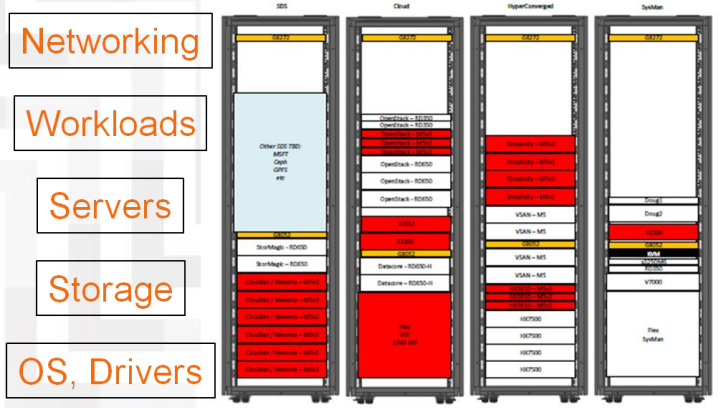

Lenovo DCG

SalesForce "VisitOps" Guide

EBC/Innovation Center

@cloudWithMarco

August 30, 2016

Marco Rengan, Shane Carroll
Advanced Solutions Group

Training Presentation
version D2

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SOLUTIONS? ENGAGE THE LENOVO EBC/INNOVATION CENTER (AMERICAS)

Share
Discuss customer needs, share industry-leading data center strategy, review Lenovo's DCG value proposition.

See
Explore and review Lenovo DCG demonstrations and learn how Lenovo's data center products and solutions deliver value.

Prove
Collaborate with data center experts on network, server, storage, and management to create and customize solutions.

What we can do for DCG Clients

- Briefings
- Lab Tours
- Multi-customer Events
- Remote Proof of Concept
- Remote Proof of Technology
- Remote Demonstrations
- Solution Demonstrations
- Technology Demonstrations
- Technology Deep Dives

Big Data
CI
SDS
VSAN
cloud
HPC
HCI
DB

Engage us:

Business Partners
https://lenovo.tfaforms.net/9

Lenovo Sales Team
Select "VisitOps" on SalesForce.com

Located in Bldg 8: Lenovo Morrisville, North Carolina

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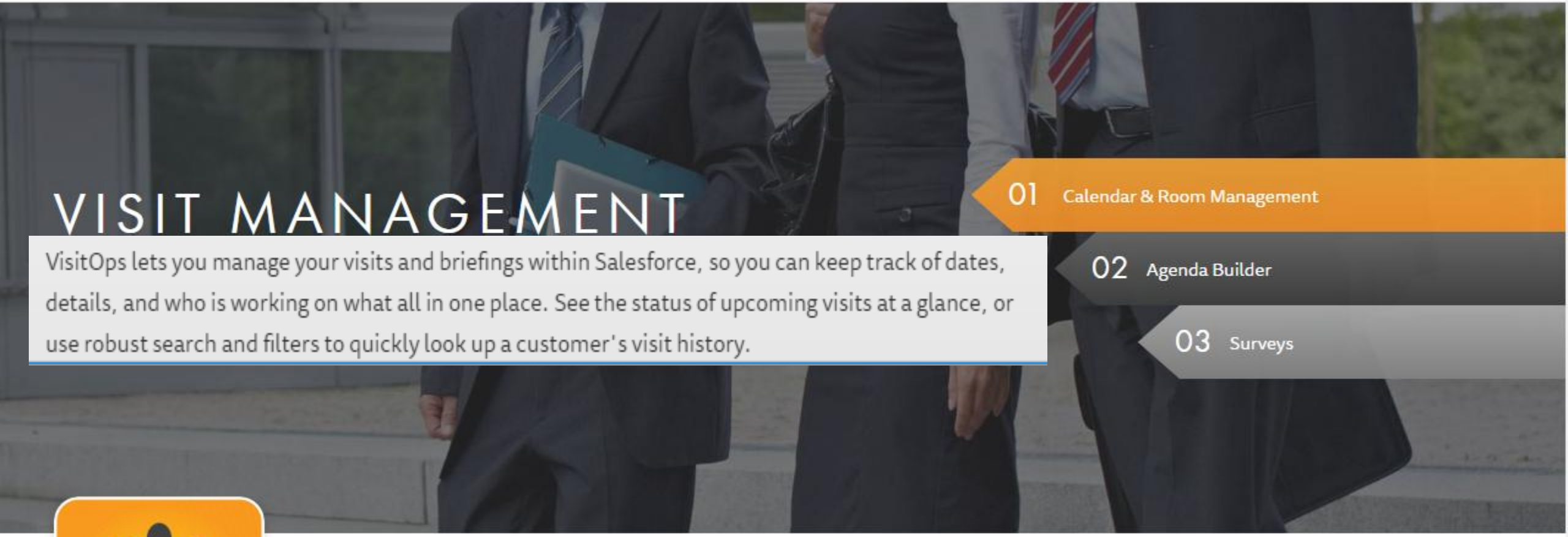
“VisitOps” -- What is it?

