Migrating SV9100 CP10 to CP20 Using the Customer Transition Programme (CTP)

Rev – 24 March 2022

Overview

CTP is the new process to migrate an existing system to the latest SV9100 CP20 system
It will replace the current Replication process

Process

1. Make the system a candidate for CTP within Customer Base Application
2. Create new opportunity for SV9100 CP20 (do not select Existing system)
3. Build the CP20 config as required (add licences and hardware etc)
4. In the workbench swim lane add in the CT Programme
5. Within the CT Programme project
    1. enter the HWKey code & activation date
    2. Select Reusable parts (Hardware items) = rack mount BE106405 and Chassis BE112988 etc
    3. Click Save
6. Click 'Calculate Discount' button
    1. Reusable licenses shown
7. Go to the SV9100 system project to view the Parts List

See also the FAQ section for additional tips.

Overview

Comparison to current Replication process

Replication Process	CTP Process
Gather details of the existing CP10 system	Gather details of the existing CP10 system
	Within Customer Base Application: Make the CP10 system a candidate for CTP
Create new opportunity in CPQ	Create new opportunity in CPQ
Within the Workbench: drop in a **Non Config** system	Within the Workbench: drop in an **SV9100** system (this will be a CP20 system)
Select the new CP20 parts required. Expansion or changes can not be included in this project	Configure the new CP20 system with the total configuration required, can include expansion or changes
	Go back to the Workbench: drop in the **CT Programme**
	Within the CT Programme system: enter the CP10 HWkey code and select the hardware parts you wish to reuse from the existing system and then click the 'Calculate Discount' button

There are a few more steps for the new CTP Process but it does allow **expansions** and **changes within the system configuration**.
The Customer Base is also an easy to use database to track all of your migration opportunities

Overview

You can access Prophix CPQ and the Customer Base via your BizApps link on BusinessNet

CTP Process – Step by Step

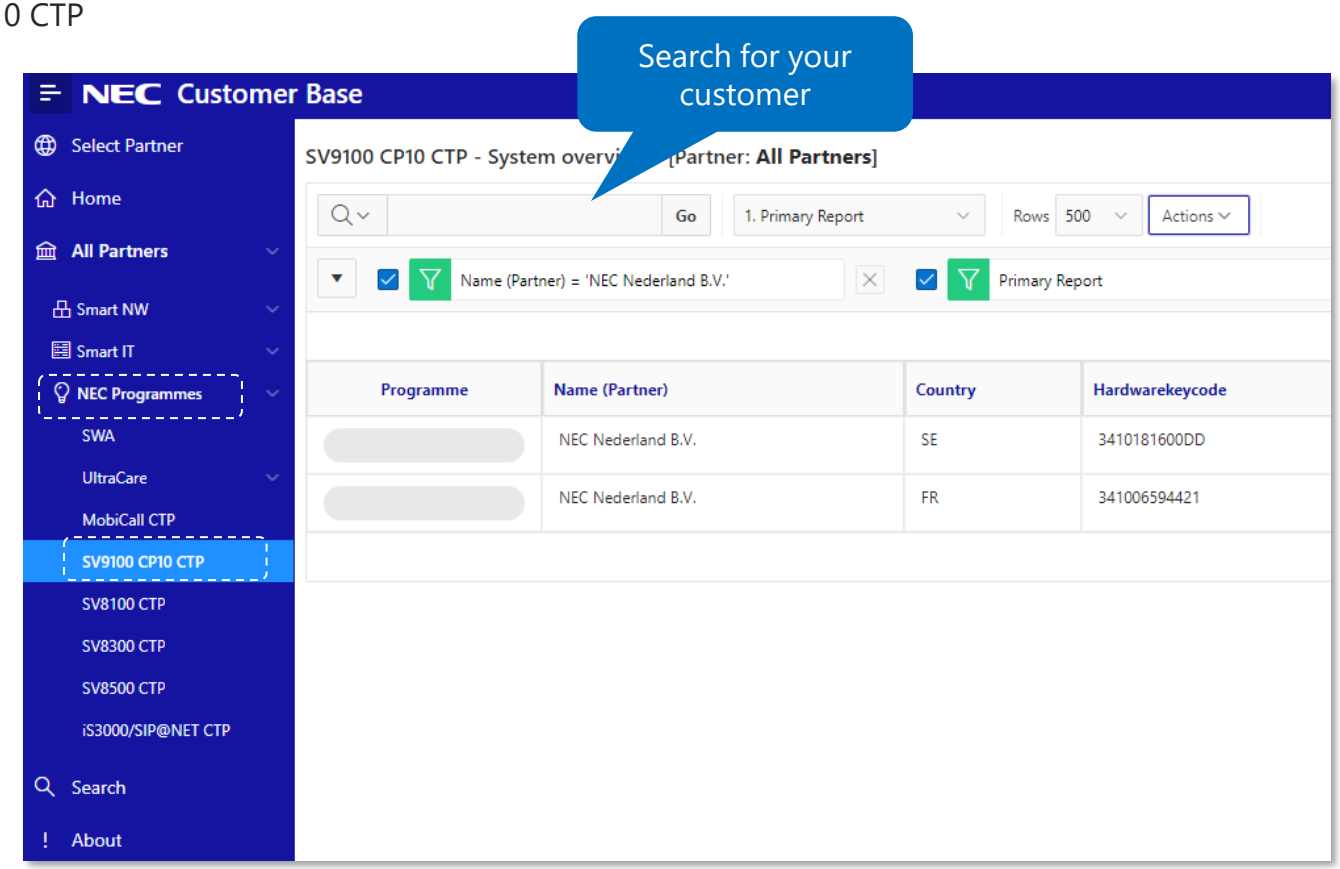
Step 1 - Gather the details of the existing system

You'll need

- The Customer Name or HWkey code to be able to search within the **Customer Base Application**

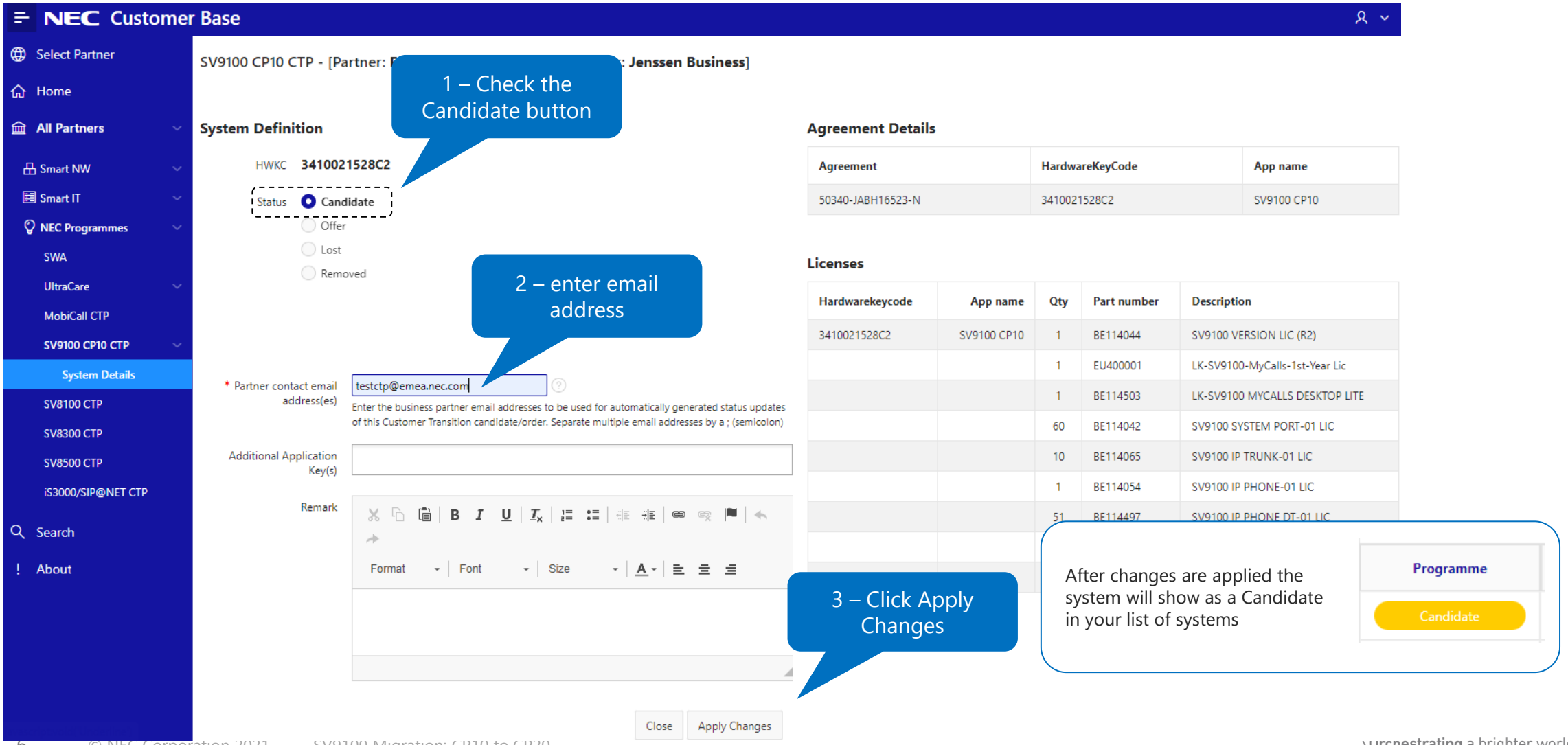
This will show the Hardware Key Code of the existing CP10 system and licences attached within LMS

