



Cisco Commerce



Partner & Distributor
Release Training Document
November 6, 2016



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1 User Experience

1.1 VIP Rebate Indicator in CCW

- When configuring deals, users will be able to see a new VIP icon to indicate Good, Better, Best options among VIP eligible SKUs.
- Stars will indicate Good, Better, Best options.

Configuration Summary

View Full Summary

Category	Qty	Unit List Price (USD)
Supervisor 2T 10G Software		
DRAM Memory		
Compact Flash		
GLC Options		
X2 Module		
Product Expansion		
VS-SUP2T-10G	1	0.00
MEM-C6K-INTFL1GB	1	0.00
VS-F6K-PFC4XL	1	0.00
Subtotal		38,000.00
Estimated Lead Time		35 days

Reset Configuration Cancel Done

Warning (1):

VS-S2T-10G-XL= quantity 1 requires a minimum quantity of 1 from Supervisor 2T 10G Software (CE100012)

Option Search

Multiple Options Search

VS-S2T-10G-XL => Supervisor 2T 10G Software

Key

Supervisor 2T 10G Software

SKU	Qty	Lead Time	Unit List Price (USD)
<input type="radio"/> S2TAEK9N-15001SY CP	Qty	21 days	25,000.00
Cisco CAT6000-VS-S2T IOS ADVANCED ENTERPRISE SERVICES NPE			
<input type="radio"/> S2TISK9N-15101SY CP	Qty	21 days	10,000.00
Cisco CAT6000-VS-S2T IOS IP SERV NPE			
<input type="radio"/> S2TAEK9-15201SY CP	Qty	21 days	25,000.00
Cisco CAT6000-VS-S2T IOS ADV ENT SERV FULL ENCRYPT			
<input type="radio"/> S2TAEK9N-15001SY CP	Qty	21 days	15,000.00
Cisco CAT6000-VS-S2T IOS ADVANCED IP SERVICES NPE			
<input type="radio"/> S2TAEK9-15102SY CP \$VIP***	Qty	21 days	25,000.00
Cisco CAT6000-VS-S2T IOS ADV ENT SERV FULL ENCRYPT			

☐ S2TAEK9N-15001SY CP Qty 21 days

Cisco CAT6000-VS-S2T IOS ADVANCED IP SERVICES NPE

☐ S2TAEK9-15102SY CP \$VIP*** Qty 21 days

Cisco CAT6000-VS-S2T IOS ADV ENT SERV FULL ENCRYPT

Supervisor | Ethernet Modules | Service Modules | SPA Interface Processor | E

SKU	Q
<input checked="" type="radio"/> VS-S2T-10G C \$VIP★ Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4 supervisor 720 with 2 ports 10GbE and MSFC5 PFC4. More	
<input type="radio"/> VS-S2T-10G C REMAN AEOS \$VIP★★ Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4	
<input type="radio"/> VS-S2T-10G C \$VIP★★★ Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4	

☒ Click to add a redundant supervisor



2 Estimates

2.1 Creating and Managing Groups in Estimates

- You can now copy group information when cloning an estimate
 - Click **Clone**
 - Check the Groups checkbox to maintain your groups in the cloned estimate

ESTIMATE NAME	WQ007295 Sedgwick_KI54539196PQ (KI54539196PQ)	Global Price List US Availability (USD)
ESTIMATE ID	KI54539196PQ	CREATED BY MARIA ROARK
		CREATED ON 19-Feb-2016

Items By Group	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
Default					24,412.00
1 WS-C3850-48T-L	9,461.00	2	9,461.00	0	18,922.00
2 C3850-NM-2-10G=	2,500.00	1	2,500.00	0	2,500.00
3 SFP-10G-SR=	995.00	1	995.00	0	995.00

Clone Estimate

Clone Estimate will import part number, quantity, duration and discount for items from the Hardware, software and services section of the original estimate.

