# **Industrial Cylinder Division**

# **Configuration/PH Connect Training Refresher**



Cathy Laskero

Division Tech/Quote Manager

Email: cathy.laskero@parker.com

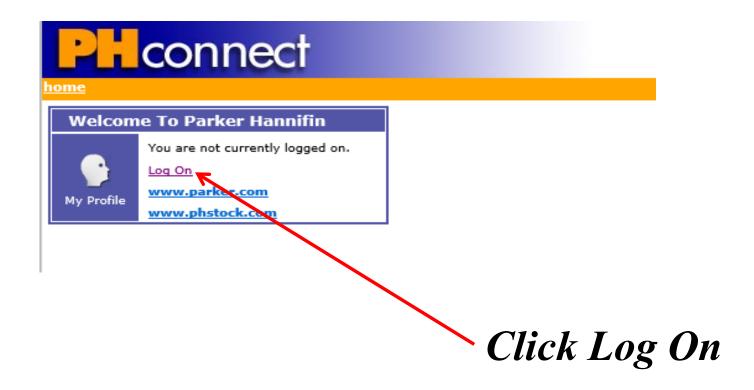
Phone: 847-294-2645

# Getting Started.... Accessing Configurator

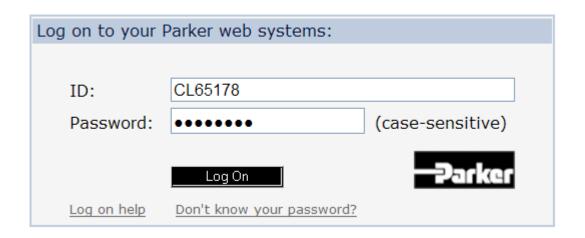


## Go to

# www.phconnect.com







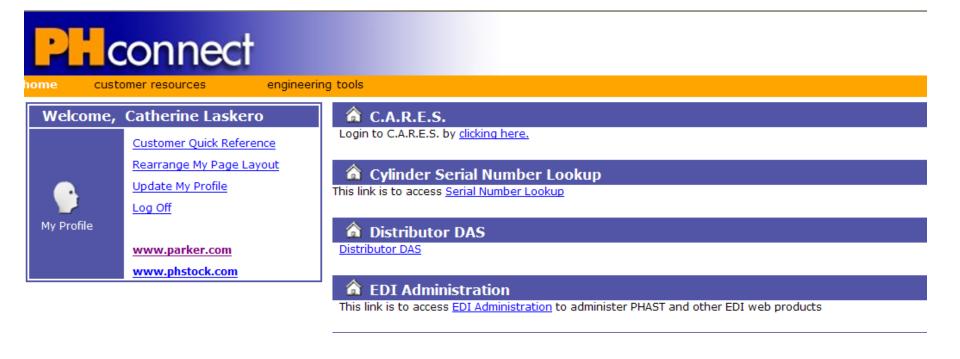
Key your Web ID (also known as User ID)

Key your Password

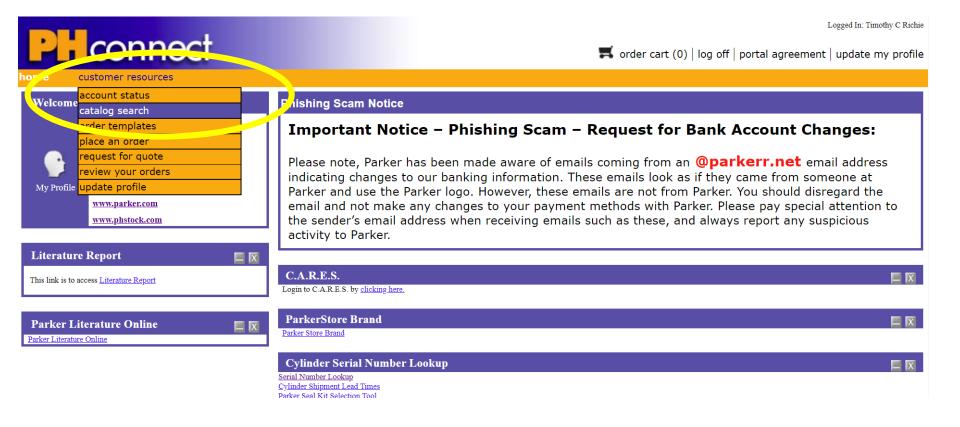
Click Log on



# You are now logged in and will be bought to your home page of PH Connect





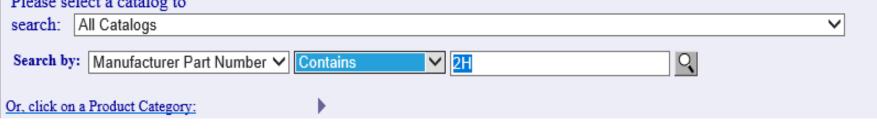


### Go to Customer Resources:

# Catalog Search







For best search choose leave default o "All Catalogs" and Manufacture part "contains"....

