

# 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 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 'Select' as the current value.
- Cisco Account Manager (AM)**: A text input 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' input field and a '@cisco.com' placeholder. Below it, a note says 'Please suggest if you are already working with AM for this Deal'.
- CONTACT & ADDRESSES**: A section with two columns:
  - End Customer \***: A dropdown menu with 'Partner' selected.
  - End Customer \***: A button labeled '+ Select an End Customer' with a 'NEW Faster Search (English Only)' badge. Below it are links for 'English', 'Chinese', 'Japanese', and 'Korean'.
  - Form fields**: A series of input fields for 'First Name', 'Last Name', 'Title', 'Phone Number', 'Email Address', and 'Company Website', each with a red asterisk indicating it is a required field.
- Buttons**: 'Cancel' and 'Create Deal' buttons at the bottom right.

# Submitting a Meraki Chinese New Year Pricing deal

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 - China" checkbox

Click "Save and Continue"

QUOTES OVERVIEW QUOTE NAME Test Global Price List China in CNY (CNY)

DEAL ID 45964302	QUOTE NUMBER 4723937218	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 Description

Intended Use \*

Deal Category \*

Deal Source  
Partner Sales Activity

Deal Type  
Purchase

Probability of Closing  
25% - Low

Price List \*

Expected Closing Date \*  
31-Jan-2020

Expected Cisco Hardware and Software List Amount \*  
\$ 0

Expected Cisco Service List Amount  
\$ 0

Total Expected Amount \*  
\$ 0.00

QUOTES OVERVIEW QUOTE NAME Test Global Price List China in CNY (CNY)

DEAL ID 45964302	QUOTE NUMBER 4723937218	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 Description

Intended Use \*

Deal Category \*

Deal Source  
Partner Sales Activity

Deal Type  
Purchase

Probability of Closing  
25% - Low

Price List \*

Expected Closing Date \*  
31-Jan-2020

Expected Cisco Hardware and Software List Amount \*  
\$ 0

Expected Cisco Service List Amount  
\$ 0

Total Expected Amount \*  
\$ 0.00

Special Offers

- Promote SBTG product in China (Cisco Small Business Product Promotion) View Stack
- Whitespace (SGS and IH) View Stack
- GC Special Offers (Bundle Solution CNY) View Stack
- GC Special Offers (Meraki Chinese New Year Pricing - China) View Stack
- GC Special Offers (Dynamic Bundle in CNY) View Stack
- GC Special Offers (China Collaboration Refresh Program) View Stack

# Submitting a Meraki Chinese New Year Pricing deal

Provide partner, customer, and deal info

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 Meraki Chinese New Year Pricing questionnaire and configuration form. The top section shows the "QUOTES OVERVIEW" with fields for DEAL ID (489843E2), QUOTE NUMBER (4723937219), QUOTE STATUS (NOT SUBMITTED), NON-STANDARD STATUS (NOT REQUESTED), and SMART ACCOUNT ASSIGNMENT (Assign Smart Account). The EXPIRY DATE is N/A. Below this is a navigation bar with tabs for Deal, Quote, Review, Approvals, Order, and Deal History. The main content area is titled "Special Offers" and includes a table with columns for Track, Program, Reward Code, Reward Name, and Try and Buy Eligible. The table shows "GC Special Offers" for the "Meraki Chinese New Year Pricing" program with reward code "BR-Mera-200725-07639". A question "Is your customer based in Greater China?" is asked with radio buttons for Yes and No. Below this is another "QUOTES OVERVIEW" section with fields for DEAL ID (485719d9), QUOTE NUMBER (4723937219), QUOTE STATUS (NOT SUBMITTED), NON-STANDARD STATUS (NOT REQUESTED), and SMART ACCOUNT ASSIGNMENT (Assign Smart Account). The EXPIRY DATE is N/A. The main content area is titled "Buy Method" and includes a dropdown menu for "Buy Method" (currently set to "-- Please Select --") and a "Billing Address" field with a "+ Select Billing Address" button. Below this is the "Install Site" section with a dropdown menu for "Install Site" (currently set to "CHINA") and a "+ Add a Full Install Site" button. The "Service Location" section has a dropdown menu for "Service Location" (currently set to "CHINA") and a "+ Add a Full Service Location" button. The "Ship To" section has a dropdown menu for "Ship To" (currently set to "CHINA"). The form includes "Save and Continue" buttons at the bottom right of each section.

# Submitting a Meraki Chinese New Year Pricing deal

- 7 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. At the top, there are tabs for Deal, Quote, Review, Approvals, Order, and Deal History. Below these are sub-tabs for Items, Discounts and Credits, Install/Service Location, and Billing. A green message bar indicates 'Lines Removed Successfully.' Below this is a section for 'Set item preferences for this quote' with a search bar (highlighted with a red box) containing the text 'Search by SKU/ProgramID, Description and Product Family'. To the right of the search bar are fields for 'Qty' and an 'Add to Quote' button. Further right are links for 'Find Products and Solutions' and 'Actions'. Below the search bar is a 'Buy Method' dropdown menu set to 'Select', with buttons for 'Remove Selected Lines', 'Validate', and 'More'. A 'Filter By' dropdown is set to 'All Items'. At the bottom, there is a table header with columns: Hardware, Software and Services; Estimated Lead Time; Unit List Price (CNY); Qty; and Extended List Price (CNY).

## Share the deal

- 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. At the top, there are tabs for Catalog, Estimates, Deals & Quotes, Orders, Services & Subscriptions, and Software. Below these are links for Export, Print, Email, Share (highlighted with a red box), Delete, and More. Below the links is a header for 'QUOTES OVERVIEW QUOTE NAME Test' and a sub-header for 'Global Price List China in CNY (CNY)'.