Estimate Name *
Copy Of WQ007295 Sedgwick_KI54539196PQ

Estimate Description

Price List
Global Price List US Availability

Include

- ☐ Tags
- ☐ Notes
- ☐ Shared Users
- ☒ Groups
- ☒ Default Share Team

Cancel Clone



- You can mark a group as 'Favorite'. You cannot mark more than one group at a time as favorite.

1. Click the star icon next to the group to mark it as favorite

The screenshot shows the 'Items By Group' interface with a modal open for marking a group as favorite. The modal has a 'Groups' section with two options: 'Default' (selected) and 'My Favorite' (with a star icon). A red box highlights the star icon next to 'My Favorite'. Below the groups section is a 'Create New Group' input field with a '+' button. At the bottom are 'Cancel' and 'Apply' buttons.

Items By Group	List Order	Hardware, Software and Services	Unit List Price (USD)
<input type="checkbox"/> Default			
<input type="checkbox"/> 1	1.0	WS-C3850-48T-L	9,461.00
<input type="checkbox"/> 2	2.0	C3850-NM-2-10G=	2,500.00
<input type="checkbox"/> My Favorite			
<input type="checkbox"/> 3	3.0	SFP-10G-SR=	995.00
<input type="checkbox"/> 4	4.0	X2-10GB-SR=	1,995.00

Note: You can mark only one group at a time as favorite.

The screenshot shows the 'Items By Group' interface with the 'My Favorite' group selected in the modal. The modal has a 'Groups' section with two options: 'Default' and 'My Favorite' (selected with a star icon). A red box highlights the 'My Favorite' option. Below the groups section is a 'Create New Group' input field with a '+' button. At the bottom are 'Cancel' and 'Apply' buttons.

Items By Group	List Order	Hardware, Software and Services	Unit List Price (USD)
<input type="checkbox"/> Default			
<input type="checkbox"/> 1	1.0	WS-C3850-48T-L	9,461.00
<input type="checkbox"/> 2	2.0	C3850-NM-2-10G=	2,500.00
<input type="checkbox"/> My Favorite			
<input type="checkbox"/> 3	3.0	SFP-10G-SR=	995.00
<input type="checkbox"/> 4	4.0	X2-10GB-SR=	1,995.00

- You can now export estimates with the group information in XML, CSV, TSV formats

The screenshot shows the 'Export Estimate' dialog with a dropdown menu for 'File Type'. The dropdown is open, showing options: 'Customized Excel', 'TSV (Tab Separated Values)', 'CSV (Comma Separated Values)', 'XML (Extensible Markup Language)', and 'XML (Extensible Markup Language)'. A red box highlights the 'TSV (Tab Separated Values)' option. Below the dropdown is a checkbox for 'Separate Service and Subscription'. At the bottom is a section for 'Included Columns' with a list containing 'Part Number' and 'Service Duration (Months)'. There are navigation buttons (left and right arrows) and a 'Load Time' button.



3 Deals & Quotes

3.1 Auto Assign Security AM on Deal Registration Process

- For deals with 100% Security and meet 100K threshold, Security AM is added to approval chain in CCW.
- The system will identify the Security product family based on the Security products in the BOM or the Security Technology Mix and automatically identify and assign the Security AM to the deal's approval chain.

Validation & Approvals Estimated Approval Date 14-Oct-2016

Incentives & Programs

Quote Only

Hunting (OIP Americas)

PENDING

Approver Type	Approver CEC ID	Approver	Decision
BACKOFFICE	Pps-amer-qualification_BR-Cana-150725-10621	View Members	Pending
Security AM	pserbin	Paul Serbin	Pending

Deal and Quote

Hunting (OIP Americas)

Approver Type	Approver CEC ID	Approver	Decision
Security AM	pserbin	Paul Serbin	Approved (12-Oct-2016 11:21PM)

[Re-Open](#)

3.2 Header and Line Level Message Change for Product Launch

- Users will see a revised validation error message on the Discount and Credits page and Order UI for special SKUs, when applicable.
- Message is simplified and no longer contains multiple instructions and multiple support contact emails.

