

Storyboard: Needs Analysis

Total Run Time: 17:48 (1068 seconds)

Number	Audio Narration	Visual Treatment
TB	<i>(5 seconds)</i>	<p><i>Section Title (Full Screen)</i></p> <h2 style="text-align: center;">Needs Analysis</h2>
ST1	<i>(5 seconds)</i>	<p><i>Sub-section Title (Full Screen)</i></p> <h3 style="text-align: center;">Overview</h3>
B1	<p>Needs Analysis is the configuration system used by ECadvantage to build systems with all of the additional components needed. If you only have a general idea of what system and components to offer in a quote use the Needs Analysis screen to identify systems that match your customers needs.</p>	<p><i>Bullet Field (Full Screen)</i></p> <h3 style="text-align: center;">Understanding Needs Analysis</h3> <p>Needs Analysis is the configuration system used by ECadvantage to build systems with all of the additional components needed.</p>
B2	<p>Needs Analysis simplifies the process of selecting systems based on high level requirements that you enter within the configuration criteria screens.</p>	<p><i>Bullet Field (Full Screen)</i></p> <h3 style="text-align: center;">Understanding Needs Analysis</h3> <p>Needs Analysis simplifies the process of selecting systems based on high level requirements that you enter within the configuration criteria screens.</p>
B3	<p>In this section we will discuss how to configure both single and multiple desktop and laptop systems. We will look at the following areas:</p> <p>Configuring a desktop solution, either for one system or multiple systems.</p> <p>Navigating through the various system options available from the 'System Alternatives' screen.</p> <p>Viewing your detailed solution</p> <p>Right clicking options including availability notification, product data sheet information, gathering and maintaining real time availability information by warehouse.</p>	<p><i>Bullet Field (Full Screen)</i></p> <h3 style="text-align: center;">Understanding Needs Analysis</h3> <ul style="list-style-type: none"> ▪ Configuring a desktop solution ▪ Navigating through the various system options ▪ Viewing your detailed solution ▪ Right clicking options

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B4	<p>Choosing alternatives or replacements for individual components that the system returns.</p> <p>We'll also discuss OEM solutions, the new area that allows you to completely configure a system from the basic components to a finished product including the assembled or not assembled option.</p> <p>We will then discuss the multi-distributor version of ECadvantage and how to use 'Needs Analysis' to choose system alternatives from major distributors throughout the channel.</p>	<p><i>Bullet Field (Full Screen)</i></p> <p style="text-align: center;">Understanding Needs Analysis</p> <ul style="list-style-type: none"> ▪ Choosing alternatives or replacements for individual components ▪ OEM solutions ▪ And the multi-distributor version of ECadvantage
ST2	(5 seconds)	<p><i>Sub-section Title (Full Screen)</i></p> <p style="text-align: center;">Configuring a Desktop Solution</p> <p style="text-align: right;"><i>One System</i></p>
	<p>In this section we'll be configuring a desktop system so I'll select 'Personal Computers'.</p> <p>The next series of screens are used to configure the attributes of your system.</p>	<p><i>Screen Capture. Super sub-heading (Level 3)</i></p> <p style="text-align: center;">Choosing your System Options</p>
	<p>The first option that you have on the screen is selecting a distributor. Later on in the lesson you'll be able to choose different distributors based a multi-distributor login if you have one available.</p>	<p><i>Screen Capture. Super Arrow pointing to 'Distributor'.</i></p>
	<p>The next option is to click whether you would prefer to see available SKU's--this can be unchecked to view all SKU's in the system, whether they are available or not.</p>	<p><i>Screen Capture. Super Arrow pointing to 'Available SKU's'.</i></p>
	<p>Next, select a vendor for the system. In this example we will choose HP as our single vendor.</p>	<p><i>Screen Capture. Super Arrow pointing to 'HP'.</i></p>
	<p>Now we'll select a CPU speed that meet the requirements of my customer, in this case a Pentium Pro 200 processor.</p>	<p><i>Screen Capture. Super Arrow pointing to 'PentiumPro 200'..</i></p>

