

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 divided into several sections:

- Deal Name:** A required text field with a red asterisk.
- Checkboxes:** An unchecked checkbox for 'Check this box to Create and register Enterprise Agreement Deal'. A note below states: 'Note: EA deal needs to be Qualified before adding any items.' A link is provided: 'Click here to check your EA purchase options'.
- Cisco Channel Account Manager (CAM):** A dropdown menu with 'Select' as the current value.
- Cisco Account Manager (AM):** A text field with '(To be assigned by Cisco.)' as a placeholder.
- Buying on behalf of:** A dropdown menu with 'Select' as the current value.
- Find your CAM with the CAM Locator:** A section with a 'Suggested Account Manager' field containing an email address and '@cisco.com'.
- CONTACT & ADDRESSES:** A section with a 'Partner' field and a 'Select an End Customer' dropdown menu. The dropdown menu has options for 'English', 'Chinese', 'Japanese', and 'Korean', with a 'NEW Faster Search (English Only)' option highlighted. To the right of this section are five required text fields: 'First Name', 'Last Name', 'Title', 'Phone Number', 'Email Address', and 'Company Website'.

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

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Provide partner, customer, and deal info

2

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 'Intended Use' is set to 'Resale' and the 'Deal Category' is 'Other-Resale/Infrastructure'. The 'Deal Source' is 'Partner Sales Activity' and the 'Deal Type' is 'Purchase'. The 'Probability of Closing' is '25% - Low'. The 'Price List' is '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 'Incentives' tab is selected, showing a 'Special Offers' section with two options: 'GC Special Offers (Meraki Chinese New Year Pricing - Hong Kong)' and 'GC Special Offers (C9200 Upgrade Bundle for C2960X Upgrade - HK)'. The first option is checked and 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"

QUOTES OVERVIEW QUOTE NAME test Global Asia-Pac Price List in US dollars (USD)

DEAL ID 45574043	QUOTE NUMBER 4723540143	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	NON-STANDARD STATUS NOT REQUESTED	SMART ACCOUNT ASSIGNMENT Assign Smart Account
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EXPIRY DATE
N/A

Deal Quote Review Approvals Order Deal History

Who's Involved About the Deal Incentives Questionnaire **Save Save and Continue >**

*Required Field

Special Offers

Track GC Special Offers	Program Meraki Chinese New Year Pricing - HK-TW	Reward Code BR-Mera-200725-07635	Reward Name Meraki Chinese New Year Pricing - Hong Kong	Try and Buy Eligible No
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Is your customer based in Greater China? * Yes No

QUOTES OVERVIEW QUOTE NAME test Global Asia-Pac Price List in US dollars (USD)

DEAL ID 45574043	QUOTE NUMBER 4723540143	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	NON-STANDARD STATUS NOT REQUESTED	SMART ACCOUNT ASSIGNMENT Assign Smart Account
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EXPIRY DATE
N/A

Deal Quote Review Approvals Order Deal History

Save and Continue >

*Required Field

Buy Method **Please Select**

Install Site * **HONG KONG**

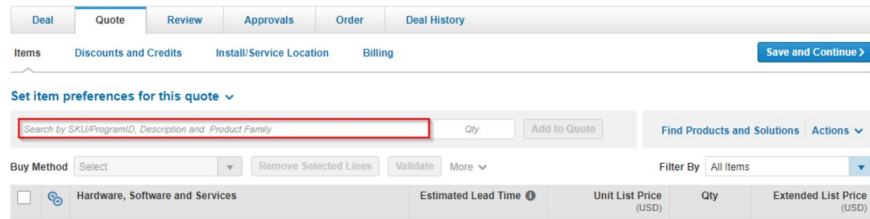
Service Location * **HONG KONG**

Ship To * **HONG KONG**

Submitting a Meraki Chinese New Year Pricing deal

Add products:

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

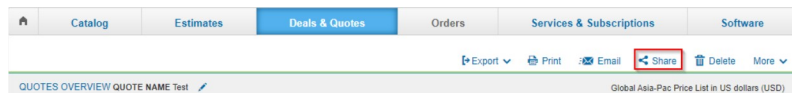


The screenshot shows the 'Quote' tab in the Meraki interface. The top navigation bar includes 'Deal', 'Quote', 'Review', 'Approvals', 'Order', and 'Deal History'. Below this, there are tabs for 'Items', 'Discounts and Credits', 'Install/Service Location', and 'Billing', with a 'Save and Continue' button 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'. 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 header for 'QUOTES OVERVIEW QUOTE NAME Test' and a note 'Global Asia-Pac Price List in US dollars (USD)'.