

# CCW 中的 Meraki 折扣

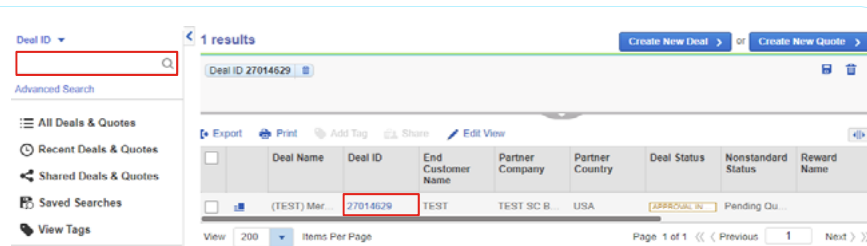
C97-739994-00 © 2017 思科和/或其附属公司。版权所有。思科机密

1. [搜索交易 ID](#)
2. [批准促销计划](#)
3. [添加非标准折扣](#)

# CCW 中的 Meraki 折扣

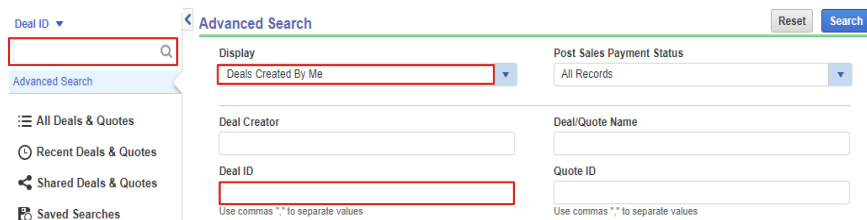
## 搜索交易 ID：基本搜索

- 1 点击“交易和报价”
  - 要获得最佳结果，请勿使用顶部的“搜索全部...”栏
- 2 在左边栏中，输入交易 ID



## 搜索交易 ID：高级搜索

- 3 在“交易和报价”下，点击“高级搜索”
- 4 将“显示”更改为“交易 ID 已知的交易” (“Deals for which ID is known”)
- 5 输入交易 ID
- 6 点击“搜索”



# CCW 中的 Meraki 折扣

仍看不到交易 ID?

- 7 将交易 ID 发送至 [salesupport@meraki.com](mailto:salesupport@meraki.com), 请相关人员与您共享

批准促销计划

- 8 选择交易
  - CCW 会直接将您转至“审核”选项卡
- 9 向下滑动至“验证和审批”
- 10 点击“验证/回答调查问卷”来检查交易是否符合条件

Validation & Approvals Estimated Approval Date 09-May-2018

Incentives & Programs

Deal and Quote

Hunting ( OIP Americas ) View Overlap Deals | Update Approvers | Cancel Modifications

Approver Type	Approver CEC ID	Approver	Decision
BACKOFFICE	erinjah	Erin Johnson	Approved ( 03-May-2018 10:38AM )
Meraki PSS	ohan	Yeu Han	Pending
AM	shivhire	Shiva Hiremath	Approved ( 02-May-2018 06:32PM )

# CCW 中的 Meraki 折扣

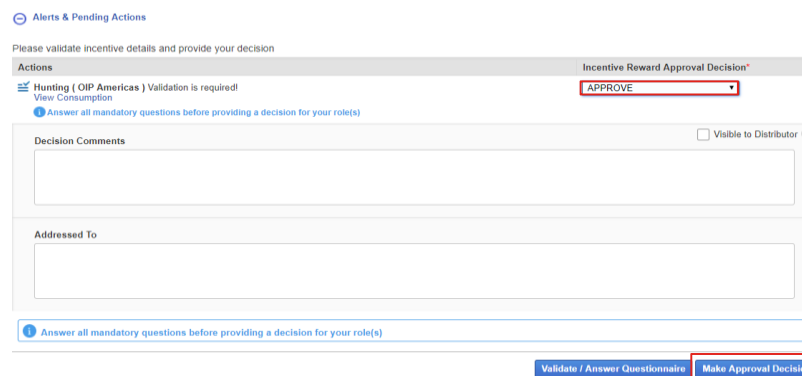
## 批准促销计划（续）

### 11 做出决定

- 批准：促销已获批准并已应用折扣
- 退回：交易退回给合作伙伴或总代理商，日后可重新提交
- 拒绝：促销遭拒，并且无法重新提交

### 12 可选：为决定添加备注

### 13 点击“做出审批决定”



## 不是您的客户？

- 14 请发送邮件至 [salesupport@meraki.com](mailto:salesupport@meraki.com)，请相关人员重新安排审批任务