VisitOps™ Everything Visits

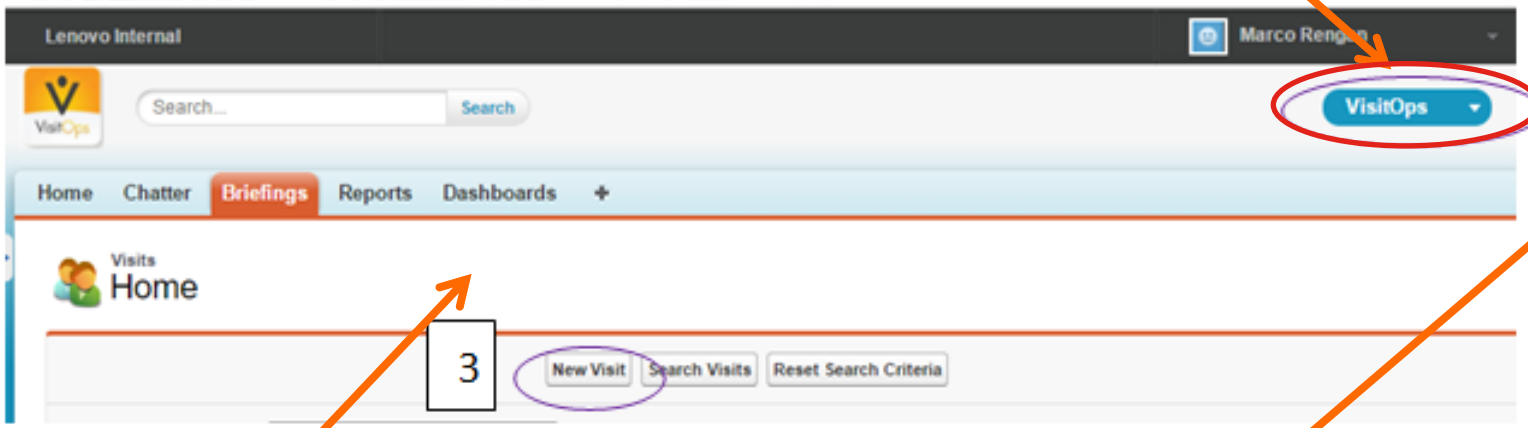
Gives Lenovo a tool to track EBC and Innovation Center booking requests….

