



Premier Enhancements B2B Migration
Enhancing the procurement experience!



Premier Enhancements-B2B Upgrade

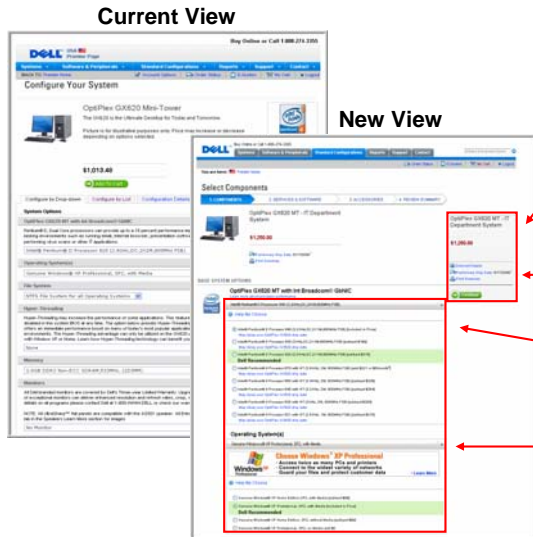
The objective of the B2B upgrade is to take advantages of some of the Premier Enhancements to the Premier Page (Punchout Store).

- ✓ **Improved Site Navigation**
 - Designed to help you move around your Premier Page (Punchout Store) with ease and efficiency
 - Software & Peripheral product search prominently displayed on the navigation bar and easily accessible throughout your Premier Page (Punchout Store)
- ✓ **Updated Configuration Page**
 - Streamlined component selection process
 - Enhanced quote validation process
 - Immediate pricing and estimated lead-time updates
- ✓ **Enhanced Cart Functionality**
 - Newly designed Premier shopping cart provides more information and flexibility
- ✓ **New Checkout Process**
 - New format offers similar user experience to Dell.com checkout process

How is my B2B Integration affected?

- Current B2B integrations will be migrated from the current existing Premier B2B platform to the new Premier B2B platform.
- The new Premier B2B platform has a different production URL to enable integration with the new Premier Platform.
- All existing Premier Page, B2B data, and setup information will be migrated to the enhanced Premier platform.
- Dell's B2B technical contacts will work with your teams to complete the migration to the new platform and fully test the integration between your procurement system and the new B2B Premier platform.

Configuring a System – More efficient and more information



- **Dynamic Pricing & Shipping Summary** – Stays visible throughout the configuration process, automatically updates pricing & estimated ship date when you make new selections
- **Print Summary View Option** – For a printer friendly view of your configuration
- **Quote Validation Process** – ensures system configurations are built accurately
- **Expand/Collapse View Option** – For a simplified look at your configuration options, consistent to www.Dell.com

Managing your Shopping Cart – A new layout with the details you need

DELL™ Systems Software & Peripherals Standard Configurations Contact Software and Peripherals search

Order Status E-Quotes My Cart Buy Online or Call 1-800-456-8076

Dell recommends Windows Vista™ Business.

You are here: Premier Home

My Cart

Cart Saved Items E-Quotes

Summary View | Detail View

Print Cart Continue Shopping Save as E-quote Create Order Requirement

	Qty	Unit Price
Optiplex 745 Promo Q3 Estimated 24 month: \$76/Quarterly, FMV Purchase Option OptiPlex 745 Intel® Core™ 2 Duo Processor E8400 (2.13GHz, 2M, 1066MHz FSB), Single Windows® XP Home Edition, SP2, x32, with Media, English Adjust System	1	\$1,453.02
Verbatim DVD-R, 4.7GB, Single Layer, 16X (25-Pack Spindle) Product Details	1	\$9.36
Sub-total		\$1,463.38

Coupon Entry
Enter coupon number
Apply Coupon
Note: Coupon savings are only applied to items you have added to your cart.

Sub-total \$1,463.38

Print Cart Continue Shopping Save as E-quote Create Order Requirement

- **Cart Navigation** – Allows you to easily switch between your Cart and E-Quotes

- **Cart Summary View**– Provides an improved view of all items in your Cart

- **Equote Retrieval** – Equotes can be retrieved from “My Cart” screen.

- **Print Cart** – For a printer friendly view of your cart summary.