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	Memory can be increased or decreased based on your customer requirements. In this case we'll be configuring this system with 32 megabytes of RAM.	<i>Screen Capture. Super Arrow pointing to '32'.</i>
	We can also choose whether we want EDO or regular memory, and any error detection levels we wish to include.	<i>Screen Capture. Super box surrounding memory choices.</i>
	For the vendor of the RAM we can either select the CPU vendor, which in this case would be HP, or choose different memory vendors based on the criteria that you and your customer have selected.	<i>Screen Capture. Super Arrow pointing to 'CPU Vendor'.</i>
	The 'Any' option will find memory that is both the lowest cost and most available that will work with this configuration.	<i>Screen Capture.</i>
	From this screen you can either click on the next button or click on this icon to continue.	<i>Screen Capture. Super Arrows, one pointing to 'Next' button and one to 'Next' icon. These to be on screen at the same time.</i>
	The next screen brings us to our storage requirements. For the hard drive, we'll go along with the default of two gigabytes.	<i>Screen Capture. Super Arrow pointing to '2000 MB'.</i>
	Disk type options include IDE, extended IDE, SCSI, wide SCSI or parallel port.	<i>Screen Capture. Super box surrounding disk options.</i>
Tb1	Again, for our hard drive and throughout the rest of the 'Needs Analysis' we have the option to choose the vendor for our individual components, whether we elect to stay with the CPU vendor for hard drive, CDROM and other components or to choose it based on our individual customer requirements, or based on pricing and availability needs.	<p><i>Screen Capture. Super Text Box with the following contents.</i></p> <p style="text-align: center;">Individual Components can be selected throughout the 'Needs Analysis' based on vendor preference, pricing or availability.</p>
	For CDROM we will choose an 8 speed CDROM and we'll leave HP as the CPU vendor.	<i>Screen Capture. Super Arrow pointing to '8 speed CDROM'.</i>
	Under tape drive we can choose the format of the different drives, choose the vendor and select whether we desire an internal or external unit.	<i>Screen Capture</i>

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	For display we'll choose a 17" monitor from the CPU vendor, HP.	<i>Screen Capture. Super Arrow pointing to '17" and HP'.</i>
	Video card resolutions give you the capability of choosing different or higher resolutions based on the needs of the software you will be running on this system.	<i>Screen Capture</i>
	Under communications we can choose either network or modem type. For this example we'll choose an Ethernet 100baseT connection from the CPU vendor.	<i>Screen Capture. Super Arrow pointing to '100baseT'.</i>
	We will also include a 28 8 modem from US Robotics.	<i>Screen Capture. Super Arrow pointing to '28 8'.</i>
	For operating system software, the different options include all Windows, DOS, OS2, Netware and other operating systems. We will choose NT Workstation for our example.	<i>Screen Capture. Super Arrow pointing to 'Windows NT Workstation'.</i>
	We'll now click on the configure button at the lower right corner of the screen to configure the system based on the criteria we have selected.	<i>Screen Capture. Super Arrow pointing to 'Configure' button.</i>
	ECadvantage has found 9 systems that met our general configuration criteria.	<i>Screen Capture</i>
SST1	After systems are configured, the system alternatives screen will appear and give me different viewing options based on the criteria you choose.	<i>Screen Capture. Super sub-heading (Level 3)</i> Navigating through System Alternatives
	This screen allows you to view the systems based on different criteria such as configuration data, pricing, availability of the entire system and price for the available systems.	<i>Screen Capture</i>
	First we'll look at pricing for the individual systems. This will break it down based on the single distributor version that we are in right now. This will show all the pricing for the individual systems.	<i>Screen Capture</i>