Select NEC Programmes->SV9100 CP10 CTP

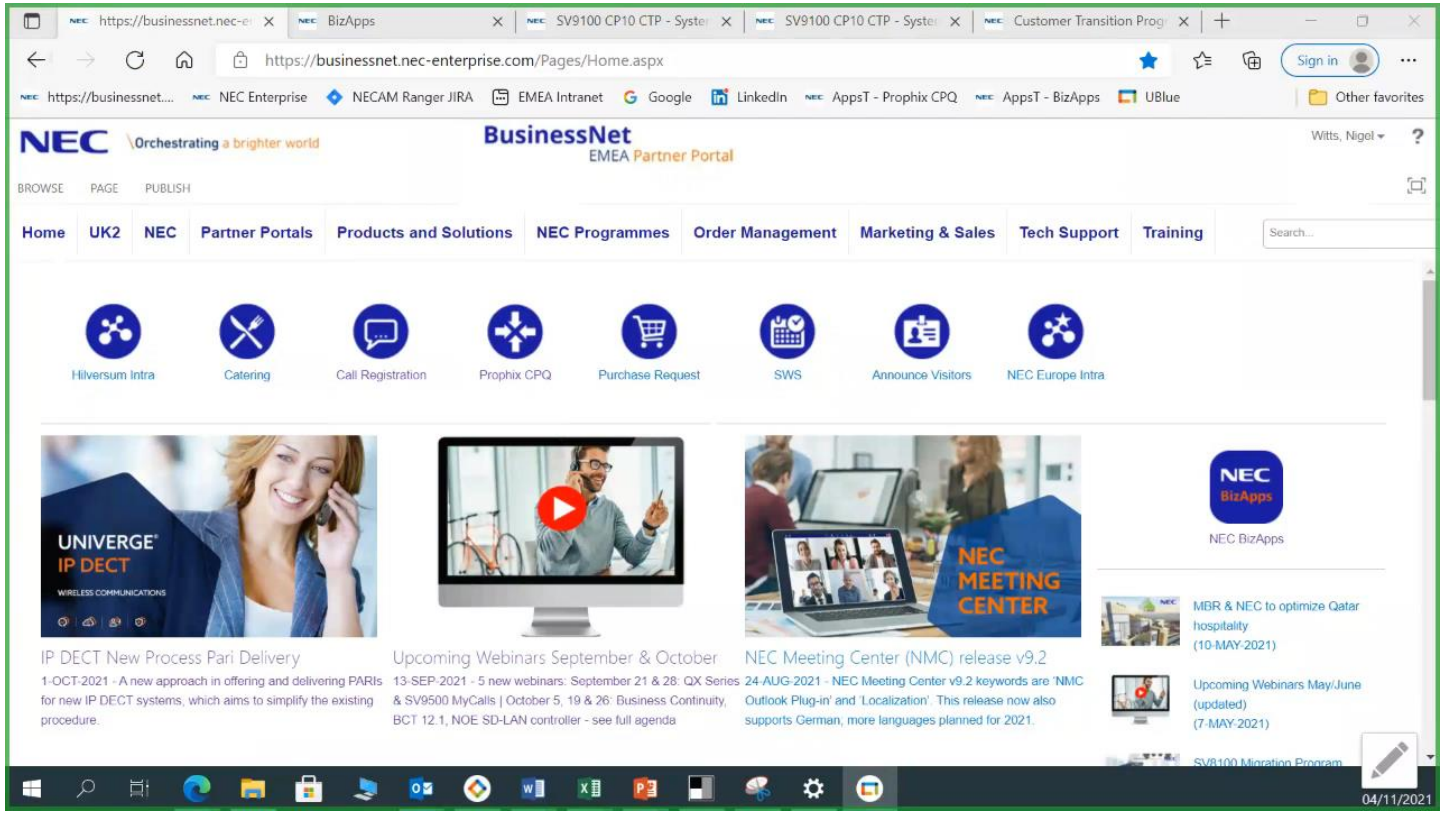


CTP Process – Step by Step

Step 2 – Make the system a Candidate for CTP



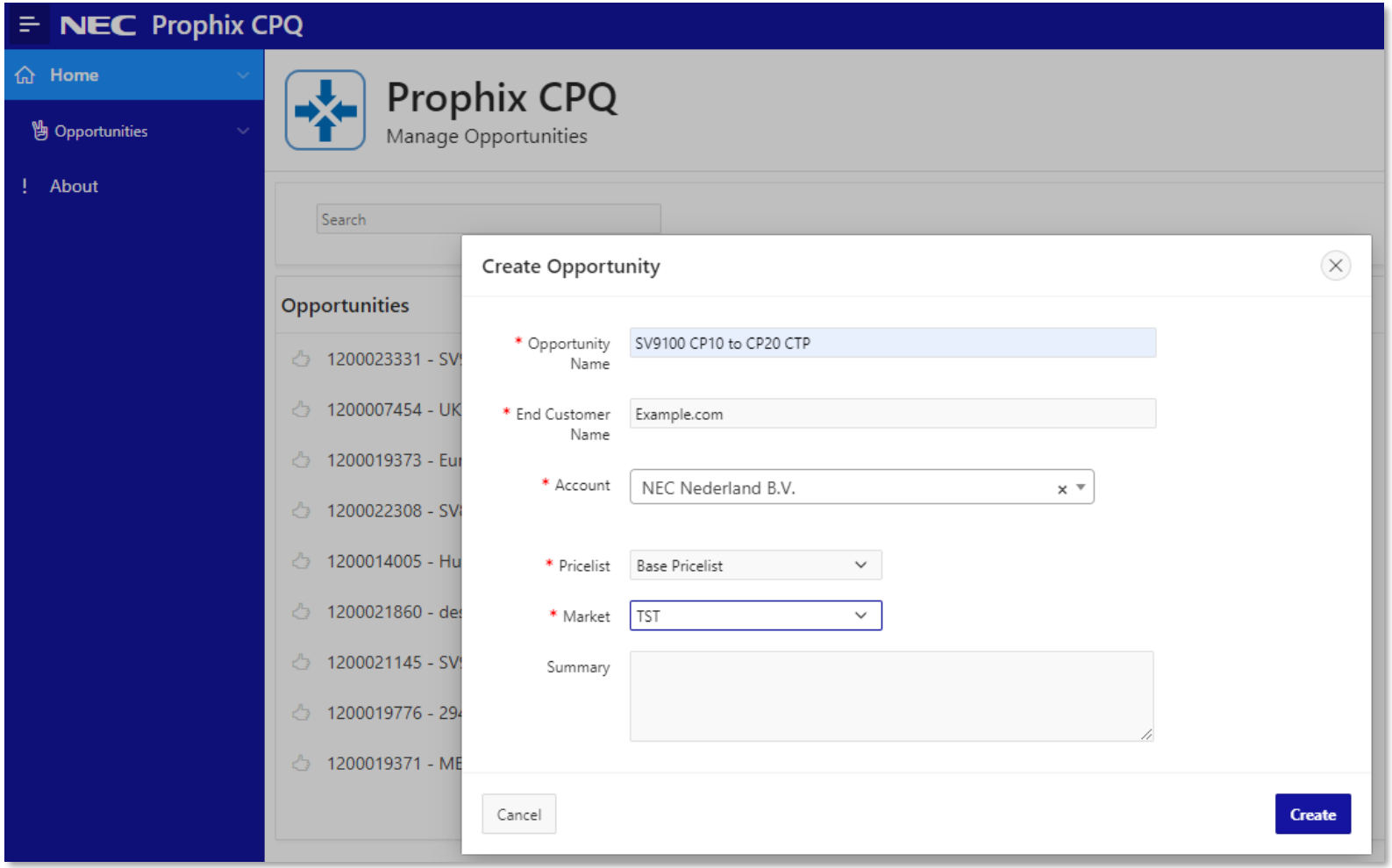
Customer Base – Live demo (click to play)



CTP Process – Step by Step

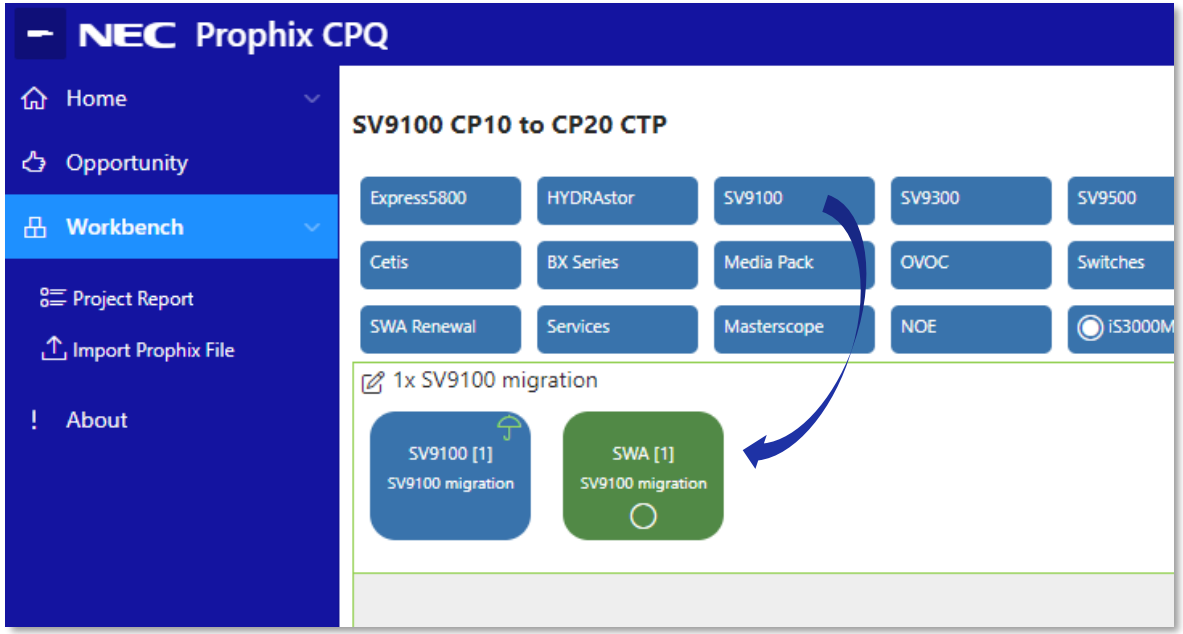
Step 3 – Go to CPQ and create a new Opportunity

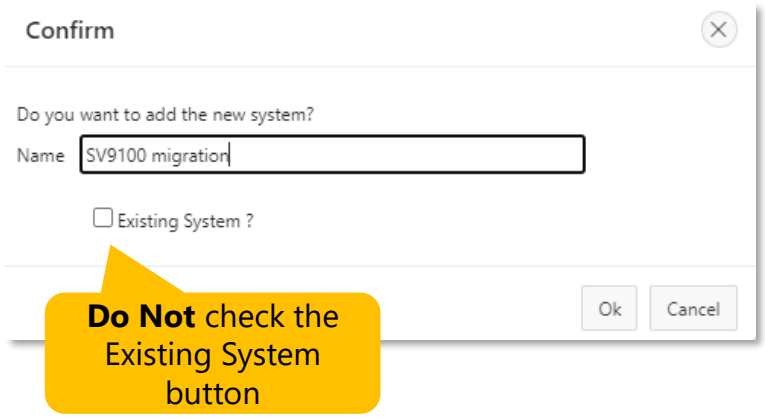
This is the same process as any new quote within CPQ



CTP Process – Step by Step

Step 4 – Go to the Workbench and drop in an SV9100 system into the swim lane



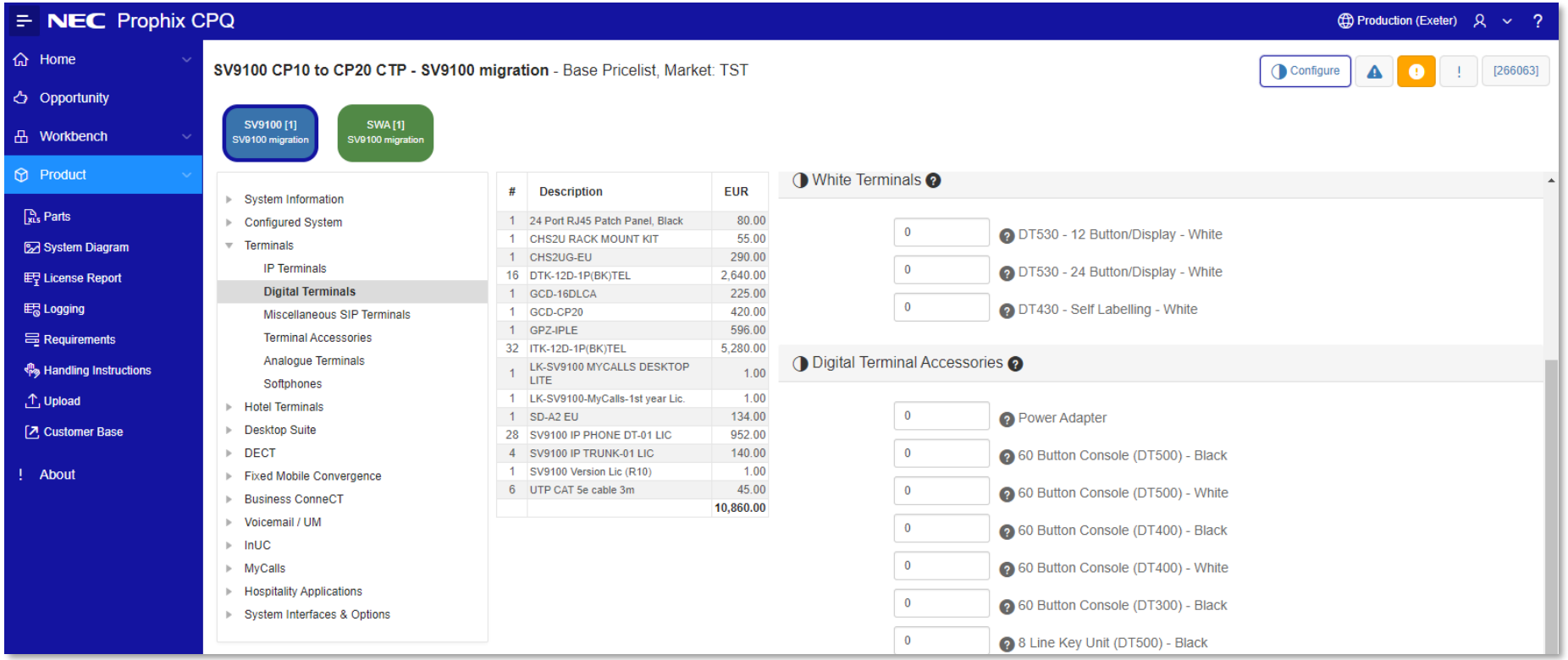


Add in additional SV9100 CP20 systems if you need a Network of SV9100 systems

All nodes must use the CP20 CPU card within a Netlink network (a mix of CP10 & CP20 is only support for a limited30 day period to allow time to upgrade all systems)

