

# Q3 Ultra Value Update



Security Level:



# Ultra Value Program

## What is the Ultra-Value?

We are aiming to provide you with the classic server configurations in all countries in West Europe market with favorable price, short lead time and simple ordering process! We will also update our configurations quarterly to meet your demand change!



## What is the program requirement?



## What does the program offer?

Favorable Price

- ✓ Please check with your Huawei Channel manager



Classic Configurations

- ✓ Standard configuration and 57 components of 1U and 2U FusionServer



Short Lead Time

- ✓ Supplied from Huawei EU Supply Center 7-10 working days lead time



Simplified Order Process

- ✓ Simplified configuration & ordering process



Warranty

- ✓ Standard warranty 3 years



# Ultra Value Program



- ✓ Zeitraum: JUL .15, 2020 - SEP.30, 2020, wird quartalsweise aktualisiert
- ✓ Produkte: 1HE, 2HE Server und 57 Komponenten, Sie finden diese im SCT Konfigurator mit der Programm ID: **P28200618**
- ✓ SCT Link: <http://unistar.huawei.com/unistar/sctnext/#/catalog/search/product>
- ✓ Lieferzeit: Lieferung erfolgt vom Huawei EU Supply Center, Vorlaufzeit 7-10 Werktage.
- ✓ Garantie: Standardgarantie 3 Jahre

- ✓ For detail ordering instruction, please click and open attachment on the right:



WEU Ultra Value  
notion Process G

Please click the  
icon below to  
open editable  
**Banner, EDM  
and Program  
Letter.**



Banner



WEU-Ultra-Valu  
e-program-letter

# Easier Product Promotion Operation

1

**Configuring a Promotion Quotation**

2

**Configuring the Service Quotation Associated with the Promotion Product**

3

**Submitting Quotations**

# Configuring a Promotion Quotation — Creating a Promotion Quotation

Log in to SCT and create a quotation. On the quotation details page, set **BOQ Type** to **Promotional BOQ** when configuring basic quotation information. Click **Add Promotion Product** to add a promotion package that has been successfully released in PBM.

Draft > Quotation202007090016

Set Basic Info

Quotation Number : 0000Hlw882663202007090016

\* Quotation Name : Quotation202007090016

BOQ Type : Promotional BOQ

\* Country/Region : Spain

\* Local Office : Spain Rep Office

Opportunity :

Channel :

End Customer : Enter keywords and separate th...

Remarks :

Estimated Lead Time(Days): -

Calculate

Configure

Only the site and quantity information in a promotion package can be modified. Product configuration is read-only.

Add Promotion Product

Delete

More

Product Name	Config Name	Config type	Sites/Qty	Production LT

Add Promotion Product

Type a promotion package name or description

Search

NO.		Package Name	Description	Start	Expire
1	<input type="checkbox"/>	1288H V5 WEU Ultra Value Prog...	2020Q3 West Europe FusionSer...	2020-07-15	2020-09-30
2	<input type="checkbox"/>	2288H V5 WEU Ultra Value Prog...	2020Q3 West Europe FusionSer...	2020-07-15	2020-09-30

Place New Promotion Package:

