)
- HDD Form Factor
- Promotion (SKUs with a promotional price)

If a filter category contains a lot of data, a scroll bar prevents the home page of PowerQuote becoming cluttered and improves usability.

Refine Results ↻

▼ **Product Family**

- R230 2
- R330 2
- R440 1
- R540 1
- R640 2
- R740 2

▲ **Form Factor**

- Rack 10
- Tower 8

▲ **CPU Manufacturer**

- Intel 18

▲ **CPU Sockets**

- 1 9
- Up to 2 9

▲ **HDD Form Factor**

- 2.5" Hot Plug 7
- 3.5" Cabled 5
- 3.5" Hot Plug 6

▲ **Promotion**

- Active 18

3.6.3 Sorting

From the right-hand side drop down products can be sorted by price (low to high or high to low) or alphabetically.

Refine Results ↻

- ▼ Product Family
- ▼ Form Factor
- ▼ CPU Manufacturer
- ▼ CPU Sockets
- ▼ HDD Form Factor

PowerEdge T130 PROMO

(3DJ8G) - PowerEdge T130 Chassis 4 x 3.5in Xeon E3-1220v6 8GB 1x1TB DVDRW On-Board LOM DP Embedded SATA IDRAC8 Bas 3Y Basic NBD

[Specification](#) [Brochure](#) [Technical Documentation](#)

Sort by

Price (Low to High) ▼

Price (High to Low)

Price (Low to High)

A-Z

Z-A

Recommended Price £: 770.00

Stock 5 [Show](#) [Close](#)

3.6.4 Recently Viewed

Recently Viewed

PowerEdge T440

PowerEdge R330

PowerEdge T130

PowerEdge T330

PowerEdge R230

PowerEdge R640

PowerQuote stores your recently viewed products at the top of the home page, for quick and easy access. These will show every time you sign into a new session, so you can come back to them later, and not forget which system you were viewing.

3.7 Configuration

3.7.1 Tech Specs/Simplified BOM


Tech Specs gives you a breakdown of what is included in the current system build, plus the most useful attributes of the System Unit.

3.7.2 PowerQuote Cart

Clicking 'configure' takes you to the configuration page, which includes your system description and any items that have been auto added, such as support and operating system. Any blue italic price is the Dell Recommended Reseller Buy Price and any green price is Reseller's Buy Price from the Host.

PowerEdge R740

PowerEdge R740 Chassis 8 x 2.5in Xeon Silver 4110 16GB 1x600GB Rails Bezel Broadcom 5720 PERC H740P IDRAC9 Ent 750W 3Y Basic NBD



▲ SUMMARY

VPN	Description	Base Config	Promotion	Stock	Qty	Price	Rebate
C1DMD	PowerEdge R740 Chassis 8 x 2.5in Xeon Silver 4110 16GB 1x600GB Rails Bezel Broadcom 5720 PERC H740P IDRAC9 Ent 750W 3Y Basic NBD	<input checked="" type="checkbox"/>	< PROMO	-	<input type="text" value="1"/>	£ 1,680.00 *	£ 130.00
634-BRMW	Windows Server 2016 Standard ROK 16CORE	<input checked="" type="checkbox"/>	< PROMO	In Stock	<input type="text" value="1"/>	£ 483.00 *	£ 90.00
PER74X_3833	3 Year Next Business Day to 3 Year ProSupport Next Business Day	<input checked="" type="checkbox"/>	< PROMO	In Stock	<input type="text" value="1"/>	£ 626.25 *	£ 178.42

Add To Basket

Total Price £ 2,789.25 *

Total Rebate £ 398.42

Total Recommended Price £ 2,390.83 *

Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 6 modules

If you have picked the wrong system or have changed your mind you can click on 'New Quote' to abandon and start over.

3.7.3 Adding Options (Hardware and Software) or Services

You can add additional options or take out and replace support and operating systems. Examples of additional options include Memory, Hard Disk Drives, Network Adapters, Fans and Power Supply. Stock figures for the Host are shown for each option, this is usually updated in real time. The tick in the 'Base Config' column shows that the part is already installed in that system's base configuration, therefore if you wanted to keep additional parts the same as any preinstalled parts, it can be easily done.