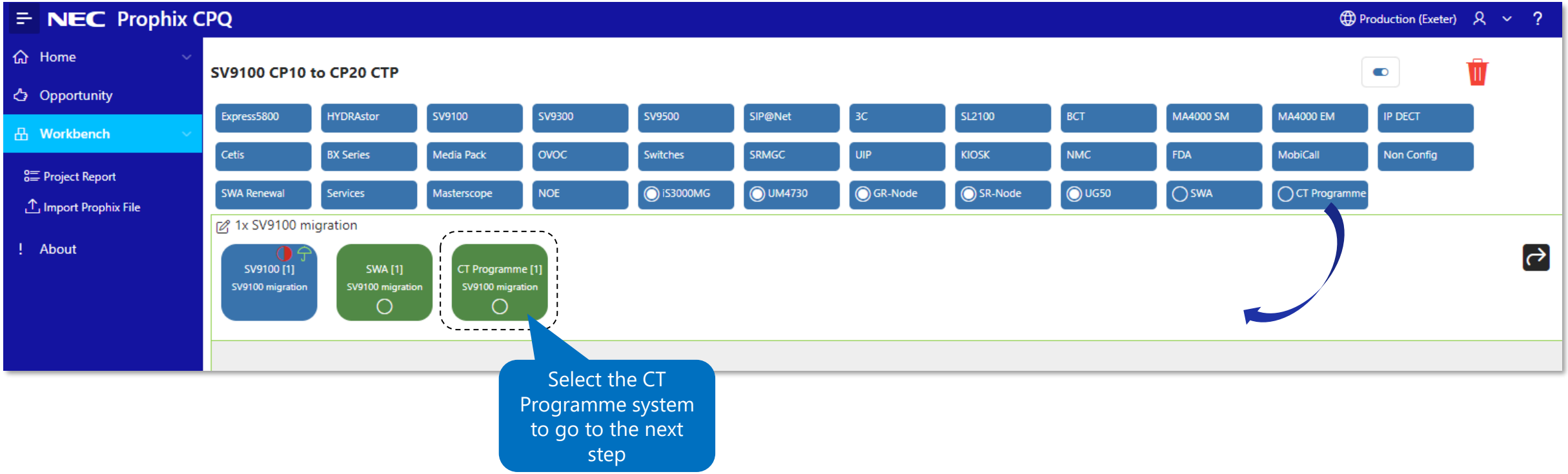
CTP Process – Step by Step

Step 5 – Configure the SV9100 to the customer's new requirements – this can include any expansions or new parts & applications



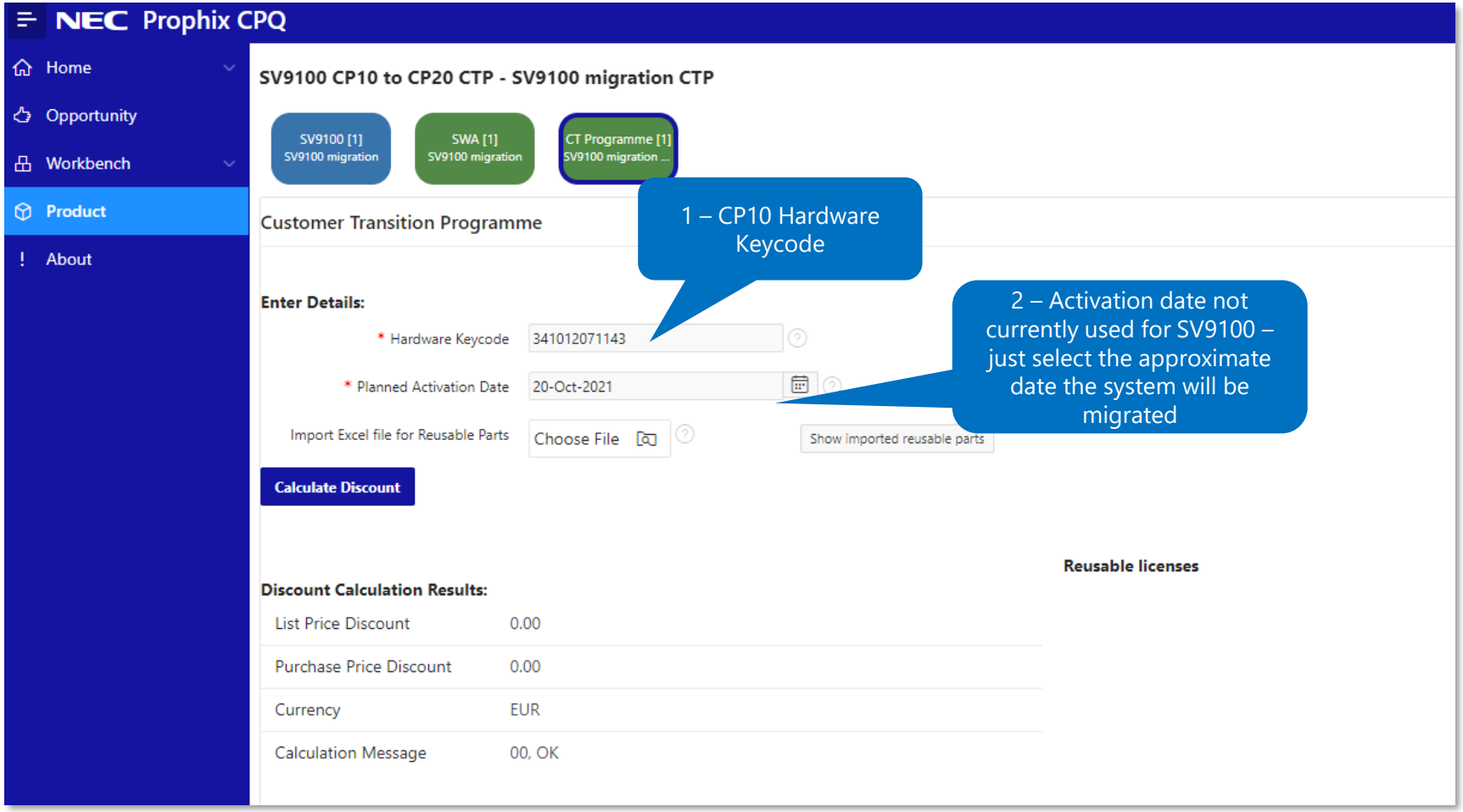
CTP Process – Step by Step

Step 6 – Go back to the Workbench and drop in the CT Programme



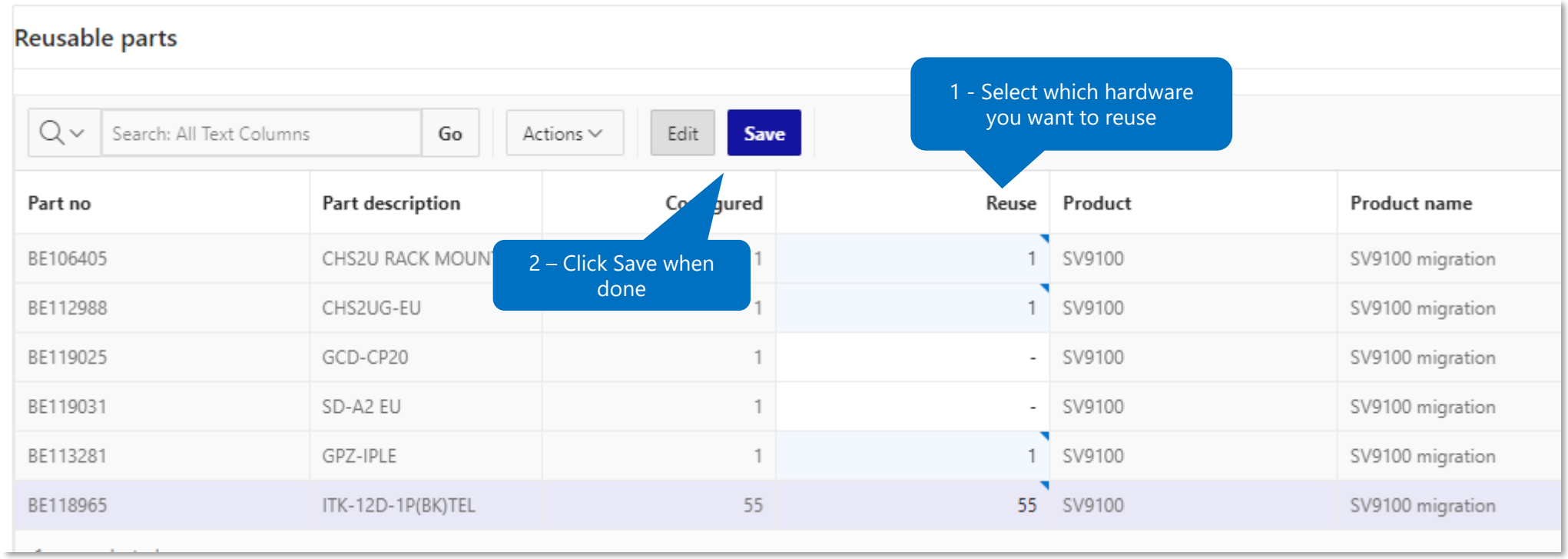
CTP Process – Step by Step

Step 7a – After selecting the CT Programme system within the Workbench enter the Hardware Keycode of the SV9100 CP10 and your planned Activation date
Note – The Hardware keycode is case sensitive