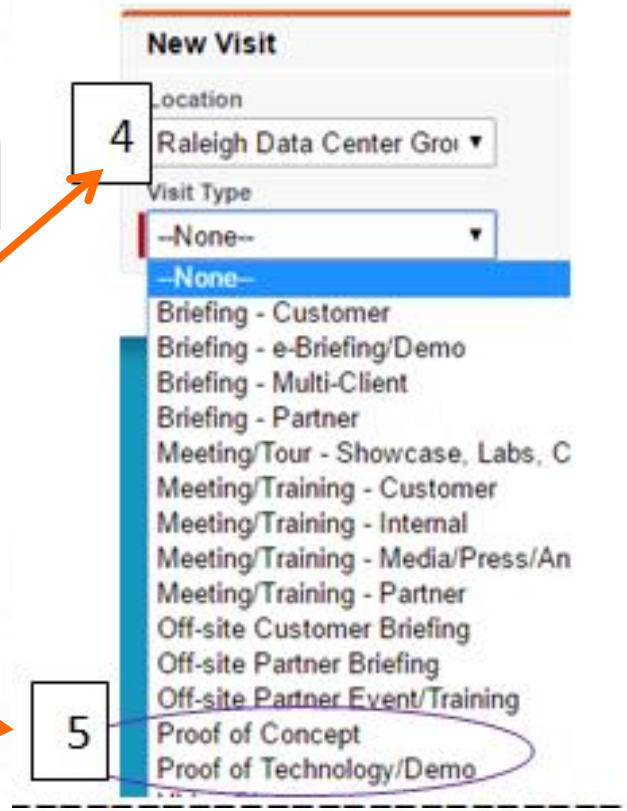


Step 1 to 5: Type of Engagement and Location

1. Log in to Salesforce.com

2. **"VisitOps"** from the app pick list (upper right corner)
3. **"New Visit"**





4. **Location** (Raleigh Data Center Group)
5. **Visit type** (PoC or PoT/Demo) and click Go

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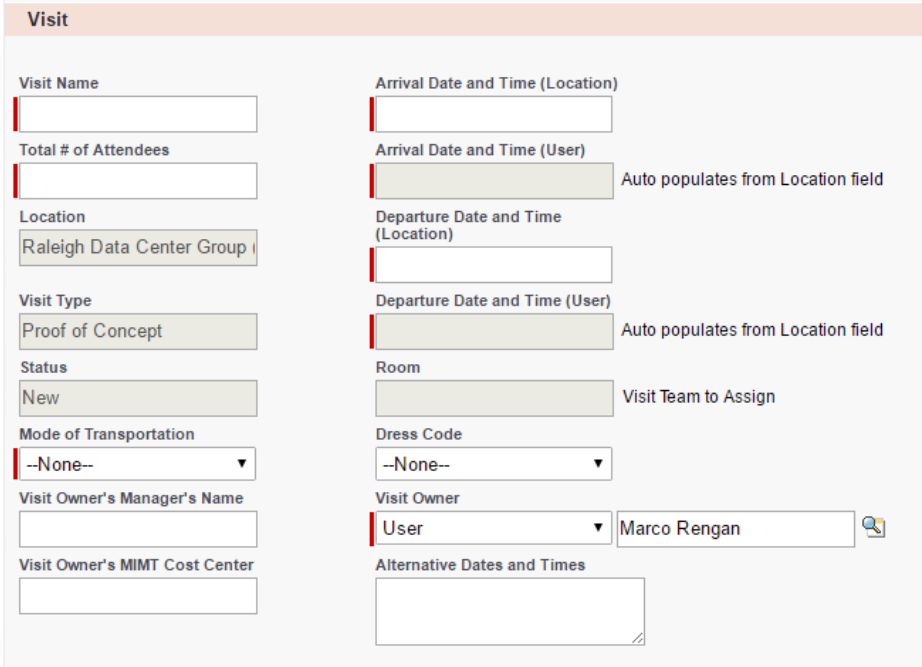
Step 6: Client Name, Tech Contact Name, Goals

6. Required Information

a) Visit Name: [**Client Name**] // Total # of Attendees – [**#of contacts**]
b) Arrival Date: [**START DATE**] // Departure Date – [**END DATE**]
c) Visit Owner: [**Technical contact Name**]
d) Reason for Visit: **Identify any pain points, goals**
e) Measure of success – **Identify expected results**,
f) Topics and People Needed –**Workload, platform, use case**