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Creating Order Requisitions in Premier – Easy as 1-2-3 Order Requisition Process 1: Shipping

New Order Requisition Process – The order of the checkout process is divided into three stages:

- Shipping
- Payment
- Verify & Create Order Requisition

1. Shipping – Allows you to choose your preferred shipping method

The screenshot shows the Dell Premier checkout process. At the top, there is a navigation bar with links for Systems, Software & Peripherals, Standard Configurations, Contact, and Software and Peripherals search. Below this, there is a search bar and a link to Buy Online or Call 1-800-456-4533. The main heading is 'Shipping', and a progress bar indicates the current step. The 'Shipping & Handling Method' section includes radio buttons for Next-Day Delivery, 2nd-Day Delivery, 3rd-Day Delivery, Lowest Cost 3-5 Day Delivery, No Charge - Lowest Cost 3-5 Day Delivery, and Designated Carrier. There are also input fields for Carrier name, Account# with carrier, and Method of delivery. The 'Export Compliance' section has radio buttons for 'I WILL NOT export this order outside the United States' and 'I WILL export this order outside the United States'. A 'Continue' button is at the bottom.

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Creating Order Requisitions in Premier – Easy as 1-2-3 Order Requisition Process 2: Payment Terms

The screenshot shows the Dell Premier website interface. At the top, there are navigation tabs for Systems, Software & Peripherals, Standard Configurations, and Contact. A search bar is on the right. Below the navigation, there are links for Order Status, E-Quotes, My Cart, and Buy Online or Call 1-800-458-8078. A recommendation for Windows Vista Business is shown. The user is logged in as Premier Home. A 'Secure Shopping Guarantee' icon is present. A progress bar highlights the 'PAYMENT' step, with 'SHIPPING' and 'VERIFY & SUBMIT ORDER REQUISITION' also visible. Below the progress bar, the 'Select a Payment Method' section is active, showing a total cost of \$1,463.38. Two payment options are listed: 'Line Of Credit' with 'Play with credit terms (purchase order)' and 'Dell Business Leasing' with 'Play with DFS Custom Leasing'. The footer contains copyright information and links for Battery Recall, About Dell, Conditions of Sale, Site Terms, Unresolved Issues, NEV Privacy Policy, Contact Us, and Site Map. A 'Large Text' link is also present.

2. **Payment Terms**— Allows you to choose the payment terms of the order or you can choose the available leasing terms.

Important Information

For more information on the B2B upgrade and changes to your Premier Page, access the attached link or contact your sales team.

[√ B2B Migration FAQs](#) 

If you have shoppers that login directly to the Premier Page outside of your procurement system, please contact your sales team for more information.

FAQ Slide: B2B Customer Upgrade

Q: Why is Dell moving to a new B2B Platform?

A: *Our goal is to provide you with continued improvements to your shopping experience. Through continued feedback from our customers and usability studies, we identified new features we can bring to Premier customers to further enhance the online shopping experience. The B2B upgrade will allow B2B customers to take advantage of the Premier Page (Punchout Store) enhancements.*

Q: Can customers Opt-out of the B2B upgrade?

A: *All customers will need to upgrade to the new platform. Your sales team can work with you to determine an optimal date for the upgrade.*

Q: Will customers have any downtime during the migration?

A: *Our goal is to minimize customer downtime. All of the upgrade work will be done after hours.*

Q: Will the Production URL and ID be the same for punching out, creating order requisitions and submitting POs?

A: *Yes, the new production URL and ID be the same for all three entities.*

FAQ Slide: B2B Customer Upgrade

Q: *Will customers have to maintain 2 environments until the migration is complete?*

A: *No, The current environment will be available until the COB on the day before the go live date. All orders should be placed prior to COB on the day before the go live date.*

Q: *How can customers test in the new environment?*

A: *Dell Technical Contacts will provide a Test URL and ID in order for the customer to test punching out, creating order requisitions, and submitting purchase orders from the B2B Demo store. If the customer's business needs require testing other than testing in the B2B Demo Store, please contact the Dell Technical Contact.*

Q: *What can customers test in the test environment?*

A: *Customers can test punching out, creating order requisitions and purchase orders for standard configurations, full catalogue items, S&P catalogue items, custom configurations, and leasing configurations (where applicable).*

Q: *How will customers know when a store has been upgraded?*

A: *The customer's B2B technical contact will be informed of the new Production URL /ID in an email stating Dell has completed the upgrade process. In order to complete the migration, the Customer's B2B contact will then change the URL and ID to the production information.*