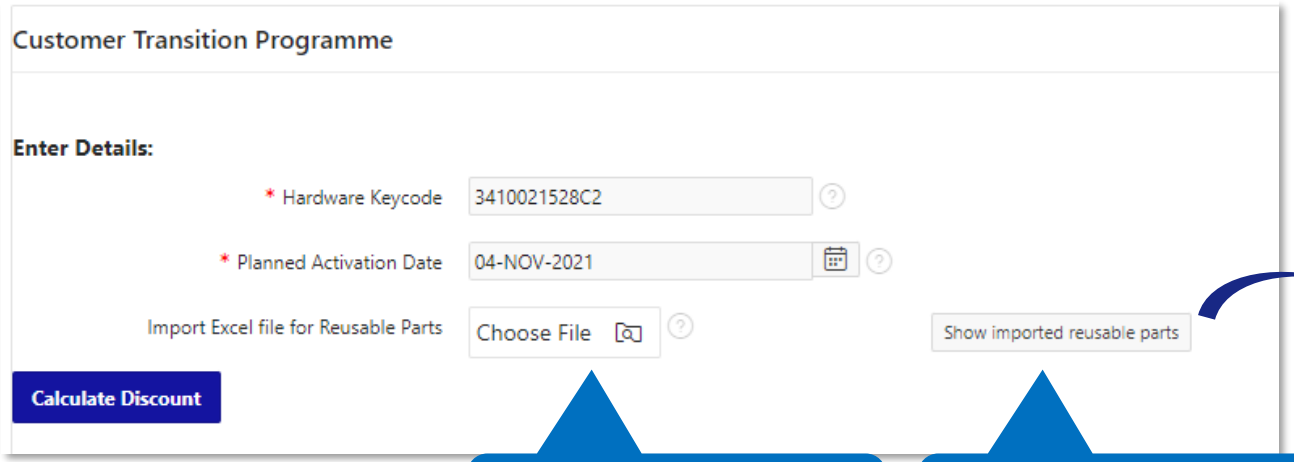
CTP Process – Step by Step

Step 7b – Choose the hardware parts you want to reuse from the existing system
This can be done by manually selecting the parts in the Reuse column



CTP Process – Step by Step

Or, by importing a list from Excel using the Hardware Extractor spreadsheet
See the slides later in the presentation for further details of importing the Excel file



1 - Select the Excel file to import

You can confirm the reusable parts

Imported reusable parts

Description	Part	Quantity
GCD-8DLCA	BE113018	11
GCD-16DLCA	BE113020	4
GCD-8LCF/A	BE113435	14
GPZ-8LCF/A	BE113437	13
GCD-4COTC-A	BE119151	1
GPZ-4COTG-A	BE119154	1
GCD-PRTA	BE113037	1

The Excel file must be in a fixed format

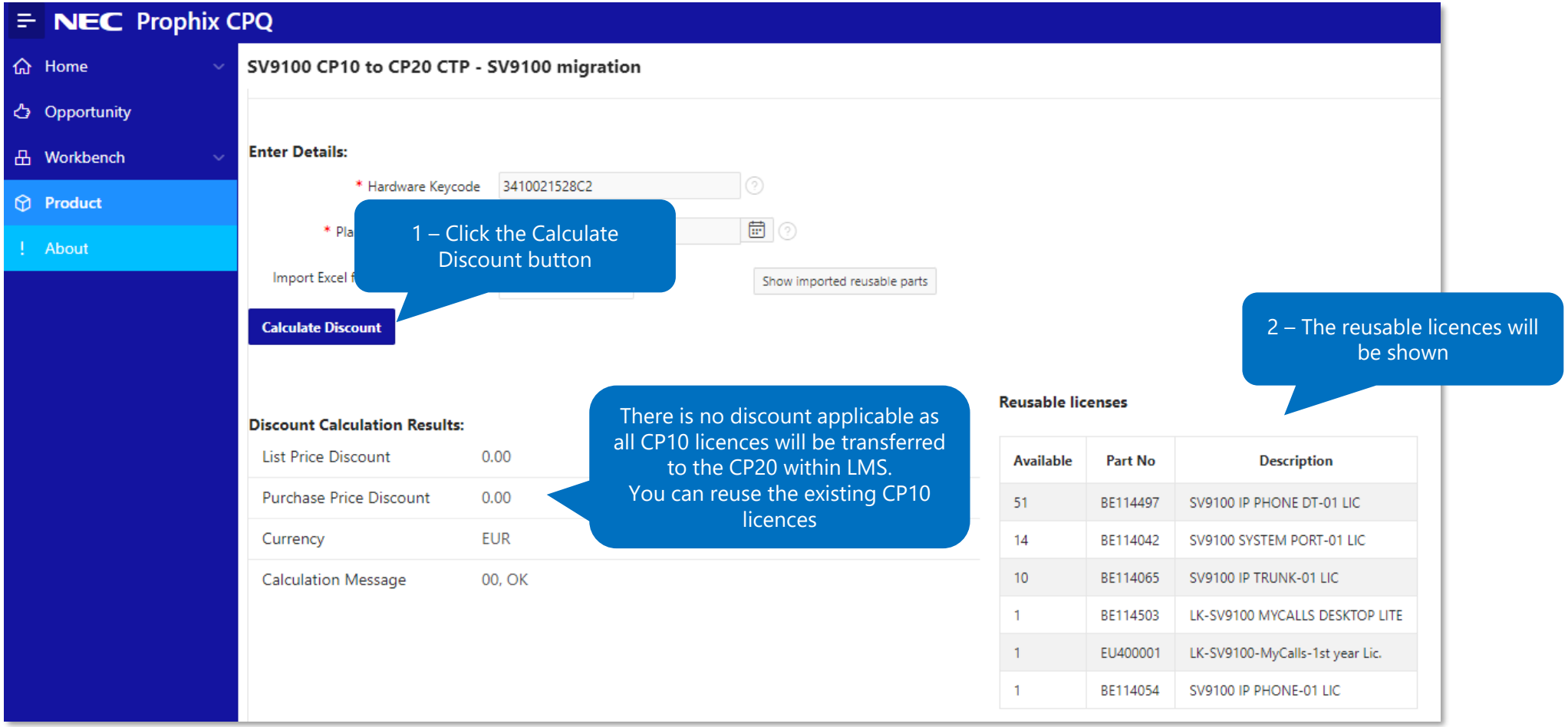
First column : part description
Second column : part number
Third Column : qty

	A	B	C
1	Description	Part number	quantity
2	GCD-8DLCA	BE113018	11
3	GCD-16DLCA	BE113020	4
4	GCD-4LCF/A	BE113434	0
5	GCD-8LCF/A	BE113435	14
6	GPZ-4LCF/A	BE113436	0
7	GPZ-8LCF/A	BE113437	13

You can create the Excel file using SV9100 PCPro as the source data – see the appendix at the end

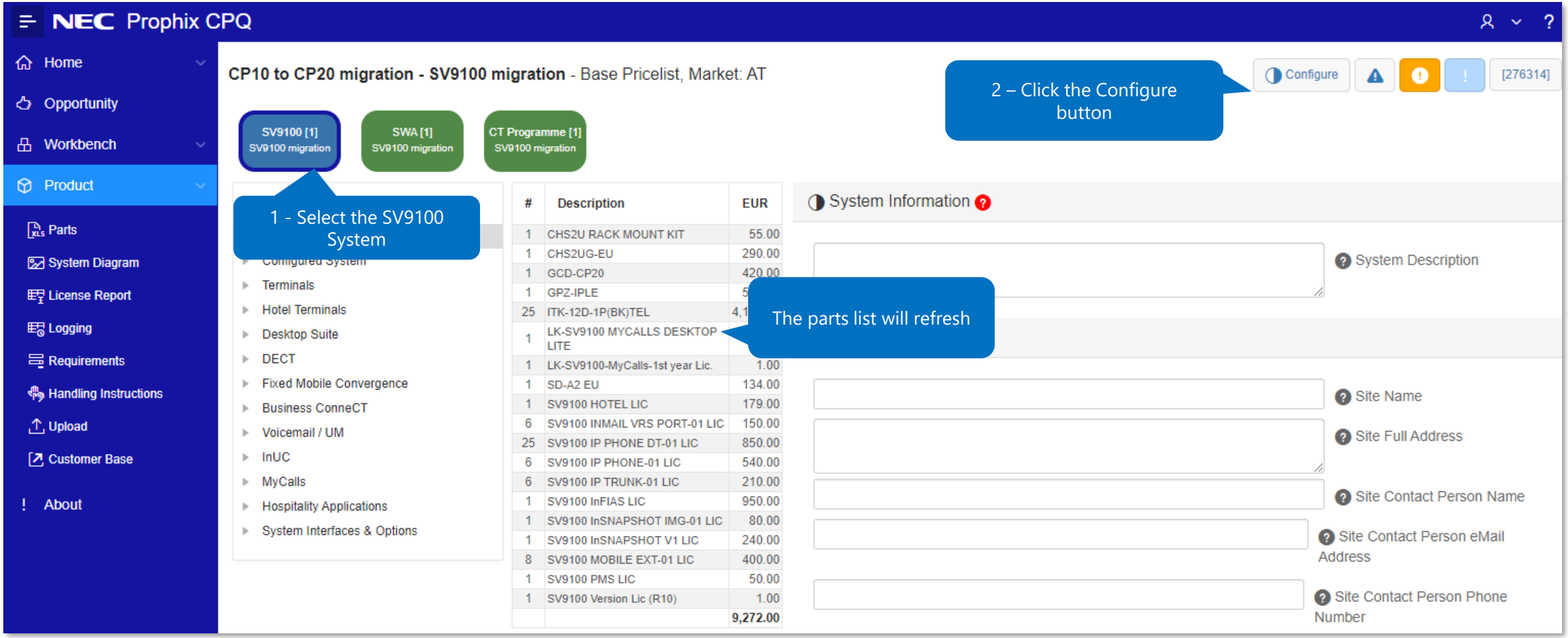
CTP Process – Step by Step

Step 7c – Click the ‘Calculate Discount’ button



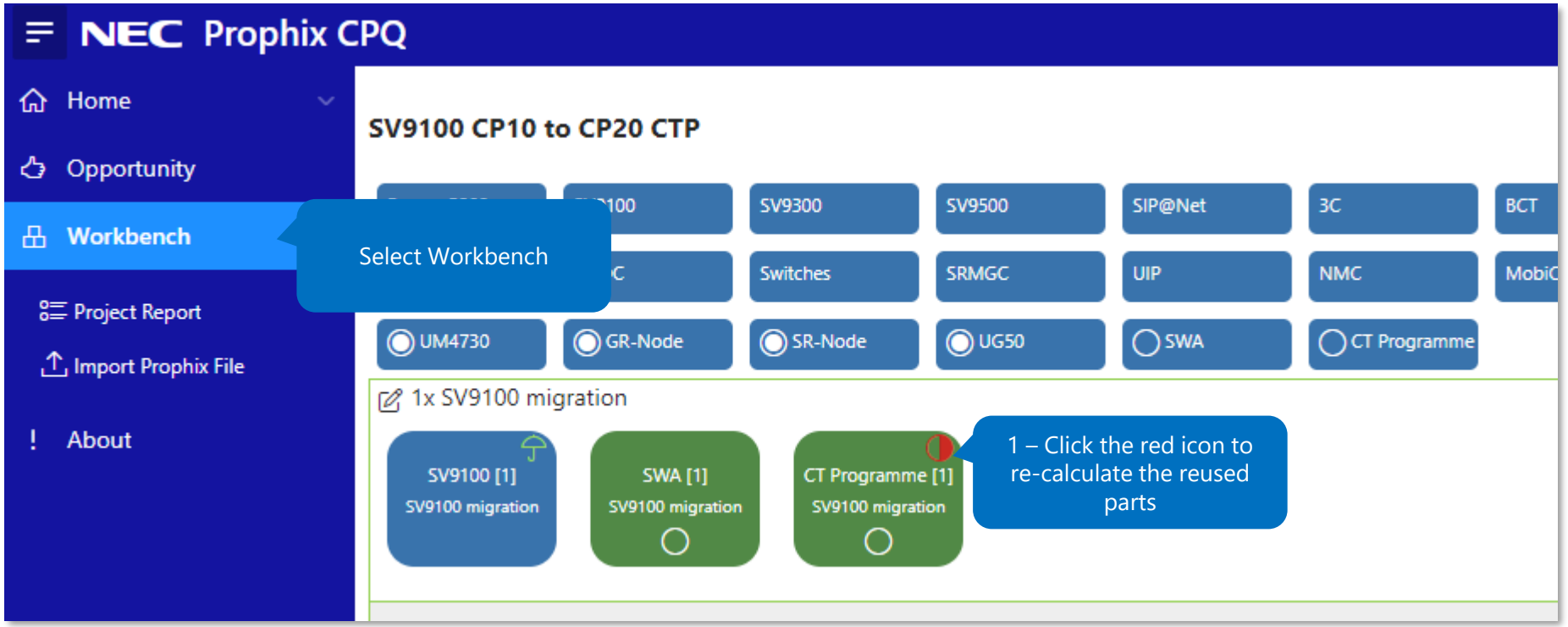
CTP Process – Step by Step

Step 8a – Select the SV9100 system – You must now click the Configure button  to update the re-usable parts that you selected within the Customer Base app in the previous step