In the blank field, key the Product Series

Click on Magnifying glass

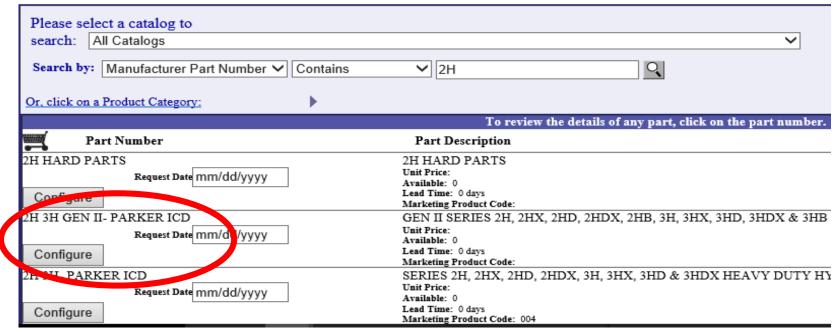




Billing KAMAN FLUID POWER

address: 213 W WAYNE STREET FORT WAYNE IN 46802

#### ELK GROVE VILLAGE, IL



### Configurators will be displayed

### Click on Configure button

\*\*note – should be using GENII unless you have replacement parts for legacy



# Initial screen

Gen II Series 2H, 2HX, 2HD, 2HDX, 2HB, 3H, 3HX, 3HD, 3HDX & 3HB Heavy Duty Hydraulid English Tie Rod & Non-Tie Rod Cylinders

PCS<sup>TM</sup>
Release: 2017.10.2.1448
Supports: IE 11+,Chrome,
Safari 3.x, Opera 45+ (mozilla

FAQ

Part Number is not requested

**Model Number** 

**Serial Number** 

For cylinder options not listed, please consult factory.





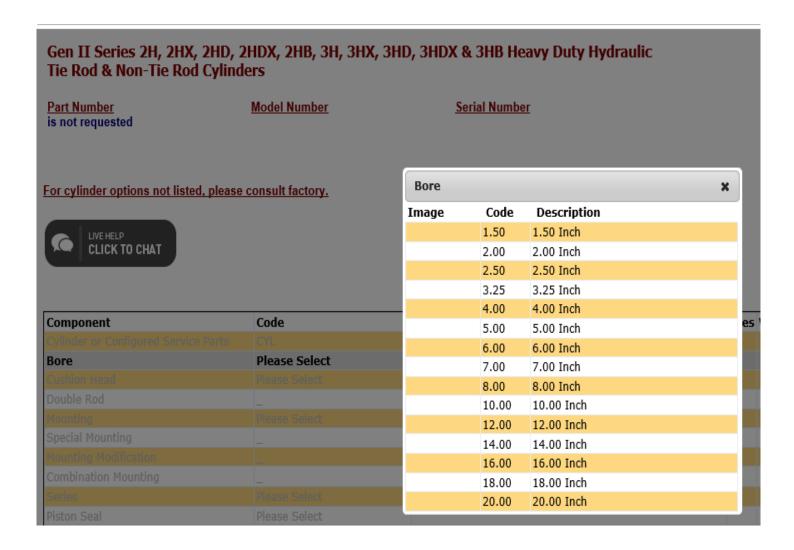
Component	Code	Description	Files	Warning	Special Instructions
Cylinder or Configured Service Parts					
Bore	Please Select				
Cushion Head					
Double Rod		Single Rod			
Mounting					
Special Mounting		Standard mounting style dimensions			
:Mounting Modification					

This will bring you to initial PH Configurator screen.

Live Chat is available during business hours for any questions.

There are various ways to get a list price with lead time

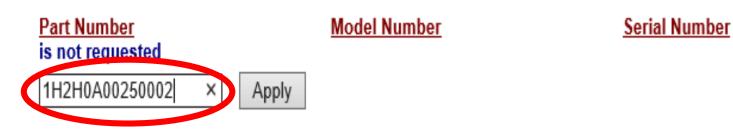
# Start the configuration to create a CPN-Cylinder Part Number





# Enter the existing Cylinder Part Number

Gen II Series 2H, 2HX, 2HD, 2HDX, 2HB, 3H, 3HX, 3HD, 3HDX & 3HB Heavy Duty Hydraulic Tie Rod & Non-Tie Rod Cylinders



Click on the words 'Cylinder Part Number' and a box will be displayed

Enter Cylinder Part Number

Click Apply



# Gen II Series 2H, 2HX, 2HD, 2HDX, 2HB, 3H, 3HX, 3HD, 3HDX & 3HB Heavy Duty Hydraulid English Tie Rod & Non-Tie Rod Cylinders

PCS<sup>TM</sup>
Release: 2017.10.2.1448
Supports: IE 11+,**Chrome**,
Safari 3.x, Opera 45+ (mozilla

(mozilla (5.0) FAQ

Part Number is not requested

Model Number 2.00BB2HDHNHT124A12.000 **Serial Number** 

For cylinder options not listed, please consult factory.

