

# Quantum Marketplace

Quantum Marketplace will help you determine the right storage solution for your customers. By using Quantum Marketplace, you can:

- Browse the product catalog
- Select and compare products
- Configure systems
- Obtain prices
- Develop and route quotations
- Request special pricing
- Register an opportunity (OIP)
- Order products online



Quantum Marketplace™ is a valuable resource for selecting, configuring, quoting, and ordering Quantum autoloaders, libraries, tape drives, disk-based backup, StorageCare™ services, tape media, barcode labels, and legacy products.

Quantum Marketplace is designed for use by Quantum sales, VAR partners, and distributors.

For product and sales support in North America, please contact your Quantum Sales Representative or our Inside Sales group at (866) 827-1500 (6 a.m. to 5 p.m. PST) or via e-mail at [QuantumInfo@Quantum.com](mailto:QuantumInfo@Quantum.com).

Outside of North America, please contact your local sales office or Quantum Sales Representative.

For comments or questions about Quantum Marketplace, please send an e-mail to [QMFeedback@Quantum.com](mailto:QMFeedback@Quantum.com).

## Basic Operations

1. Log in to Quantum Alliance™ (in North America: [www.quantum.com/alliance](http://www.quantum.com/alliance), in APAC: [www.qa-apac.com/alliance](http://www.qa-apac.com/alliance), in EMEA: [www.quantum-alliance.net](http://www.quantum-alliance.net)). Enter your User ID (e-mail address) and Password. When the page appears, click the **Quantum Marketplace/OIP** link to go to Quantum Marketplace.
2. From the *Actions* area, you can **Request a New OIP**, **View/Update My Profile**, and **View/Update Company Profile**. In the *Products, Configurations, and Pricing* area, you can select a service zone and currency, **Browse the Product Catalog**, **Configure Products**, find the right solution with the **Library Chooser**, and download a copy of the Price Book. Use *My Workspace* to access information such as **Active Carts**, **Routed Carts**, **Orders**, **Quotes**, **Special Pricing Requests**, and **OIP List**.

## Library Chooser

### 1. Data Input tab

- a. Enter your requirements in the various sections.
- b. Complete the requirements table, including, Needs Analysis, kind of backup, speed of backups, amount of data, and retention information. Clear any messages indicated by an icon.

**Note:** The system automatically updates all entries whenever you select a radio button or drop-down list. You can also use the **Enter** icon next to a numeric value.

### 2. Drive type and library recommendation tab

- a. Click the tape technology you prefer.
- b. Specify other options. The library displayed is the best match based on the information you entered on the **Data Input** tab. (If no library displays, choose a different tape drive or return to the **Data Input** tab and modify your selections.)
- c. Click **Configure**. You are directed to the Configurator to complete the library options. See the "Product Configurator" section.

## Product Catalog

1. If you know the specific product, you can search directly using the **Search** feature, otherwise, select the **Product Category** from the **Product Catalog** screen. Categories include: **EZ Configure**, **Tape Drive Devices**, **Autoloaders & Libraries**, **Disk-Based Backup Solutions (DX-Series)**, **Dinorstor TapeServers**, **Software**, **Tape Media & Barcode Labels**, **StorageCare Services**, and **Legacy Products**.
2. Follow the menu tree until you reach the items you wish. Click **Add to Cart**, then name the cart to save the item. You can back track using the menu tree to another category.
3. To compare two or more items, select the items, then click **Compare**.
4. Click **Configure**, if available next to the item, to complete the system options.
5. Click **View Cart** to access your selections and complete the process.
6. From the **Build Cart** page, you can add products from the catalog, add products from the Library Chooser, or enter the product ID directly. Other options include:
  - a. Request an OIP for the cart (see the "Opportunity Identification Program (OIP)" section).
  - b. **Compare** (use the check boxes on the left to select two or more items and view their specifications).
  - c. **Move to Cart** or **Copy to Cart** (select one or more items to move items to a different cart, copy to a different cart or new carts).
  - d. **Remove** (deletes selected items).
  - e. **Save as Quote** (see the "Quotes" section).
  - f. **Request Special Pricing** (see the "Special Pricing" section).
7. Carts can be routed, e-mailed, or downloaded (as text or an Excel spreadsheet).

