

PC Sales Guide/Configurator Usage Instructions (2013/08/30)

(Now includes a link to the Android and BlackBerry tools)

The PC Sales Guide/Configurator is a standalone PC tool, originally developed by IBM Canada, and used for many years by multiple divisions (PCD, NHD, SSD) as well as by Business Partners and customers. Data maintenance resumed in Jan/2010 as a personal project, and it now has over three years worth of Lenovo product data maintenance in it, with approx. 6,000 current system units, and 4,200 withdrawn system units, plus over 5,000 options of various types for both N. America and W. Europe.

The prime theory behind this tool is that in cases where there are multiple choices, a user requires at a minimum, three types of information before making an educated decision.

1. Technology differences - what features you get with each choice
2. Price - which may relate to the features on each choice
3. Supply - how soon can I get one if I order it

Ideally, all three values are displayed not just in a single application, but on a single screen, so the user does not have to jump around to different tools, files and web sites to get the total picture. PSCFG does all this and more.

There are initially three different ZIP files. PSC-DE.ZIP is for German-speaking users, (containing products announced in Western Europe), PSC-FR.ZIP is for French-speaking users, and PSC-WW.ZIP for English-speaking users, containing products announced in multiple countries, including W. Europe. Once you have downloaded the zip file, you can install it in any directory/folder on your PC. There is no 'install' routine, and it makes no changes to your system. If you decide later you do not want it, delete the directory and there is no footprint left behind. If you think you will need access to all three language versions, download all three and unzip them into the same folder. A number of the files are common to all three versions. A Spanish version could be available if some assistance in translation was provided.

CAUTION: Some systems may detect the EXE file in the zip list, and may prevent this file from unzipping. Find a way to over-ride this, as the EXE file is the Configurator engine, and it will not work without it.

It has not had extensive testing under all Windows versions, but should work. Unzip the file into any folder you like, and from that folder, drag the yellow icon (PSCW32.EXE) out to your Desktop as a Shortcut. Right-click on the Shortcut, and go to Properties. It will say Drive\path\PSCW32.EXE. Add a space and the profile for the version you want to install. For example

Germany/Austria uses deutsch.pro (unique to the German language version) (from PSC-DE.ZIP)

The results will be Drive/Path/PSCW32.EXE deutsch.pro

Similarly, change the Properties in your Shortcut by adding

France	france.pro (from PSC-FR.ZIP)
French Canada	cdn-fr.pro
USA	usa.pro (from PSC-WW.ZIP)
Canada	canada.pro “
UK	uk.pro “
WW English	ww-eng.pro (a combination of all country products & prices, in English)

If you want the UK version the Shortcut Properties will then say Drive\path\PSCW32.EXE uk.pro

Only if you select ww-eng.pro will you see all country products. Deutsch.pro, USA.pro, France.pro, Canada.pro, cdn-fr.pro and UK.pro will cause the Configurator to show only those products announced in those countries.

Note: World-wide is a bit of a misnomer, as my source for system unit data is the PSREF, and at the moment, there is one version for the U.S. and a separate version for Western Europe. I have no info on system units unique to other geos, nor on systems announced but not mentioned in the PSREF, but will add them if PSREF versions become available. There are a great many language-specific partnumbers already in the data file, like keyboards.

Close the Shortcut window. If you wish to have more than one version available to you, create multiple Shortcuts. I suggest you name each Shortcut icon separately to make it easy to tell which version you are starting. Using the deutsch.pro will not work unless you downloaded the German version, and for that version, none of the other country PRO files will work, as they are not included with the German version. It is entirely possible to have multiple copies of PSCFG running at the same time, in different languages, if you support users in multiple geos.

Note: Some users may want several country products, but not all. For example, suppose you want the UK version, with a side order of Norwegian, so you can choose Norwegian keyboards sometimes. While not all the products announced in other geos are built into the database, a number of them are, so please contact me for assistance if you require a combo version. Typically this relates to keyboards of different languages. This requires a few seconds work at the user end, with a text editor like Notepad.