☒ On top

☐ At bottom

3 Click Add.

Add

Close

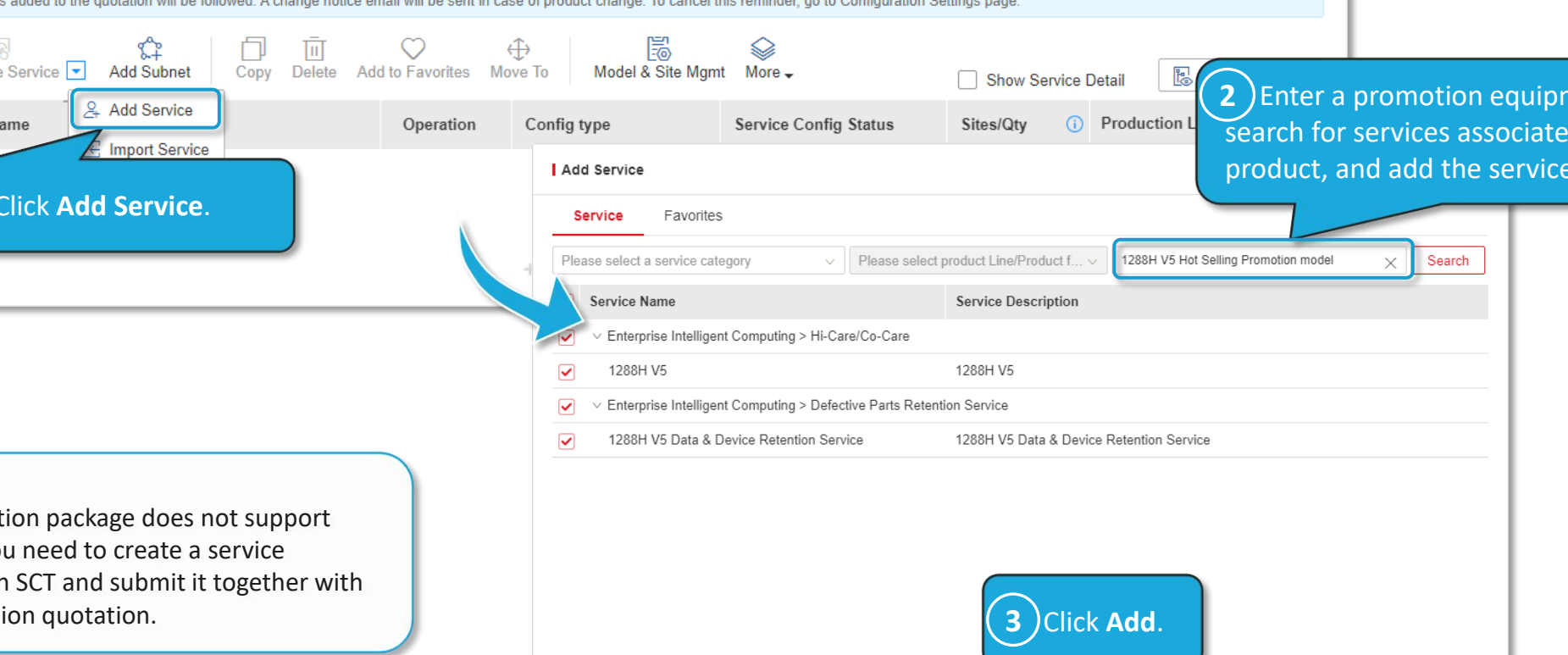
## Note:

- The 1288 and 2288 promotion packages can be added to a quotation at the same time. The 1288 Promotion package is named as **'1288H V5 WEU Ultra Value Program'**, 2288 promotion package is named as **'2288H V5 WEU Ultra Value Program'**.
- You can modify product parameters on the **Product Parameter** tab on the **Config** page when the added promotion package allows modification of product parameters.



## Product (1)

Create a common quotation. On the quotation details page, click **Configure Service** and choose **Add Service** from the drop-down menu to add services associated with the promotion product.



**Configure**

On this page, you can configure maintenance services in batches by clicking Configure Service, and add or import services by choosing Add Service or Import Service from the drop-down menu. When a quotation is submitted, the product family of products added to the quotation will be followed. A change notice email will be sent in case of product change. To cancel this reminder, go to Configuration Settings page.

Add Product Configure Service Add Subnet Copy Delete Add to Favorites Move To Model & Site Mgmt More

Product Name Add Service Import Service

Operation Config type Service Config Status Sites/Qty Production L

1 Click Add Service.

2 Enter a promotion equipment product, search for services associated with the product, and add the services.

3 Click Add.

**Note:**

- The promotion package does not support services. You need to create a service quotation in SCT and submit it together with the promotion quotation.

**Add Service**

Service Favorites

Please select a service category Please select product Line/Product f... 1288H V5 Hot Selling Promotion model Search

Service Name	Service Description
✓ Enterprise Intelligent Computing > HI-Care/Co-Care	
✓ 1288H V5	1288H V5
✓ Enterprise Intelligent Computing > Defective Parts Retention Service	
✓ 1288H V5 Data & Device Retention Service	1288H V5 Data & Device Retention Service

Place New Service On top At bottom

Add Close

# Configuring the Service Quotation Associated with the Promotion Product (2)

Click a config name version. On the **Service Configuration** tab of the displayed page, select a part, set the service duration and quantity, and click **Save**.

**Configure**

On this page, you can configure maintenance services in batches by clicking Configure Service, and add or import services by choosing Add Service or Import Service from the drop-down menu. When a quotation is submitted, the product family of products added to the quotation will be followed. A change notice email will be sent in case of product change. To

Add Product

Configure Service

Add Subnet

Copy

Delete

Add to Favorites

Move To

Model & S

	Product Name	Config Name Version	Operation	Config type
1	1288H V5 Hot Sell...	1288H V5 Hot Selling Promotion Models		Service
2	1288H			Service

1

Click a config name version.

**Service Configuration**

Link

Equipment Name: 1288H V5 Hot Selling Promotion Models

Select Part:

☒

RH1288 and Blade XH series exclude XH628... 02312LRA 88136TRG \$57.00

-

1

+

?

