



PDR을 통한
OIP 등록 매뉴얼



Korea Channel Team

OIP 프로세스



Partner Deal Registration (PDR)

PDR 이란?

PDR은 시스코 파트너가 인센티브 프로그램을 활용하기 위해 Deal을 등록하는 플랫폼입니다.

PDR의 기능

시스코와 파트너사의 업무 프로세스 통합

파트너 툴과 연결 :

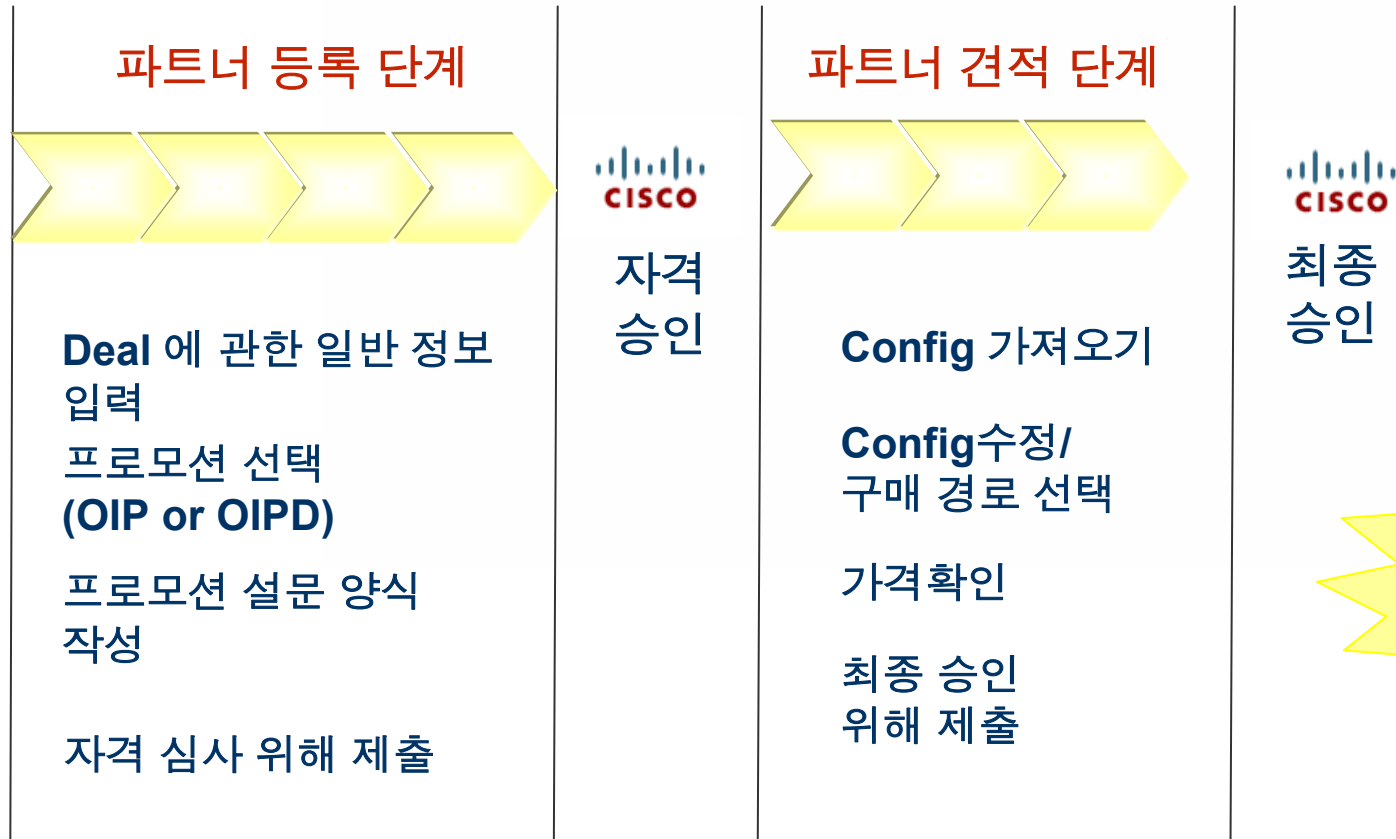
- 시스템 Configuration 과 BOM (Bill of materials)
- 고객 찾기
- 총판사를 통해 주문할 수 있도록 자동 DART ID 생성
- 견적 : PDR 내에서 시스코 구성 툴을 이용하여 가격 확인
- 시스코에 직접 주문할 수 있도록 표준 Deal ID 생성

PDR 프로세스



프로모션에 해당하는 Deal이 있는 경우
PDR을 통해 Deal 등록, 견적 제출

* 두번의 시스코 승인 프로세스를 거치게 됨!