The DE version has List prices in Euros, current as of the date at the top of the price column. The French versions have price in Euros and Canadian dollars, also current as of the date at the top of the price column. The WW version has List prices in \$Cdn, \$USA, £UK, Euros (all from Lenovo sources, all current as of the date at the top of the price column) and \$Cdn and \$USA *from* Lenovo Business Partners in those countries. (I have no source at the moment for Business Partners selling prices from Europe, but they can be added easily if they become available, such as via a public web site.) Access to Lenovo list prices has become difficult, so while the current price files will continue to be included, I may lose the ability to update them, and they will get more & more out of date with every update. The U.S. and Cdn. versions *could* contain Channel Inventory values, again from Lenovo sources. Anyone wishing to see those values should contact me if they themselves

have access, and I will explain how to make them visible in your own version. If you send me the file I can reformat the file for you, and send it back. I can, on request, generate price lists for other countries. Depending on the format of the source file, it can take a lot of time, up to 75 minutes per country (with the notable exceptions of Canada and now the U.S., each of which takes about a minute). The output is a simple text file. Random testing reveals that prices in Euros vary between countries, for the same partnumber. Perhaps this is normal.

Business Partner “cost” prices can also be shown, but I do not have permission to display them. Anyone wishing to see cost prices please contact me. All these price and supply values, by the way, are provided as external text files, and can be provided by users such as Business Partners. Same with their own SKU's. Many of these external files are provided in a multi-purpose space-aligned CSV format, which you can open with Notepad.

RICH FUNCTION AND LOTS OF CONTENT COMBINED WITH HIGH SPEED

It has either been several years since you last used PSCFG, and you need some reminders, or you have never seen it before. Here are some basic instructions on how to use the tool. First, there are four ways to “get at” the data. We built four different ways because this tool is much more than a simple configurator, thus the name, PC Sales Guide/Configurator. You never know what direction the customer will come from, when seeking info about Lenovo products. Start the Configurator now by clicking on the yellow icon on your Desktop.

1 'Drill-down' method for choosing a system unit. Click on **Configuration-->Begin a Configuration (or Alt+C, B)**. (Note that all the Alt-key-plus instructions refer to the English versions. They are naturally slightly different when using the German or French GUI.) Click on one of the product family tabs across the bottom. Click on a specific family, and finally you will be deep enough in the data that you can see actual partnumbers, one-line descriptions, prices and perhaps supply values. Use mousebutton2 on any partnumber to open **Show Details** (the extended description). Use this same trick to open a second item, and you can compare their relative features. Double-click or use **Select** to place a system on the Quote Page. To add options, once you have a system unit on the quote page, click on **Configuration-->Add Options (or Alt+C, A)** and repeat the process using the Option tabs at the bottom. (There is more explanation about adding options below.)

2 'Quick Lookup' when choosing a system unit. With the quote page blank (use **Edit-->Clear or Alt+E, L** to delete any existing configuration, or open a second configuration window using **File->Start New or Alt+F, N**), click on **Pricing-->Quick Lookup (or Alt+P, Q)**. Type in a full or partial system unit partnumber. If you got multiple hits, click on one to select it. The arrow at the end of the one-line description will open up the Show Details text. The panel on the left will show up to eight price/supply values for the item you selected. Click **Configure** at the bottom to select this system, which moves it to the Quote Page. As long as you don't want to actually *select* a system unit, the quote page does not have to be empty – you can use Quick Lookup at any time to see the extended description, the price, the supply, etc. When you know the system unit partnumber, or some of it, this is a much faster way to start configuring a system than the drill-down method described above. This is especially true when dealing with a withdrawn system. If you don't have even a partial partnumber, type in some text you think would be included in the one-line or extended description, and tick the box marked “**Textual Search**”. The engine will search every item in the database, including the Show Details content. Over 13,000 partnumbers. Quick Lookup is also useful for looking up Options, and as with

system units, finding out their various price & supply values. When the item searched for is an Option, the panel on the right will display all the system units that support that particular option. Many options have the **Product Info** button at top right set up with a link to the Lenovo web site for that option, if you need really detailed specs and perhaps a photo. To help ensure configuration accuracy, you cannot add an option to a system unit on the quote page, by using Quick Lookup. You must use the option tabs across the bottom of the quote page.

