Object: Account

Partner Level (Bronze, Silver, Gold) – Picklist

Object: Quote

Partner Level (SBQQ\_\_Account\_\_r.Partner\_Level\_\_c) – Formula

ISPICKVAL(SBQQ\_\_Account\_\_r.Partner\_Level\_\_c, "Bronze")

Custom Object: Partner Level Discount

Custom Fields in Partner Level Discount:

* Partner Level (Bronze, Silver, Gold) – Picklist
* Product Family (Hardware, Software, Support) – Picklist
* Partner Discount – Number

Price Rule: Partner Discount by Product Family

* Evaluation Scope: Calculator
* Lookup Object: Partner\_Level\_Discount\_\_c

Price Condition:

* Object: Quote
* Field: Partner\_Level\_\_c
* Operator: Not Equals
* Filter Type: Value

Lookup Queries:

* Lookup Query 1:
* Match Type: Field Value
* Tested Object: Quote Line
* Tested Field: SBQQ\_\_ProductFamily\_\_c
* Operator: Equals
* Lookup Field: Product\_Family\_\_c
* Lookup Query 2:
* Match Type: Field Value
* Tested Object: Quote
* Tested Field: Partner\_Level\_\_c
* Operator: Equals
* Lookup Field: Partner\_Level\_\_c

Price Actions:

* Target Object: Quote Line
* Target Field: SBQQ\_\_PartnerDiscount\_\_c
* Source Lookup Field: Partner\_Discount\_\_c