



Internet Pricing Configurator (IPC)

Users Manual

<http://drivewebsales.danfoss.com>

Table of Contents

Introduction.....	3
A Note About Saving Orders and Quotes	3
Getting Started.....	3
Sample Configuration of FC APU	4
Logging In.....	5
Select a Shop	5
IPC Home Page.....	6
Tips for Quick Order Entry	6
Placing Orders and Quotations.....	7
Catalog Page	8
Configurable Materials Page.....	9
Configurable Materials Number Page	10
Configuration Page	11
Shopping Basket	15
Detailed Instructions for Shopping Basket.....	16
Services – Start-up and Extended Warranty.....	18
Completing an Order or a Quote	18
Saving as a Quote	19
Saving as an Order – No Quote.....	20
Change a Quote	21
Copy a Quote or Order	21
Converting Quotes to Orders	21
Order Change	23
My Transactions	24
Searching for Orders	24
Searching for Quotes	25
Searching for Invoices	26
Searching for Products	27
Searching Catalog	28
Quick Search	28

Introduction

The Internet Pricing Configurator (IPC) is a powerful tool that allows the user many useful features for ordering products, requesting quotes and pricing, tracking order dispositions, and even maintaining customer records, data, and history.

Orders placed using the IPC are instantly entered into the Danfoss Order Entry system.

The purpose of this User's Manual is to step through the processes for using the system. Once familiar with the basic operation, the features will be readily apparent and easy to use.

A Note About Orders and Quotes

The IPC uses a Typecode order system for configuring products. This code summarizes the complete system. To order a drive product, the IPC steps the user through the entire typecode. The default option for each entry is **none** unless specified.

Some selections enable additional options, while other selections eliminate options that are incompatible with the requested feature. The IPC follows rules that make these selections apparent and offers explanations should conflicts in product types arise.

Ordering or quoting an Auxiliary Panel Unit (APU) automatically configures both the drive and panel. Ordering or quoting drives alone has a separate drive only configurator. (See Figure 1 for a sample APU and Drive configurator code.)

A request for quotations (RFQ) is processed in the same manner as an order. An RFQ can be easily placed as an order.

Getting Started

This User's Manual will step the user through the following procedures:

- Logging onto the system
- Configuring a product for either a quotation or order
- Detailed instructions for placing an order
- Saving as a Quote
- Saving as an Order – No Quote
- Changing a Quote/Order
- Copying a Quote or Order
- Navigating in the My Transactions Database
- Searching in Catalog

Sample Configuration for FC APU

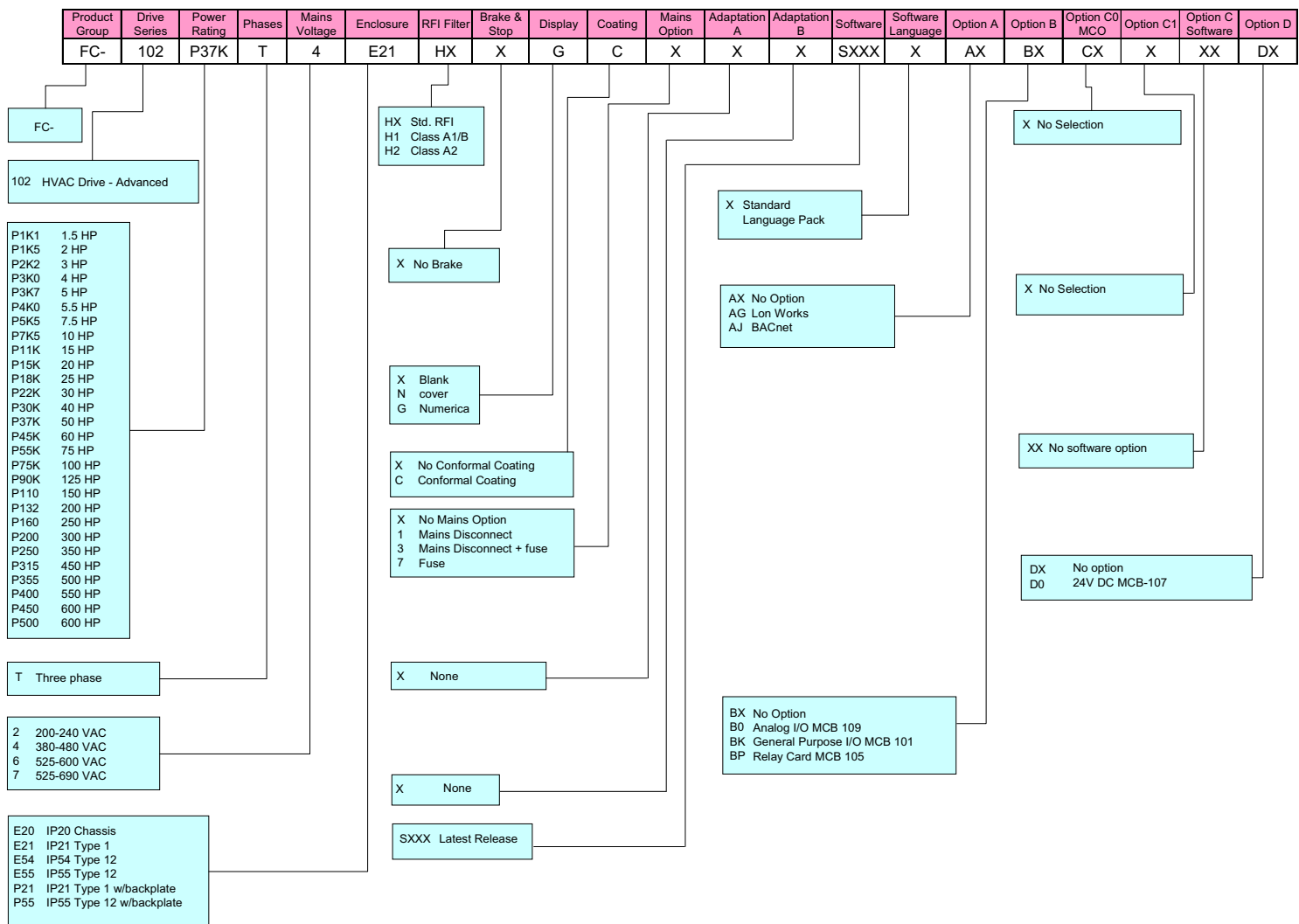


Figure 1. Sample Typecode Configurator for APU (includes drive)

Logging In

URL - <http://drivewebsales.danfoss.com>

Welcome to Danfoss Web Sales

User ID

Password

[Register here](#)

The User ID is a four digit number that is assigned by Danfoss. If you do not have a User ID click on [Register here](#), complete the form and submit it. A User ID will be sent via e-mail.

Password is case sensitive.

Select a Shop

After entering a user ID and password a shop will need to be selected.

HVAC-40: Select for buy, resale orders, and quotes.

HVAC-40-008: Only select the second shop "Order on Behalf" if you have been set up for this feature.

