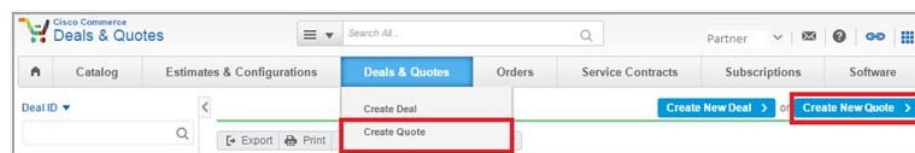


提交 Meraki 快速报价

创建交易

1 点击“创建报价”



提供合作伙伴、客户和交易信息

2 输入报价信息，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 *
Meraki Test

Cisco Channel Account Manager (CAM) *
Select CAM
Find your CAM with the CAM Locator.

Cisco Account Manager (AM)
(To be assigned by Cisco.)

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 快速报价

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“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

- 7 点击“保存并继续”

The screenshot shows the 'Deal' tab of a Meraki system interface. The form is titled 'About the Deal' and includes the following fields and options:

- Deal Description:** A large text input field.
- Intended Use:** A dropdown menu with 'Please Select' selected.
- Deal Category:** A dropdown menu with 'Please Select' selected.
- Deal Source:** A dropdown menu with 'Get Refreshed' selected.
- Deal Type:** A dropdown menu with 'Purchase' selected.
- Probability of Closing:** A dropdown menu with '25% - Low' selected.
- Price List:** A dropdown menu with 'Please Select' selected, marked as a required field.
- Expected Closing Date:** A date input field.
- Expected Cisco Hardware and Software List Amount:** A text input field with '\$' and '0.00'.
- Expected Cisco Service List Amount:** A text input field with '\$' and '0.00'.
- Total Expected Amount:** A text input field with '\$' and '0.00'.

Buttons for 'Save' and 'Save and Continue >' are located at the top right of the form.

提交 Meraki 快速报价

提供合作伙伴、客户和交易信息

- 8 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”
- 9 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”
- 10 点击“保存并继续”
- 11 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 an 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 快速报价

共享交易

- 12 点击“提交报价供审批”
- 13 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。