CTP Process – Step by Step

Step 8b– Within the Workbench you must now click the red icon within the CT Programme system to update the re-usable parts within the whole project
Once updated the red icon will disappear

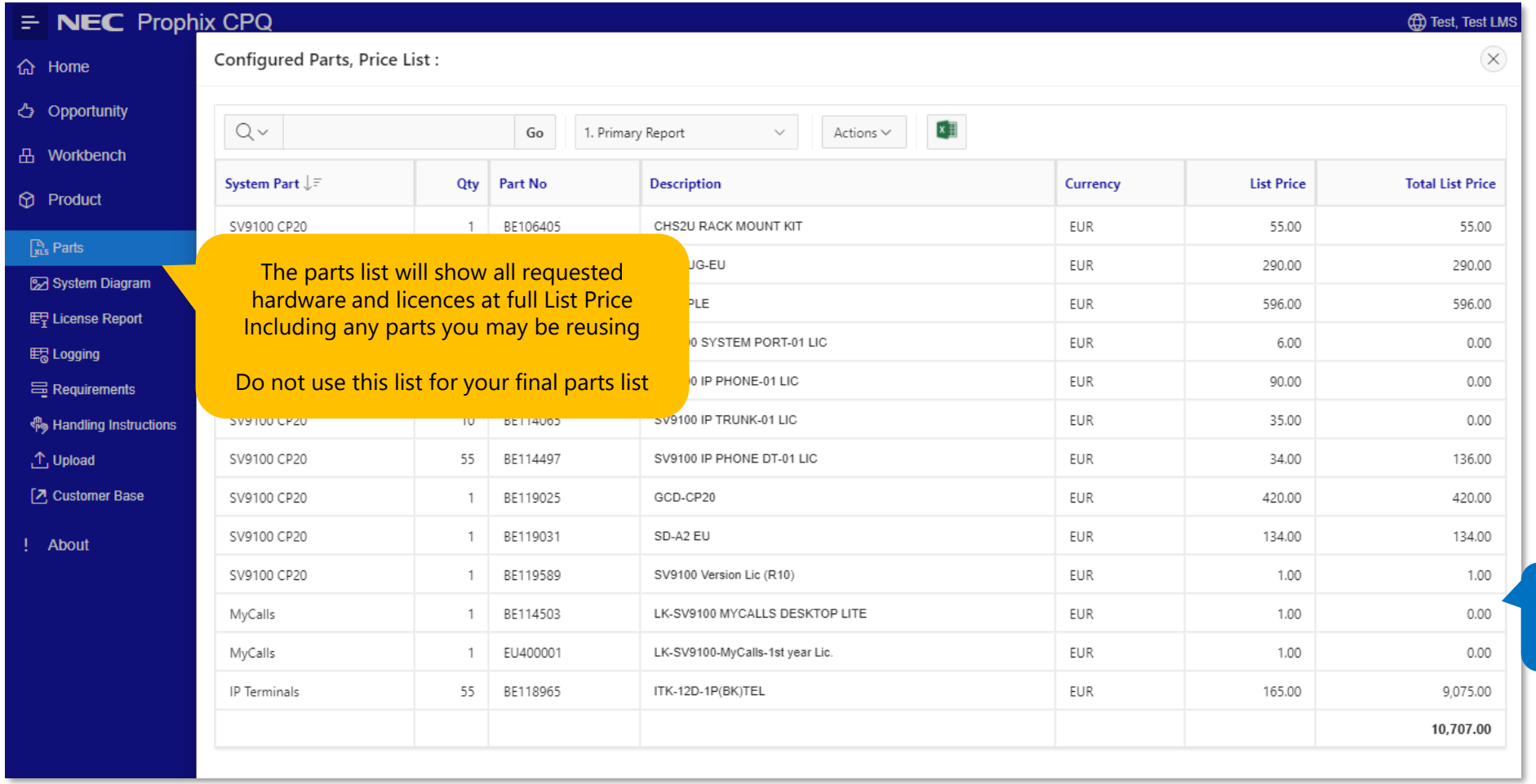


The red icon will re-appear if you make any changes to the SV9100 or CT Programme systems, just click it to update your configuration by repeating steps 7c and 8a.

CTP Process – Step by Step

Step 8c – Within the SV9100 System the Parts List view will show all parts you have requested for the new SV9100 CP20 system and will not show any of the reused parts.

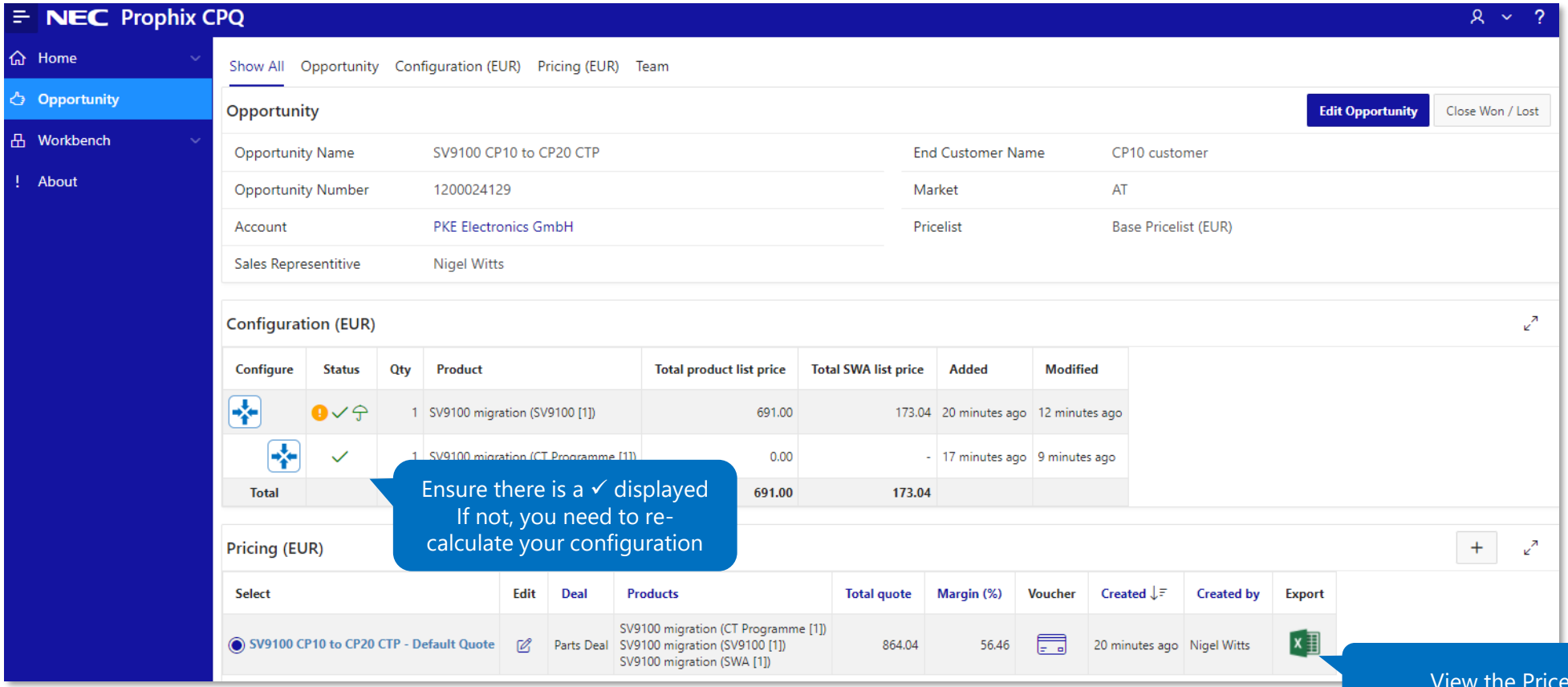
Do not use this parts list for your final parts list



System Part	Qty	Part No	Description	Currency	List Price	Total List Price
SV9100 CP20	1	BE106405	CHS2U RACK MOUNT KIT	EUR	55.00	55.00
			UG-EU	EUR	290.00	290.00
			PLE	EUR	596.00	596.00
			0 SYSTEM PORT-01 LIC	EUR	6.00	0.00
			0 IP PHONE-01 LIC	EUR	90.00	0.00
SV9100 CP20	10	BE114065	SV9100 IP TRUNK-01 LIC	EUR	35.00	0.00
SV9100 CP20	55	BE114497	SV9100 IP PHONE DT-01 LIC	EUR	34.00	136.00
SV9100 CP20	1	BE119025	GCD-CP20	EUR	420.00	420.00
SV9100 CP20	1	BE119031	SD-A2 EU	EUR	134.00	134.00
SV9100 CP20	1	BE119589	SV9100 Version Lic (R10)	EUR	1.00	1.00
MyCalls	1	BE114503	LK-SV9100 MYCALLS DESKTOP LITE	EUR	1.00	0.00
MyCalls	1	EU400001	LK-SV9100-MyCalls-1st year Lic.	EUR	1.00	0.00
IP Terminals	55	BE118965	ITK-12D-1P(BK)TEL	EUR	165.00	9,075.00
						10,707.00

CTP Process – Step by Step

Step 8d– Go back to the Opportunity and view the Pricing



CTP Process – Step by Step

Step 8e – The Pricelist will show the quantity requested, less any parts you have chosen to reuse
Use this for your final parts list