Items Discounts and Credits Install/Service Location Billing [Save](#) [Save and Continue >](#)

**⚠ The partner company listed on this quote does not have the required Specialization or ATP/Authorization status to purchase certain restricted products or services(for example: UCS, Telepresence, Nexus 9K/ACI, Intercloud Fabric, ETC).
To find the relevant error line items, please filter by 'Items with Authorization errors'.**

Financial and Promotional Summary RNSD Discount ID 11873621 | [Update Quote Discounts](#) | [Actions](#)

[Update Discount](#) [Recalculate](#) View By: Summary Filter By: All Items

	Hardware, Software, Services and Subscriptions	Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts	Credits (USD)	Effective Disc (%)	Extended Net Price (USD)
	1.0 ICFB-K9-50PK= more	395.00	6	2,370.00	50.00	1,885.00	0.00	1,885.00
	⚠ Cisco Intercloud Fabric For Business 50 Hybrid Cloud Units...							
				Incremental Discount	8.00	1,885.00		
				Contributor-Gold	42.00	995.00		
								Subtotal



Order UI

Financial and Promotional Summary Actions

Warning: The partner company listed on this quote does not have the required Specialization or ATP/Authorization status to purchase certain restricted products or services (for example: UCS, Telepresence, Nexus 9K/ACI, Intercloud Fabric, etc.).

To find the relevant error line items, please filter by 'Items with Authorization errors'.

View By: Discount Details Filter By: All Items

Hardware, Software, Services and Subscriptions	Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts %	Amount (USD)	Credits (USD)	Extended Net Price (USD)
1.0 N20-Z0001 Cisco Unified Computing System more	0.00	1	0.00	--	--	--	--
Error(s) on this Line							
<p>This item has special instructions to complete before it can be Quoted. Please click on More icon.</p>							
2.0 UCSB-B200-M4-U UCS B200 M4 w/o CPU, mem, drive bays, HDD, mezz (UPG) more	2,995.00	1	2,995.00	--	--	--	--

[Add Subtotal](#)

- On the Discounts and Credits page, 'more' icon will display for all SKUs at the line level when a special SKU validation error occurs.

Financial and Promotional Summary RNSD Discount ID 11873621 Update Quote Discounts Actions

Update Discount Recalculate View By: Summary Filter By: All Items

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)
1.0 ICFB-K9-50PK= more Cisco Intercloud Fabric For Business 50 Hybrid Cloud Units...	395.00	6	2,370.00	50.00	1,885.00	0.00	50.00	1,885.00
<p>Incremental Discount 8.00 1,885.00</p> <p>Contributor-Gold 42.00 995.00</p> <p>Total of MRC</p>								
2.0 GLC-T more 1000Base-T-SFP 29 Dec 2015 23:27:00PST...	395.00	6	2,370.00	50.00	1,885.00	0.00	50.00	1,885.00
<p>Incremental Discount 8.00 1,885.00</p> <p>Contributor-Gold 42.00 995.00</p> <p>Total of MRC</p>								
2.0.1 CON-SNT-BE6M4M4K more SNTC-8X5XNBD Cisco Business Edition 6000M Svr (M4), E Duration: 12 Months	395.00	6	2,370.00	50.00	1,885.00	0.00	50.00	1,885.00

[Subtotal](#)