Select a shop

HVAC-40	HVAC - Representative
HVAC-40-008	HVAC - Rep - Order on Behalf

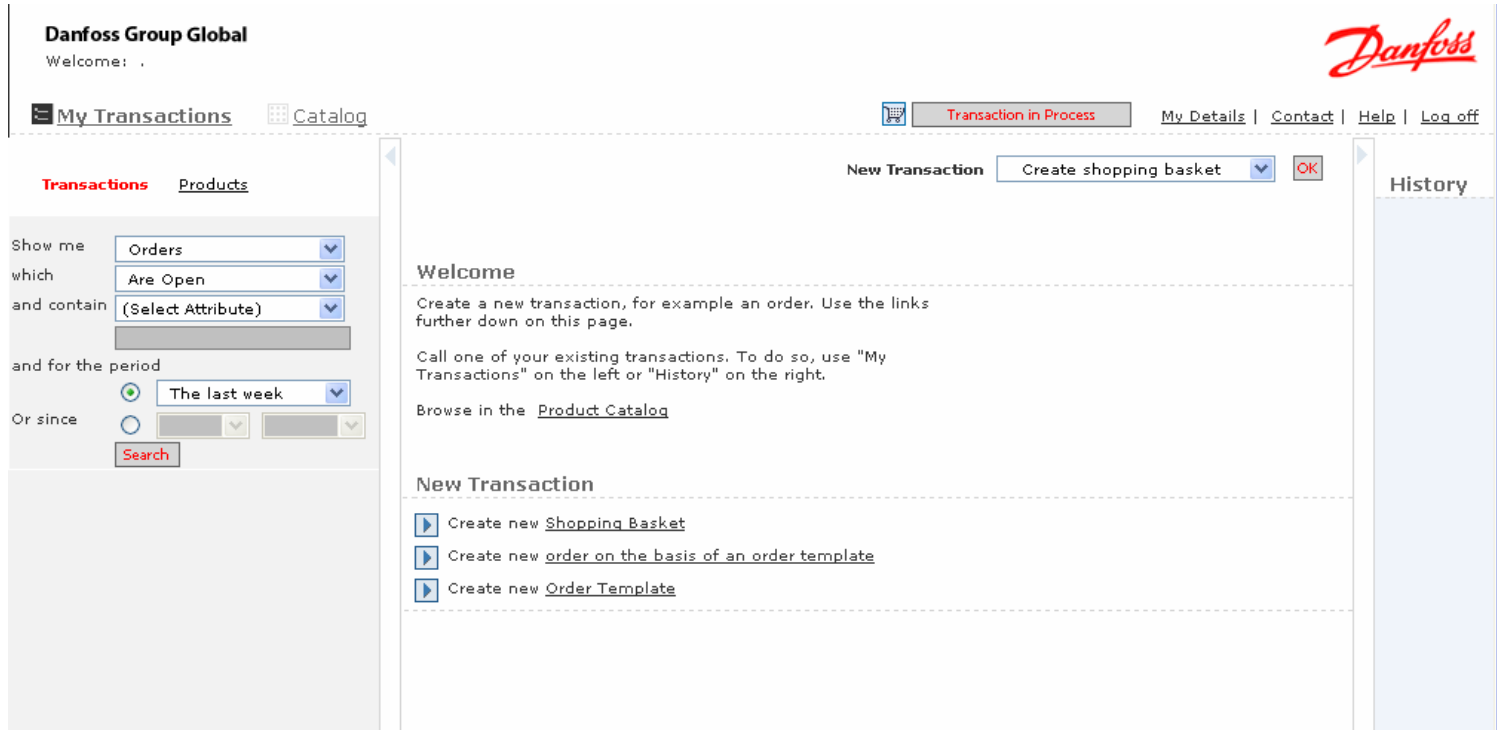
IPC Home Page


The home page is divided into three sections.

1. My Transactions and Catalog

2. Central Display Area

3. History



Left and right sections can be hidden by clicking on the  arrows.

Tips for Quick Order Entry

There are several ways to order products or create quotations.

- Configure a new order or quote
- Find an existing quotation in the system and place it as an order
- Enter the part number for a configured system and place an order for it
- Find an existing order in the system, modify it, and use it as a new order

Users familiar with the IPC can develop a number of shortcuts that can greatly simplify and speed up the process. The IPC has great flexibility and usefulness in this area. It takes some familiarity and a history of quotes and orders before the user will become comfortable with shortcuts.

For example, previous data stored in the system (invoice, order or reference number, customer, etc.) can be easily accessed and modified for new quotations and orders. Use the My Transactions options on the Home Page for search functions. (See My Transactions beginning on page 24.)

Placing Orders and Quotations

The procedures presented in this section take the user through the entire order process. Once familiar with this procedure, shortcuts and tips for maximizing the efficiency of the process will be presented.

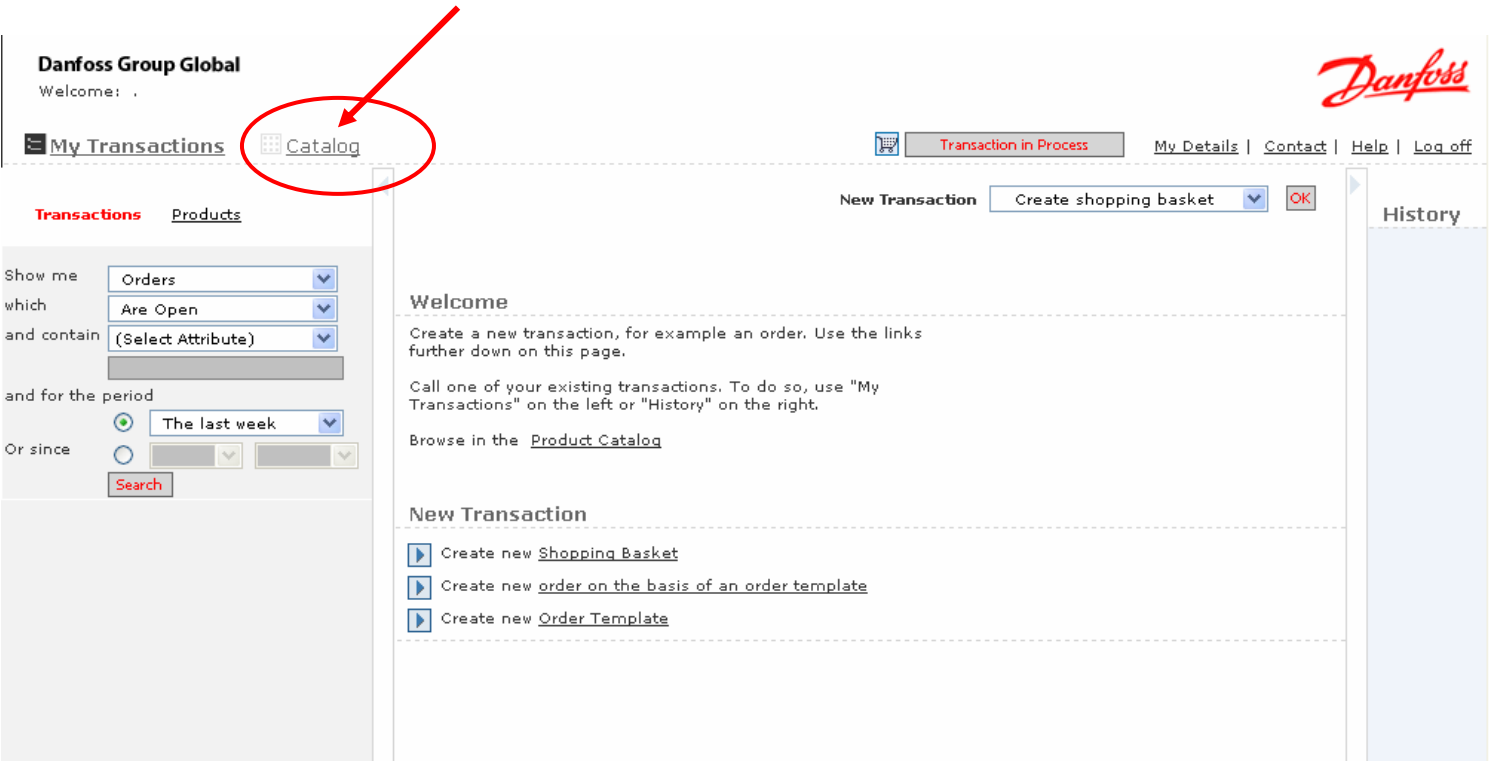
In this demonstration, an order will be placed for a