List Lead Time (Days)
\$1103.23
(UNITED STATES DOLLAR)

LIVE HELP
CLICK TO CHAT

Add to Order
Go To Catalog
Search

Add to Order
Cont. Series
Entry

Refresh

Add to Order
Go To Place An
Order

Quit

			CPN	Generate CAD.	Clear Config.	
Component	Code	Description	Files Warning Special Instructions			
Cylinder or Configured Service Parts						
Bore	2.00	2.00 Inch				
Cushion Head	_	No Cushion Head				

- •CPN sequential
- •1H2H.... for Industrial Cylinder products and then the Series



# Enter the Serial Number

Gen II Series 2H, 2HX, 2HD, 2HDX, 2HB, 3H, 3HX, 3HD, 3HDX & 3HB Heavy Duty Hydraulid English **Tie Rod & Non-Tie Rod Cylinders** 

Parker Release: 2017.10.2.1448

Part Number is not requested **Model Number** 

**Serial Number** 

Supports: IE 11+, Chrome, Safari 3.x, Opera 45+ (mozilla

**FAQ** 

G4051850001D

Apply

For cylinder options not listed, please consult factory.





### Enter the serial number or PTS ID into any configurator Click APPLY and CPN and Configuration will populate





# Let's walk through Example of Configuring cylinders



# Editing an Existing Cylinder Part Number

#### Series CHE & CHD Compact Hydraulic Cylinders

Part Number Model Number Serial Number 1H000003149 25TCHEBT4A56

For cylinder options not listed, please consult factory.

\$280.96 (UNITED STATES DOLLAR)

Component	Code	Description
Cylinder or Configured Service Parts	CYL	Cylinder
Bore	25	25mm
Double Rod		Single Rod
Mounting Style	Т	T - Standard Mount
Series		CHE - Aluminum Body Compact Hydraulic Cylinder
Piston	В	B - Non-Magnetic Piston
Port Type	T	T - SAE Straight Thread O-Ring
Seals	1	Standard (Class 1)
Special Modifications		No Special Modifications
Piston Rod End	4	4 - Style 4 Small Male
Piston Rod End Thread	A.	A - Imperial (UNF, UNC, UN, BSF)
Stroke	56	mm
Port Type - Both Ends	T	T - SAE Straight Thread O-Ring
Port Size - Both Ends	SA2	#2 SAE
Port Location	1	Ports Position 1

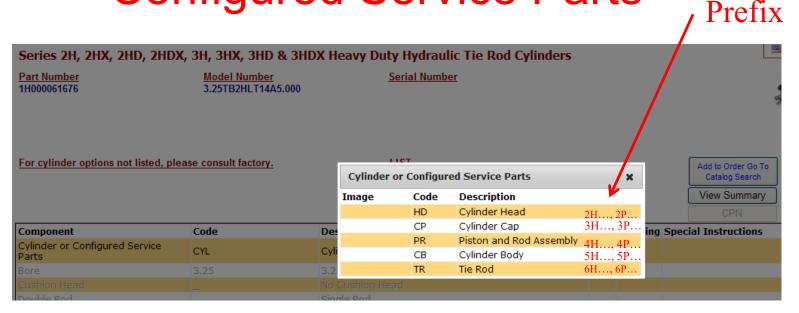
Part Special Instructions:

Click to edit selections for a new CPN

- 1) Enter Cylinder Part Number you want to edit
- 2) Click on "Edit Selections for a new CPN"
- 3) Make necessary changes (some cylinder component selections will have changed back to default, so verify if you need to change any of these)
- 4) Click on CPN button for new Cylinder part Number
- \*\*note \* if consult mfg then please start quote process through the configurator)



Configured Service Parts



More than complete cylinders can be configured with unique CPN and list price.... The PH Connect Configurator needs to be used for any configurable service part. Steps:

- 1) Configure the cylinder
- 2) Click on CPN and generate a number (or if you already have the CPN you can enter it without configuring it again
- 3) Configurator attributes will be locked down and you will not be able to edit
- 4) Choose from configured service part; cylinder head, cap, piston and rod assembly, cylinder body or tie rod. All the same selections for the cylinder will remain the same for the service part. The Configured Service Part number assigned will have a unique prefix as you can see from diagram above, but the suffix will be the same as the cylinder