Processor	Memory	Hard Drive	SSD	Network Adapter	Additional Upgrades ▾	Software
Warranty	Network Switch				Power Supply SD Card Fans & Cooling	

Power Supply

VPN⇅	Description⇅	Base Config-▾	Promotion⇅	Stock⇅	Qty	Price⇅	Rebate⇅
450-AEBM	Single Hot-plug Power Supply (1+0) 495W			-	<input type="text" value="0"/>	£ 112.00 *	£ 16.00

SD Card

VPN⇅	Description⇅	Base Config-▾	Promotion⇅	Stock⇅	Qty	Price⇅	Rebate⇅
385-BBLF	IDSDM and Combo Card Reader			-	<input type="text" value="0"/>	£ 40.00 *	
385-BBKJ	Internal 16GB Micro SDHC/SDXC Card			-	<input type="text" value="0"/>	£ 44.50 *	
385-BBKK	Internal 32GB Micro SDHC/SDXC Card			-	<input type="text" value="0"/>	£ 79.50 *	
385-BBKL	Internal 64GB Micro SDHC/SDXC Card			-	<input type="text" value="0"/>	£ 193.75 *	

Fans & Cooling

VPN⇅	Description⇅	Base Config-▾	Promotion⇅	Stock⇅	Qty	Price⇅	Rebate⇅
412-AAMS	Standard Heat Sink for < 150W CPU			-	<input type="text" value="0"/>	£ 18.25 *	

To add additional parts, just type a number into the quantity box next to the relevant part, the Cart will automatically validate and re-price as this is done. If you add too many parts and the system is no longer compatible, then you will receive a warning message informing you what needs to be changed, this will prevent you from placing an order or exporting until fixed. There is also an auto-add feature; this comes into play when adding an option to the Cart that requires another item to make the system compatible. For example, adding a CPU has automatically added a heat sink to the Cart above.

3.7.4 RAID Controllers

RAID controllers can be upgraded in certain situations. A pre-installed RAID controller can be replaced by selecting an upgraded RAID controller, to ensure the correct number of PCI slots are still available in the server. When a RAID controller upgrade is added to the basket, a message will be shown: "RAID controller upgrade selected –

please remove the pre-installed RAID controller on delivery”.

Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 6 modules

Not all items are in stock. This may impact delivery times of all items

RAID controller upgrade selected – please remove the pre-installed RAID controller on delivery

Memory | Hard Drive | SSD | Network Adapter | Additional Upgrades | Warranty | Software | Network Switch | Host Bus Adapter

RAID Controller

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
405-AANM	PERC HBA330 Controller Adapter (LP) Upgrade				-	<input type="text" value="1"/>	€ 171.25 *	
405-AAMY	PERC H730P+ RAID Controller Adapter (LP) Upgrade				-	<input type="text" value="0"/>	€ 441.25 *	
405-AAMX	PERC H740P+ RAID Controller Adapter (LP) Upgrade				-	<input type="text" value="0"/>	€ 603.00 *	

3.7.5 BOSS Cards

BOSS card options are available in PowerQuote for all PowerEdge families, except T40. When a user selects a BOSS card, an informational message will appear to remind the user that an M.2 SSD should also be added to the basket.

Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 4 modules

BOSS card detected – please remember to add an M2 SSD

Memory | Hard Drive | Network Adapter | Additional Upgrades | Warranty | Software | Network Switch

iDRAC

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
385-BBKW	iDRAC9 Enterprise Digital License				100 Show	<input type="text" value="0"/>	€ 159.00 *	

BOSS Card

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
400-AVSS	480GB M.2 Drive for BOSS				0 Show	<input type="text" value="0"/>	€ 349.75 *	
400-ASDQ	240GB M.2 Drive for BOSS				3 Show	<input type="text" value="0"/>	€ 285.25 *	
403-BBVQ	Boot Optimised Storage Solution (BOSS) Controller Card (Full Height) Product Documentation				5 Show	<input type="text" value="1"/>	€ 82.00 *	

3.7.6 Assembly Services

Distributors can offer Assembly Services in their instances of PowerQuote. When a user has configured a server, they can select 'Assembly Services', and use the chargeable service to build the configuration before delivery where hardware options and software can be installed.

Servers > PowerEdge T140 (6M5NT)

PowerEdge T140

PowerEdge T140 Chassis 4 x 3.5in Xeon E-2224 8GB 1 x 1TB S140i SATA On-Board LOM DP iDRAC9 Basic 3Y Basic NBD

SUMMARY

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price
6M5NT/634-BSGB	PowerEdge T140 Chassis 4 x 3.5in Xeon E-2224 8GB 1 x 1TB S140i SATA On-Board LOM DP iDRAC9 Basic 3Y Basic NBD Plus 1x Windows Server 2019 DataCenter ROK 16CORE		← PROMO	250	0	1	€ 4,425.15 *
							Assembly Services <input type="checkbox"/> € 45.00

TECH SPECS

Warranty | Software | Network Switch

Assembly Services € 45.00

Add To Basket

Total Price € 4,425.15 *

Total 250 Points

Learn More | Points Portal

3.7.7 Suggested Add

'Suggested Add' is a feature that assists users to add the correct option to their basket to satisfy a validation error. In the example below, two M.2 drives have been added to the basket. Here is where the 'Suggested Add' message appears and prompts the user to add a BOSS Card to support the M.2 drives. If an option is not available to resolve the validation, the only recourse will be to remove the items triggering the error.