- VLT HVAC Drive (FC 102)
- 30 hp
- 460 VAC,
- NEMA 1 chassis
- Main disconnect switch
- 2 contactor bypass
- Drive fuses
- EMB = Common run/stop, auto bypass, fire mode, run permissive

NOTE: The procedures for developing a quotation and placing an order are identical up until actually placing the order. Use the following procedure for either task.

Step 1

Click on the [Catalog](#) link.



Catalog Page

Step 2

Select **Configurable Material**.

Danfoss Group Global
Welcome: .

My Transactions **Catalog** Transaction in Process My Details | Contact | Help | Log off

Product Catalog

Quick Search Search

Extended Search

Configurable Material

VLT6800
Policies
Freight
+ VLT HVAC Drive Series
VLT HVAC Demonstration Unit
+ VLT2800 Series
+ VLT Micro Series
+ DrivePro - VLT HVAC Drive and VLT2800

Product Catalog
You are in our product catalog.
Select a product category from the left area.

New Transaction Create shopping basket OK

History

Configurable Material Page

Under Name in the central display area are four options from which to choose.

FC Drive – Configurable Material Number

Configure a VLT FC series drive only. Drive only includes: Drive Fuses and Drive Disconnect switch.

APU FC – Configurable Material Number

Configure VLT FC series drives with option panel. Option panel components include: Bypass, contactor motor selection, NEMA 3R, or reactors.

Drive VLT2800 – Configurable Material Number

Configure a VLT 2800 drive only.

APU VLT2800 – Configurable Material Number

Configure VLT 2800 series drives with option panel. Option panel components include: Bypass, drive disconnect switch, drive fuses, or reactors.

Step 3

Use the center panel scroll bar to scroll to the bottom of the display window.

Under Product, click on the link for the category appropriate for the order. (In this exercise, select APU FC – Configurable Material Number.)

The screenshot shows the Danfoss Group Global website interface. On the left is a 'Product Catalog' sidebar with search and navigation options. The main content area is titled 'Configurable Material' and contains a table of product options. A red arrow points from a label 'Center Panel Scroll Bar' to the vertical scroll bar on the right side of the main content area. Another red arrow points from the same label to the link 'APU FC - Configurable Material Number' in the table, which is circled in red. A red text box in the center of the page reads: 'Configurable Material Configurable Material' and 'The VLT6000 is now only available if the Siemens protocol is required. Contact Customer Service to place an order for the VLT6000 with the Siemens protocol.'

Overview	Image	Product Number	Product Name	Price
<input type="checkbox"/> 1		VLTFC	FC Drive - Configurable Material Number	Configuration 0.00 USD
<input type="checkbox"/> 1		APUFC	APU FC - Configurable Material Number	Configuration 0.00 USD

Configurable Material Number Page

Step 4

Select Configuration.

The screenshot shows the Danfoss Group Global website interface. At the top left, it says "Danfoss Group Global" and "Welcome: ". The top right features the Danfoss logo and navigation links: "Transaction in Process", "My Details", "Contact", "Help", and "Log off". Below the navigation, there are tabs for "My Transactions" and "Catalog".

The main content area is titled "Product Catalog" and "Product Details". The product information includes:

- Product Number:** APUFC
- Name:** APU FC - Configurable Material Number
- Description:** This configurable material number should be used to configure drives with options that require an additional panel. These include:
 - Bypass, contactor motor selection, NEMA 3R, or reactors are required.
 - Use the VLFC configurable material number if base drive is required or just Drive Fuse and/or Drive Disconnect Switch.
- Price:** 0.00 USD
- Quantity:** 1 PC

At the bottom of the product details, there is a message: "Unfortunately, we do not have any availability information at this time."

On the right side of the product details, there are two buttons: "Return to: [Configurable Material](#)" and "Add to shopping basket". A red arrow points to a button labeled "Configuration", which is circled in red.

On the left side, there is a search bar and a list of product categories under "Configurable Material":

- VLT6000
- Policies
- Freight
- [+] VLT HVAC Drive Series
 - VLT HVAC Demonstration Unit
- [+] VLT2800 Series
- [+] VLT Micro Series
- [+] DrivePro - VLT HVAC Drive and VLT2800

