

# Submitting a Meraki Chinese New Year Pricing deal

## Create Deal

1 Click "Create Deal" and input deal information

- Select the Channel Account Manager (CAM)
- Select the End Customer
- Enter partner and end customer contact information

The screenshot shows the 'Create Deal' form in the Cisco Commerce Deals & Quotes interface. The form is titled 'Create Deal' and is part of the 'Deals & Quotes' section. The form includes the following fields and sections:

- Deal Name \***: A text input field with a red asterisk indicating it is a required field.
- Check this box to Create and register Enterprise Agreement Deal. Note: EA deal needs to be Qualified before adding any items.
- [Click here to check your EA purchase options](#)
- Cisco Channel Account Manager (CAM) \***: A dropdown menu with a red asterisk.
- Cisco Account Manager (AM)**: A text input field with the placeholder '(To be assigned by Cisco.)'
- Buying on behalf of**: A dropdown menu with a red asterisk.
- Find your CAM with the CAM Locator:** A section with a text input field for 'Email' and a placeholder '@cisco.com'.
- CONTACT & ADDRESSES**: A section with a blue header and a red asterisk.
- End Customer \***: A section with a blue header and a red asterisk.
- Partner \***: A dropdown menu with a red asterisk.
- End Customer \***: A section with a blue header and a red asterisk, containing a '+ Select an End Customer' button and a 'NEW Faster Search (English Only)' button.
- First Name**: A text input field with a red asterisk.
- Last Name**: A text input field with a red asterisk.
- Title**: A text input field with a red asterisk.
- Phone Number**: A text input field with a red asterisk.
- Email Address**: A text input field with a red asterisk.
- Company Website**: A text input field with a red asterisk.

At the bottom right of the form, there are two buttons: 'Cancel' and 'Create Deal'.

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Provide partner, customer, and deal info

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Enter the deal information:

- Intended Use: "Resale"
- Deal Category: "Other-Resale/Infrastructure"
- Price List: Your region's price list
- Expected Closing Date
- Expected Cisco Hardware and Software List Amount

Click "Save and Continue"

3

Under Incentives select, "Meraki Chinese New Year Pricing - Hong Kong" checkbox

Click "Save and Continue"

The screenshot displays the Meraki deal submission interface. The top section shows the 'Deal' tab selected, with fields for DEAL ID, QUOTE NUMBER, QUOTE STATUS (NOT SUBMITTED), NON-STANDARD STATUS (NOT REQUESTED), and SMART ACCOUNT ASSIGNMENT (Assign Smart Account). The EXPIRY DATE is N/A. Below this, there are tabs for Deal, Quote, Review, Approvals, Order, and Deal History. The 'Deal' tab is active, showing 'Who's Involved', 'About the Deal', 'Incentives', and 'Questionnaire' sections. The 'Deal Description' field is empty. The 'Price List' dropdown is set to 'Global Asia-Pac Price List in US dollars'. The 'Expected Closing Date' is 31-Jan-2020. The 'Expected Cisco Hardware and Software List Amount' is \$ 0. The 'Expected Cisco Service List Amount' is \$ 0.00. The 'Total Expected Amount' is \$ 0.00. The 'Intended Use' dropdown is set to 'Resale' and the 'Deal Category' dropdown is set to 'Other-Resale/Infrastructure'. The 'Deal Source' is 'Partner Sales Activity' and the 'Deal Type' is 'Purchase'. The 'Probability of Closing' is 25% - Low. The bottom section shows the 'Incentives' tab selected, with a 'Special Offers' section. Two checkboxes are visible: one checked for 'GC Special Offers (Meraki Chinese New Year Pricing - Hong Kong)' and one unchecked for 'GC Special Offers (C9200 Upgrade Bundle for C2960X Upgrade - HK)'. Both checkboxes are highlighted with a red box.