Partner Deal Registration (PDR)



등록 프로세스 설명

* 일부 화면은 한글화된 화면을 캡처하여 제공하였으니 참고하시기 바랍니다.

등록을 위한 CCO 로그인

등록을 위해서는 Cisco.com에 접속 가능한 CCO ID와 패스워드가 필요합니다.

Worldwide [change] Log in | Register | About Cisco

Search

Go

Solutions

Products & Services

Ordering

Support

Training & Events

Partner Central

Log In

Existing User

User Name:

Password:

[Forgot your password?](#)

Simplified Login

This new log-in page requests for a...

Now, with a single login page that is secured with an https connection, you can log-in simply, easily and less session.

[Learn more about the new log-in page.](#)

New User

There are various levels of access depending on your relationship with Cisco. Review the user benefits and find the level that is most appropriate for you.

[Registered Guest](#)

Cisco.com에 접속할 수 있는 CCO ID와 패스워드가 없으신 경우

1. www.cisco.com 에서 Cisco.com ID를 등록하시기 바랍니다.
2. Cisco.com ID 발급 신청 시, Cisco 채널 파트너 또는 등록된 Reseller임을 명시해 주시기 바랍니다.
3. 귀사와 시스코가 연계되어 있어야 합니다. www.cisco.com/go/pss PSS에서 PDR 접속 권한을 요청합니다.

등록된 모든 Deal에 대한 상태 확인 및 수정 권한은 귀사의 담당자(Admin)에게 있습니다. PSS에서 귀사의 담당자를 확인하시기 바랍니다.

한국어로 언어변경

언어를 한국어로 변경하기 위해 “Change” 버튼을 클릭합니다.

Worldwide [change] | Logged In | Profile | About Cisco

Search

Partner Central

Logout | My Profile | Deal Sharing | Reports | Help | Training

Welcome, Byungsoon Kim, Today is Saturday, March 1, 2008

Language: English [\[change\]](#)
Disclaimer: This application accepts input in English only

My Deals | Promotions

Show: Deals Created By Me All

Showing 1 - 3 of 3 < Previous 1 Next >

Deal ID	Deal Status	Project Name	Promotion Name	Deal Creator	End Customer Name	CAM ID	AM ID	Next Approve	Next Partner Action	Last U Date
2365695	Not Submitted	Myungji University	OIKO - Opportunity Incentive	bykim	POSDATA	boabrams			Submit Deal	29-Feb-
2365690	Not Submitted	Posdata Demo eq	NFR - GPL	bykim	POSDATA	boabrams			Submit Deal	29-Feb-
2365497	Not Submitted	NFR TEST	NFR-Reg-GPL	bykim	POSCO	yhorsun			Submit Deal	27-Feb-

PDR 접속

OIP Deal 등록을 위해 공식 PDR 웹사이트 (<http://www.cisco.com/go/pdr>) 에 접속하여 CCO ID / 패스워드를 입력하여 로그인합니다

파트너 거래 등록

Deal 등록을 위해 “Register New Deal” 버튼을 클릭합니다

시작, **Byungsoon Kim**, 오늘: Saturday, March 1, 2008 언어: Korean - 중요: 이 응용프

내 거래 프로모션 **새 거래 등록**

표시: Deals Created By Me 거래 상태 기준 필터링 모두 검색

표시 1 - 3/3 < 이전 1 다음 >

거래 ID	거래 상태	프로젝트 이름	프로모션 이름	거래 작성자	최종 고객 이름	CAM ID	AM ID	다음 승인자	다음 파트너 조치	마지막 업데이트 날짜
2365695	Not Submitted	Myungji University	OIKO - Opportunity Incentive	bykim	POSDATA	boabrams			Submit Deal	29-Feb-
2365690	Not Submitted	Posdata Demo eq	NFR - GPL	bykim	POSDATA	boabrams			Submit Deal	29-Feb-
2365497	Not Submitted	NFR TEST	NFR-Reg-GPL	bykim	POSCO	yhorsun			Submit Deal	27-Feb-