3 [Needs Assist, to find a system unit matching a set of requirements](#) . With the quote page empty (use **Edit-->Clear** or **Alt+E, L** or just start a new configuration window), click on **Configuration-->Needs Assist (or Alt+C, N)**. You will see a list on the left of over 30 different 'feeds & speeds' requirements your customer may have. Click on any one to mark it, and on the top right, click on the open window to select the value to want to use, or type in a number yourself. Depending on which **Need** you selected, there may be choices for Minimum, Maximum and Exact Match. Press **Set** once you have chosen a value for that Need. Repeat the process for as many Needs as you wish. Once you have entered one or more requirements, choose one or more families at top-left, and press **Submit** at the bottom left1. In a few seconds or less, PSCFG will hunt through up to 8,500 system units in the data file, and display the matches on the right. If you get multiple hits, you can use mouse-button2 to open the Show Details popup for multiple system units, to compare them. Sometimes it may even report it found 100 hits for your first Need, 25 for your second, 5 for your third, but none for your fourth Need. Adjust the values you selected as required. Use this same approach if you got too many hits. Perhaps you can change a Need from Exact Match to Minimum. Needs Assist will still work, even if you already have a system on the quote page, you just can't select one of the hits and start adding options. The quote page has to be empty for that. One of the more important features of Needs Assist is that it can search across multiple 'silos'. For example, you can enter a series of requirements, and choose among ThinkPads, IdeaPads, and Edge & SL models, so that your search will check *all* mobile families. This is very time consuming using other tools.

4 [Find me a Matching PC](#). Sometimes you may choose a certain system unit, then make changes to it, like deleting the standard memory (double-click on a standard memory component, then use **Configuration-->Remove marked parts** or **Alt+C, R**), and adding a bigger memory module. Once you have done this sort of modification, you can leave the altered system on the quote page, then click on **Configuration-->Find me a Matching PC (or Alt+C, M)**. The Needs Assist panel is automatically filled in with the values from your altered system, and is ready to check if there is a production model with *exactly* the same specifications. If you used a notebook as your starting point, you may find as many as thirty Needs set with a value. You may choose to adjust the settings on some Needs. For example, while there may be no identical processor speed models, if you change the value for Processor Speed from Exact Match to Minimum, you may get more hits. Similarly, you can change other values as well, or simply **Reset** them and they are not used. If you reset the choice for System Family, you may find there are other families with models that meet your needs. Similarly with Product Family. Press **Submit** to find a matching model. Don't forget that even if Lenovo itself has withdrawn certain models, Lenovo Business Partners may still have some in stock, so try using "Search All Families". You can also use this after you build a system on the web. Make a note of all the features, transfer them to Needs Assist, and Submit your requirements to see if there is a model "off the shelf" you can order and get quicker delivery.

OTHER FUNCTIONS

Once you have a system on the quote page, you can apply a customer name, address, ship-to, bill-to etc. by clicking on **Configuration-->Customer Info (or Alt+C, C)** . The name you apply (e.g. ABC Corp. Western Sales Office) will appear at the top of the quote page. You can even start with an empty quote page, enter all

the usual customer info, and save it as a template for future quotes for the same customer. Saved configuration files are typically small, perhaps 10Kb.

Once you have a system unit on the quote page, click on **Configuration-->Resource Overview (or Alt+C, O)** to see a list of all the resources provided and consumed by the system and the standard components, plus any options you may have added. On the left side of the Overview page you will see various system resources or characteristics, and on the right the particular item that relates to it, and the value. To see even more detail, double click on any Resource line, or highlight any one line, and click on **Details** at the bottom. Try **Misc. Ports/Cables**. On the left side of the **Details** page you will see a list of the components *providing* the individual resources, and on the right, any standard component or option that is *consuming* that resource. Check the Details lines carefully, as they will bring new insight into the ability of your system to accept options.

