PremierConnect
Global B2B Capabilities Guide
Streamlined procurement. Increased efficiency.

Welcome to PremierConnect — our global end-to-end electronic procurement process that takes you from catalog through payment. This proven B2B eCommerce solution integrates with your Enterprise Resource Planning (ERP)/procurement system. This allows you to securely shop a customized catalog from within your procurement system and then return the contents of your shopping session back to your ERP system electronically. The catalog reflects your standards and pricing.

This efficient process virtually eliminates time-consuming and error-prone double entry of order information — saving your organization time and money. Electronic purchase orders flow seamlessly into our order management systems, reducing order cycle time and improving order accuracy.

Dell also provides electronic invoicing based on most industry standard formats and enables ease of payment by electronic funds transfer.*

We are ready to help solve your end-to-end eProcurement needs. This includes providing ERP and B2B integration expertise and external technical resources to implement these solutions. Dell ProConsult Services are available in the U.S. and Canada to provide a Dell technical team at your site to help deploy any phase of your eProcurement solution.

Currently, we have over 1,500 B2B integrations with our largest corporate and public customers around the globe.

* Specific capabilities vary per region.
Integration with procurement applications and supplier networks

We understand your desire to maximize your existing or new Enterprise Resource Planning (ERP)/procurement system, and we’re here to help.

PremierConnect easily integrates with most ERP applications and/or your preferred supplier network. We have proven relationships with the vast majority of ePurchasing vendors around the globe.

The most common platforms/supplier networks* include, but are not limited to:

- Ariba
- Coupa
- GHX
- Hubwoo
- IBX
- Ketera
- Oracle
- PeopleSoft
- Quadrem
- ReQlogic
- SAP
- SciQuest
- Vinimaya
- Others

We support industry-standard protocols such as, but not limited to: cXML, xCBL, OCI (for Punchout), EDI X12 (Electronic Data Interchange). We can also support some customized solutions.**

* May vary by region.
** Some restrictions apply.

We are ready to help solve your end-to-end eProcurement needs.
PremierConnect Punchout Catalog for B2B Process

**Shopping Experience**

1. **Catalog**
   Punchout to Premier Page from your purchasing system.

2. **Add items to your cart and create an Order Requisition.**

3. **Order Requisition is sent to your ERP for approval.**

**Buying Experience**

4. **Electronic Purchase Order** is transmitted to Dell from your purchasing system.

5. **Electronic Invoice** is generated and sent to your purchasing system.

6. **Receive Electronic Payment** and remittance advice.
PremierConnect
Buyer-hosted Catalog for B2B Process

Shopping Experience

1. **Catalog**
   Our sales team creates and sends your custom catalog.

2. **Create a purchase request in your purchasing system.**

3. **Send purchase request through your purchasing system approval process.**

Monthly catalog maintenance process is established.

Buying Experience

4. **Electronic Purchase Order** is transmitted to Dell from your purchasing system.

5. **Electronic Invoice** is generated and sent to your purchasing system.

6. **Receive Electronic Payment** and remittance advice.
Punchout catalog (supplier-hosted)

Our recommended catalog is “Punchout.” This supplier-hosted solution is most advantageous to you because:

- It is hosted and maintained by Dell
- Your standard products and pricing are updated in real time
- It provides a more efficient and flexible shopping experience over a buyer-hosted catalog solution
- It provides optimized efficiency benefits for procurement processing

With a supplier-hosted catalog, users ‘punch out’ of their procurement application to their company-specific, customized online catalog. Users then configure a product and pull the shopping basket back into the procurement application. After the purchase order has been approved within their procurement application, the PO is electronically routed to Dell for order fulfillment via an industry standard XML or EDI protocol.

*Protocols:* We support industry-standard protocols for punchout: cXML, xCBL, and OCI. We can also support some customized solutions.*

*Supported browsers:*
- Internet Explorer 6.0, 7.0, 8.0
- Google Chrome 7.0
- Firefox 3.6

Buyer-hosted catalog

For customers who cannot utilize the preferred Punchout solution, a customized buyer-hosted catalog can be imported directly into most procurement applications. The associated purchase orders are electronically received at Dell via an industry-standard XML or EDI protocol.