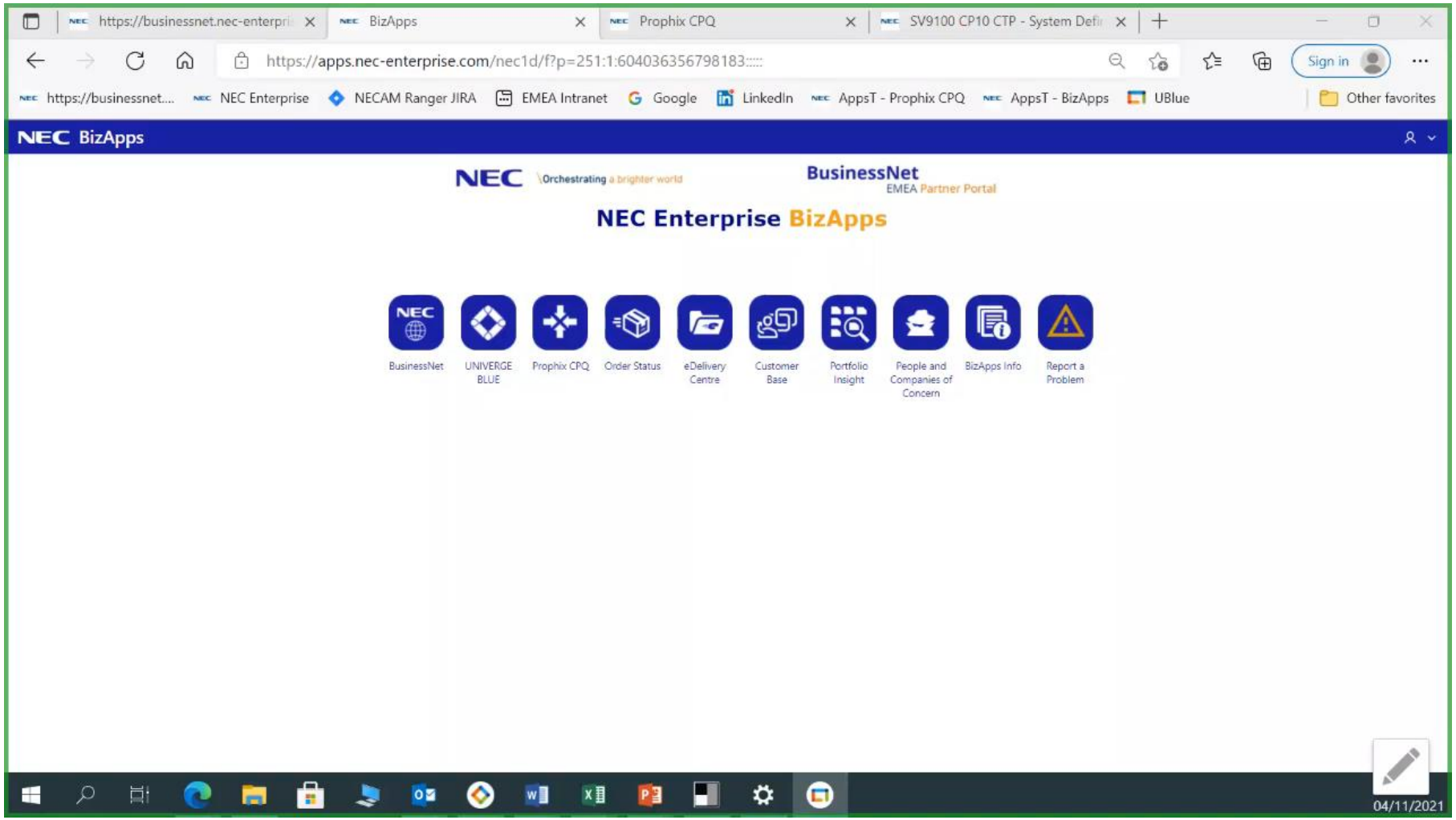
Please ensure you have checked all required & reused parts are correct!

Price type : Part price

System	Systempart	Qty	Part	Full description	Currency	Quote	Total quote
SV9100 migration	SV9100 CP20 SWA	28	BE112031	**SWA Unit**	EUR	6.18	173.04
SV9100 migration	SV9100 CP20	1	BE119025	**GCD-CP20** SV9100 Central Processor Card - CP20	EUR	420.00	420.00
SV9100 migration	SV9100 CP20	1	BE119031	**SD-A2 EU** SV9100 SD Memory card 2GB (40 Hour storage)	EUR	134.00	134.00
SV9100 migration	SV9100 CP20	4	BE114497	**SV9100 IP PHONE DT-01 LIC** SV9100 IP Phone DT License	EUR	34.00	136.00
SV9100 migration	SV9100 CP20	1	BE119589	**SV9100 Version Lic (R10)** SV9100 VERSION LIC (R10)	EUR	1.00	1.00
SV9100 migration	Customer Transition Programme	1	CTDISCOUNT	**Customer Transition Discount**	EUR	0.00	0.00
							864.04

Quantity to order
(Requested minus Reused)

Prophix CPQ Project – Live demo (click to play)



CTP Process – SV9100 Reusable parts

Almost all CP10 system parts can be reused in the CP20 system

These parts **can not** be reused

SV9100 CP10 part		Reuse in the SV9100 CP20 system		
Part Code	**Description**	**Can part be reused?**	**What to do on the CP20 system**	
BE113218	GCD-CP10 CPU card	No	Replace with the GCD-CP20 CPU card BE119025	Added by CPQ, mandatory for a CP20 system
BE113286	SD-A1 memory card 1GB/15hour	No	Replace with either SD-A2 BE119031 2GB/40hour SD-B2 BE119032 8GB/230hour	You choose the capacity within the configuration of your new CP20 system
BE113287	SD-B1 memory card 4GB/112hour	No		
BE113016	GPZ-BS10 Expansion chassis connection card	No	Replace with the GPZ-BS20 card BE119026	CPQ will add the BS20 when you configure more than one 19" chassis Note – you can reuse the GPZ-BS11 cards (BE113017) so be sure to select these within your Reusable Parts

Typical example of reusable parts

Part no	Part description	Configured	Reuse	Product
BE106405	CHS2U RACK MOUNT KIT	2	1	SV9100
BE112988	CHS2UG-EU	2	1	SV9100
BE119025	GCD-CP20	1	-	SV9100
BE119031	SD-A2 EU	1	-	SV9100
BE113281	GPZ-IPLE	1	1	SV9100
BE118965	ITK-12D-1P(BK)TEL	55	55	SV9100
960001645000	UTP CAT 5e cable 3m	30	30	SV9100
FFV24NECBK	24 Port RJ45 Patch Panel, Black	5	1	SV9100
BE113017	GPZ-BS11	1	1	SV9100
BE119026	GPZ-BS20	1	-	SV9100
BE113434	GCD-4LCF	1	1	SV9100
BE113435	GCD-8LCF	6	6	SV9100
BE113437	GPZ-8LCF	6	6	SV9100

GPZ-BS11 can be reused
GPZ-BS10 is replaced with the GPZ-BS20

CTP Process – SV9100 Reusable parts

Creating the Excel Import file using SV9100 PCPro as the source data

The Hardware Parts list is generated by taking the details from the Cards view within SV9100 CP10 or CP20 PCPro

1. ‘Select All’ [CTRL+A] and ‘Copy’ [CTRL+C] from PCPro
2. ‘Paste’ into Excel Hardware Extractor spreadsheet

- Excel will convert any compatible interface cards into an SV9100 parts list
- Parts list can be imported into the CTP
- Partner is free to create/edit the parts list - it is the responsibility of the Partner to ensure technical compatibility

This import will create a parts list of reusable parts within your CPQ project, you must then choose which you want to reuse within the new CP20 system

You can choose to reuse any quantity of existing parts available

There are separate sheets if you have a Network of multiple systems, this allows your to align the Excel import sheets with each of your netwotk systems with CPQ

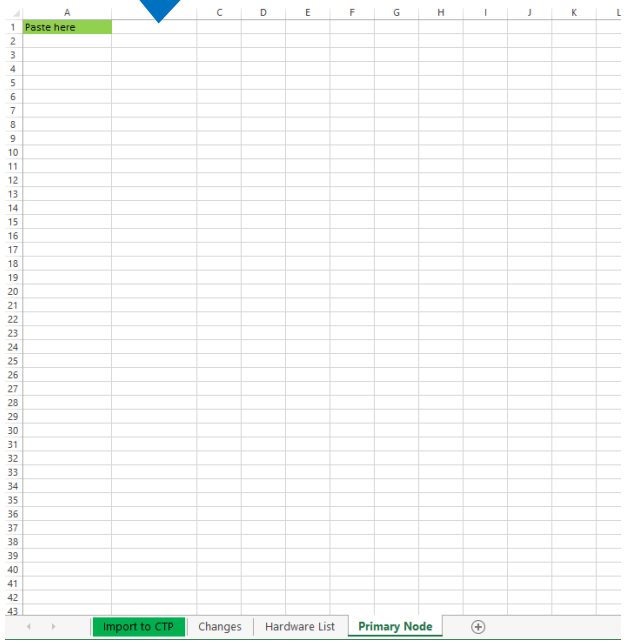
CTP Process – SV9100 Reusable parts

1. Click anywhere within the Blade Configuration screen of PCPro
2. Select All text on screen by pressing **CTRL and A**
3. Copy by pressing **CTRL and C**
4. **Paste** into the Excel Hardware Extractor sheet (use the **Primary Node** sheet for a single chassis system and the Node 2~5 for Netlink remote nodes)

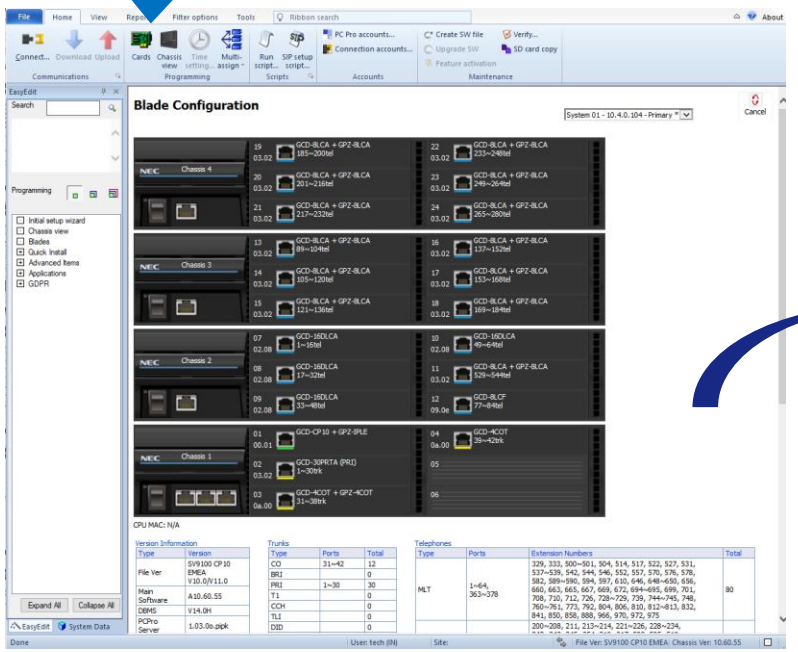
   Use 'Paste using Match Destination Formatting' into cell A1 - this will paste just the text

   Or 'Paste Keep Source Formatting' or just CTRL and V will also work ok but you will paste graphics and text

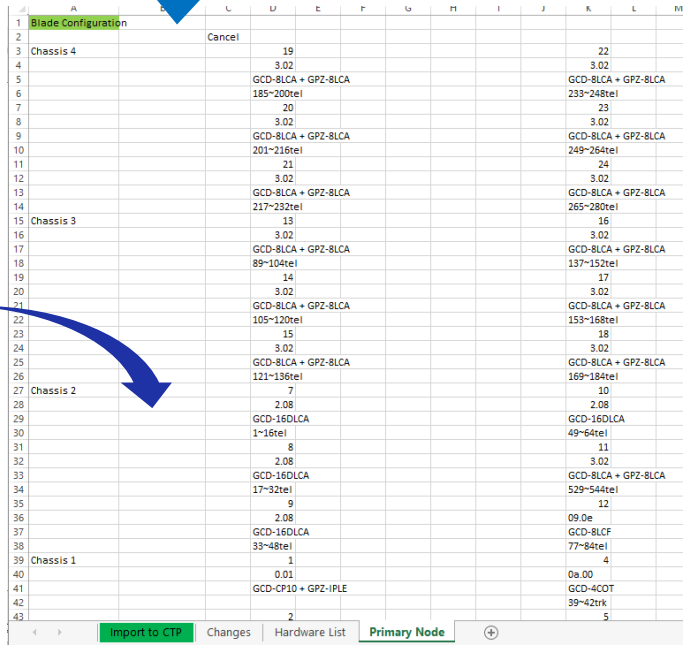
Start with a new SV9100 CP10 Hardware Extractor spreadsheet