If at any time you want to see more, less or different price & supply values, click on **Pricing-->Column Selection (or Alt+P, C)** when at the quote page. On the left side are all the price/supply values available for display in your country version, and on the right are the default choices. Use **Add/Remove** to make changes. You can choose as many as eight different values for price, supply, etc. Note at the top there are two areas where price/supply values are displayed – the selection menus and the quote page. You may want one pricetype or supply value to appear on the selection menus, but never on the quote page. BP Cost price would be a good example. Use those two buttons at the top to effect this. Press **Apply** after making any changes. Note that all price & supply values are taken from external files--- they are NOT in the same data file with the product info. This allows Business Partners to display their own price, supply and SKU values, and the format is a simple text file with aligned columns. These are easy to create. Contact me if you need help doing this.

Bundle or **package pricing** was a suggestion from a Business Partner, who did not want the individual line item prices to appear – just a total package price. After you have finished selecting a system and adding multiple options, you can click on **Pricing-->Manual Pricing (or Alt+P, M)**. This creates a new column called "Custom" price, with all the values set to zero. Click on the system unit to mark it. Then click on **Pricing-->Set Custom Price (or Alt+P, S)**, key in a value - perhaps the same value as the total from the top of one of the other columns - and that price will be applied to the system unit alone, and be reflected in the total, at the top of the column. Typically, you would **Copy & Paste (Alt+E, C)** the results to an email or document. There are several **Export Styles** provided, and you can edit them or create your own. If you plan to print the configuration, we suggest you temporarily **Remove (Alt+P, C)** all the other columns from the quote page as explained above, as printing will generate one copy for each price/supply column displayed on the quote page. You may want only one. Or you may want two copies, one for the customer, and one for your files, with different prices.

Under the **Utilities** pull-down, you can choose **'Extract Option List' (Alt+U, E)**, where if you type in a full system unit partnumber, will generate a list of options supported on that specific model, and their prices/supply values. This too was a suggestion from a Business Partner, who wanted to use this feature to sell more options. Note the list of options is very specific – they apply to this model and this model only. They are NOT listed as supported by the family, but right down to the individual model. For example, dual processor model ThinkServers and ThinkStations will show only the second processor that matches the installed processor, and the memory option partnumbers will have a suffix. A footnote at the bottom explains that this model requires a second processor to add more memory beyond the half-full point. Other footnotes explain other limitations.

Also under Utilities is **Generate a BlackBerry/Android database or Custom Price list (Alt+U, G)**. Sometimes you may want to give a customer a price list, broken out by family, of current models of the ThinkPad X series, for example. There are some pre-configured choices which you can use, or create your own. The default output filetype is CSV, which can be easily imported into a spreadsheet, but is also space aligned, so it is legible when printed or opened with Notepad. Just delete any lines which you don't need. The **Generate a PDA database** function has been updated to work with newer technology.

NEW NEWS

Android and BlackBerry versions of the PalmPilot tool are now available. It is essentially a Quick Lookup tool that runs on selected BB smart phones and Android devices like phones and tablets, with some of the functions from Needs Assist. **LenovoLookup** is available from the Google web site and the BlackBerry Store, for free. An iOS version (Apple) and perhaps one for the BlackBerry PlayBook may become available, based on demand. You can get a copy of the LenovoLookup app from either

https://play.google.com/store/apps/details?id=com.inv.pdbreader&feature=search_result#?t=W251bGwsMSwxLDEsImNvbS5pbnYucGRicmVhZGVyIl0

<http://appworld.blackberry.com/webstore/>

The Configurator web site now includes two sample databases for use with the Android/BB app, and contain obsolete product info from a very old version of the Configurator. You can use these databases to look up detailed specifications on obsolete models, like how many memory sockets a system had, and how many were consumed by the standard/original memory. There is also a database of current U.S. ThinkPad models, with U.S. Price/supply values from one U.S. Business Partner. Of course, if you download and install a copy of the PC Sales Guide/Configurator, you can create your own databases, with product descriptions in English, French or German, and prices for the appropriate country.

