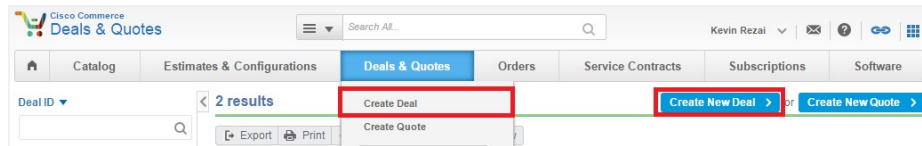


提交 Meraki OIP 交易

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)
Select CAM (To be assigned by Cisco.)
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 OIP 交易

提供合作伙伴、客户和交易信息

按照以下说明输入交易信息：

- 预期用途：选择“转售”
- 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

点击“保存并继续”

在“激励计划”下，勾选“新机遇激励计划 - 中文 CNY”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

填写 OIP/寻找商机问卷

点击“保存并继续”

The screenshot shows the Meraki OIP transaction submission interface. The form is divided into sections: Deal, Quote, Review and Submit, and Order. The 'Review and Submit' section is active, showing fields for Deal Description, Intended Use, Deal Category, Deal Source, Deal Type, Probability of Closing, Price List, Expected Closing Date, Expected Cisco Hardware and Software List Amount, Expected Cisco Service List Amount, and Total Expected Amount. The 'Hunting (China)' section is also visible, showing a list of opportunities with checkboxes and 'View Stack' links. Red boxes highlight the 'Price List', 'Expected Closing Date', 'Expected Cisco Hardware and Software List Amount', 'Expected Cisco Service List Amount', 'Total Expected Amount', and the 'New Opportunity' checkbox for 'Opportunity Incentive Program China CNY'.

提交 Meraki OIP 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)

注意：如果您不知道要包括哪些 SKU，请完成“提交交易供资格审查”，日后再上传 BOM。

The screenshot shows the 'Quote' stage of a Meraki OIP transaction. The 'Billing information is Optional' section includes a 'Buy Method' dropdown menu (highlighted with a red box) and 'Billing Information' for 'CISCO SYSTEMS INC FOR US INTERNAL DEMO EVAL ONLY'. The 'Install Information' section has 'Install Site' and 'Service To' dropdown menus (both highlighted with red boxes) set to 'UNITED STATES'. There are 'OR' options and '+ Add a Full Install Site...' and '+ Add a Full Service To...' links. A 'Save and Continue >' button is in the top right.

The screenshot shows the 'Quote' stage with 'Set item preferences for this quote' expanded. It features a search bar (highlighted with a red box) with the text 'Search by SKU, Description and Product Family', a 'Qty' field, and an 'Add' button (highlighted with a red box). There are also 'Find Products and Solutions' and 'Actions' buttons (highlighted with a red box), and an 'Import a Saved Configuration' button (highlighted with a red box). A 'Buy Method' dropdown is visible at the bottom left.

提交 Meraki OIP 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。