# CCW 中的 Meraki 折扣

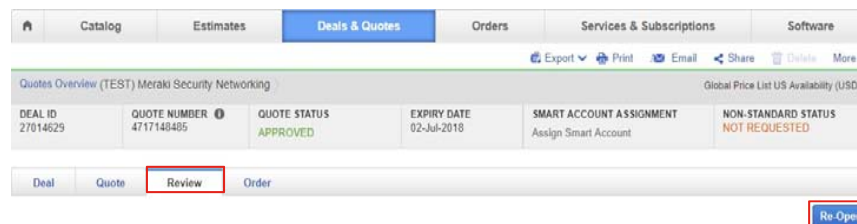
## 编辑交易

### 15 选择交易

- CCW 会直接将您转至 “审核” 选项卡

### 16 点击 “重新打开”

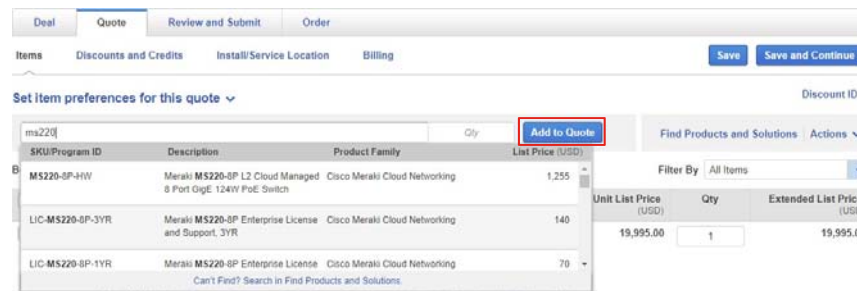
- CCW 会直接将您转至 “项目” 选项卡



## 更新 BOM

### 17 使用搜索栏添加项目

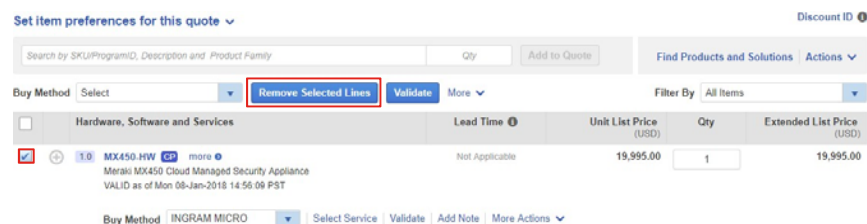
- 试用 CCW 的地区看不到建议的结果
- 输入完整的 SKU，然后点击 “添加至报价”



# CCW 中的 Meraki 折扣

## 更新 BOM (续)

18 选择项目并点击“删除选定行”以删除产品



Set item preferences for this quote

Search by SKU/ProgramID, Description and Product Family Qty Add to Quote Find Products and Solutions Actions

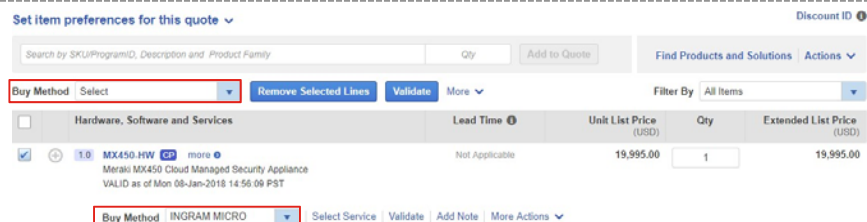
Buy Method Select Remove Selected Lines Validate More Filter By All Items

	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Extended List Price (USD)
<input checked="" type="checkbox"/>	1.0 MX450.HW <a href="#">more</a> Meraki MX450 Cloud Managed Security Appliance VALID as of Mon 08-Jan-2018 14:56:09 PST	Not Applicable	19,995.00	1	19,995.00

Buy Method INGRAM MICRO Select Service Validate Add Note More Actions

19 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”直接进行购买



Set item preferences for this quote

Search by SKU/ProgramID, Description and Product Family Qty Add to Quote Find Products and Solutions Actions