If you install the app, use the “gear” icon in the Android version to tell the app where the databases are stored. In the BB version, use the Setup button. Typically you will use the SD card to store as many databases as you want to generate. A likely folder where the PDB files will land in a BlackBerry, is **SDCard/**. For an Android phone, it may be **/sdcard-ext**, and for an Android tablet look for **/sdcard/Download**. The date the database was generated will appear in the title, but this does not indicate how current the data was at the time, only when the database was created. A new feature has been added to LenovoLookup, in that multi-search is now available. Previously, you could only enter one search string. Now, you can enter multiple values, separated by commas, and the App will locate all partnumbers that contain all the strings, which is a bit like Needs Assist. The Configurator data file is being adjusted to take advantage of this multi-search capability. Features like graphics ports are now being spelled out in the extended descriptions, so you can use LenovoLook to hunt for **500GB,hdmi,finger,i7-** in the U.S. ThinkPad database and it will locate all the models with those features in less than a second.

Use the Configurator as a **Product Development Tool**. Brand Teams looking to announce a new model could enter the proposed specs into Needs Assist, to see if there is a similar or identical existing model already. The Configurator can check not only current models across multiple 'silos', but also check withdrawn models. This is especially true if the Configurator is set up to show Costs. There are already some instances of almost identical system units, where the only difference is the hard drive speed, or no difference at all.

You can have **multiple configurations 'on the go' (Alt+F, N)**, with possibly different price/supply values for each customer. You can save a blank configuration, with certain price/supply values, then recall it whenever you need to do configurations or look up prices for one specific item.

Some Business Partners who have their own files for price/supply and SKU info may update them more frequently than the monthly cycle of the main database. If such an updated file is copied to the disk where the application is running – and this may be an individual PC or a LAN drive – clicking on **Pricing--> Refresh (Alt+P, R)** will cause an immediate update and recalculation of any totals. One Canadian Distributor used to update their supply file every hour. The U.S. and Canadian versions contain price lists from one Business Partner each, and the U.S. one has some supply values. Both versions can ship with a country-specific file that shows the channel inventory, by distributor, if permission is granted.

Configurations can be saved (Alt+F, S or V), along with the customer information, any discounts you applied, and your choice of which price/supply columns you used. When you reload a saved file, PSCFG repeats the process of building the complete configuration, using the latest rules, and will display the current price/supply values. If you want for some reason to save the price you originally quoted, put the value in one of the Customer Information fields (**Alt+C, C**). Saved configuration files can be sent to other users, as well as text versions.

When you reload a saved configuration file, if the Validation is successful, a + sign will appear to the left of each component, in the upper window. Problems during Validating a saved configuration will be indicated by the lack of the + sign, telling you where the validation stopped. If you click on the first item without the + sign, a [character will appear on that item, and possibly several following items in the upper window of the Configuration Load panel. The [character tells the Validation process to ignore those items. Pressing Validate again causes the process to repeat, until it can build the entire configuration, minus any items you have commented-out, at which point the results will appear on the adjacent quote page. Validation failure may be caused by a number of things. The offending item may no longer be in the database at all (it has been deleted) or the sequence in which it was originally selected cannot be replicated, for some reason. You may be able to add the [items or their equivalent, like a replacement, because they will still be visible in the Validation window, while you use Configuration-->Add Options on the quote page. Validation will also deal with two other situations. If you deleted some standard option (e.g. replaced the standard memory with larger, optional memory) the deleted standard memory will appear as a reminder in the lower window. If the rules changed between the time the configuration was originally created, and an additional part is now required, that part will be listed in the middle window, and the engine will try to add it automatically. You can use this feature to create a complex configuration using one model, and 'swap' all the options to a different model, or as many as will fit. Contact me for details.