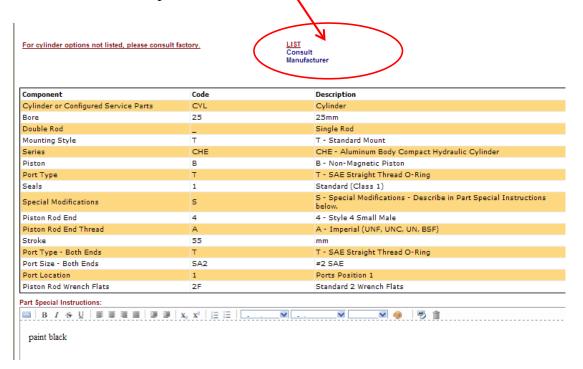
# **Configurator as Quote Portal**

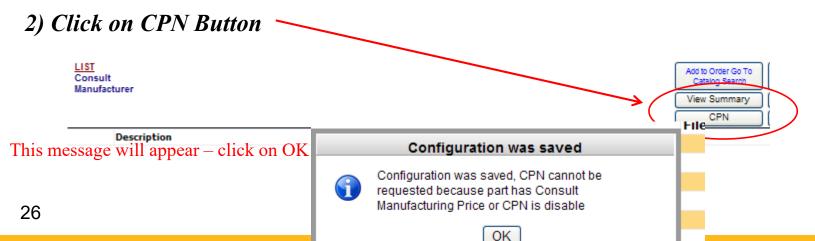


### **Consult Manufacturer**

- The configurator is the required quote portal for all configured cylinders and configured service parts.
- Use the following email box for quoting custom kits, custom cylinders, accessories, obsolete products, etc — <a href="mailto:cylpricing@parker.com">cylpricing@parker.com</a>
  - No longer use the Regional Plant mailbox for quotes. Regional Plant Mailbox will still be active for orders, expedites, ATRs, etc
- If a cylinder or service part does not generate a list price based on the selections you have chosen, special instructions you have noted, or due to a quote needed for per a dwg, "Consult Manufacturer" will be displayed under List Price
- The next few slides will demonstrate how this new quote portal will work

1) Configure cylinder and "Consult Manufacturer" is displayed





3) You will see a reference # under the Part Number  $\frac{P}{20}$ 

Part Number 201380

And Consult Manufacturer now becomes active for email

<u>LIST</u> Consult Manufacturer

# TO START THE QUOTE PROCESS, THE CONSULT MANUFACTURER LINK MUST BE CLICKED

4) Click on Consult Manufacturer and Request Special Price box will appear, beginning the quote process

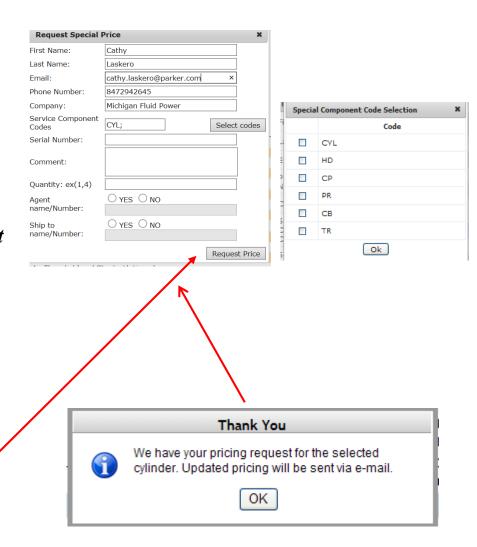
First Name:	Laskero		
Last Name:	Cathy		
Email:	cathy.laskero@parker.com		
Phone Number:	847-294-2645		Phone # required
Company:		Spec	cial Component Code Selection
Service Component Codes	CYL; Select codes		Code
	<del></del>	√	CYL
Serial Number:	AA123456A	<b>V</b>	HD
			СР
Comment:			PR
Notify			СВ
Emails:			TRS
	Request Price		TR
			Ok

5) Click on 'Select Codes 'if you are looking for quote on replacement service parts also

Click on specific part and click ok

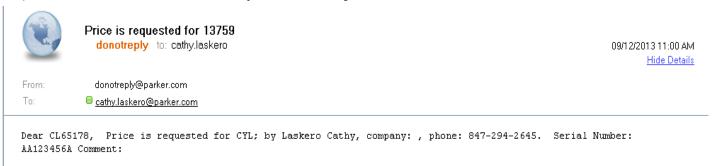


- 6) Critical If this is replacement business please enter serial number in this box
- 7) If you require service kits for special cylinder, put note in comment field so you do not have to create another email request to CYLPricing. We have the 'Seal Kit Program' that will supply kits for majority of cylinders please use this program
- 8) Enter quantity.
- 9) If quote is for agent or ship to deal customer it is very important that the accurate box is checked so we do not have to do revisions.
- 10) Click on Request Price and you will be advised that your request is being processed