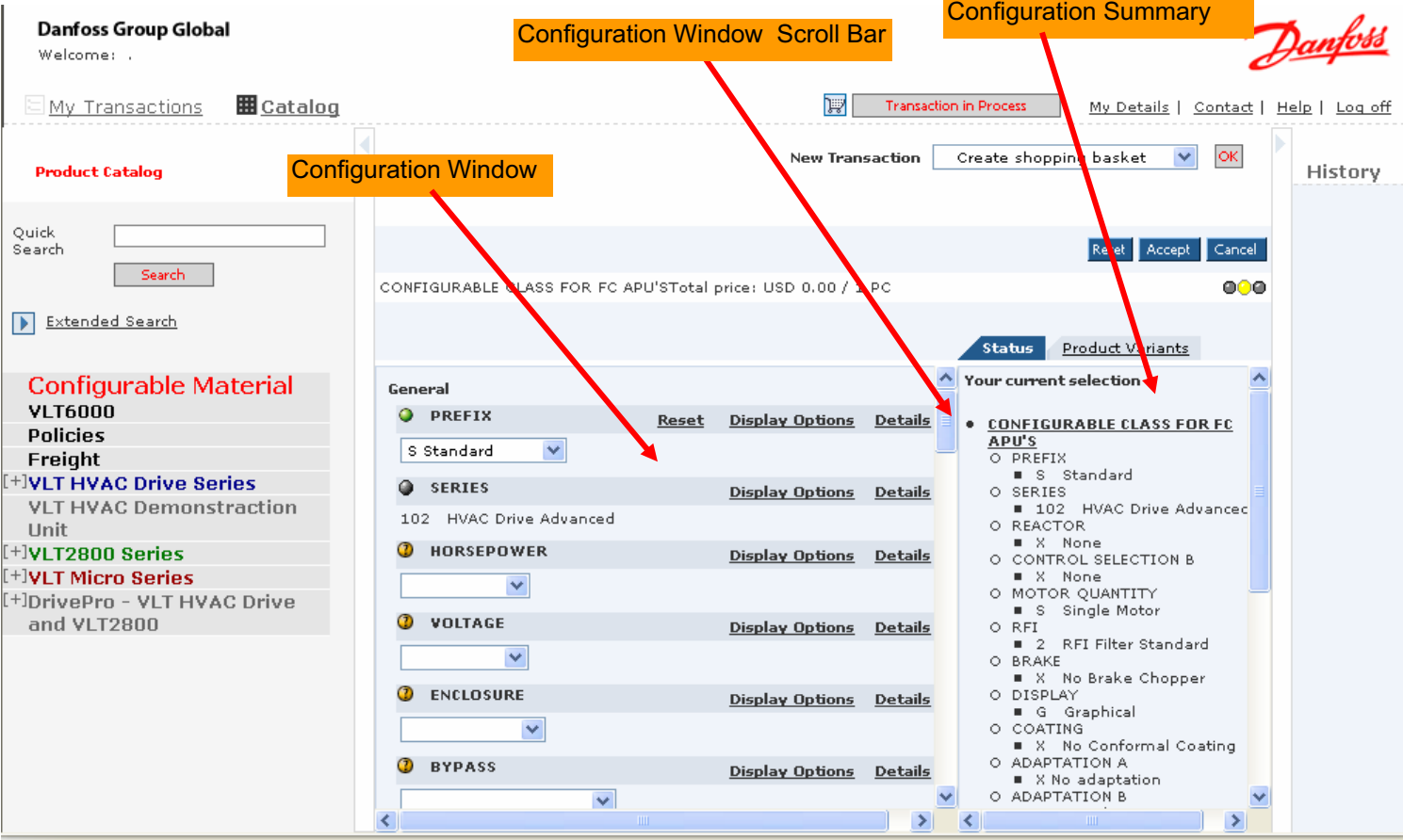
Configuration Page

This is where the product being purchased (or quoted) is configured. In the configuration window use the scroll bar to navigate in the configuration window.

- Each selection in the window corresponds to an element in the type code.
- All of the fields in the configuration window must be selected.
- Many fields have standard default settings selected. These fields may be tailored to the logged on user.
- Display Options and Detail fields are under development.
- The configuration summary window is updated with each selection to display the product.

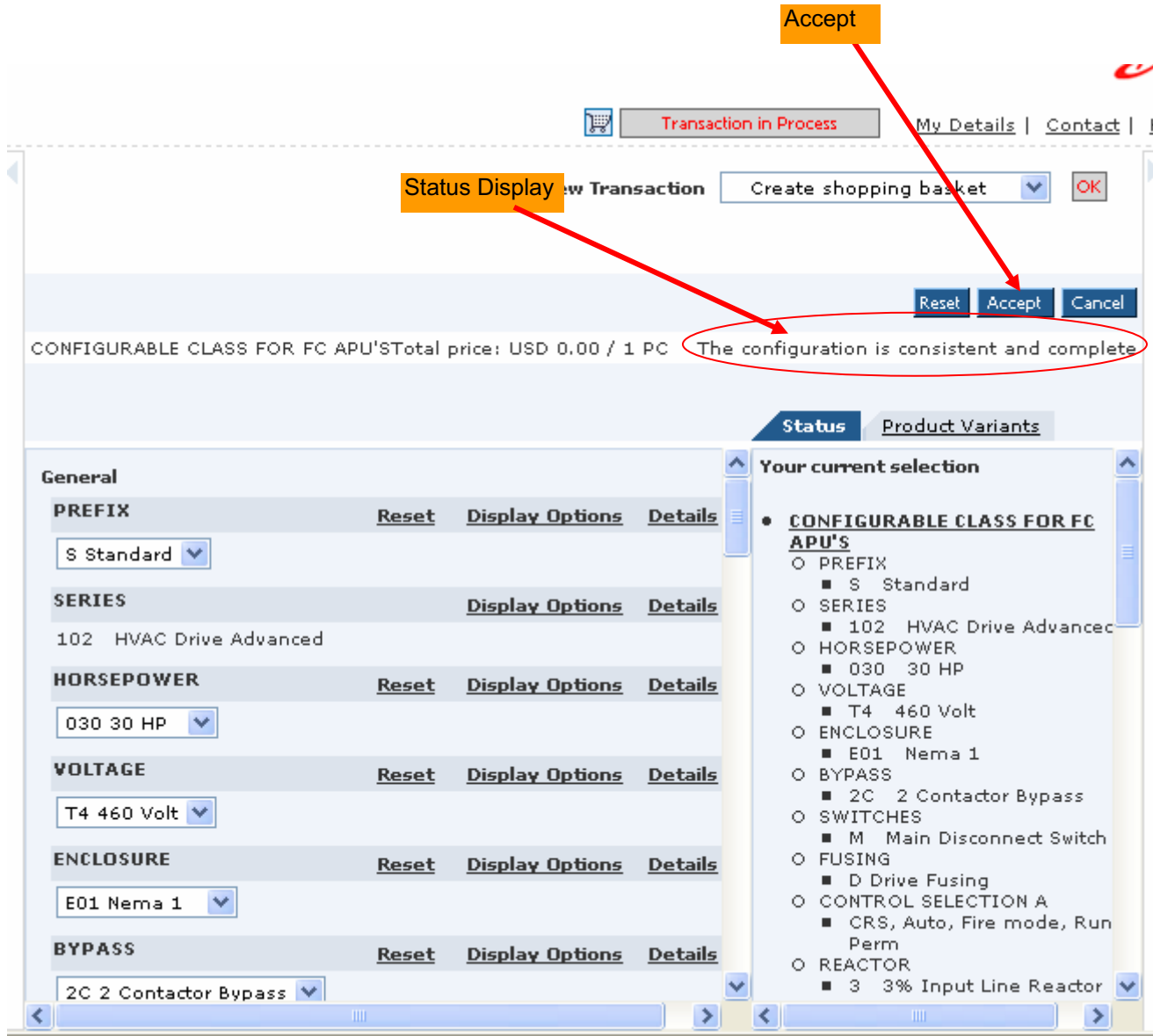
Step 5

Select the options to configure the drive and bypass from the configuration window area.



Configuration Page

When the order (or quotation) is complete, a status display will state, "The configuration is consistent and complete."



Configuration Page

NOTE: it is possible to scroll down to the bottom of the configuration window to see a summary of the configured item. Included in the display area is the typecode, schematic number, and installation drawing number.

Step 6

Select the **Accept** button when options are selected and complete. (These can be modified later if desired.)

The screenshot displays a configuration page for a product. At the top, there is a shopping cart icon, a 'Transaction in Process' status bar, and links for 'My Details' and 'Contact'. Below this is a 'New Transaction' section with a dropdown menu set to 'Create shopping basket' and an 'OK' button. A row of buttons includes 'Reset', 'Accept', and 'Cancel'. The main content area shows the product configuration status: 'CONFIGURABLE CLASS FOR FC APU'S Total price: USD 0.00 / 1 PC The configuration is consistent and complete'. The configuration is organized into a table with columns for 'Status' and 'Product Variants'. The table lists several components, each with 'Display Options' and 'Details' links. To the right of the table is a 'Your current selection' tree view showing a hierarchical list of options with radio buttons and checkboxes. The options include PREFIX (S Standard), SERIES (102 HVAC Drive Advanced), HORSEPOWER (030 30 HP), VOLTAGE (T4 460 Volt), ENCLOSURE (E01 Nema 1), BYPASS (2C 2 Contactor Bypass), SWITCHES (M Main Disconnect Switch), FUSING (D Drive Fusing), CONTROL SELECTION A (CRS, Auto, Fire mode, Run Perm), and REACTOR (3 3% Input Line Reactor).