Perhaps the most unusual feature of the PSCFG engine is how it deals with options. Some configuration tools are what we call post-processors. You select one or many options, and only AFTER you have chosen them all, the configuration engine tries to fit them, all at once, as a group, into the main device/cabinet/chassis. Any problems or errors may be up to you to identify and deal with. PSCFG operates quite differently. When you select the Memory tab, for example, it first goes through all of more than fifteen thousand partnumbers in the database, and filters out all those items of type=Memory. Then it performs a second filtering of that group, to select from them only those Memory options that are supported on the specific model you are working with. These are what will be displayed on the Memory menu. And then it does something unusual. A third filter checks each and every remaining memory option, against the current system unit, to see if each item will fit

AT THIS PRECISE INSTANT. If it will fit, it displays that item on the menu. If not, it still displays that item, but with an 'X' at the left. This is to indicate “I have already checked for you, and this item will not fit at this precise instant”. You can find out why, by using mouse-button2 on the 'X'ed item, and click on **Conflict**. This will tell you what resource the memory module requires, but which is not present or is already consumed. In this case it may be there are no open memory sockets. This unusual level of *'before you even thought of it'* intelligence not only helps prevent errors, but helps speed up the configuration process. There is a **Resolve** button, which may offer a solution, such as adding some option that provides the missing resource. Of course, there may be no way to do this (e.g. a system unit which has all the memory sockets filled) and you will have to delete the standard component (e.g. a 1 GB memory module) in order to make room for a 2 GB module. You can't end up with a wrong option on the quote page, except if you deliberately choose to do so (see 'break the rules' below).

If you wish to see this in action, use **Pricing-->Quick Lookup (Alt+P, Q)** and enter **426598U** to get a model of the ThinkStation C20 family with only one processor, and the smallest amount of RAM (4 GB). The 4265 models have six memory sockets and can have up to two processors. Get ready to add some options, and once you are on the Memory tab, *before* you actually select any Memory, change the **Resource Monitor** window at the bottom so it displays Memory Sockets. It will say “Four free, six total” or something similar. Start adding memory options, one at a time, and observe the Memory Sockets indicator. Once you reach the 'three free/six total' point, all the memory module options will have an 'X' in the left column, meaning the Configurator engine has already checked and none of them will fit *at this precise instant*. Note this was an instant reaction to adding just one Memory option, and you cannot add any more memory. Mark one of the “X'ed” options, and use mouse-button2, then click on **Conflicts**. It tells you the current configuration lacks Memory Module Support. Click on **Resolve**, and one of the choices is the second processor. If you used Show Details on the second processor part, it would explain that this model requires the second processor to fill more than half the memory sockets. Add the second processor, and the screen instantly returns to the Memory choices, and notice that all those 'X's are gone, so you can add more memory. You can't add memory beyond the half-full point on dual processor models without a second processor. To make this process as easy as possible, we have 'cloned' the second processor. Normally it would be listed as an Extra. For two-processor models, we copied it as a Memory part, so it is right there for you to select when adding memory. It appears both as an Extra and a Memory option, to make it easy to find. You do not need to go through the Conflict->Resolve process in this case, as it is selectable in the Memory menu. In fact, if you type the full partnumber into Quick Lookup, you will see several 'versions' of this single partnumber, some with a suffix code. . One version will be an Extra, and another a Memory part. There may even be multiple version of the second processor. One required to add three more memory modules, another to add four, and still another to add eight, each for different system units with different numbers of memory sockets.

When you are adding options, all the resources of the system are being tracked, in real time. There is a **Resource Monitor** one-line window, either at the top or the bottom of the option selection menus (it depends on what kind of menu you happen to be in) wherein you can watch the memory sockets, bays etc. decrement with every new option you add, until there are none left. This comes in handy when you consider the concept of needing three pieces of info before you can make a buying decision in a multiple choice situation – Technology Differences, Price and Supply. Sometimes there is a *fourth* piece of info required. When you want to increase the memory on a machine with only two sockets, and one is filled with the standard or base memory, it is vital to know that there is only one socket left, and this may well affect your choice of 1GB, 2GB or 4GB options to offer the customer. Using the Show Details or Resource Monitor means you have this sort of information at your fingertips, and you don't have to remember the socket, slot, bay and port configuration for several thousand different models. Remember, some two-socket system units come with a

single 4 GB, while others come with a pair of 2 GB modules, yet they both say “4 GB” of memory. You need something like Show Details or the Resource Monitor to keep track of this sort of thing quickly and easily. Now, there is an additional tool for these kinds of questions, the LenovoLook app.