- The most common type of buyer-hosted solution we offer is a catalog file (CIF) solution.
- A buyer-hosted catalog can also be provided as a spreadsheet or delimited text file.

* Some restrictions apply.
Order management

Electronic purchasing

Electronic ordering is an integral part of the end-to-end electronic procurement process. Electronic orders are routed to us via an industry-standard protocol method (i.e., cXML, xCBL, EDI, etc.), as opposed to e-mail, fax, or PDF — enabling your organization to take full advantage of your ERP investment by ensuring that we receive and process your orders without manual intervention, which helps increase accuracy.

Purchase order acknowledgement provides system-to-system (synchronous) success/fail notification upon transmission of the order.

Protocols: Dell supports industry-standard protocols for POs: cXML, xCBL, and EDI X12 (Electronic Data Interchange). Dell can also support some customized solutions.*

Order tracking

For easy order status and tracking, we provide order confirmation e-mail notifications.* After submitting an electronic purchase order to us, you will receive three separate e-mails:

1. An order acknowledgement e-mail notifying you that your order has been received by Dell.
2. A subsequent order confirmation e-mail that includes your Dell order number and projected ship date.
3. A ship notification e-mail** with detailed shipping information that lets you know when your order has shipped.

* Some restrictions apply.
** Not available in all regions.
Invoicing and payment

eInvoicing solutions

**Standard Invoicing (U.S./EMEA/Canada)**

This invoice solution electronically provides you with standard Dell invoices. A relationship must be established with a VAN (Value Added Network) provider and interconnect with our VAN provider GXS (Global eXchange Service).

**Protocol:** EDI X12 (Electronic Data Interchange)

**Custom Invoicing (U.S.)**

Custom electronic invoices consist of standard Dell invoice data combined with customer PO data to create one electronic invoice per PO (PO match).**

- Requires POs to be submitted electronically
- Dell merges and customizes the order data according to the agreed specifications**

**Protocols/Transport:** Dell supports most industry-standard protocols for eInvoicing: cXML, xCBL, and EDI. We can also support some customized solutions.** Dell offers HTTP, HTTPS, and AS2 as forms of electronic communication (customer must have the infrastructure to receive eInvoice — i.e., cXML, xCBL, EDI).

Electronic payment/electronic funds transfer (EFT)

An Automatic Clearing House (ACH)* payment is a highly reliable and efficient electronic payment method.

We highly recommend establishing ACH remittance in the CTX format, which allows reference to multiple invoices with remittance. This flexibility will reduce or eliminate account-posting errors. If a CTX transaction is not available to you, then CCD+ is the next best alternative. We do not recommend sending payment in any other ACH format.

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Process and support

PremierConnect integration process

Dell is committed to integrating your end-to-end eProcurement systems. Our vast experience with unique customer requirements and many platforms has led to the following six-step integration process:

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engagement</td>
<td>Receive customer request for purchasing system integration.</td>
</tr>
<tr>
<td>Scoping</td>
<td>Work with customer to scope business/technical requirements.</td>
</tr>
<tr>
<td>Integration</td>
<td>Build unique customer requirements, profile and maps in test environment.</td>
</tr>
<tr>
<td>Testing</td>
<td>Provide thorough testing of associated transactions/testing sign-off.</td>
</tr>
<tr>
<td>Production</td>
<td>Move to production and validate initial production orders.</td>
</tr>
<tr>
<td>Support</td>
<td>Provide ongoing production support and test environment.</td>
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</tbody>
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Dell ProConsult services (U.S./Canada)

If you require additional assistance integrating your procurement system with PremierConnect, Dell ProConsult can help by providing on-site technical resources for B2B implementation.

Get started today, call your Dell Account Team or e-mail us at PremierConnect@dell.com.