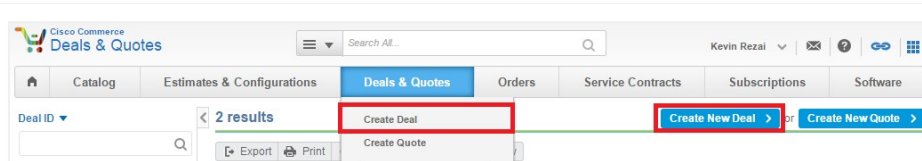


# 提交 Meraki NFR 交易

## 创建交易

1 点击“创建交易”



## 提供合作伙伴、客户和交易信息

2 输入交易信息，并选择渠道客户经理 (CAM)

3 选择最终客户：

- 选择您的首选语言或选择“快速搜索（仅限英语）”
- 在搜索框中键入最终客户的名称，然后从系统生成的列表中进行选择（如果有多个地址，请选择总部地址）
- 如果所需的最终客户在系统中不存在，请点击“创建客户”

4 输入合作伙伴和最终客户联系信息

5 点击“创建交易”

**Create a Deal**

**Deal Name \*** \* Required Field  
Meraki Test

**Cisco Channel Account Manager (CAM) \*** Cisco Account Manager (AM)  
(To be assigned by Cisco.)  
Select CAM

Find your CAM with the CAM Locator.

**CONTACT & ADDRESSES**

**End Customer \***

**Partner \***  
MERAKI CHANNEL TEST SIGNUP

**End Customer \***

**+ Select an End Customer**

English Chinese Japanese Korean

**NEW** Faster Search (English Only)

First Name Last Name

Title

Phone Number

Email Address

Company Website

Cancel **Create Deal**

# 提交 Meraki NFR 交易

## 提供合作伙伴、客户和交易信息

- 6 按照以下说明输入交易信息：
- 预期用途：选择“内部业务用途”或“实验”
  - 交易类别：选择“其他-转售/基础设施”
  - 价目表：选择您所在地区的价目表
  - 预计成交日期
  - 思科硬件和软件的预计价目表金额

7 点击“保存并继续”

- 8 在“激励计划”下，勾选“不用于转售 (NFR)”复选框，然后点击“保存并继续”
- 促销计划名称在各个价目表中可能略有不同

9 填写 NFR 问卷

10 点击“保存并继续”

Deal Description:

Intended Use: \* Please Select

Deal Category: \* Please Select

Deal Source: Get Refreshed

Deal Type: Purchase

Probability of Closing: 25% - Low

Price List: \* Please Select

Expected Closing Date: \*

Expected Cisco Hardware and Software List Amount: \* \$ 0.00

Expected Cisco Service List Amount: \$ 0.00

Total Expected Amount: \* \$ 0.00

Standalone Incentives

Partner Internal Use View Stack (China Collaboration Demo Kit Promotion)

Partner Internal Use View Stack (NFR Demo Lab - China)

Partner Internal Use View Stack (NFR Internal Infrastructure - China)

# 提交 Meraki NFR 交易

## 提供合作伙伴、客户和交易信息

- 11 从“购买方法”下拉列表中选择一种购买方法
- 2 级合作伙伴必须选择总代理商
  - 1 级合作伙伴可以选择“思科”

- 12 从下拉列表中选择“安装地点国家/地区”和“服务对象国家/地区”

- 13 点击“保存并继续”

- 14 添加产品：
- 输入产品 SKU 和数量，或者
  - 在“操作”下选择“导入已保存的配置”，上传物料清单 (BOM)

Deal Quote Review and Submit Order

Save and Continue >

Billing information is Optional

Price List  
Global Price List US Availability

Buy Method  
-- Please Select --

Billing Information ⓘ  
CISCO SYSTEMS INC FOR US INTERNAL DEMO EVAL ONLY

Billing ID 14852  
Address PO BOX 641570, CISCO SYTEMS, SAN JOSE, CA, US  
Operating Unit CISCO US OPERATING UNIT

Install Information  
Install Site: \*  
Either enter a partial Install Site address:  
UNITED STATES OR + Add a Full Install Site...  
Please specify an Install Site. A full install site is optional at this stage, however the minimum of a country is required. You can change the default install site for new items at any time.

Service To Information  
Service To ⓘ  
Either enter a partial Service To address:  
UNITED STATES OR + Add a Full Service To...  
Please specify a Service To.

Deal Quote Review and Submit Order

Items Discounts & Credits Install Site Billing

Save Save and Continue >

Set item preferences for this quote v

Search by SKU, Description and Product Family Qty Add

Find Products and Solutions Actions v

Buy Method Select More v

Import a Saved Configuration

# 提交 Meraki NFR 交易

## 共享交易

15 点击“提交报价供审批”

16 与您的 Meraki 销售代表共享该交易  
注意：请使用您的 Meraki 销售代表的思科 ID，而不要使用他们的 Meraki 邮箱地址。

