

Welcome... to the first of a series of training recordings. Other recordings will cover specific topics covered in the overview. Lets get started!



I want to ask you a question. Have you noticed new demands of you in your work environment? People out, demanding customers and less time?

POD – Projects on Demand

How do you provide services to customers in a changing world? **SIEMENS** has a way to answer the demands of todays market.

POD

Get your quote "Price Approved" and then you can order "qualified" products in three ways to get material to your customer. <u>FAST</u>!

- ✓ <u>Standard Fulfillment</u>: Enter the order the same way as usual.
- Channel Partner Stock: Ship from stock and receive credit for the difference between into stock price and approved price.
- ✓ <u>UNPB From Siemens DC</u>: Get material shipped from the distribution center at the approved price.

Users can select any Fulfillment for any line!

POD is a WIN-WIN.

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POD Standard Fulfillment, Channel Partner Stock and UNPB From Siemens DC



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Standard Fulfillment

Channel Partner Stock UNPB from Siemens DC

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Standard Fulfillment is standard procedure. The Schedule area has a Ship Cans Ahead(My Stock) Shipping cans from Channel Partner Stock is different than Ship Cans Ahead. I will show you the difference.

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Convert a P1 panelboard to unassembled, take from stock and get a rebate on the difference between stock and approved price.

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	21043	US2:P1X42MC2	VA5	LPA	P1 REV. UPB 250A 208/120V 42	1	05/19/2021	2 Days	Channel Partner Stock	Standard	SIEMENS
	21044	S44B	VA5	LPA	FAS-LATCH FRONT ASSY 20W 4	1	05/19/2021	2 Days	Channel Partner Stock	Standard	SIEMENS
	21045	B44	VA5	LPA	20W TYPE 1 BOX W/O GROUN	1	05/19/2021	2 Days	Channel Partner Stock	Standard	SIEMENS
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Show Child Lines. Expands to view all child lines for panelboards.



Concert P1 panelboard and get components directly from the DC at the approved price.

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UNPB From Siemens DC - P1 panelboard, get components directly from the DC at the approved price.

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Cans ahead – Not POD. Select Ship cans ahead (My Stock) . Then Show All. Check the can needing to be shipped from Stock..



Cans ahead – Not POD. Message confirming where the cans are coming from. Click yes and the can will be removed from the order. Line now shows that the can is coming from stock.

Ship Cans Ahead (My Stock) Review – <u>"Not POD"</u> L



Lines 21000 and 22000 show the applied Fulfillment.

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Show Child Lines



How do I get POD and how to apply

Projects On Demand Requirements & Processes



- 1. Sales invites potential POD user(s).
- 2. Sales submits the completed Commercial Programs form for approval to use POD. Commercial Programs : Account Administration form is in the Sales Resource Center. (SRC)
- 3. Once approved to use POD a quote must be "Price Approved" before going to the shipping screen.
- 4. The "Fulfillment" column in the Shipping screen will show Standard Fulfillment as a default. "Fulfillment" indicates where the product(s) are being supplied/shipped from.

Step 1:	Fulfillment
۲	Standard Fulfillment
\bigcirc	Channel Partner Stock
\bigcirc	UNPB from Siemens DC

4. If the selection is UNPB from Siemens DC, the order will be processed if all components are in stock. If not, POD will provide a user with other options to change the Fulfillment from UNPB from Siemens DC.

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How do I get POD and how to apply



Manage Rebate



Remember, this recording is the first in a series of training recordings focused on POD functionality.