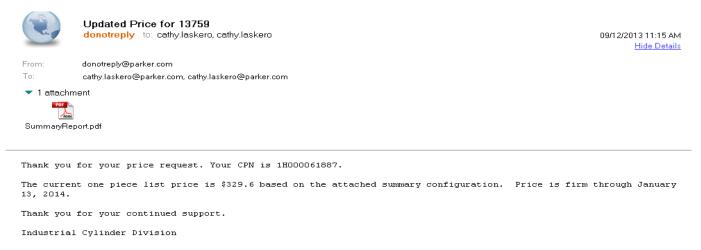




#### 11) An email will be sent to you with reference #



# 12) You will get an email back with reference number, Cylinder Part Number, 1 piece list price and Summary Report.



\*\*If cylinder configuration needs to be processed on a quote you will be notified of that and the formal quote process will begin.

# Cylinder Quote per Drawing

For cylinder options not listed, please consult factory.

LIST
Consult



- Create Configuration
- Enter Customer Drawing # in 'Part Special Instructions'



Email us: cylproductinfo@parker.com

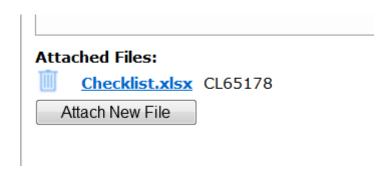
# Cylinder Quote per Drawing

- Browse for File
- Upload File

#### **Attached Files:**

File: C:\Users\CL65178\Deskt Browse Upload File

Your file with show as being attached



 Continue with quote process by Clicking On CPN and then the Consult Manufacture Link



# **Order Entry**

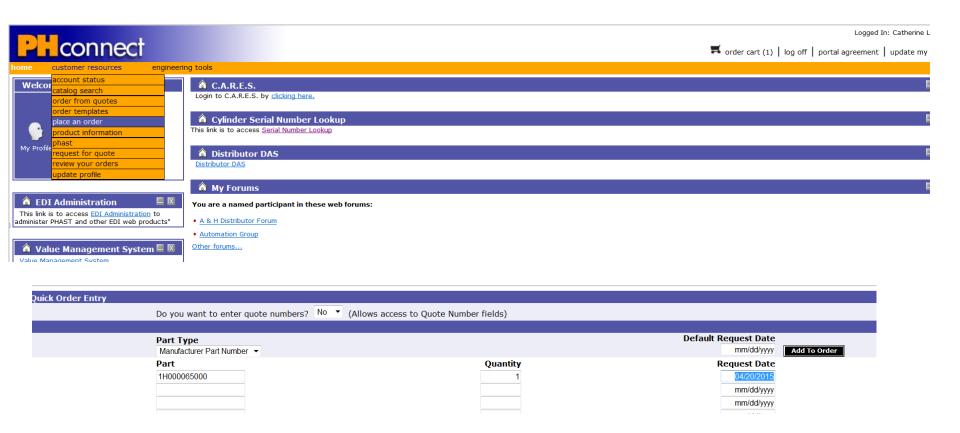


# **Entering Orders**

- PH Connect will be the preferred electronic form of order entry.
- Cylinder Part Number will be required to enter orders for cylinders and configured service parts
- Orders entered via quotes, for an agent customer or for a special SPA for ship to customer, will flow through our mainframe correctly, giving you accurate pricing on your acknowledgment and invoice



# **Option 1: Customer Resources/Place Order**



There is no need to use the configurator. Enter CPN, quantity and request date.

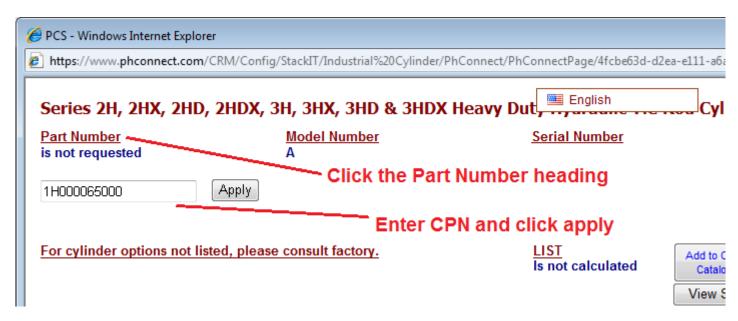


## Takes 24 hours to get a CPN into PMCS catalogs in PH Connect

## Option 2: Customer Resources/Catalog Search

Go back into configurator

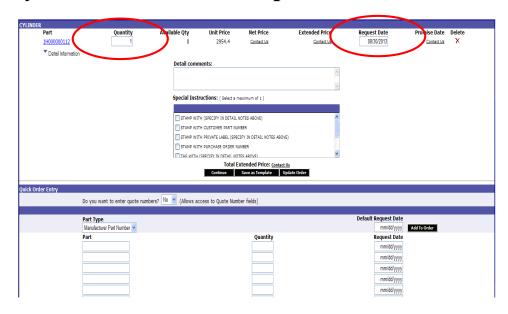




Details will come up and you can Add To Order



You will be bought back to PH Connect screen and the part you just configured will display in your shopping cart. From here you can change the order quantity and enter a request date—the date you want Parker to ship.