	Status	Product Variants
VLT Typecode part 1	Display Options	Details
FC-102P22KT4E21H2XG		
VLT Typecode part 2	Display Options	Details
X7XXSXXXXAXBXCXXXXDX		
Schematic P650-2	Display Options	Details
174U9506		
Installation Drawing	Display Options	Details
176U8476		
Sales text Options	Display Options	Details
- 3% INPUT LINE REACTOR - DRIVE FUSING - GRAPHICAL DISPLAY - MAIN DISCONNECT SWITCH - RFI FILTER(CLASS A2) - SINGLE MOTOR - TWO CONTACTOR BYPASS 30 HP, 40.0 A, 460V, NEMA 1 APU CONSISTING OF:		

Your current selection

- **CONFIGURABLE CLASS FOR FC APU'S**
 - PREFIX
 - S Standard
 - SERIES
 - 102 HVAC Drive Advanced
 - HORSEPOWER
 - 030 30 HP
 - VOLTAGE
 - T4 460 Volt
 - ENCLOSURE
 - E01 Nema 1
 - BYPASS
 - 2C 2 Contactor Bypass
 - SWITCHES
 - M Main Disconnect Switch
 - FUSING
 - D Drive Fusing
 - CONTROL SELECTION A
 - CRS, Auto, Fire mode, Run Perm
 - REACTOR
 - 3 3% Input Line Reactor

Configurable Material Number Page

Selecting accept returns to the configurable material number page. The configured product must now be placed into a shopping basket to enable ordering (or receiving a quotation identification number).

Step 7

Select Add to shopping basket.

Note that 1 Item(s) is now shown in the basket summary line.

Step 8

Click on the shopping basket icon to view the order.

The screenshot shows a web interface for a configurable material number. At the top, a shopping basket icon is labeled "Shopping Basket Icon" and a summary line shows "1 Item(s) to the value of 0.00 USD" labeled "Basket Summary Line". Below this is a "New Transaction" section with a "Create shopping basket" button and an "OK" button. The main content area is titled "Product Details" and includes the following information:

- Product Number:** APUFC
- Name:** APU FC - Configurable Material Number
- Description:** This configurable material number should be used to configure drives with options that require an additional panel. These include: Bypass, contactor motor selection, NEMA 3R, or reactors are required. Use the VLFC configurable material number if base drive is required or just Drive Fuse and/or Drive Disconnect Switch.
- Price:** 0.00 USD
- Quantity:** 1 PC

Navigation links include "Return to: **Configurable Material**", "Configuration", and "Add to shopping basket". The "Add to shopping basket" link is circled in red, and a red arrow points from the "Shopping Basket Icon" to it.

Shopping Basket

The dropdown menus in the shopping basket detail the reference number, customer information, and other information to complete an order or quotation. Most of the field in the basket can be searched for in the My Transactions window shown previously in the IPC Homepage. See the My Transaction section in this manual for search procedures.

Scrolling down the shopping basket window shows the item(s) in the current order (or quotation).

Clicking on the [\[config\]](#) icon in the product description returns to the configurator page for that item if changes need to be made.

Step 9

Enter required data and additional notes, if applicable.

1 Item(s) to the value of 0.00 USD [My Details](#) | [Contact](#) |

New Transaction Create shopping basket OK

Shopping Basket: In Process

Your Reference:

Total Price Net: 0.00 USD

Customer Type/Sales Office:

Deliver To:

Delivery Type:

Freight payment type:

Requested Delivery Date:

Job Site Information:

Project Type:

Complete delivery:

Hold order:

Additional shipping information:

Call Prior to Delivery:

Item	Product	Quantity	Unit	Description	Total Price	Unit price	Delete
10	ABU1EC		PC	ABU1EC - Configurable Material Number	0.00 USD		<input type="button" value="🗑"/>

5 Continue to

Detailed Instructions for Shopping Basket

- **Your Reference** – For **quotes** this can be anything you would like it to be (quote number, Job name, etc). This is the field that is used to search for a quote.


For **orders** this is your purchase order number.

- **Customer Type/Sales Office – (Only Available for HVAC)**
 - Six Selections (if the order is for a Key Account listed below then the appropriate selection should be made):
 - Milwaukee – HVAC
 - Make this selection if it is not a Key Account/SSI order
 - Honeywell/Alerton *
 - Johnson/York *
 - TAC/Invensys/Alerton *
 - Siemens/Staefa *
 - SSI

* If the job is being sold to an **authorized** Key Account dealer then the proper selection should be made. This selection will automatically apply the pre-approved Key Account multiplier.

- **Delivery to** – The drop down automatically enters the users' primary shipping address and any other shipping addresses that have been created under the user's customer number by Danfoss.

To get additional addresses added contact your customer service representative.

A one time address can be added by clicking on the enter new ship-to  button. This opens up the "Specify a delivery" address screen.

Address doesn't need to be changed at quote time.

Specify a delivery address	
Name *	IN CONTROL INCORPORATED
House Number / Street Name	<input type="text"/> 911 WESTERN AVE - SUITE 405
City / Postal Code *	SEATTLE WA <input type="text" value="98104-103"/>
Country *	USA
County: *	KING (RTA)
Telephone	<input type="text" value="206-628-0044"/>
Fax	<input type="text" value="206-628-0045"/>
(*) You must fill out these fields	

Click  when address changes are complete

Name - can be changed using two lines. The second line could be used for an attn: or CC:, but it doesn't show up in shopping basket


House Number / Street Name - Do not use the house number field, put the complete address in the street name field.


City / Postal Code – enter correct city, state, and zip code.

Change Country to Canada to see providences vs. states

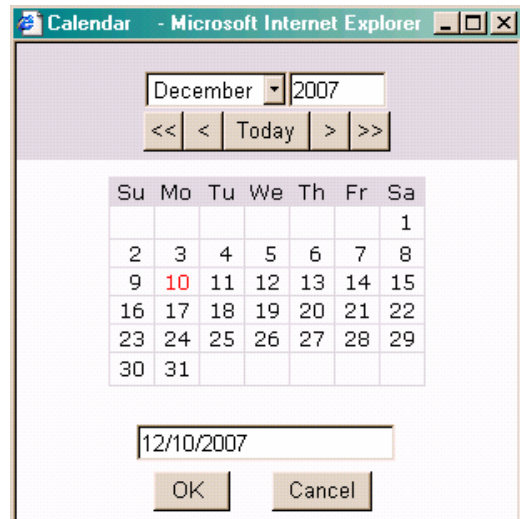
DO NOT change the county, Telephone, or Fax information

- **Delivery Types** – How the products should be shipped.
 - To apply the pre-quoted freight charges listed in the price books “Best Way” must be selected along with delivery payment of PPD – Do Not Add.
- **Delivery Payments**
 - Collect – Acct # Req'd
 - User must add their account number to additional shipping information when making this selection
 - PPD – Added to Invoice
 - Actual freight charges from UPS or Truck will be billed
 - PPD – Freight Allowed
 - This selection should only be made if Danfoss as agreed to pay for the freight charges
 - PPD – Do Not Add
 - This selection is required to apply the pre-quoted freight charges along with delivery type Best Way
 - 3rd Party Pays Frt
 - User must add their billing and account number information to the additional shipping information when making this selection
- **Requested Delivery Date**
 - This date should be changed to the date that the equipment is required to ship. **Doesn't need to be changed at quote time.**