M.2 SATA 2280 Slot count Exceeded - Remove 2 to resolve or consider adding 1 x (403-BBVQ) Boot Optimised Storage Solution (BOSS) Controller Card (Full Height)

Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 4 modules

Not all items are in stock, this may impact delivery times of all items

- Memory
- Hard Drive
- Network Adapter
- Additional Upgrades ▾
- Warranty
- Software ▾
- Network Switch

iDRAC

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
385-BBKW	iDRAC9 Enterprise Digital License				100 Show	<input type="text" value="0"/>	€ 159.00 *	

BOSS Card

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
400-AVSS	480GB M.2 Drive for BOSS				0 Show	<input type="text" value="2"/>	€ 349.75 *	
400-ASDQ	240GB M.2 Drive for BOSS				3 Show	<input type="text" value="0"/>	€ 285.25 *	
403-BBVQ	Boot Optimised Storage Solution (BOSS) Controller Card (Full Height) Product Documentation				5 Show	<input type="text" value="0"/>	€ 82.00 *	

3.8 Basket

Clicking the 'Add to basket' button will add the configuration to your basket and take you to the basket screen. PowerQuote supports the purchasing of multiple configured systems in a single basket, so if you already have configured system/s in your basket, it will appear in addition to the existing contents.

Basket

Quote #126711

Configuration 1	Updated 2019-04-11	Stock	Item Price	Qty	Total Price
KVNC7	PowerEdge T640	2	€ 2,408.00 *	<input type="text" value="1"/>	€ 2,408.00 *
634-BRMW	Windows Server 2016 Standard ROK 16CORE (for Distributor sale only)	In Stock	€ 407.75 *	<input type="text" value="1"/>	€ 407.75 *
Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 6 modules					
Configuration 2	Updated 2019-04-11	Stock	Item Price	Qty	Total Price
FYH8	PowerEdge T130	80	€ 675.00 *	<input type="text" value="1"/>	€ 675.00 *
PET130_3833	3 Year Next Business Day to 3 Year ProSupport Next Business Day	In Stock	€ 53.00 *	<input type="text" value="1"/>	€ 53.00 *
634-BIPT	Microsoft Windows Server 2016 Essentials ROK License - Max 2 CPUs (for Distributor sale only)	In Stock	€ 216.25 *	<input type="text" value="1"/>	€ 216.25 *
Memory Optimisation - Optimum performance is achieved when Memory is installed in multiples of 2 modules					

Total Price € 3,760.00 *

To view the contents of your basket, you can either click on the 'basket' option in the top menu bar or click on the shopping cart icon in the top right corner of the screen. This also displays a panel where you can quickly view the products that you have added to your basket, remove systems or edit them. The first number next to the shopping cart icon refers to the number of configurations in your basket and the second number in parentheses is the total number of parts in your basket.

Configuration 1 Updated 2019-05-07				
	Stock	Item Price	Qty	Total Price
FYH48	88	€ 595.00	1	€ 595.00 *
634-BIPT	In Stock	€ 276.25	1	€ 276.25 *
PET130_3833	In Stock	€ 74.00	1	€ 74.00 *

Configuration 2 Updated 2019-05-07				
	Stock	Item Price	Qty	Total Price
8FJ63	54	€ 1,440.00	1	€ 1,440.00 *
634-BRMW	In Stock	€ 547.75	1	€ 547.75 *

Total Price 5804.7500 *

[Go To Basket](#)

Within the basket screen, there are six buttons:



Continue shopping – Returns you to the homepage. Existing configurations are not removed – they will remain in your basket.

Place Order – If your webstore has been set up to be able to accept orders from PowerQuote, this will allow the contents of your basket to be passed to the webstore basket, where you can continue to purchase. If your webstore hasn't been set up to accommodate this, the button can be removed.

Clear Basket – Removes all items from your basket.

Export Basket – Allows you to export the configurations in your basket as PDF or Excel documents. Alternatively, you can export PDF/Excel documents and send them to other people or company mailboxes via email.

