

提交 Meraki 農曆新年定價交易

建立交易

1 按一下 "Create Deal" 並輸入交易資訊

- 選取通路客戶經理 (CAM)
- 選取最終客戶
- 輸入合作夥伴和最終客戶聯絡資訊

The screenshot shows the 'Create Deal' form in the Cisco Commerce Deals & Quotes interface. The form is titled 'Create Deal' and is part of the 'Deals & Quotes' section. It includes a search bar at the top right and a navigation menu with tabs for 'Catalog', 'Estimates', 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. The 'Deals & Quotes' tab is active, and the 'Create Deal' button is highlighted with a red box. Below the navigation menu, there are options to 'Export', 'Print', 'Email', 'Share', 'Delete', and 'More'. The main form area contains the following fields and sections:

- Deal Name ***: A required text input 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 a 'Select' button.
- Cisco Account Manager (AM)**: A text input field with the note '(To be assigned by Cisco.)'
- Buying on behalf of**: A dropdown menu with a 'Select' button.
- Find your CAM with the CAM Locator:** A section with a 'Suggested Account Manager' field containing an email input field and '@cisco.com'.
- CONTACT & ADDRESSES**: A section with a 'Partner *' dropdown menu and an 'End Customer *' section. The 'End Customer *' section includes a '+ Select an End Customer' button with options for 'English', 'Chinese', 'Japanese', and 'Korean', and a 'NEW Faster Search (English Only)' button. To the right of the 'End Customer *' section 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.

提交 Meraki 農曆新年定價交易

提供合作夥伴、客戶和交易資訊

2

輸入交易資訊：

- Intended Use : "Resale"
- Deal Category : "Other-Resale/Infrastructure"
- Price List : 您所在區域的價目表
- Expected Closing Date
- Expected Cisco Hardware and Software List Amount

按一下 "Save and Continue"

3

在 "Incentives" 底下選取 "Meraki Chinese New Year Pricing - Taiwan" 核取方塊。

按一下 "Save and Continue"

The screenshot displays the 'Quote Overview' page for a quote named 'Test'. The top navigation bar includes 'Deal', 'Quote', 'Review', 'Approvals', 'Order', and 'Deal History'. The 'Quote Overview' section shows 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 'Who's Involved', 'About the Deal', 'Incentives', and 'Questionnaire'. The 'About the Deal' tab is active, showing the 'Deal Description' field and a 'Price List' dropdown menu set to 'Global Asia-Pac Price List in US dollars'. Other fields include 'Expected Closing Date' (31-Jan-2020), 'Expected Cisco Hardware and Software List Amount' (\$ 0), 'Expected Cisco Service List Amount' (\$ 0), and 'Total Expected Amount' (\$ 0.00). The 'Intended Use' is '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 'Incentives' tab is also visible, showing a 'Special Offers' section with two options: 'GC Special Offers (C9200 Upgrade Bundle for C2960X Upgrade - TW)' and 'GC Special Offers (Meraki Chinese New Year Pricing - Taiwan)'. The second option is selected with a checked checkbox.

提交 Meraki 農曆新年定價交易

提供合作夥伴、客戶和交易資訊

4 回答 "Meraki Chinese New Year Pricing" 問卷

按一下 "Save and Continue"

5 選取 "Buy Method"

- 2 級合作夥伴必須選取經銷商
- 1 級合作夥伴可以選取 "Cisco"

6 從下拉式清單選取安裝地點國家/地區和服務對象國家/地區

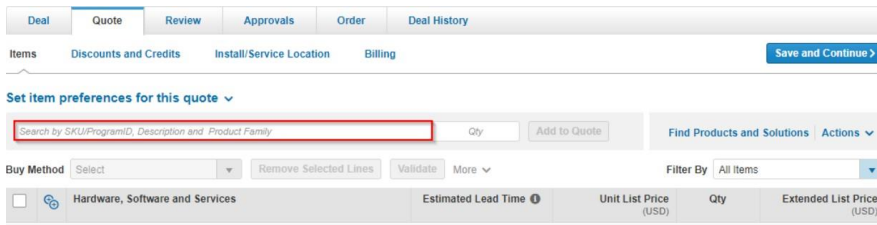
按一下 "Save and Continue"

The screenshot displays the 'QUOTES OVERVIEW' page for a quote named 'Text'. The quote status is 'NOT SUBMITTED' and the non-standard status is 'NOT REQUESTED'. The 'Special Offers' section is active, showing a track for 'Meraki Chinese New Year Pricing - HK-TW' with a reward code 'BR-Mera-200725-07637'. A required field asks 'Is your customer based in Greater China?' with 'Yes' selected. Below this, the 'Buy Method' dropdown menu is open, showing 'Please Select' as the current selection. The 'Billing Address' is 'LOGICALIS SINGAPORE PTE LTD TAIWAN BRANCH' and the 'Install Site' is 'TAIWAN, REPUBLIC OF CHINA'. The 'Service Location' is also 'TAIWAN, REPUBLIC OF CHINA'. The 'Ship To' address is also 'TAIWAN, REPUBLIC OF CHINA'. The page includes navigation tabs for 'Deal', 'Quote', 'Review', 'Approvals', 'Order', and 'Deal History', and buttons for 'Save and Continue'.

提交 Meraki 農曆新年定價交易

7 新增產品：

- 輸入產品 SKU 和數量，或者
- 在 "Actions" 底下選取 "Import a Saved Configuration", 上傳 BOM



共享该交易

8 按一下 "Submit Quote for Approval"

9 與您的 Meraki 銷售代表共享該交易

注意：請使用 Meraki 銷售代表的 Cisco ID，不要使用他們的 Meraki 電子郵件地址。