Copy the text from the Blade Configuration screen of SV9100 PCPro



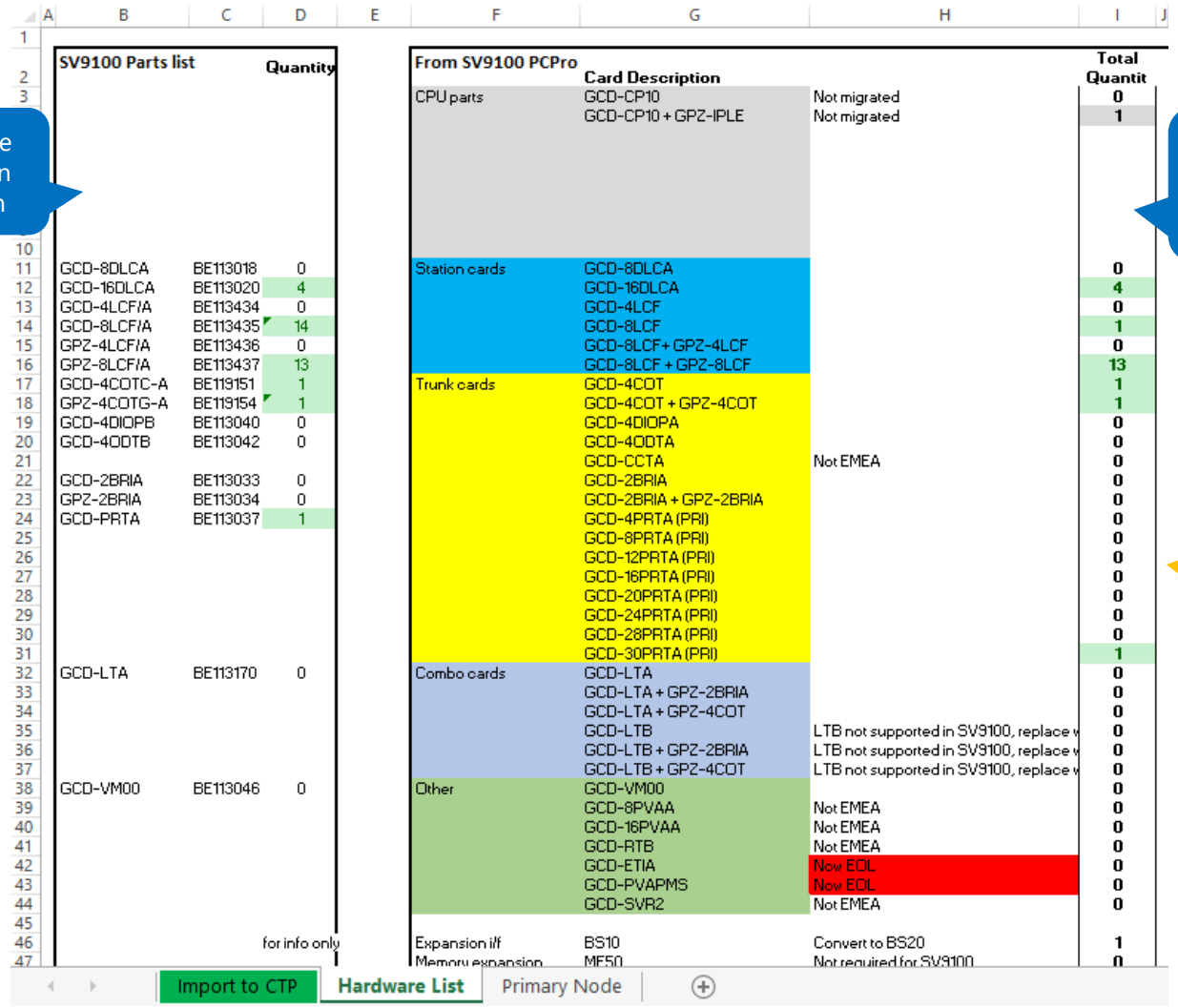
Paste the text into cell A1 of the Primary Node sheet



CTP Process – SV9100 Reusable parts

Now select the **Hardware List** sheet to view the cards that can be reused in the SV9100 CP20 system

This section shows the cards you can reuse in the new CP20 system



SV9100 Parts list		Quantity
GCD-8DLCA	BE113018	0
GCD-16DLCA	BE113020	4
GCD-4LCF/A	BE113434	0
GCD-8LCF/A	BE113435	14
GPZ-4LCF/A	BE113436	0
GPZ-8LCF/A	BE113437	13
GCD-4COTC-A	BE119151	1
GPZ-4COTG-A	BE119154	1
GCD-4DIOPB	BE113040	0
GCD-4ODTB	BE113042	0
GCD-2BRIA	BE113033	0
GPZ-2BRIA	BE113034	0
GCD-PRTA	BE113037	1
GCD-LTA	BE113170	0
GCD-VM00	BE113046	0
		for info only

From SV9100 PCPro	Card Description		Total Quantit
CPU parts	GCD-CP10	Not migrated	0
	GCD-CP10 + GPZ-IPLE	Not migrated	1
Station cards	GCD-8DLCA		0
	GCD-16DLCA		4
	GCD-4LCF		0
	GCD-8LCF		1
	GCD-8LCF+ GPZ-4LCF		0
	GCD-8LCF + GPZ-8LCF		13
Trunk cards	GCD-4COT		1
	GCD-4COT + GPZ-4COT		1
	GCD-4DIOPA		0
	GCD-4ODTA		0
	GCD-CCTA	Not EMEA	0
	GCD-2BRIA		0
	GCD-2BRIA + GPZ-2BRIA		0
	GCD-4PRTA (PRI)		0
	GCD-8PRTA (PRI)		0
	GCD-12PRTA (PRI)		0
	GCD-16PRTA (PRI)		0
	GCD-20PRTA (PRI)		0
	GCD-24PRTA (PRI)		0
	GCD-28PRTA (PRI)		0
	GCD-30PRTA (PRI)		1
Combo cards	GCD-LTA		0
	GCD-LTA + GPZ-2BRIA		0
	GCD-LTA + GPZ-4COT		0
	GCD-LTB	LTB not supported in SV9100, replace v	0
	GCD-LTB + GPZ-2BRIA	LTB not supported in SV9100, replace v	0
	GCD-LTB + GPZ-4COT	LTB not supported in SV9100, replace v	0
Other	GCD-VM00		0
	GCD-8PVAA	Not EMEA	0
	GCD-16PVAA	Not EMEA	0
	GCD-RTB	Not EMEA	0
	GCD-ETIA	Now EOL	0
	GCD-PVAPMS	Now EOL	0
	GCD-SVR2	Not EMEA	0
Expansion i/f	BS10	Convert to BS20	1
Memory expansion	ME50	Not required for SV9100	0

Import to CTP | Hardware List | Primary Node

This section shows the cards extracted from the text you pasted into the Primary Node sheet

Check this list to ensure it contains all of the cards within your existing SV9100 CP10 system

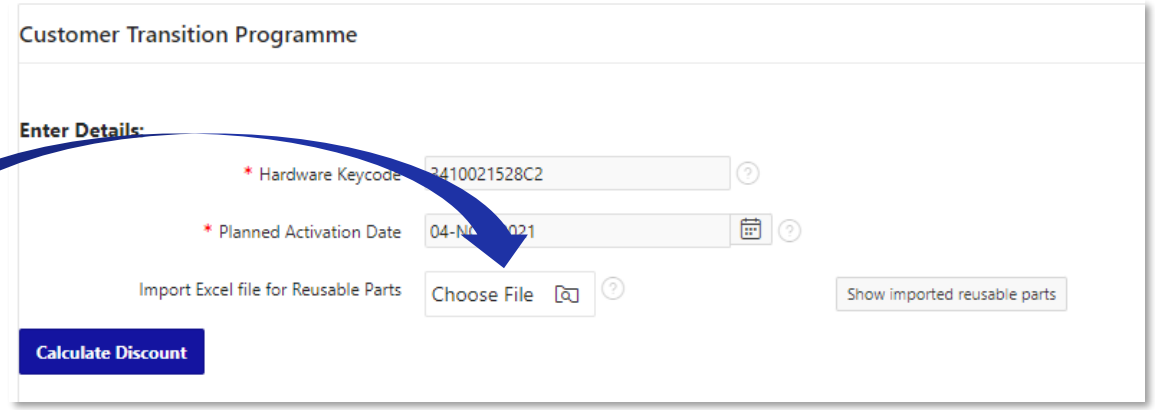
CTP Process – SV9100 Reusable parts

The import list is shown on the **Import to CTP** sheet - Do not edit this sheet as it will be used by the Prophix CPQ Import function

	A	B	C	D	E
1	Description	Part number	quantity		
2	GCD-8DLCA	BE113018	11		
3	GCD-16DLCA	BE113020	4		
4	GCD-4LCF/A	BE113434	0		
5	GCD-8LCF/A	BE113435	14		
6	GPZ-4LCF/A	BE113436	0		
7	GPZ-8LCF/A	BE113437	13		
8	GCD-4COTC-A	BE119151	1		
9	GPZ-4COTG-A	BE119154	1		
10	GCD-4DIOPB	BE113040	0		
11	GCD-4ODTB	BE113042	0		
12	GCD-2BRIA	BE113033	0		
13	GPZ-2BRIA	BE113034	0		
14	GCD-PRTA	BE113037	1		
15	GCD-LTA	BE113170	0		
16	GCD-VM00	BE113046	0		
17					
18					