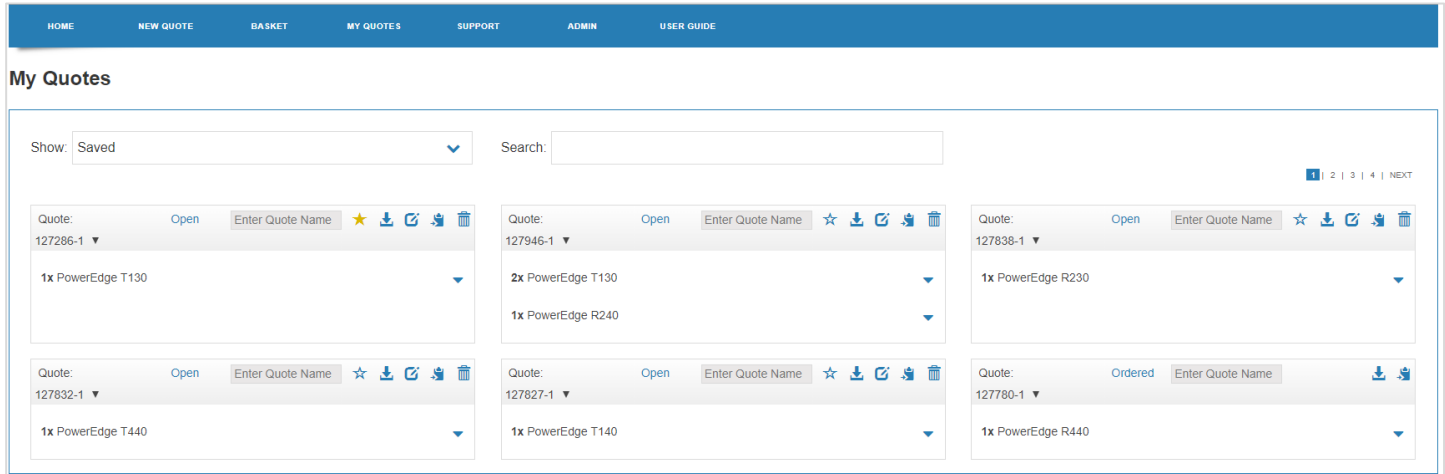
Update Price – Refreshes the price and stock levels to the latest values.

Save Quote – Saves the quote to your 'My Quotes' section.

3.9 My Quotes

My Quotes is accessed from the top menu. This feature enables users to construct and then save popular configurations. Therefore, there is no need for users to repeatedly reconfigure systems that they use regularly -

saving time and effort. The My Quotes section contains only quotes that the individual user has saved. It will not show quotes saved from other users within your organisation.



Within the My Quotes section, configurations can be further filtered and displayed based on the following characteristics:

Saved – The default. Contains all quotes explicitly saved by the user (i.e. given a name and “Save Quote” clicked).

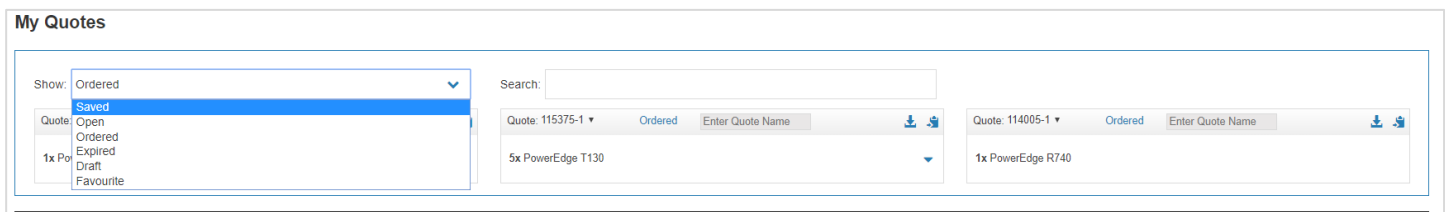
Open – Quotes which have not been ordered.

Ordered – Quotes that have been either exported or transferred to the webstore basket.

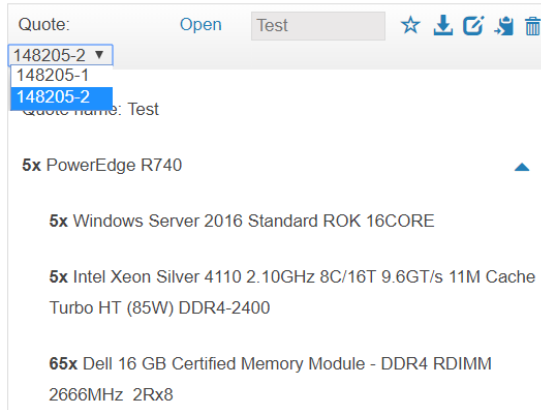
Expired – Quotes that were created outside of the previous 30-day window - a useful indication that draws attention to likely price changes.

Draft – All quotes started and added to the basket, but not explicitly saved.

Favourite – Quotes specifically marked as favourite by the user marking the star icon.