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	<p>The availability area shows the availability of all system components within the system. If a particular system is not available the availability will come up as zero. This does not necessarily mean that the CPU or other major components are not available, it simply means that one of the components of our solution were not available.</p>	<p><i>Screen Capture</i></p>
	<p>The final view is pricing for available. Any time a system is fully available with all of it's components a price will appear.</p>	<p><i>Screen Capture</i></p>
	<p>The system alternatives screen can be sorted any way the user chooses simply by clicking on the different headers. For example, if we want to sort based on description click on the description column and all systems will be sorted alphabetically based on their description.</p>	<p><i>Screen Capture</i></p>
	<p>Likewise, if you would like to sort based on the least expensive system in the alternatives screen simply click on unit cost and the sort is performed. Clicking on either ascending or descending sort can change the sort order.</p>	<p><i>Screen Capture</i></p>
	<p>At the bottom of the screen we have the options to add systems to our quote, view the errors that came back, do another 'Needs Analysis' or select more alternatives for the systems that we have chosen previously.</p>	<p><i>Screen Capture. Super box around menu options at the bottom of the screen.</i></p>
<p>SST2</p>	<p>To see your detailed solution simply double click on one of the systems in system alternatives and this will bring you to the system detail screen. This screen shows all SKU's that were picked for the system that we previously identified in the 'Needs Analysis'.</p>	<p><i>Screen Capture. Super sub-heading (Level 3)</i> Seeing Your Detailed Solution</p>

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	In this example we have picked a HP Pentium Pro200 and the individual component descriptions are listed.	<i>Screen Capture.</i>
	Under the different components shown we have our 17" monitor, 8 speed internal CDROM drive, our HP desk direct card, Microsoft Windows NT operating system and also our US Robotics modem.	<i>Screen Capture.</i>
SST3	There are three main options available by right clicking on a SKU; availability notification, product data sheets and real time availability by warehouse.	<i>Screen Capture. Super sub-heading (Level 3)</i> Right Click Options
	The availability notification area allows the user to include the part on a notification list kept locally on their system. Every time the user logs into ECadvantage or goes through a menu choice on the main menu the system searches the distributors marked and see if any system or component has become available.	<i>Screen Capture.</i>
	For this example we will choose MicroAge as our distributor, click on notify when available and now every time that the user logs in they will be notified if that item has become available.	<i>Screen Capture</i>
	The product data sheet includes specific and detailed technical information on the product like the number of slots a system has or specific memory requirements.	<i>Screen Capture.</i>
	Our example here shows the details of the system including features and specifications, chassis type, processors and speed, expansion capabilities, and video display.	<i>Screen Capture</i>
	The real time availability by warehouse option allows you to see the MicroAge real time availability for the individual components selected based on our three main warehouses in Cincinnati, Reno and Tempe.	<i>Screen Capture.</i>

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	Current availability is shown including the estimated date of next shipment which is the receipt date and the on order status of the part.	<i>Screen Capture</i>
ST3	<i>(5 seconds)</i>	<p><i>Sub-section Title (Full Screen)</i></p> <p style="text-align: center;">Configuring a Desktop Solution</p> <p style="text-align: right;"><i>Multiple Systems</i></p>
	In this section we will configure multiple systems based on customer requirements.	<i>Screen Capture</i>
	For this example we will choose HP and Compaq as our vendors. We will also select multiple CPU speeds including the Pentium Pro 200 and a Pentium Pro 180. Our memory requirements will remain at 32 megabytes of RAM. We will choose Kingston as our memory vendor. For our storage requirements we will go with the default of a 2-gigabyte hard drive and an 8 speed CDROM. For the CR-ROM vendor we'll choose Creative Labs.	<i>Screen Capture</i>
	We will choose a 21" display monitor from NEC.	<i>Screen Capture</i>
	For communications we will select 100baseT Ethernet and we will choose any as our vendor.	<i>Screen Capture</i>
	We will also include a 28 8 modem from US Robotics.	<i>Screen Capture</i>
	We will select Windows 95 for our operating system software.	<i>Screen Capture</i>
	Now I'll click on the 'configure' button and ECadvantage will return the systems that meet our general criteria.	<i>Screen Capture</i>