If the date you require for shipment is before standard lead time a message will be displayed





# **Detail comment box**



Please try to not use detail comments unless necessary.

- Any note pertaining to configuration of a cylinder should be part of CPN #
- Any note regarding tagging should use special instructions box
- Any serial number reference should be put in email box
- Any drawing reference file should be attached when creating cylinder configuration



1 0 \$4287.25 \$4287.25 \$4287.25 \$11/30/2018 Contact Us

Total Extended Price: \$7643.55

ntinue Save as Template Update Order

# Your order will be displayed one final time. Hit continue

This screen will not show your discounting.

Discounts will be applied after your order is submitted



Detail Information

# **Entering orders for Special Pricing**



# \*Exception Pricing Quotes\*

\*OEM Agency Deals \*

\*\*SPA (Ship to deals)\*\*

There are many pricing programs that are offered to distribution to allow a competitive advantage. Please take note on how to enter orders with special quotes, agency deals or SPA deals. We want to make sure that you get the correct pricing on your orders.



# Exception Pricing





#### QUOTATION

TO: CATCHING FLUID POWER 881 REMINGTON BLVD

BOLINGBROOK, IL

ATTENTION: PURCHASING DEPT

#### **Parker Hannifin Corporation**

DES PLAINES, IL 60016

PHONE 847-298-2400

60440

#### CUSTOMER'S ORIGINAL COPY

WHEN ORDERING PLEASE REFER TO THIS NUMBER QUOTATION NO. UA11071101

DATE: 07/18/11

TERMS: NET 30 DAYS

F.O.B.: XXXXXXXXXXXXXXXXXXXXX

REFERENCE:

INQUIRY DATE:

EFFECTIVE DATE: 07/11/11

ITEM	QUANTITY	PARKER PART NO.	CUSTOMER PART NO.		UNIT PRICE
20 STD	15 88	TH000001422 1.00T3LCU14A26.000 BRAND: PARKER	QUOTE EXPIRES:	07/11/12	336.6800
		MINIK	MUM ORDER: \$100.00	** TOTAL **	336.6800

When a quote is issued By Des Plaines quote Cell you are emailed a quote with a valid Quote #. This is stored in our mainframe system.

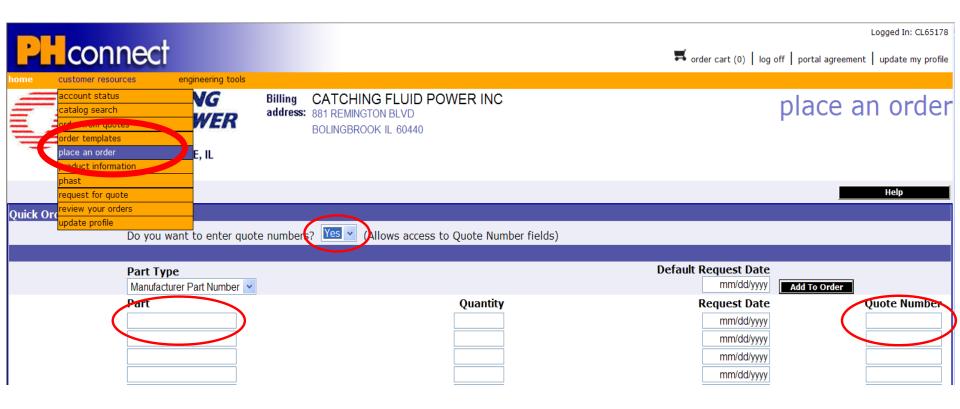
When entering an order, whether it be Manual, EDI or via PH Connect, the quote number will be required in order to receive special pricing.

Once the order is placed, the Mainframe system will search all quotes and match on 4 criteria to verify that the order should get special pricing.