Buy Method Select Remove Selected Lines Validate More Filter By All Items

	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Extended List Price (USD)
<input checked="" type="checkbox"/>	1.0 MX450.HW <a href="#">more</a> Meraki MX450 Cloud Managed Security Appliance VALID as of Mon 08-Jan-2018 14:56:09 PST	Not Applicable	19,995.00	1	19,995.00

Buy Method INGRAM MICRO Select Service Validate Add Note More Actions

# CCW 中的 Meraki 折扣

## 添加非标准折扣

20 选择“折扣和可折价金额”选项卡

21 按行添加折扣

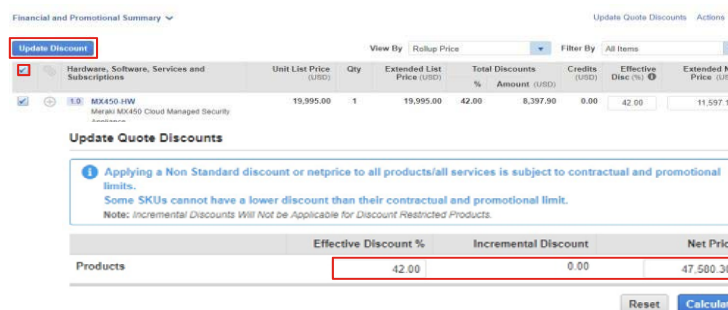
- 编辑“有效折扣百分比”或“净价总和”



Hardware, Software, Services and Subscriptions	Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts %	Amount (USD)	Credits (USD)	Effective Disc (%)	Extended Net Price (USD)
MX450 HW Meraki MX450 Cloud Managed Security Appliance	19,995.00	1	19,995.00	42.00	8,397.90	0.00	42.00	11,597.10

22 或批量添加折扣

- 选择要打折的项目
- 点击“更新折扣”
- 在“产品”下，输入“有效折扣”或“净价”
- 向下滚动并点击“保存”



Products	Effective Discount %	Incremental Discount	Net Price
	42.00	0.00	47,500.30

23 点按“保存后继续”



# CCW 中的 Meraki 折扣

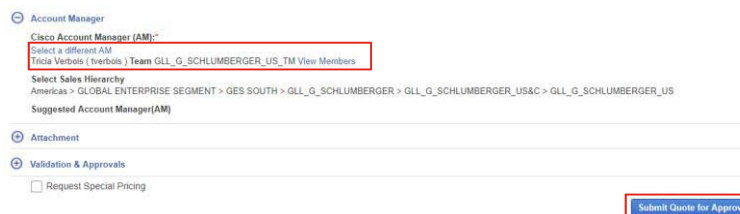
## 添加非标准折扣（续）

24 在“复核提交”选项卡中，确保您已指定思科客户经理

- 如果缺少思科客户经理，系统会显示“xAM 预测错误”，将无法提交交易

25 点击“提交报价等待审批”

26 在“报价总览”页面上，点击“资格审批并提交”






# CCW 中的 Meraki 折扣

## 添加非标准折扣（续）

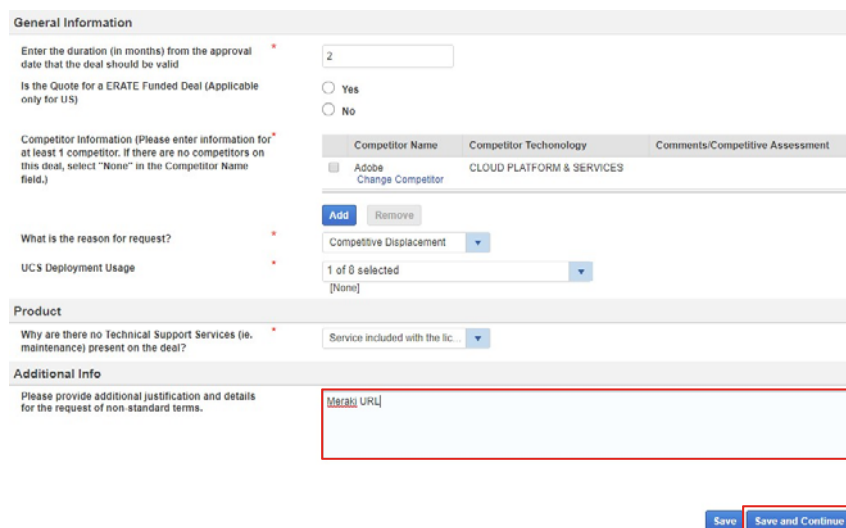
### 27 填写非标准资格调查问卷中的必填 (\*) 字段

- 是否属于多元素安排 (MEA) 交易? : 否
- 输入报价的有效时长 (按月计): 从 1 至 12 个月中进行选择
- 竞争对手的信息: 选择一个
- 请求的原因是什么?: 选择一项
- UCS 部署使用情况: 无
- 为何没有技术支持服务?: 许可证中包含服务