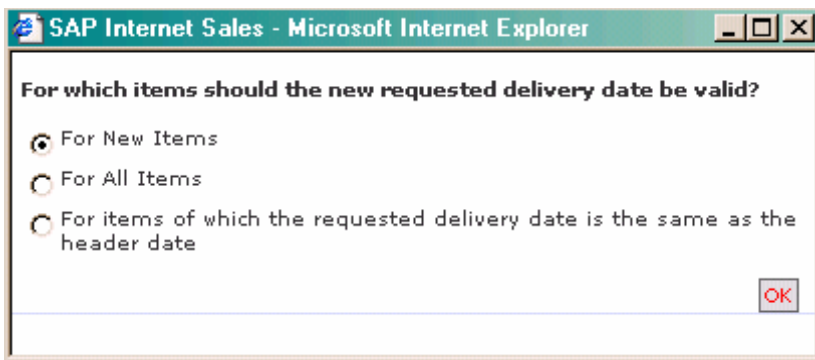
The date can be changed by just typing in the new date or by using the  button.

If the  button is clicked the Microsoft Internet Explorer Calendar opens up. This calendar allows the user to select a specific month, day, and year.

Click OK after the correct date is found.



When you move out of the Requested Delivery Date field the following pop up will appear if you have already added line items that have a delivery date.



For New Items - will change the date on any new line items that are added

For All Items – will change the date on all existing line items

For items of which the requested delivery date is the same as the header date – changes only line items that the date has not already been changed on.


- **Job Site Information**
 - Type in Jobsite Name, City, and State – This information will print on the order acknowledgement, packing lists, and invoice.



- **Project Type**
 - Select a project type from the list that best describes the jobsite.
- **Complete Delivery**
 - If this box is checked all line items will ship together, there will be no partial shipments.
- **Hold Order**
 - If this box is checked all items will be put on hold, no schedule date. The system will not generate production orders or purchase orders.
- **Additional shipping information**
 - Use this space to add additional shipping address information, provide freight account numbers, or special requirements for the shipment. **Doesn't need to be filled in at quote time.**
- **Your message to us – Call prior to delivery**
 - Fill in name, hours, and phone number
 - Delete if not needed

This must be typed as shown or it will not print correctly on the bill of lading
Doesn't need to be filled in at quote time.



Click on  to save selections that have been made

Services – Start-up and Extended Warranty

To add services add the part numbers to the shopping basket manually or from the catalog. Click on  [Catalog](#) and click on the [+] next to DrivePro.

- **Start-up**
 - Click on the [+] next to start-up. This opens up the choices that are available for the number of drives.
 - Click on the [+] next to the number of drives on the order. This opens up the choices of 208V or 460/600V.
 - Select the correct voltage. For 208V there is one material number, for 460/600V there are two material numbers that are specific to the size of the drives being ordered.
 - Change the quantity to the number of units on the order. The quantity can also be changed in the shopping basket.
 - Click on the  to add it to the shopping basket.
 - Click on the  at the top of the screen to return to the shopping basket.

Make sure your start-up quantity matches the number of units being ordered

- **Extended Warranty**
 - Click on the [+] next to the extended warranty. This opens up the number of years that are available.
 - Click on the [+] next to the extended warranty years required. This opens up the choices of 208V or 460/600V.
 - Select the correct voltage. There are several choices under each voltage. The choices are based on horsepower sizes.
 - Change the quantity to the number of units for each size on the order. The quantity can also be changed in the shopping basket.
 - Click on the  to add each item to the shopping basket.
 - Click on the  at the top of the screen to return to the shopping basket.

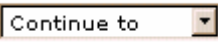
Make sure your extended warranty quantity and horsepower's match the number of units and horsepower's being ordered.

Completing an Order or Quote

Step 10

Proceed to “Saving as a Quote” or “Saving as an Order” to complete the quote/order.

Saving as a Quote


Go to the bottom of the page and click on the drop down 

Select quotation to create a quote. **See “Saving as an Order” below if a quote is not required**

A preview will appear “Your Shopping Basket as A Quotation”.

Your Shopping Basket as a Quotation

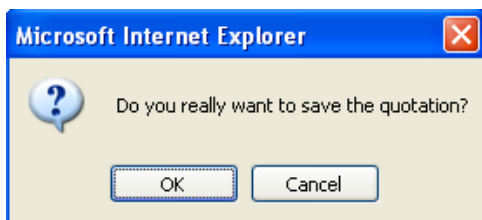
Here you can save your shopping basket as a quotation or continue shopping

If you see something that is not correct, click on the  button. This will take you back to the shopping basket where you can make corrections.


The line items if configured will now have a material number and price based on the users’ standard multiplier.

*If the material number did not change from the configurable material number then you have configured a material that is currently not set up in the system. The quote can still be saved; it will have the correct price, but it **will not have freight** automatically applied. Customer service will create the material and add it to the quote. When this happens it will put in the appropriate freight charges. When they are done the quote can be viewed with the actual part numbers.*

If everything looks correct, click on the  button. A pop-up will ask if you really want to save the quotation.




Click OK.

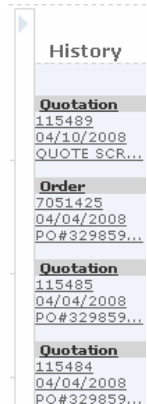
The quote is now saved. At this point a preview of the completed quote will appear with a quote number that you can reference when talking to customer service, this quote can be printed by clicking on the  button.



The quotation you entered was saved in our system with the status Open and is being processed. As soon as processing is complete, it gets the status Confirmed you can then create an order from the quotation.

Quotation 115489

Overall Status: Open

If you do not see a preview of the completed quote with a quote number, but instead see a blank screen, click on the  button.



Under the History on the right hand side of the screen the quote will be the first thing listed. Click on the quote and it will open up in the middle section of the screen. From this view you can  or  the quote.

Saving as an Order – No Quote

Go to the bottom of the page and click on the drop down

Select Order to create an order.

A preview will appear “Your Shipping Basket as an Order” If you see something that is not correct, click on the button. This will take you back to the shopping basket where you can make corrections.

Your Shopping Basket as an Order

Here you can order goods or continue shopping

The line items, if configured, will now have a material number and price based on the users' standard multiplier.

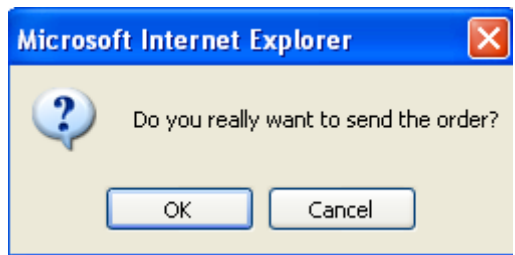
*If the material number did not change from the configurable material number then you have configured a material that is currently not set up in the system. The order can still be placed, it will not schedule and it **will not have freight** automatically applied. Customer service will create the material and add it to the order. When this happens it will schedule itself and put in the appropriate freight charges. When they are done the order can be viewed with the actual part numbers and schedule date.*

If the requested date can be met the line item shows the available quantity and one date. If the requested date can't be met then the line item shows 0 available for the requested date and the quantity available on the Danfoss promise date.