Additional functionality within My Quotes can be found within the boxes for individual quotes. All quotes have a unique ‘Quote ID’ which facilitates the tracking of quotes through the ‘Send To’ functionality, which is outlined in section 8 of this document. The format is [quoteid]-[version number], so in the following screenshot, the first six digits are the Quote ID, followed by a hyphen, and the digit following the hyphen is the version number.



From left to right, the symbols on the top right of the screen are:

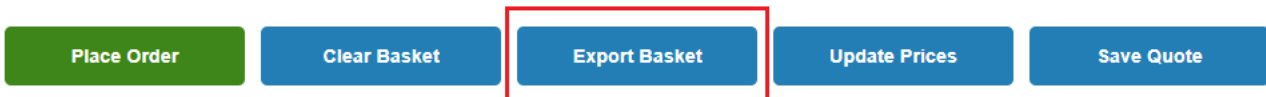
1. Add to favourites
2. Export a snapshot of quote
3. Edit Quote
4. Copy Quote
5. Delete Quote

3.10 Progressing Orders

Once a user has successfully configured the systems they wish to order, there are two ways of progressing this order with your Distribution partner.

3.10.1 Exporting

Using the 'Export Basket' button from the basket screen:



You can export your quote in PDF or Excel format, either sending via email or downloading directly to your device. If there are any compatibility issues with your configured system, you will be unable to export, *e.g.* if you have added 6 HDDs to a system that only has 4 HDD bays. The Place Order button sends your basket to the Host's eCommerce store.



Export not available due to validation errors



Upon clicking the 'Export Basket' button, the following pop-up will appear:

Export ✕

Export Format

PDF
 Excel (XLSX)

Options

Download
 Send Email

Email Address

Export

3.10.2 Place Order (Buy Now)

This function exists when PowerQuote is integrated into a Web Store. Clicking this button takes the entire contents of the PowerQuote Cart and transfers it seamlessly to the Host's own Shopping Cart. If the quantity of System Units is more than one, PowerQuote will have multiplied all options accordingly – this is carried forward to the Place Order function.



3.11 Promotional Pricing

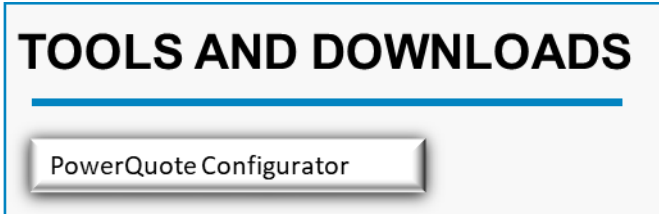
In simple terms: if there is a Promotion that lowers the standard Price, the Distributor normally includes the discount in the price that channelcentral receives and is used in the application. However, if the Promotional Price is conditional, the Distributor is not able to discount that, as Product A must be sold with Product B to trigger the discount, i.e. a bundle.

PowerQuote has the ability to calculate the discount respecting the rules, and transfer this to the Host as a Promotional Discount (including in the XML on Place Order).

4. Linking to PowerQuote: Best Practice

4.1 Menu Link

Some stores have links to “Tools” or “Configurators” so adding a link to the Home Page of PowerQuote or to a PowerQuote Marketing (Landing) Page is logical and is consistent with the Web Store User Interface. Example:

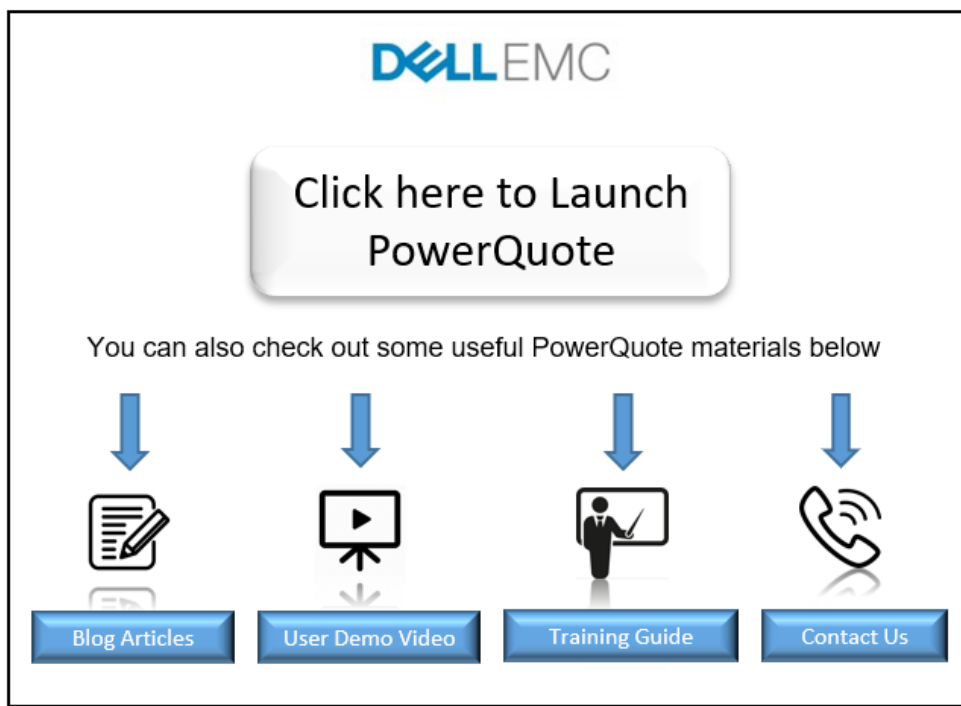


4.2 Marketing/Landing Page

Instead of taking the user directly to the PowerQuote application, an alternative approach is to build a Landing Page that contains Marketing Assets and includes a link to launch the application. It’s an extra click for the user, but some first-time users will appreciate the opportunity to learn more about the benefits and the program.

If your site includes a “Dell” Landing Page, you could host it within that page.

Frequent users can Favorite/Bookmark the Landing Page.



4.3 Deep Linking

If the Host supports it, PowerQuote supports deep linking. This is passing the user from the context of a SKU into the Configuration screen of PowerQuote, bypassing the Main Menu. The following image shows how it's possible to add a link to your eCommerce Site, directly to the matching SKU in PowerQuote.



Dell PowerEdge T30 Xeon E3-1225V5 3.3GHz 8GB RAM 1TB

★★★★★ 15 reviews

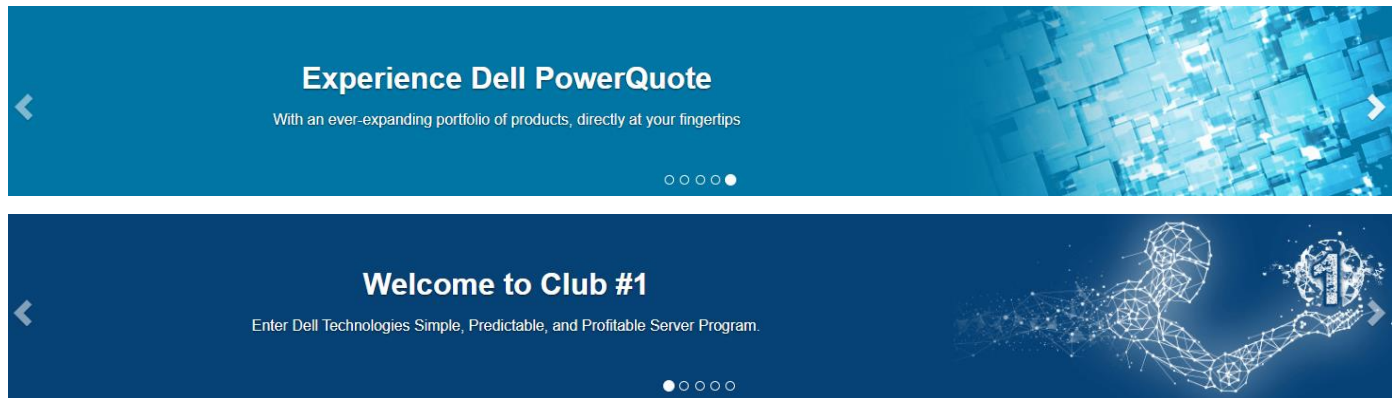
- Processor: 1 x Intel Xeon E3-1225V5 / 3.3GHz (Quad-Core)
- Internal Bays Qty: 4
- RAM Installed: 8GB DDR4 SDRAM

**Configure in
PowerQuote**



4.4 Banner Adverts

Another way to promote PowerQuote is to add Banner Adverts to your site. This will raise awareness for users who haven't 'stumbled upon' the Menu Link, a Deep Link or a Landing Page. If the Banner Advert is promoting a specific Dell PowerEdge SKU, then include that in the link: send the user directly to the SKU's configuration page.



5. Support

If you encounter any errors or have any suggestions for improvements, PowerQuote allows you to submit them as feedback within the application. Picking the correct type of feedback will ensure the comments go through the proper channels and are dealt with efficiently. Please attach any of the allowed files (as below) to provide a visual aid to the support team. Support is currently available during European Working Hours (09:00 to 19:00 CET, Monday to Friday).

System Feedback ✕

Full Name *

Email *

Feedback Type

Application Error ▼

Supporting Attachment

Allowed Attachments: ".png", ".jpg", ".bmp", ".pdf", Size Limit: 4MB / 4096KB

No file chosen

Your Feedback *

Allow support staff to see my session information *

6. Optional Modules


6.1 Bundle Detection

If a distributor sells bundles (server + software purchased with just one SKU, at a discount compared to the price of both individual products), they can choose to have them displayed in PowerQuote.