Import to CTP | Hardware List | Primary Node

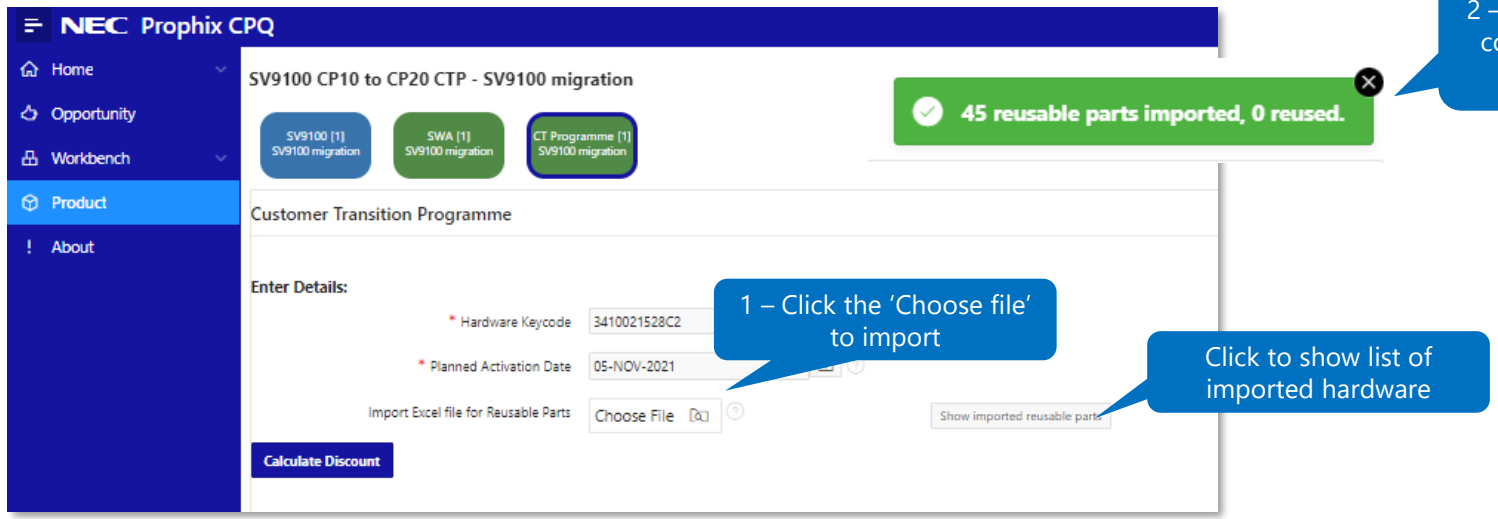
SV9100 Hardware Extractor



Prophix CPQ Import Excel file

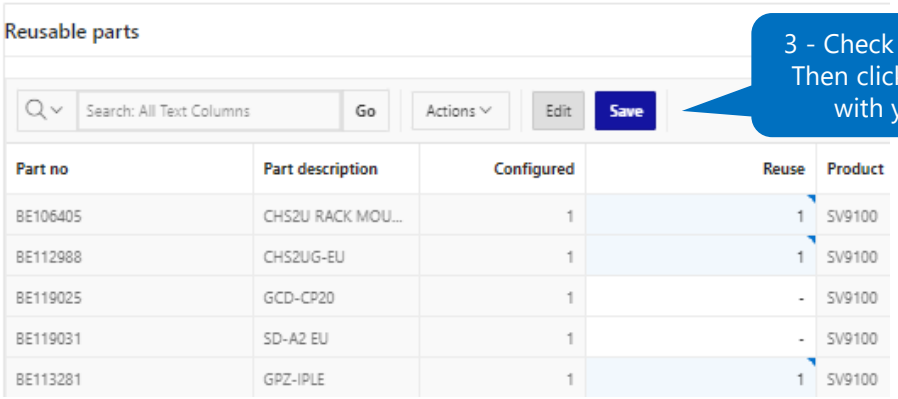
CTP Process – SV9100 Reusable parts

Within the CT Programme system you can import the hardware list



The reused parts will depend on the parts list of your new SV9100 system!

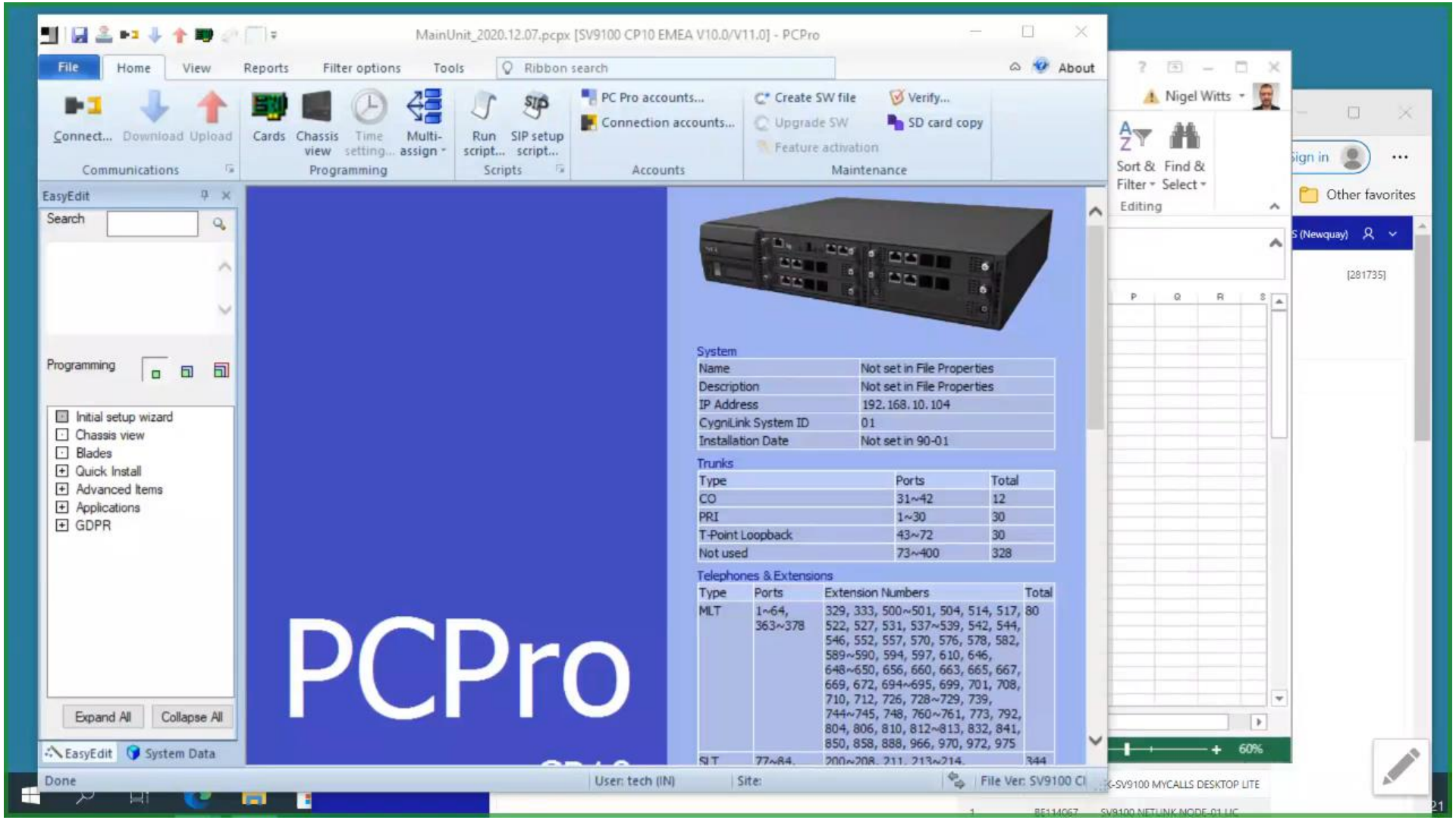
Only hardware parts on the parts list for the new CP20m system can be reused



The import will automatically reuse any parts available but you must **manually select some parts that are not included in the import** eg

- Rack Mount
- Chassis
- Terminals
- Cables
- etc

Hardware Import – Live demo (click to play)



Software Assurance (SWA)

There are several options available for SWA

1. Not have any SWA

   Select **No SWA** within the SWA section of the CPQ migration project

2. Transfer over any existing SWA from the CP10 system to the new CP20 system

   The existing SWA for the CP10 system is not visible within the CP20 migration project as it will be moved over to the CP20 at a later date (when installing the CP20 system)

   Select **No SWA** within the SWA section of the CPQ migration project

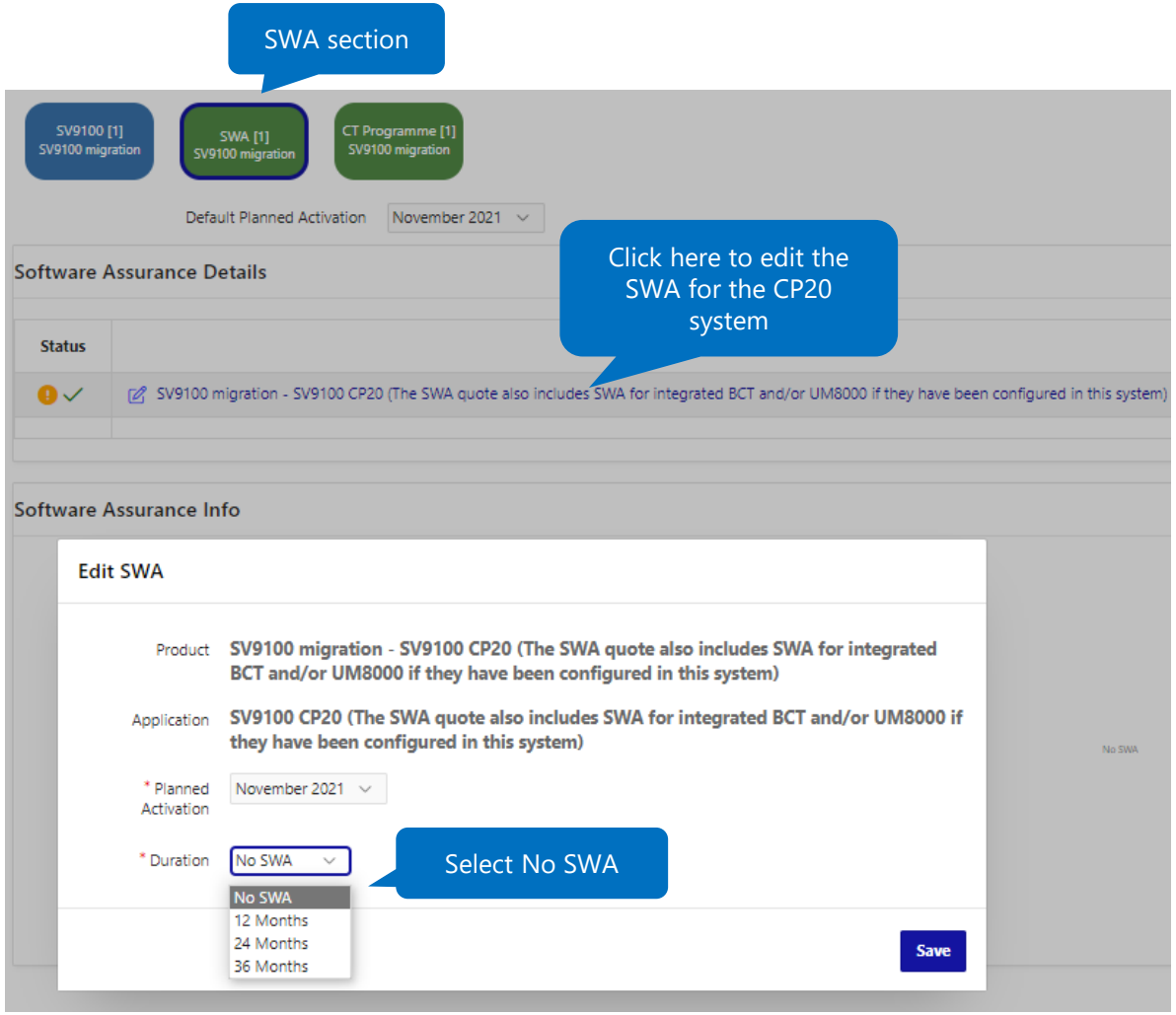
3. Add SWA to the new CP20 system

   This should not be added within the CP20 migration project

   Select **No SWA** within the SWA section of the CPQ migration project

   SWA should be added either:

   - To the CP10 system before you begin the CPQ migration
   - Or to the CP20 system after you have moved the licences to the new CP20 system



FAQ's

Question	Answer
The customer has existing IPDECT handsets, how do I include these within the CPQ project?	Add just the individual IPDECT handset types within the DECT section (these are then set as reused so will not be re-purchased). Don't add handset bundles as these can not be selected as reused parts (the bundles contain multiple items)

Version history

Date	Changes	
23 November 2021	Add SWA option to slide 29	
24 March 2022	Add FAQ section	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