☐

RH1288 and Blade XH series exclude XH628... 02312LRB 88136TRG \$57.00

-

1

+

?

☐

RH1288 and Blade XH series exclude XH628... 02312LRC 88136TRG \$57.00

-

1

+

?

☐

RH1288 and Blade XH series exclude XH628... 02312LRD 88136TRG \$57.00

-

1

+

?

View All Parts >

Service Duration: 1 Year(s) 0 Month(s)

Qty: 1

**Service Configuration**

Link

Equipment Name: 1288H V5 Hot Selling Promotion Models

Service Type: ☒ Hi-Care ☐ Co-Care

Service Level: Hi-Care Onsite Standard(5x9xNBD) 

View maintenance service description information

Select Part:

☒

1288H V5 02312YDW 88134JULC-180 \$1,014.00

-

1

+

☐

1288H V5 02312YDV 88134JULC-180 \$1,014.00

-

1

+

☐

1288H V5 02312LRQ 88134JULC-180 \$1,014.00

-

1

+

☐

1288H V5 02312LRC 88134JULC-180 \$1,014.00

-

1

+

View All Parts >

Post Warranty or not: Yes

Service Duration: 2 Year(s) 0 Month(s)

EOS Time: 2025-12-31

Qty: 1

Total List Price: 

Save

Back

Note:

Service products can be quoted together with the promotion quotation only after they are correctly configured and saved.

# Submitting Quotations

On the **Draft** tab page, select the configured service quotation and promotion quotation and click **Submit**.

The screenshot displays the SCT (Service Configuration Tool) interface. The top navigation bar includes the HUAWEI logo, 'SCT', and tabs for 'Product', 'Service', and 'Solution'. A search bar and user profile are also present. The main interface is divided into two sections: 'My Quotation' and 'My Share'. Under 'My Quotation', the 'Draft' tab is selected, and a 'Submitted' tab is also visible. A search bar is located above the quotation list. The left sidebar shows a file explorer with folders like 'Default Folder', 'Recycle', 'N1', 'EOS', and 'renewal'. The main area contains a toolbar with icons for 'Create BOQ', 'Create Solution', 'Copy', 'Delete', 'Move To', 'Export', 'Share', 'Submit', and 'More'. Below the toolbar is a table of quotations.




	Quotation Name	Operations	BOQ Type	Price	Esti ys)
1	Quotation202007090018 0000Hlw882663202007090018		Normal BOQ	18,088.0000 (EUR DDP American Samoa)	
2	Quotation202007090016 0000Hlw882663202007090016		Promotional ...	3,286.4000 (USD DDP American Samoa)	
	Quotation202007090014 0000Hlw882663202007090014		Normal BOQ	82,721.6000 (EUR DDP American Samoa)	

1 Select the service quotation and promotion quotation.

2 Click Submit.



# More Components and CPU in New Program

- 6 types of CPU in new promo program( 4 types of CPU in Q2 program) **50%** 
- 8 types of Chassis in new promo program (4 types of Chassis in Q2 program) **100%** 
- 48 types of typical configurations in new promo program(14 types of typical configurations in Q2 program) **240%** 

Product Parameter	Service Parameter	Config Result	Attribute
▼ Parameter	Prefer Flag	Suggestion	Setting
Typical configuration type		PCI_2288H V5...	PCI_2288H V5_8SFF_1... ▼
PCI_2288H V5_8SFF_16G(8*2.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 16GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			
PCI_2288H V5_8SFF_32G(8*2.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 32GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			
PCI_2288H V5_12LFF_16G(12*3.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 16GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			
PCI_2288H V5_12LFF_32G(12*3.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 32GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			
PCI_2288H V5_25SFF_16G(25*2.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 16GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			
PCI_2288H V5_25SFF_32G(25*2.5 inch HDD Chassis,2*GE,2*10GE SFP+(No Transceiver Included),1*DDR4 32GB 2933,No CPU,No HDD,No Raid card(ADD as compulsory))			

(Supply Recommended)Intel Xeon Silver 4208(2.1GHz/8-core/11MB/85W)

(Preferred)Intel Xeon Silver 4215(2.5GHz/8-core/11MB/85W)

(Supply Recommended)Intel Xeon Silver 4210(2.2GHz/10-core/13.75MB/85W)

(Supply Recommended)Intel Xeon Silver 4214(2.2GHz/12-core/16.5MB/85W)

(Preferred)Intel Xeon Gold 5218(2.3GHz/16-Core/22MB/125W)

Intel Xeon Gold 6230R(2.1GHz/26-Core/35.75MB/150W)

# Thank you.

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每个组织，构建万物互联的智能世界。

Bring digital to every person, home, and  
organization for a fully connected,  
intelligent world.

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