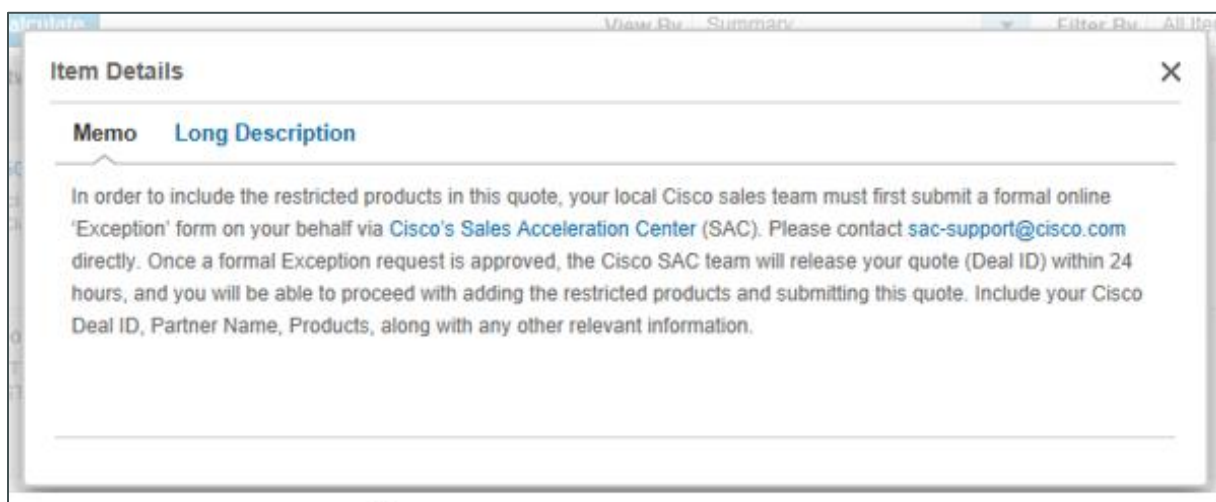
- Memo Message is specific to error for that SKU and has specific support contact email alias

Item Details ×

Memo [Long Description](#)

All quotes must be approved by CMCP BU.
Please send email with Deal ID to cmcp_ordering_support@cisco.com
Turn-around time is 1 business day or less.

Per Page Results 5 of 5 << Previous



- On Order UI, 'more' icon is at the line level and line level error message is revised.

Hardware, Software, Services and Subscriptions		Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts %	Amount (USD)	Credits (USD)	Extended Net Price (USD)
1.0	N20-Z0001 Cisco Unified Computing System more	0.00	1	0.00	--	--	--	--
Error(s) on this Line <ul style="list-style-type: none"> This item has special instructions to complete before it can be Quoted. Please click on More icon. 								
2.0	UCSB-B200-M4-U UCS B200 M4 w/o CPU, mem, drive bays, HDD, mezz (UPG) more	2,995.00	1	2,995.00	--	--	--	--
Add Subtotal								

- When user clicks 'more', Memo will display at line level.

Hardware, Software, Services and Subscriptions		Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts %	Amount (USD)	Credits (USD)	Extended Net Price (USD)
1.0	N20-Z0001 Cisco Unified Computing System more	0.00	1	0.00	--	--	--	--
Item Details Memo Long Description All quotes must be approved by CMCP BU. Pls send email with Deal ID to cmcp_ordering_support@cisco.com . Turn-around time is 1 business day or less.								
Contact TELCOBUY for the final price								
2.0	UCSB-B200-M4-U UCS B200 M4 w/o CPU, mem, drive bays, HDD, mezz (UPG) more	2,995.00	1	2,995.00	--	--	--	--

4 Order

4.1 Display Country of Origin in CCW

- The Country of Origin will be available to all users along with the carton details for all major line SKUs in CCW
- The Country of Origin will not be available for minor lines and subscription services



- **(B2B Only)** 3A6 Ship Status and 3B2 Advanced Ship Notification will include Certificate of Origin information for all major line SKUs

2.0 Quantity 1
Cisco 2811 Security Bundle
Cisco 2811 Security PAK

**Carton Details:
Carton Dimensions And Weight**

Commercial Invoice #
Tracking#
Delivery Option
Physical

Carton Dimensions And Weight

Carton Id	Carton Weight	Length	Width	Height	Carton Dimensions(Cubic Inches)	Country of Origin
	17.5 lbs	22 IN	22 IN	6 IN	3,193.99	Mexico