

# 提交 Meraki 春节定价交易

## 创建交易

1 点击“Create Deal”（创建交易），然后输入交易信息

- 选择渠道客户经理 (CAM)
- 选择最终客户
- 输入合作伙伴和最终客户联系信息

The screenshot displays the Cisco Commerce Deals & Quotes interface. The top navigation bar includes the Cisco logo, the text 'Cisco Commerce Deals & Quotes', a search bar, and user information. Below the navigation bar, there are tabs for 'Catalog', 'Estimates', 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. The 'Deals & Quotes' tab is active, and a 'Create Deal' button is highlighted with a red box. Below the navigation bar, there are buttons for 'Export', 'Print', 'Email', 'Share', 'Delete', and 'More'. The main content area contains a form for creating a deal. The form includes a 'Deal Name' field, a checkbox for 'Create and register Enterprise Agreement Deal', a note about EA deal requirements, and a link to check EA purchase options. There are also dropdown menus for 'Cisco Channel Account Manager (CAM)', 'Cisco Account Manager (AM)', and 'Buying on behalf of'. Below these, there is a section for 'Suggested Account Manager' with an email input field. The 'CONTACT & ADDRESSES' section includes an 'End Customer' dropdown menu, a 'Partner' field, and a 'Select an End Customer' button with a 'NEW Faster Search (English Only)' label. To the right of the 'End Customer' dropdown are input fields for '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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提供合作伙伴、客户和交易信息

2 按照以下说明输入交易信息：

- 计划用途：“Resale”（转售）
- 交易类别：“Other-Resale/Infrastructure”（其他-转售/基础设施）
- 价目表：您所在地区的价目表
- 预计成交日期
- 思科硬件和软件预计价目表金额

点击“Save and Continue”（保存并继续）

3 在奖励计划中选择“Meraki Chinese New Year Pricing - China”（Meraki 春节定价 - 中国）复选框，然后点击“Save and Continue”（保存并继续）

The screenshot displays the Meraki CRM interface for a quote. The top section, titled 'QUOTES OVERVIEW QUOTE NAME Test', shows a summary of the quote with fields for DEAL ID, QUOTE NUMBER, QUOTE STATUS, NON-STANDARD STATUS, SMART ACCOUNT ASSIGNMENT, and EXPIRY DATE. Below this is a navigation bar with tabs for Deal, Quote, Review, Approvals, Order, and Deal History. The main content area is divided into two sections. The top section, 'Who's Involved', includes tabs for About the Deal, Incentives, and Questionnaire. The bottom section, 'Special Offers', lists various offers with checkboxes and 'View Stack' links. The 'Meraki Chinese New Year Pricing - China' offer is selected, indicated by a red box around the checkbox.

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提供合作伙伴、客户和交易信息

4 填写“Meraki Chinese New Year Pricing”（Meraki 春节定价）  
问卷  
点击“Save and Continue”  
（保存并继续）

5 从“Buy Method”（购买方法）下拉列表中选择一种

- 2 级合作伙伴必须选择总代理商
- 1 级合作伙伴可以选择“Cisco”

6 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”

点击“Save and Continue”（保存并继续）

The screenshot displays two sequential steps in the Meraki quote submission process. The top section, titled 'Special Offers', shows a table with columns for Track, Program, Reward Code, Reward Name, and Try and Buy Eligible. The 'Program' is 'Meraki Chinese New Year Pricing' and the 'Reward Code' is 'BR-Mera-200725-07639'. A question 'Is your customer based in Greater China?' is asked with 'Yes' and 'No' radio buttons. The bottom section shows the 'Buy Method' dropdown menu with a red box around the selection area, and three address selection sections: 'Billing Address', 'Install Site', and 'Service Location', each with a dropdown menu and a '+ Add' button.

Track	Program	Reward Code	Reward Name	Try and Buy Eligible
GC Special Offers	Meraki Chinese New Year Pricing	BR-Mera-200725-07639	Meraki Chinese New Year Pricing - China	No

Is your customer based in Greater China? \*  Yes  No

DEAL ID	QUOTE NUMBER	QUOTE STATUS	NON-STANDARD STATUS	SMART ACCOUNT ASSIGNMENT
489643E2	4T23937218	NOT SUBMITTED Incentive(s) Status	NOT REQUESTED	Assign Smart Account

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	Program	Reward Code	Reward Name	Try and Buy Eligible
GC Special Offers	Meraki Chinese New Year Pricing	BR-Mera-200725-07639	Meraki Chinese New Year Pricing - China	No

Is your customer based in Greater China? \*  Yes  No

DEAL ID	QUOTE NUMBER	QUOTE STATUS	NON-STANDARD STATUS	SMART ACCOUNT ASSIGNMENT
496716D9	4T23888810	NOT SUBMITTED Incentive(s) Status	NOT REQUESTED	Assign Smart Account

EXPIRY DATE  
N/A

Deal Quote Review Approvals Order Deal History

[Save and Continue >](#)

\*Required Field

Buy Method Billing Address <sup>Ⓢ</sup>

-- Please Select -- + Select Billing Address

Install Site <sup>Ⓢ</sup>

This address will be default for new items

CHINA OR + Add a Full Install Site

Service Location <sup>Ⓢ</sup>

[End Customer location using SaaS subscription]

This address will be default for new items

CHINA OR + Add a Full Service Location

Ship To <sup>Ⓢ</sup>

This address will be default for new items

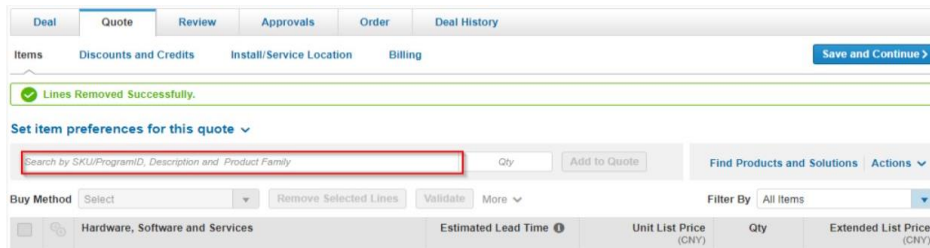
CHINA OR + Add a Full Ship To Location

[Save and Continue >](#)

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## 7 添加产品:

- 输入产品 SKU 和数量, 或者
- 在“Actions” (操作) 下选择“Import a Saved Configuration” (导入已保存的配置), 上传 BOM (物料清单)



## 共享该交易

## 8 点击“Submit Quote for Approval” (提交报价供审批)

## 9 与您的 Meraki 销售代表共享该交易

注意: 请使用您 Meraki 销售代表的 Cisco ID, 而不要使用他们的 Meraki 邮箱地址。