It will match on:

Ouote # Part Number Bill-To **Ouantity** 





When placing an order via PH Connect, click on "Place an order" Click on Yes for the question:

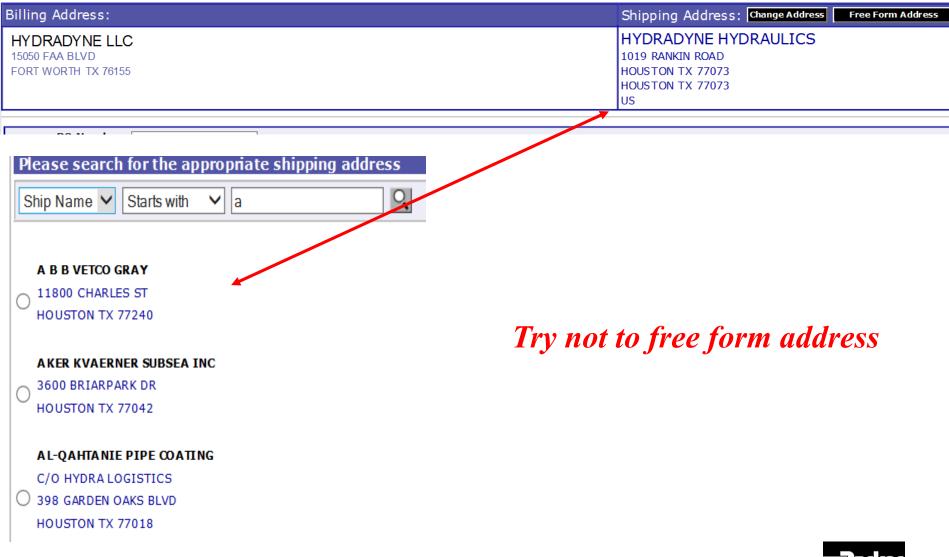
'Do you want to enter quote numbers? You will need to enter each of the parts manually and enter the quote number for each line that has special discounting



### \*\*If you enter an invalid quote or expired quote it will be displayed

Message Center						
Added 1 of part 1H2 0000250472 to shopping art 1HCU000025 472 - QUOTE IS EXPIRED						
HYDRADYNE LLG						
15050 FAA BLVD						
FORT WORTH TX 76155						
CYLINDER						
	Quantity Available Qty  1 0	Unit Price	Net Price	Extended Price	Request Date 04/20/2019	Promise Date
1HCU0000250472		\$26,752.1	\$26,752.1	\$26,752.1	04/20/2019	Contact Us
Detail Information						
**Unfortunately,	the price shown	at this ti	me is the	e list price – .	not price of	n auote
	Processing			F	P. C. C.	4
				CL		
COMMAND ==>						
Quote: UA1804126	O HYDRADYNE	IIC F	P DIV	HOLL	Eff-Dat	e: 0412
•		LLC				
Loc: <mark>1A</mark> Pur-Agnt			>	tat: Ņ	Exp-Dat	
Corres No:				Inquiry:	REF#/82	393
Slsm:		Cu	rrCd:	InqDt	:	Cmnt:
Sold-To: 442161_	Ship-To:			Delete Fl	ag:	Ente
FOB: EUC				Update R		
				Dflt Dis		
	8 WEEKS					_ Main
Nonstd Delv:				Dflt Fct		_ Last
QUOTE ENTERED:	041218 115	648		QUOTE SEN	Т:	041318
		D	FTA	T		
Seq Prt/Cust Pr	rt_Cntrct Lo	ength/P		O±v = E	ff Pric	e/Cost
		ing chi/ P	Tou			
. 1HCU0000250472	<u></u>			041	218 68	90.0000
^^1			1 A E D * *	CM	TV	

#### At this time you can change the shipping address





PO Number:	1	
Carrier:	+'UPS GROUND	2
Agency:		
Notes:	,	^
		V
Mark Number		

- 1) Type in PO number.
- 2) Choose carrier.



# **AGENCY ORDERS**

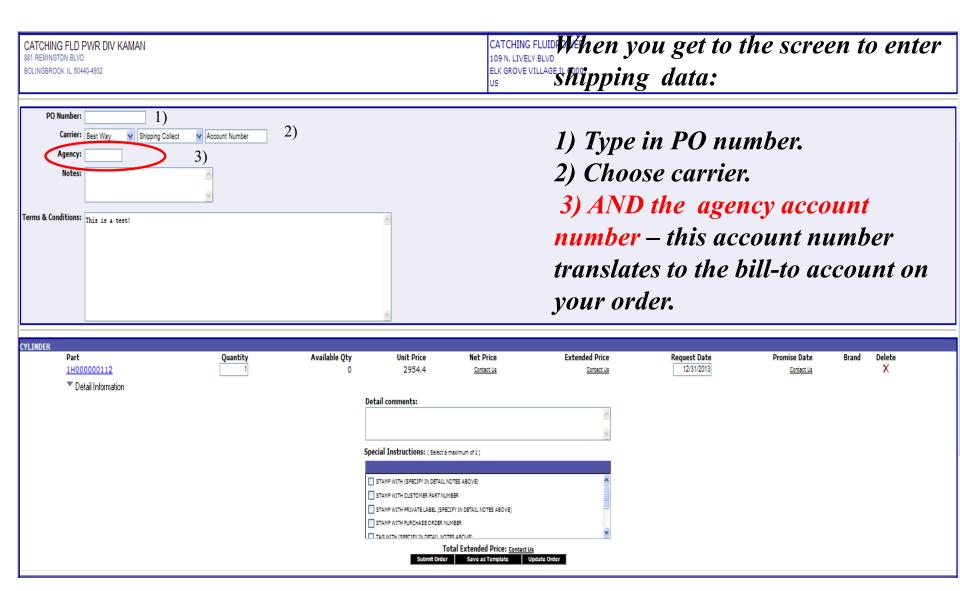




Agency deals are those in which Parker is billing an account on behalf of a distributor