Note ** A more detailed technical questionnaire is required and can be found at: PoC/PoT/DD Detail send this to: shane@lenovo.com and mrengan1@lenovo.com

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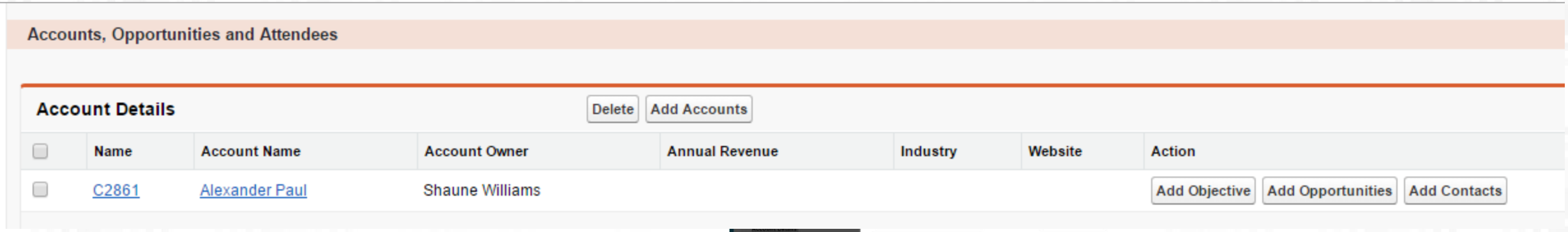
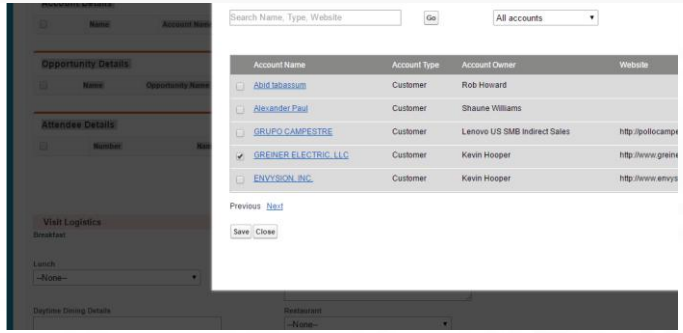
Step 7 and 8: Account and Opportunity ID

Step 7: Account Details

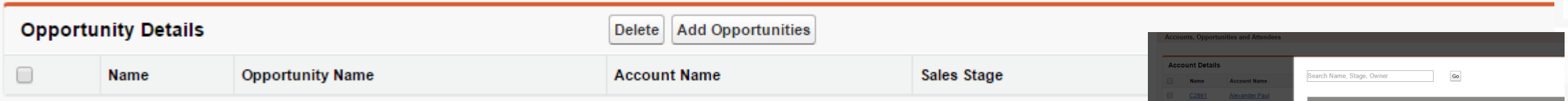
Select the account (client or business) that this engagement is for; existing accounts can be selected from the sub-menu