Sometimes you may want to **'break the rules.'** For example, both you and the Customer may know that you can only add one more memory module to a two-socket system that comes standard with one memory socket filled. But in this case you want to send a quote that shows there are three different choices for filling that last socket....1GB, 2GB and 4GB. Only one of them will fit, but you can use the **Conflict-->Resolve** function to add a **'Comparison Purposes Only'** dummy part. This adds dummy memory sockets, and allows you to include more memory options than will actually fit, so the customer can compare the choices based on the combination of price, technology, and supply. This can be a great help when up-selling a customer to larger memory modules. But once broken by adding the Comparison part, ALL the rules for tracking slots, bays, connectors etc. are broken and configuration accuracy is damaged from this point on. We strongly suggest you use this only after all other options have been added.

Promo pricing. Sometimes a Business Partner may want to run a promotion on a certain partnumber, and offer a reduced price for a short period. This can be done in seconds, and returned to normal pricing, using NotePad to edit a small file, and is ideal for use in a telemarketing group, where the price file(s) are located on the LAN drive. Ask for details on how to do this.

Leasing. PSCFG calculates a lease value, which it displays at the top of the quote page. This is done via a simple hard-coded formula, but could also be done using external values such as you find in the Lenovo Solutions Book. It can also be set with up to two default email addresses, so anyone using the tool can send a saved configuration file directly to Lenovo Financial Services, for their approval. There is an automated email capability set up under Pricing (**Alt+P, L**) which can be set to either one or two specific contact individuals. They of course would have to have a copy of the PC Sales Guide/Configurator, to open, review and perhaps approve the saved configuration for a leasing deal. The person submitting the request would just ensure the full customer contact info is included in the saved configuration.

Build-To-Order/Configure-To-Order

The current version does not have any of these products, as there is no data available to me about them. PSCFG has in the past included such product lines, and they could be added easily if required. It is easy to imagine going through the BTO/CTO process, then using Needs Assist-->Find me a Matching PC to see if there is a production model already on the shelf, with the same specs.

There are a few more functions, but you will discover them your self by clicking on the various buttons.

I hope you enjoy the PC Sales Guide/Configurator. Comments and suggestions are most welcome.

BUSINESS PARTNER FEEDBACK

When this tool was in wide usage among IBM Business Partners, two common reactions were evident.

“We used to carry all the major vendors, but the PC Sales Guide/Configurator made it so easy to do business with you, we pretty much standardised on your products, and only sell the other vendors if the customer insists”.

One of our sales reps happened to stop by the desk of a Distributor phone sales rep, and noticed all the competing vendor books across the top shelf. She asked why there were no books for ThinkPads, etc. The desk rep said *"I don't need any books, I have your Configurator."*

SUMMARY

I am making the updated PC Sales Guide/Configurator available to everyone. It is a free download. Try it if you like. This is entirely voluntary. End user support is also free. If you are a member of a Brand or Product Management team responsible for any Lenovo products, I am very keen to hear any feedback regarding your area of interest. Suggestions, comments and bug reports are welcome, indeed invited. If by making changes to your product line(s) as described in the Configurator, I can help Lenovo sell/support them, just ask. The target response to respond to your note is the usual five minutes from me seeing it. The target response for delivering an update is ten minutes. I can't always meet those targets, but I often do.

Areas where the data is probably less accurate than I would like are

- 1 Warranty upgrades/extensions/TPP/HDDR
- 2 ThinkServer drive cabling
- 3 Software descriptions (e.g. Sophos, LANDesk, with multiple identical names)
- 4 European language/OS/keyboard options when selecting a system unit
- 5 Video memory specs for models without discrete graphics
- 6 Missing prices, like for web models

and for these any offers of assistance will be most welcome. If Lenovo should decide at some point to support/fund the maintenance of this tool that would probably help.

"Budge" Burgess

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