When the user selects a server from the homepage, and PowerQuote detects that bundles are available, instead of being directed to the configuration screen, a new window appears, displaying all the bundles available with the selected server.

Offers available ✕

Continue with selected VPN




PowerEdge T440 ← PROMO


(VTY3T) - PowerEdge T440 Chassis 16 x 2.5in HotPlug Xeon Silver 4110 16GB 600GB No Rails Bezel DVDWRV On-Board LOM DP PERC H730P+ iDRAC9 Ent 495W 3Y Basic NBD

Price € 1,370.00 *
Stock 11

Choose

Or select a related offer



+  **Windows Server**

PowerEdge T440 ← PROMO


(VTY3T634BSGB23B8CY) - PowerEdge T440 Chassis 16 x 2.5in HotPlug Xeon Silver 4110 16GB 600GB No Rails Bezel DVDWRV On-Board LOM DP PERC H730P+ iDRAC9 Ent 495W 3Y Basic NBD


Plus
1x Windows Server 2019 DataCenter ROK 16COR
1x 10-pack of Windows Server 2019 USER CALS (Standard or Datacenter)

Save € 300.00

Price € 4,922.00 *
Stock 10

Choose



+  **Windows Server**

PowerEdge T440 ← PROMO

(VTY3T634-BSGB) - PowerEdge T440 Chassis 16 x 2.5in HotPlug Xeon Silver 4110 16GB 600GB No Rails Bezel DVDWRV On-Board LOM DP PERC H730P+ iDRAC9 Ent 495W 3Y Basic NBD

Plus
1x Windows Server 2019 DataCenter ROK 16CORE

Save € 200.00

Price € 4,692.25 *
Stock 2

Choose

From this screen, the user can add one of the available bundles to the order or proceed with the originally selected server with the default auto-adds included. If this auto-add is also available as part of a bundle, a button appears under the 'Add to Basket' button, allowing the user to switch to take advantage of the cheaper price.


Add To Basket


Total Price € 1,519.00 *

! Offer found – please switch to save €50.00*
 Switch to Offer

6.2 Loyalty Points

In regions that support Dell's Loyalty Points program, PowerQuote will now showcase the amount of Loyalty Points users will earn by purchasing eligible Dell products. Points can be redeemed with a proof of purchase via Dell's Points Portal, which can be accessed directly from PowerQuote.




PowerEdge R240  50 Points


(0TD1F) - PowerEdge R240 Chassis 4 x 3.5in Hot-Plug Xeon E-2234 16GB 1TB Rails Bezel On-Board LOM DP 1GbE PERC H330 iDRAC9 3Y Basic NBD

[Specification](#) [Brochure](#) [Technical Documentation](#)

Price € 421.00 *
Stock 239 [Show](#)

[Configure](#)




PowerEdge T140  50 Points


(VFC7D) - PowerEdge T140 Chassis 4 x 3.5in Xeon E-2234 16GB 1 x 1TB On-Board LOM DP PERC H330 iDRAC9 Basic 3Y Basic NBD

[Specification](#) [Brochure](#) [Technical Documentation](#)

Price € 560.00 *
Stock 19 [Show](#)

[Configure](#)



PowerEdge T140  50 Points

(SJV1T) - PowerEdge T140 Chassis 4 x 3.5in Xeon E-2224 16GB 1 x 1TB On-Board LOM DP PERC H330 iDRAC9 Basic 3Y Basic NBD

[Specification](#) [Brochure](#) [Technical Documentation](#)

Price € 630.00 *
Stock 101 [Show](#)

[Configure](#)

When browsing PowerQuote, users will be able to see points values on the homepage, configuration page and when products are added to the basket. If there are multiple eligible products in a configuration, the points total will be calculated and displayed.

PowerEdge R240

PowerEdge R240 Chassis 4 x 3.5in Hot-Plug Xeon E-2124 8GB 1TB Rails Bezel On-Board LOM DP 1GbE PERC H330 iDRAC9 Basic 1Y Basic NBD

▲ SUMMARY

VPN	Description	Base Config	Promotion	Points	Stock	Qty	Price	Rebate
CHRH4	PowerEdge R240 Chassis 4 x 3.5in Hot-Plug Xeon E-2124 8GB 1TB Rails Bezel On-Board LOM DP 1GbE PERC H330 iDRAC9 Basic 1Y Basic NBD			50	101 Show	<input type="text" value="1"/>	€ 630.00 *	€ 50.00
634-BSFZ	Microsoft Windows Server 2019 Essentials ROK License - Max 2 CPUs			20	In Stock	<input type="text" value="1"/>	€ 277.75 *	€ 60.00
PER240_3813V	1 Year Basic Onsite to 3 Year ProSupport Next Business Day				In Stock	<input type="text" value="1"/>	€ 139.25 *	€ 26.00

[Add To Basket](#)

Total Price € 1,047.00 *

Total Rebate € 136.00

Total Recommended Price € 911.00 *

 **Total 70 Points**
[Learn More](#) [Points Portal](#)

The points totals are also itemized on the PDF and Excel exported quotes that users create with PowerQuote.