•The correct pricing will be validated on the following information Bill-to Product code









## **SPA Deals**

SPA deals are those in which you must ship to a specific ship to customer

Cannot free form an address

•The correct pricing will be validated on the following information Ship to

Product code



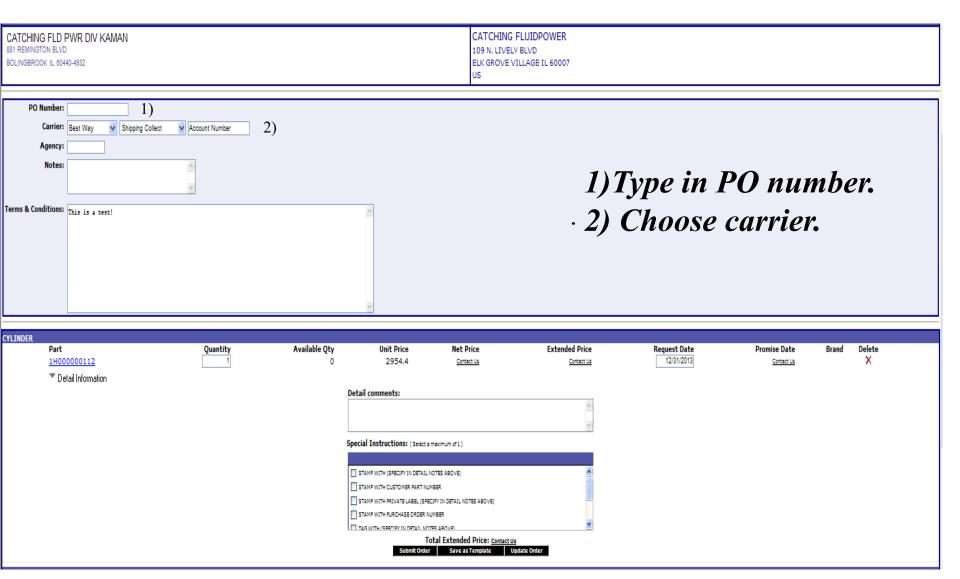


### Do not free form address

Change the address from pull down box.

If the ship to Address is not listed under the pull down menu, contact Mary Olsen (molsen@parker.com) to set address up for you prior to completing order or you will not get accurate discount.



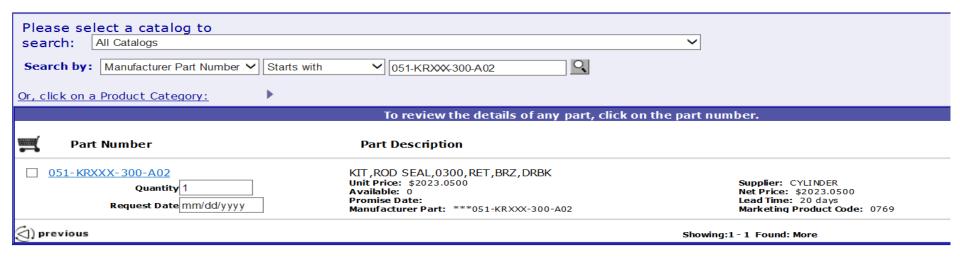






## **Obsoleted Products**

Unit price and net will be the same - no discount is shown at all



#### Unlike active parts which will unit price, discount and net price

	To review the details of any part, click on the part number.				
Part Number	Part Description				
Quantity 1  Request Date mm/dd/yyyy	GLAND KIT 2H GENII 0062 GRP 2 Unit Price: \$96.4500 Discount: 39.00% Net Price: \$58.8345 Lead Time: 20 days Marketing Product Code: 0053	Supplier: CYLINDER Available: 0 Promise Date: Manufacturer Part: ***RG2AHLG062			
(1) previous		Showing:1 - 1 Found: More			

#### **Contact information:**

Cathy Laskero

Division Quote/Tech Manager

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Phone: 847-294-2645

**Kevin Osmon** 

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Ken Schoo

Value Stream Leader – (configurator quote cell)

Email: <u>kschoo@parker.com</u>

Phone:847-294-2704

Mary Olsen

Specialty Clerk – (SPA program)

Email: molsen@parker.com

Phone:847-298-2400



## **Questions?**