## Product Configurator

When you click the **Configure** button (available on several screens), you are prompted through a series of screens to add options to a base system. Click the radio buttons, check boxes, drop-down lists and enter the values as appropriate. There are usually three tabs:



1. **Configure Base Library** tab (options may vary depending on selections).
2. **Select Options** tab (options may vary depending on selections made).
3. **Installation & Warranty Uplifts** tab.  
When complete, click **Summary**. The system will check the selections, indicate any error conditions, and create a summary sheet of your configuration with quantities and pricing. Click **Configure** to return to the configurator.
4. Click **Add to Cart** to add the configuration to your cart. See Step 6 from the "Product Catalog" section.

## Opportunity Identification Program (OIP)

OIP helps you qualify for purchase discounts on select Quantum products in exchange for pre-registering sales opportunities.

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**Note:** If another solution provider has already been awarded OIP approval for the same sales opportunity, you will be notified that your request was denied. You will receive a brief explanation or instructions to contact your local Quantum representative for details.

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1. From the Quantum Marketplace Home page, click the **Request a New OIP** link. You can also request a new OIP when viewing your cart details or from the OIP list in your workspace.

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**Note:** All fields marked with an asterisk (\*) are required fields and must be completed.

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2. Enter the appropriate information in the following fields:  
**Distributor Information**  
**VAR Information**  
**End User Information**  
**Product Information**
3. Click **Submit** to send.  
You will receive an e-mail notification as the status of your OIP request changes. You can also view your OIPs and status from the **OIP** list in your workspace.

## Special Pricing

Quantum Marketplace allows you the opportunity to submit orders for special consideration in order to match or beat a competitor. In North America, an OIP number is required.

1. From the Quantum Marketplace Home page, click the **Special Pricing Requests** link or click the button when viewing your cart details or in the Special Pricing area of your workspace.
2. Complete the form. At the bottom of the form, enter the price you feel would make the sale in the **Requested Price** fields. Click **Next**.
3. Verify the information on the **Review Request** screen.

Click **Back** to make corrections or modifications, or click **Submit Request** to complete the process.

You will receive an e-mail notification regarding your submission request. Status is also viewable on the **Request for Special Pricing** tab in your workspace. If approved or amended, your request will be turned into a 30-day firm price quote available in the **Quotes** list in your workspace.

## Quotes

When you save a cart as a quote, pricing is valid for 30 days.

1. Select a cart from the **Carts** tab in your workspace.
2. Click **Save as Quote** (you can also click this button when viewing your cart details). The cart is saved and now appears on the **Quotes** tab in your workspace.

## Orders

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**Note:** If you are ordering upgrades, you must enter the serial number of the existing library. Also, all fields marked with an asterisk (\*) must be completed. The order will not process until all required fields have been entered. Some of the information will default in from your Partner Profile. These fields can be changed if required.

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1. From **Workspace**, select the cart or quote for processing.
2. Click **Prepare Order Header** from Step 1 of the Order process.
3. Enter your purchase order number (**P.O.#**).
4. Verify the information in the **Ship To**, **Sold To**, and **Bill To Address** in **Edit Header Info**, and enter new information as required or use **Address Book** to use stored entries.
6. Click **Save**. This saves the information and refreshes the screen.
7. Click **NEXT** to proceed to **Review and Place Order**.
8. Click **PLACE ORDER**. Wait for the confirmation screen to appear. You will also receive an e-mail confirming the order.
9. To return to the updated Order list, click **Done**.

## Administration

For information on maintaining your Partner Profile and your user profiles, please refer to the *Quantum Marketplace Partner User's Guide* available from the Help panel on the Quantum Marketplace Home page or the **Marketplace Help** button at the top of any screen.