Your Quote

Quote ID: 233850-1
Date: 2020-02-04
Prepared By: Test User, Dell EMC - test@channelcentral.net
Tracker ID: ITTUS2338501

Product Type	Mfr Part Number	Host Part Number	Description	Quantity	Recommended Reseller Price	Price	Total	Rebate	Total Rebate	Total Recommended Price	Points
System #1	CFR4	CFR4	PowerEdge R240 Chassis 4 x 3.5m Hot-Plug Xeon E-2134 8GB 1TB Rails Bezel On-Board LOM DP 1GbE PERC H330 (DRAC2) Basic 1Y Basic NBD	1	€ 630.00	€ 630.00	€ 630.00	€ 50.00		€ 630.00	50
Software	634-BSFZ	634-BSFZ	Microsoft Windows Server 2019 Essentials ROK License - Max 2 CPUs	1	€ 277.75	€ 277.75	€ 277.75	€ 60.00		€ 277.75	20
Warranty	PER240_3813V	PER240_3813V	1 Year Basic Onsite to 3 Year ProSupport Next Business Day	1	€ 139.25	€ 139.25	€ 139.25	€ 26.00		€ 139.25	-
Total										€ 1,047.00	



Total 70 Points

[Learn More](#) [Points Portal](#)

7. Reporting

channelcentral can provide regular reports, via email, to Hosts. The recommendation is to receive these daily in the first few days from launch then move to weekly. The reports are in Excel format and provide two metrics: utilization and configuration:

7.1 Utilization

For each day and each PowerQuote Instance (eCommerce v Sales) the report includes:

- User name and email if provided.
- Company name if provided.
- Number of Quotes created, exported (Email or Download) and converted (Place Order).
- Value of Quotes created, exported and converted in local currency using the price seen by the user.

7.2 Configuration

channelcentral provides data as follows:

- The split between System Unit SKUs and “Options” which includes Hardware Accessories, Software and Services.
- A view of each configuration: Product Family Name, SKU and the Part Numbers of the Options added.

FAQ: Is it possible to get custom reports to drive incentives such as the Pitch Rate of Services against SKUs?

Answer: Yes, this is possible by request.

FAQ: What information is shared with Dell?

Answer: It is best to answer this with what is not shared: personally identifiable information, sales prices.

8. Marketing Activities

This guide is designed to help Hosts launch PowerQuote, however there is a range of promotional activities that you could plan:

- Contact channelcentral if you would like to do a Case Study on PowerQuote.
- Producing a Press Release is a good way to get some coverage.
- Use your email footer to promote the service.
- As well as the links to PowerQuote on your Web Store why not add some Banner Adverts?
- Organize a SPIFF to reward Reseller breadth or Deals Won with certain products included (ROK or ProSupport).
- Hold a Webinar or show PowerQuote at your Reseller-facing events.
- Produce some marketing collateral: T-shirts, coffee cups, pens etc.
- Nominate a PowerQuote Champion in your business who can drive utilization.
- Feature PowerQuote via your Social Media channels.
- Speak to channelcentral about leveraging our planned PowerQuote videos.
- If your market is still using email Marketing incorporate PowerQuote into newsletters.
- Run a customer incentive for people that use it and win business or come up with a great suggestion to improve the user experience.

9. “Send To” Workflow

This guide is designed to help Hosts understand and integrate this workflow:

- When exporting a quote and selecting “Send email” the user will be able to include quote hyperlinks within the email:

- The hyperlink is a shortcut for the recipient of the email to be able to load the quote directly from the link with their pricing applied in PowerQuote.
- On clicking a link from the email sent, the user will be directed to the Host Webshop login page along with 2 URL parameters:
 - TrackerID – the unique reference for the quote.
 - TrackerToBasket – (0 or 1). A value of 0 will load the quote in PowerQuote and allow the user to view and edit the contents. A value of 1 will load the quote in PowerQuote and directly process the quote using the “Place Order” functionality, so that the quote is transferred to the Webshop basket.

- Once the user logs into the Webshop the Host will redirect the user to PowerQuote along with these 2 additional parameters.
- This functionality allows internal sales teams or Manufacturers to send quotes directly to customers, who can then access the quote with their pricing simply by following a link.