### 28 添加折扣理由以及您的 Meraki SFDC 机会 URL

- Meraki URL 显示您所了解的交易管理情况

### 29 点击“保存后继续”



**General Information**

Enter the duration (in months) from the approval date that the deal should be valid: 2

Is the Quote for a ERATE Funded Deal (Applicable only for US):  Yes  No

Competitor Information (Please enter information for at least 1 competitor. If there are no competitors on this deal, select "None" in the Competitor Name field.)

Competitor Name	Competitor Technology	Comments/Competitive Assessment
Adobe	CLOUD PLATFORM & SERVICES	

Buttons: Add, Remove

What is the reason for request?: Competitive Displacement

UCS Deployment Usage: 1 of 0 selected [None]

**Product**

Why are there no Technical Support Services (ie. maintenance) present on the deal?: Service included with the lic...

**Additional Info**

Please provide additional justification and details for the request of non-standard terms.

Meraki URL

Buttons: Save, Save and Continue >

# CCW 中的 Meraki 折扣

## 添加非标准折扣（续）

- 30 可选：如果您有特殊条款，需要向交易附加文档，请点击“上传文件”

**Quotes Overview**

END CUSTOMER: TEST	DEAL ID: 27014629	NON-STANDARD STATUS: PENDING QUALIFICATION REMOVE NS ELEMENTS	0 of 1 Active Quotes are orderable
-----------------------	----------------------	---------------------------------------------------------------------	---------------------------------------

Build Your Quote → **Quality and Submit (Number of Quote : 1)** → Wait for Approval → Enable Ordering → Ready to Order

Go to: [Quote Overview](#) | [Non-standard Qualification](#) | [Submit Deal](#)

**Attachments**

These attachments refer to all quotes in this deal. To add attachments to a specific quote, navigate to its Review page.

<input type="checkbox"/>	Name	Size	Category	Created On	Created By	Date Uploaded	Uploaded By	File Type	Comments
	<a href="#">Upload a file</a>								

- 31 确认条款

- 32 点击“提交”

**Enable Quote for Ordering**

Automatically enable the following quote for ordering after approval.  
(TEST) Meraki Security Networking

Do not enable the quote for ordering automatically. I may want to dial down discounts after approval.

- ⚠ With this option, you must come back and click 'Enable Ordering' after approval.
- ⚠ With this option, DARTs will not be created for distributor fulfilled quotes until you click 'Enable Ordering'.

Use the 'Collaborate' link to share the quote with the Partner and make discounts visible.

\* To the best of my knowledge, I confirm that:

1) This Deal submission - including all elements, such as pricing, discounts, trade-ins, and concessions - is accurate, complete and necessary to secure the proposed sale. 2) There are no undisclosed elements or side agreements pertaining to this Deal, and 3) No part of the discount granted is to be used directly or indirectly (such as via consultants) for payments that would violate Cisco's Code of Business Conduct or Foreign Corrupt Practices/Ant-Bribery Policy. 4) This deal includes special pricing that must be positioned as a one-time-only allowance. 5) Customer must place their entire order no later than the Expiration Date in the approved MDM. 6) MDM must be approved prior to communicating any pricing to the partner/customer. I have contacted the end user and partner and confirmed the configuration of the sales transaction. 7. No part of the discount is intended to provide partner funding for future goods or services, where Cisco intends to control such funds and ensure such goods or services are provided by partner.

**If this deal is being resubmitted because it was rejected due to a Brand Protection requirement: This deal now includes the additional documentation required by Brand Protection**

[Submit](#)

# CCW 中的 Meraki 折扣

存在折扣问题？

- 7 请发送邮件至 [cm-merakipilot@cisco.com](mailto:cm-merakipilot@cisco.com)，并随附问题的屏幕截图和描述