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4 Answer the "Meraki Chinese New Year Pricing" questionnaire

Click "Save and Continue"

5 Select a "Buy Method"

- 2-Tier partners must select a distributor
- 1-Tier partners can select "Cisco"

6 Select the Install Site Country and Service to Country from the drop-down

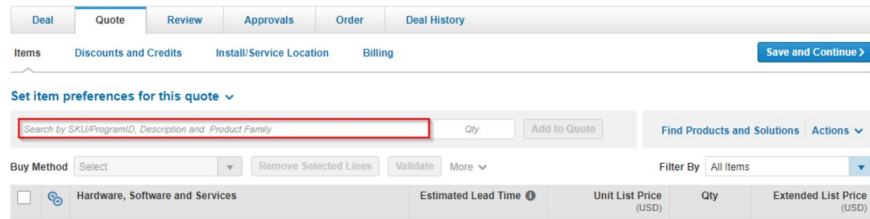
Click "Save and Continue"

The screenshot displays the 'QUOTES OVERVIEW' page for a quote named 'test'. The top navigation bar includes tabs for Deal, Quote, Review, Approvals, Order, and Deal History. Below this, there are sections for 'Who's Involved', 'About the Deal', 'Incentives', and 'Questionnaire'. A 'Special Offers' section is visible, showing details for 'GC Special Offers' with a reward code 'BR-Mera-200725-07635' and a reward name 'Meraki Chinese New Year Pricing - Hong Kong'. A red box highlights the question 'Is your customer based in Greater China?' with radio buttons for 'Yes' (selected) and 'No'. Below this, another 'QUOTES OVERVIEW' section shows details for a quote with ID '45574043' and number '4723540143'. The 'Buy Method' dropdown is highlighted with a red box and shows 'Please Select'. The 'Billing Address' section has a '+ Select Billing Address' button. The 'Install Site' section has a dropdown set to 'HONG KONG' and a '+ Add a Full Install Site' button. The 'Service Location' section also has a dropdown set to 'HONG KONG' and a '+ Add a Full Service Location' button. The 'Ship To' section has a dropdown set to 'HONG KONG'. A 'Save and Continue' button is located at the bottom right of the form.

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## Add products:

- Enter a product SKU and quantity OR
- Upload a BOM under “Actions” by selecting, “Import a Saved Configuration”

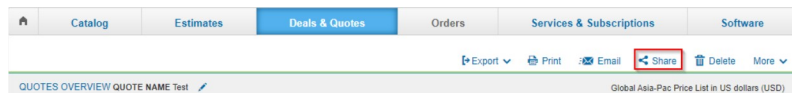


The screenshot shows the 'Quote' tab in the Meraki interface. The top navigation bar includes 'Deal', 'Quote', 'Review', 'Approvals', 'Order', and 'Deal History'. Below this, there are tabs for 'Items', 'Discounts and Credits', 'Install/Service Location', and 'Billing', with a 'Save and Continue' button on the right. A search bar is present with the placeholder text 'Search by SKU/ProgramID, Description and Product Family'. Below the search bar, there are options for 'Buy Method' (Set), 'Remove Selected Lines', 'Validate', and 'More'. A 'Filter By' dropdown is set to 'All Items'. At the bottom, a table header is visible with columns for 'Hardware, Software and Services', 'Estimated Lead Time', 'Unit List Price (USD)', 'Qty', and 'Extended List Price (USD)'.

8 Click “Submit Quote for Approval”

9 Share the deal with your Meraki sales rep

Note: Use your Meraki sales rep’s Cisco ID, NOT their Meraki email address.



The screenshot shows the 'Deals & Quotes' tab in the Meraki interface. The top navigation bar includes 'Catalog', 'Estimates', 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. Below this, there are buttons for 'Export', 'Print', 'Email', 'Share', 'Delete', and 'More'. The 'Share' button is highlighted with a red box. Below the buttons, there is a section for 'QUOTES OVERVIEW' with a search bar and a dropdown menu. At the bottom right, there is a note: 'Global Asia-Pac Price List in US dollars (USD)'.