

Configuration

Next Gen Configurator (NGC)

Access CCW Tool:

<http://www.cisco.com/cisco/psn/commerce>

Key Steps:

- 1. Select Configure**
 - Configuration Set Screen displays
- 2. Configuration Set number is created**
 - Note: Use the 'Change Configuration Set Name' link for any modifications needed
- 3. Add Hardware, Software and Services Items**
 - Toggle the "Allow Cisco to attach appropriate service each time an item is added" radio button
 - Click: "Validate Selected" link to validate the Configuration
- 4. Select applicable options which are prompted by the tool**
 - Select the "Done" button to complete the configuration
 - Ensure Status becomes "Valid"
 - Repeat the same procedure for Configuring all other required options (i.e. Power Cables, Blades, etc...)
- 5. Capture Config Set ID number which can be used for importing into Quick Quote or Stand Alone Order**

Quoting

Cisco Commerce Workspace (CCW)

Access CCW Tool:

www.cisco.com/go/ccw

Key Steps:

- 1. Select Quick Quote from Home Page**
- 2. Fill in all required information pertaining to involved parties (i.e., customer, partner, distributor, etc...)**
- 3. Click on "Quoting" tab**
- 4. Click on "Import Saved Configuration"**
 - Type in Config Set ID as captured in Configuration Step number 5
 - Enter Config Set ID number and hit "Search"
 - Select radio button and click "Import" to add saved configuration to quote
 - Verify Config and hit Save.
 - Verify Total List Price
- 5. Verify Deal Summary**
 - Verify discounts and pricing
 - Complete quote and Save
- 6. Select Submit for Approval**
 - If the deal amount is less than \$100K USD, then it will get auto approved or it will go for approval w/CSOPs/AM.

Ordering

Cisco Commerce Workspace (CCW)

Access CCW Tool:

www.cisco.com/go/ccw

Key Steps:

- 1. Ensure quote is approved**
- 2. Select "Order" Tab**
- 3. Quote Conversion**
 - Create new order from quote link
 - Click on "Order Entire Quote"
 - In "Items" tab, add PO number and verify line items
 - Add shipping address, install site and End User information in the "Shipping & Install" tab
 - Insert all billing details in the "Billing" tab such as tax information and attach Purchase Order
- 4. Select "Review & Submit" tab**
 - Clear all errors if any
 - Agree to Terms & Conditions and click on "Submit Order"

For Additional Training/Information, Please Visit:

<http://wwwin.cisco.com/WWSales/wwops/commerce/ccw/training.shtml#CCWTrainingTab=2&CCWTRRegTab=0>