Avail.	On
0	10/18/2007
1	11/14/2007

Place the order even if you don't like the dates. This will get you into the production schedule right away. Then contact customer service with your order number if you need to try and improve the dates.

If everything looks as expected click on . This will bring up a pop-up



Click on OK, the order will be saved and the order fulfillment process will be completed.

This brings up the Confirmation with the order number, the header information, the line items, price, and schedule dates.

Confirmation of receipt Order 7051239

Thank you!
Your order was received and is being processed.


You will not see the services because they have been created on a different order type. You can see that the service order has been placed and what the service order number is in the header section.

Service Contract:


This screen can be printed for your records by clicking on the button.

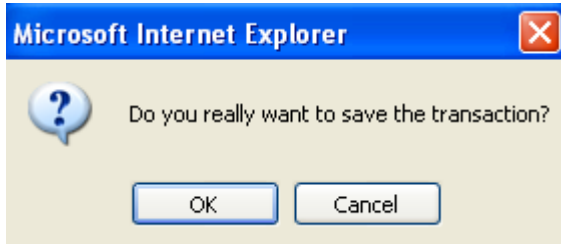
If the line items can't be seen click on close and the order number will show up in the right hand section of the screen under History. Click on the order and it will open up in the center section. You can then print the order from here.

Changing a Quote

Find the quote by doing a search as described above under Searching for Quotes and open it. When the quote is open there is a  button. **Only open quotes can be changed.**

Clicking on the change button opens the quote in change mode. At this point anything can be changed in the quote.

After the changes have been made, click on . A pop-up will ask if you really want to save the changes, click OK.




A preview of the changed quote will appear. If you do not see the changes close the quote and re-open it.




Copy a Quote or Order

The line items from an order/quote or from several orders/quotes can be copied to a new order/quote.

Open the existing order/quote and select the line items required for the new order/quote. Individual line items can be selected by clicking in the box to the left of the line item or all the line items can be selected by clicking in the box at the top of the line items.

<input checked="" type="checkbox"/>		Item	Product	Quantity
<input checked="" type="checkbox"/>	<input type="checkbox"/>	1	17429999	1

After the selections have been made click on the  button. *If all items have been selected using the select all button and an error appears, unselect it and select the individual line items.*

After the  button is selected the items will be added to a new shopping basket. The   button will change to show the how many items have been added to the shopping basket.

Another order/quote can be opened and line items selected and transferred to the same new quote/order. Items could also be added from the catalog. This is how two quotes/orders could be combined into one.

Converting Quotes to Orders

Before a quote can be converted to an order it has to be confirmed. Open the quote and go into the change mode.

- Change Your Reference to the purchase order number
- Put in the correct Delivery to and any additional shipping information
- Put in Job Site information if applicable and not done at quote time.
- Change requested to actual requested date.
- Select the correct project type. *If you don't give us accurate information here and for the job site, we can't provide accurate sales history.*
- Click the complete delivery box if complete delivery is required – No Partial shipments
- Add Marks and tags if applicable to the line items.

SAVE THESE CHANGES.

Check to make sure everything is correct for the order. Close the quote and then re-open it.

Go into change mode and click on **Confirm Quotation:** and then click **Save**.

At the top of the quote preview it will now read:

Thank you!
The quotation you changed was saved in our system with the status **Confirmed By Follow-Up Document** and is being processed. As soon as processing is complete, it gets the status **Confirmed** you can then create an order from the quotation.

Quotation 115456

Overall Status: Confirmed By Follow-Up Document

Customer number:	0000013518 DMG CORPORATION VFD DIVISION
Your Reference:	QUOTE MJ2 ORDER
Customer Type/Sales Office:	Milwaukee-HVAC
Deliver to:	DMG CORPOR...2603 PACIF... WHITTIER
Delivery Type:	Best Way
Freight payment type:	PPD-Do Not Add
Job Site Information:	
Project Type:	
Complete delivery:	<input type="checkbox"/>
Hold order:	<input type="checkbox"/>
Additional shipping information:	
Call Prior to Delivery:	
Follow-on document:	Quotation 0000115457

Click on the “follow-on document” which is the last item in the header above the line items. This opens the confirmed quote which can now be converted to an order.

Click on the **Order Quotation** button.

A pop-up will as if you really want to place the order, click OK.



At this point the order is being created in Danfoss' system. The production order or purchase order for the products are also be created.

The preview of the order shows the sales order number that can be used for communication with customer service. It also shows the preceding documents.

Confirmation of receipt Order 7051426

Thank you!
Your order was received and is being processed.

Overall Status: Open

Your Reference: QUOTE TO ORDER 90
 Customer Type/Sales Office: Milwaukee-HVAC
 Deliver to: DMG CORPOR...2603 PACIF...WHITTIER
 Freight payment type: PPD-Do Not Add
 Job Site Information: JOB SITE
 Project Type: Heating/Cooling Plt
 Delivery Type: Best Way
 Complete delivery:
 Hold order:
 Additional shipping information:
 Call Prior to Delivery:
 Service Contract:
 Preceding documents: [Quotation 0000115490](#)
[Quotation 0000115491](#)

Under the line items you will see the requested date and the date that the product is scheduled for.

Item	Product	Quantity	Unit	Description	Avail.	On
1	174Z9999	1	PC	S102020T4E012CND4XXSXXZ2XGXXXXXXXXXXXXXXXXXX	0 1	03/12/2008 04/08/2008

In this case the product was requested for March 12, but will not ship until April 8th.

If there were services (extended warranty or start-up) on the quote they will be entered manually by customer service based on a report that will compare your confirmed quote to the order. An order confirmation for both the drive and services will be sent to you.

Order Change

Order changes need to be done by Customer Service. Contact them with the Order number via phone, fax, or e-mail.

My Transactions

Under My Transactions (see page 6) users can look at orders, invoices, and quotes that have been submitted by your organization.

Searching for Orders

Danfoss Group Global
Welcome: GUST

[My Transactions](#) [Catalog](#)

Transactions [Products](#)

Show me
which
and contain
and for the period
Or since

Orders

For "Orders" there are three choices:

- All Orders (Selection Status)
- Open Orders "Are Open"
- Shipped Orders "Are Completed"

Under "and Contain" the only selection is "the reference no." This is where a search can be done by purchase order number.

Under "and for the period" there are six choices:

- (Without Period)
- Today
- Since yesterday
- The last week
- The last month
- The last year

Under "Or since" a specific month and year can be selected.

Based on the selections made, a list of orders will appear below the search button.

Search Result 523 Orders Found

Status	Order / Date	Your Referenceno.
Open	7051100 08/31/2007	D04-123-1369-LM
Open	7051007 08/31/2007	D07-073-27126-ES
Open	7050929 08/30/2007	D07-472-28658-SD
Open	7050863 08/30/2007	D07-467-28653-SM
Completed	7050679 08/29/2007	4029640
Open	7050676 08/29/2007	D07-471-28651-CED

Click on the Order number or the Your Reference No./Purchase order to open the order.

The order will open up in the center section of the screen.