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	Under our multiple system configuration 32 systems were found.	<i>Screen Capture</i>
	Again, to sort on any of these criteria simply click on the header you wish to sort on and indicate whether it is an ascending or descending sort.	<i>Screen Capture</i>
ST4	<i>(5 seconds)</i>	<i>Sub-section Title (Full Screen)</i> <p style="text-align: center;">Configuring a Desktop Solution</p> <p style="text-align: right;"><i>Alternatives and Replacements</i></p>
	For alternatives and replacements we can select and replace any individual component in the system that the 'Needs Analysis' has selected. In this example we will select and replace our modem. To replace it simply click on the line to highlight it and then click on the 'replace' button.	<i>Screen Capture</i>
	Our replace option has returned a number of options and from here we can sort again based on any of the criteria. For example, if we'd like to see the most available simply click on the available column.	<i>Screen Capture</i>
	From here we can select which component we would like to replace into our system. Initially we had a US Robotics modem and we will be replacing this with the Boca 28 8 Simply double click on the component to replace and the 'Needs Analysis' configuration engine will verify that the component selected will be compatible with this system.	<i>Screen Capture</i>
ST5	<i>(5 seconds)</i>	<i>Sub-section Title (Full Screen)</i> <p style="text-align: center;">OEM Solutions</p>

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SST4	For OEM solutions ECadvantage has the capability of configuring a system from the motherboard all the way up to an assembled component. The basic differences between this system and the others we have configured previously is that we will be picking MicroAge house brand as our system vendor.	<i>Screen Capture. Super sub-heading (Level 3)</i> Choosing your Individual Components
	We will select two CPU speeds, a Pentium 200 and a Pentium 166.	<i>Screen Capture</i>
	Under memory requirements we will select 32 megabytes of RAM.	<i>Screen Capture</i>
	For OEM solutions, when choosing individual components, to remain with the OEM solutions brand you must select CPU vendor for all our individual components.	<i>Screen Capture</i>
	As we go through and choose hard drive, CDROM and other options we will be staying with the CPU vendor option to allow it to go ahead and pick the proper components for OEM solutions.	<i>Screen Capture</i>
	We will choose a 17" monitor, our networking type and modem will be left blank for this example, and for our operating system we'll choose Windows 95.	<i>Screen Capture</i>
SST5	Under services you have the option to select whether we wish to have MicroAge assemble the components or to go ahead to have the components shipped individually to your location and be assembled by your staff.	<i>Screen Capture. Super sub-heading (Level 3)</i> Selecting Assembled or Not Assembled Options
	For this example we will choose 'assembled'.	<i>Screen Capture</i>

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	Next, click on the 'configure' button and ECadvantage finds two options that meet our general criteria.	<i>Screen Capture</i>
	Under the system detail screen notice that it has included the motherboard, mini tower chassis, our 8 speed CDROM, keyboard, an ATI 3D expression graphics card, CTX monitor, Intel Pentium processor, Kingston Technologies memory module, Microsoft Windows 95, and a Seagate 2 gigabyte hard drive.	<i>Screen Capture</i>
	All of these components have been verified to work correctly under the Acer Open criteria and are part of the OEM solutions pricing structure.	<i>Screen Capture</i>
ST6	<i>(5 seconds)</i>	<i>Sub-section Title (Full Screen)</i> Multi-Distributor Needs Analysis
	Multi-Distributor 'Needs Analysis' allows the user to select system components based on similar criteria that is covered in detail in other sections within this presentation, but offers greater alternatives through the distribution channel through major distribution partners that have participated with ECadvantage.	<i>Screen Capture</i>
SST6	Under our 'Systems Alternatives' screen it has returned the options that we have selected based our 'Needs Analysis' criteria.	<i>Screen Capture. Super sub-heading (Level 3)</i> Multi-Distributor System Alternatives
	The views under multi-distributor will be much different than the views under single distributor. For example, when we click on the pricing view we will now see pricing for the different systems throughout the five major distributors.	<i>Screen Capture</i>
	We could also select our availability view to select availability throughout the channel to see which distributors have all components in stock and at what levels.	<i>Screen Capture</i>

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	Finally we could select 'pricing for available' and find out by price what distributors have entire system options available throughout the channel.	<i>Screen Capture.</i>
SST7	For multi-distributor system detail we simply click on a system that we have selected and go to the 'system detail' screen. Our view returns MicroAge as our primary distributor, however we can change this and view across the channel the different parts based on the different distributor including their cost and availability.	<i>Screen Capture. Super sub-heading (Level 3)</i> Multi-Distributor System Detail