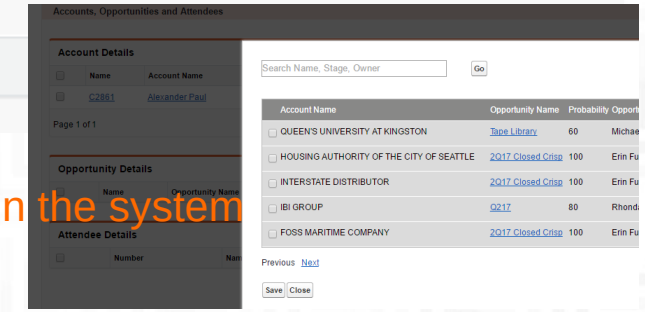
Step 7a: Select the account name



Step 8: Opportunity Details



Step 8a: Select the opportunity already entered in the system If one exists



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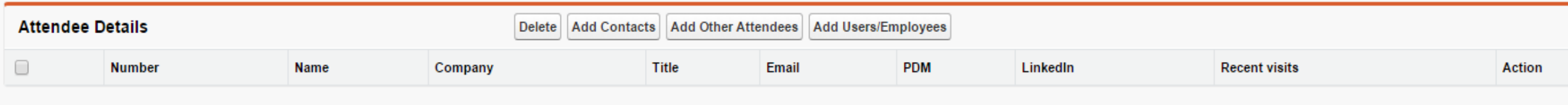
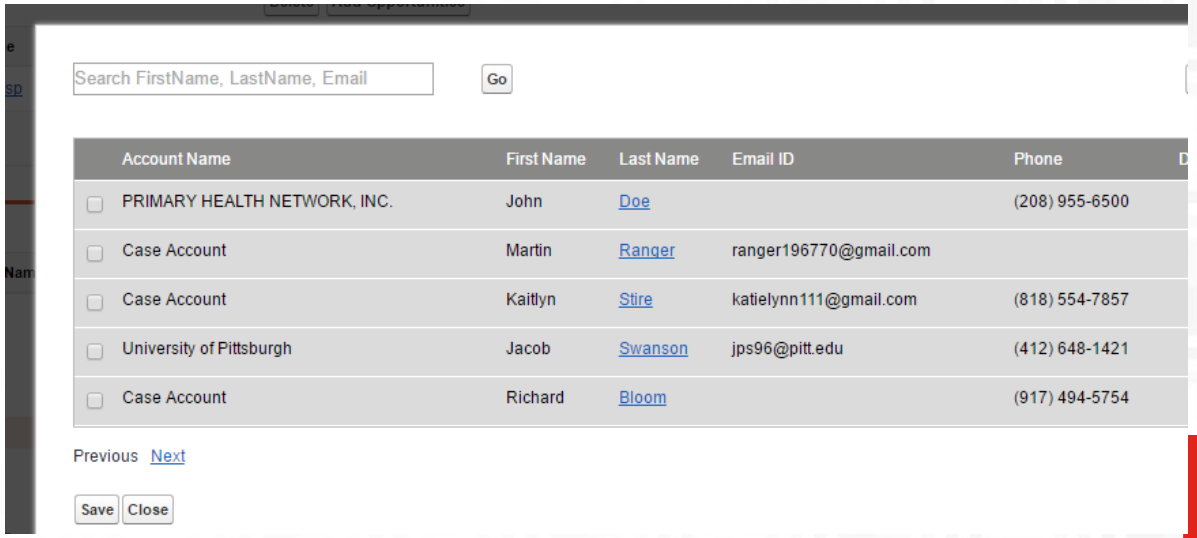
Step 9: Formal Sales Rep and Account Rep Names

Step 9: Attendees Details

For this item – we want to see any contact names that are tied to the account and or opportunity – also available from a pull down



Step 9a: Select the account and contact name/s



**** THIS COMPLETES THE ENGAGEMENT REQUEST ****

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THANK YOU

DAKUJEM DANK BEDANKT MERCI TAKK 谢谢

ありがとう СПАСИБО GRACIAS DZIĘKUJĘ DANKE

OBRIGADO БЛАГОДАРЯ GRAZIE הדות GRACIAS

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Solution Type Example

- Hyperconverged [Nutanix]/[SimpliVity]/[Cloudian]/[Other]
- SDS [StorMagic]/[DataCore]/[Nexenta]/[Other]
- VDI [Citrix]/[Horizon-View]
- VSAN
- Big Data [Hadoop]/[..
- Cloud [VMware]/[Hyper-V]/[Azure]/OpenStack
- Database [Oracle]/[SQL Server]
- Business App [Exchange]

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