Searching for Quotes

Danfoss Group Global
 Welcome: GUST

[My Transactions](#) [Catalog](#)

Transactions [Products](#)

Show me

which

and contain

and for the period

Or since

Quotations

For "Quotes" there are four choices:

- All Quotes (Selection Status)
- Open Quotes "Are Open"
Open quotes are classified as an inquiry and can be changed. Only accepted quotes can be converted to orders. Confirmed quotes cannot be changed.
- Quote has been accepted by Danfoss "Are Confirmed"
Only accepted quotes can be converted to orders. Confirmed quotes cannot be changed.
- "Are Accepted"

Under "and Contain" the only selection is "the reference no." This is where a search can be done by Job Site.

Under "and for the period" there are six choices:

- (Without Period)
- Today
- Since yesterday
- The last week
- The last month
- The last year

Under "Or since" a specific month and year can be selected.

Based on the selections made, a list of quotes will appear below the search button.

Search Result 275 Quotations Found

Status	Quotation / Date	Your Referenceno.
Confirmed By Follow-Up Document	115433 03/07/2008	JPKTEST 123456789
Expired	115432 03/07/2008	copy 1
Confirmed by: 09/02/2008	115431 03/06/2008	QUOTE 7
Open	115430 03/06/2008	PO 7 - JPK TEST
Open	115429 03/06/2008	JPK
Confirmed by: 09/02/2008	115428 03/06/2008	ref 1
Confirmed By Follow-Up Document	115427 03/06/2008	ref 1
Accepted	115426 03/06/2008	your ref.

Click on the Quote number or the Your Reference No./Quote Name to open the Quote.

The quote will open up in the center section of the screen.

Searching for Invoices

Danfoss Group Global
 Welcome: McGEACHY

[My Transactions](#) [Catalog](#)

Transactions [Products](#)

Show me

which

and for the period

Or since

Invoices

Under “which” the selection are:

- All invoices – (Select Attribute)
- PO# - The reference number
If you make this selection then you need to enter all or part of the purchase order number.

Under “and for the period” there are six choices:

- (Without Period)
- Today
- Since yesterday
- The last week
- The last month
- The last year

Under “Or since” a specific month and year can be selected.

Based on the selections made, a list of invoices will appear below the search button.

Search Result 598 Invoices Found

Invoice	Reference number	Gross-Amount
596412 From 08/30/2007 Due 10/29/2007	D07-457-28645-SM	840.00 U
596413 From 08/30/2007 Due 10/29/2007	D07-394-28186-SM	1,570.60 U
596414 From 08/30/2007 Due 10/29/2007	D07-400-28191-JL	3,267.00 U
1219811 From 08/30/2007 Due 10/29/2007	D07-400-28191-JL	357.00 U
1219812 From 08/30/2007 Due 10/29/2007	D07-370-28165-JL	612.00 U
596184 From 08/29/2007 Due 10/28/2007	D06-335-1368-TLC	53.72 U

Click on the Invoice number to open the Invoice.

The invoice will open up in the center section of the screen.

Searching for Products

Click on products.

Danfoss Group Global
Welcome: GUST

[My Transactions](#) [Catalog](#)

Transactions **Products**

Show me products with

50 Hits Per Page

Note: Fuzzy Search using a * possible
Upper and lower case is not taken into consideration.

Products

For "Products" there are two choices:

- By Part Number "Number"
- By Description "Description"

A fuzzy search can be done using a *. This means that part of the number or description can be searched. i.e. S102050* or 174L*

Upper and lower case is not taken into consideration

Under "Hits per Page" can be 5, 10, 25, 50, 100.

Based on the selections made, a list of products will appear below the OK button.

Search Result 2 products found

Number	Description
174Z9999	S102020T4E012CND4XXSXXZ2XGXXXXXXXXXXXX
174L0005	S102003T4E012CND4XXSXXZ2XGXXXXXXXXXXXX

Click on the Product Number or the Description to see more information about the product.

The information will show up in a pop-up screen as shown below.

Text if entered in the system will be shown along with the list price.

Product Details - Microsoft Internet Explorer provided by Danfoss IT

Product Details

Product Number: 174Z9999

Name: S102020T4E012CND4XXSXXZ2XGXXXXXXXXXXXX

Description: 20HP, 27 FLA, FC102, 460V, NEMA 1 APU CONSISTING OF: -TWO CONTACTOR BYPASS -EMB PACKAGE - NO RELAY FEATURES -MAIN DISCONNECT -DRIVE DISCONNECT -GRAPHICAL DISPLAY

Price: 2,590.00 USD

Unfortunately, we do not have any availability information at this time.

Searching in the Catalog

Catalogs are set-up based on specific Sales Business Areas (SBA) – Industry, Water, HVAC.

Use the catalog to research products available from Danfoss North America and to begin the quotation or ordering process.

The catalog has part numbers for drives, APUs (drives with bypasses), accessories, Micros, etc. and Services.

Quick Search

Product Catalog

Quick Search

Quick Search

The quick search can be on material number or description (type code).

A fuzzy search can be done using a *. This means that part of the number or description can be searched. i.e. S102050* or 174L*

Upper and lower case is not taken into consideration

If you click on a specific area in the catalog and then do that search it will only search in that area, it will not search the complete catalog.

Based on the search made, a list of products will appear in the center section of the screen.

Overview	Image	Product Number	Product Name	Price
Quantity: <input type="text" value="1"/>		174Z9999	S102020T4E012CND4XXSXXZ2XGXXXXXXXXXXXXXXXXXX	Display configuration 2,590.00 USD
Quantity: <input type="text" value="1"/>		174L0005	S102003T4E012CND4XXSXXZ2XGXXXXXXXXXXXXXXXXXX	Display configuration 1,325.00 USD

The prices shown in the catalog are list prices.

Clicking on [Display configuration](#) will show the configuration for the select product.

Clicking on the [product name/type code](#) will change the display to the Product Detail view.

Product Details

Product Number: 174Z9999 [Return to search](#)

Name: S102020T4E012CND4XXSXXZ2XGXXXXXXXXXXXXXXXXXX

Description: 20HP, 27 FLA, FC102, 460V, NEMA 1 APU CONSISTING OF: -TWO CONTACTOR BYPASS -EMB PACKAGE - NO RELAY FEATURES -MAIN DISCONNECT -DRIVE DISCONNECT -GRAPHICAL DISPLAY

Price: 2,590.00 USD [Display configuration](#)

Quantity: PC [Add to shopping basket](#)

Unfortunately, we do not have any availability information at this time.

Click on the [shopping basket icon](#) to add the product to the shopping basket.



Danfoss can accept no responsibility for possible errors in catalogs, brochures or other printed material. Danfoss reserves the right to alter its products at any time without notice. This also applies to products already on order provided that such alterations can be made without subsequent changes being necessary in specifications already agreed. All trademarks in this material are property of the respective companies. Danfoss and the Danfoss logotype are trademarks of Danfoss A/S. All rights reserved.

DANFOSS DRIVES
Division of Danfoss Inc.

4401 N. Bell School Rd.
Loves Park, IL 61111 USA
Phone: 1-800-432-6367
1-815-639-8600
Fax: 1-815-639-8000
www.danfossdrives.com

DANFOSS DRIVES
Division of Danfoss Inc.

8800 W. Bradley Rd.
Milwaukee, WI 53224 USA
Phone: 1-800-621-8806
1-414-355-8800
Fax: 1-414-355-6117
www.danfossdrives.com