Enter General Info → Choose Promo → Answer Promo Questions → Submit to Qualify → Import Config → Edit Config → Pricing → Submit for Approval

목록 다운로드 보고서 생성

Deal 일반 정보 입력

The screenshot shows a web form for 'Deal Registration' with the following sections highlighted in red boxes:

- Deal General Information:** Includes fields for Deal ID (2139978), Current Status (Not Submitted), Name (Sally Jones), E-Mail Address (SJones@XYZPartner.com), Created on (10-Sep-2007), and Last updated on (10-Sep-2007).
- Opportunity Information:** Includes Project Name, Description, Expected Cisco List Deal amount, Cisco Product Amount, Cisco Service Amount, Cisco Total Amount, Lead Source (Partner Generated), Purchase or Lease (Purchase), Expected Close Date, and Probability of Closing deal (25%).
- Partner Information:** Includes Company Name, Partner Contact (First Name, Last Name, Job Title, E-Mail Address, Phone Number), and Cisco CAM (KCOX).
- End Customer Information:** Includes a search bar for Company name and fields for End Customer Contact (First Name, Last Name, E-Mail Address, Phone Number).
- Deal Sharing Information:** Includes a table for users to share the deal with.

Deal(Opportunity)관련 일반사항 및 파트너와 고객 관련 정보를 입력 합니다.

거래 일반 정보 (자동 생성)

기회 정보

Deal 금액, 구매/대여, 기술 및 경쟁사 등

파트너 정보

기입자 정보 자동 입력 가능 또는 연락처 및 담당자 수정 가능

최종 고객 정보

Drop-down 버튼을 눌러 고객사 찾기 없는 경우에는 직접 입력

거래 공유 정보

파트너사의 Deal 수정할 담당자 정보 입력

Drop-down 버튼을 눌러 고객사 정보를 찾기 -> 없는 경우에는 직접 입력

저장 후 다음 단계로 이동하여 프로모션 선택



프로모션 선택



전세계 [변경] 로그인됨 | 프로필 | 회사 소개
 Search 이동

- 솔루션
- 주문
- 기술지원
- 교육 & 행사
- 파트너 센터

파트너 거래 등록

로그아웃 | 내 거래 | 거래 공유 | 내 프로필 | 도움말 | 교육

시작, Seong-Duk Park

해당 프로모션을 선택한 후 '저장하고 계속진행' 버튼을 눌러 다음 단계로 이동합니다.

* 고객사에 따라 OIP 또는 OIP-D중 해당 프로그램 하나만 생성됩니다.

거래 등록
 일반 정보 >> 프로모션

프로모션
 프로그램을 확장하여 프로모션을 선택하십시오.

프로모션 이름	프로모션 코드	시작 날짜	종료 날짜	거래 등록 종료일
+ MANAGEDSERVICES				
- Opportunity Incentive Program(OIP)				
<input type="radio"/> OIKO - Opportunity Incentive Program (Korea)	PP-OIKO28874-081031	10-Nov-2007	31-Oct-2008	31-Oct-2008
<input type="radio"/> PPS QA CATNon A	PP-PPSQ29820-081129	29-Nov-2007	29-Nov-2008	29-Nov-2008
- NFR				
<input type="radio"/> NFR - GPL	PP-NFRG29713-090331	23-Jan-2008	30-Apr-2009	30-Apr-2009

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설문 항목 작성

The screenshot shows the Cisco OIP website interface. At the top left is the Cisco logo and a search bar. The top right contains navigation links: '전세계 (변경)', '로그인됨', '프로필', and '회사 소개'. Below the header is a main navigation bar with tabs: '솔루션', '제품 & 서비스', '주요', '기술지원', '교육 & 행사', and '파트너 센터'. The '파트너 센터' tab is active, showing sub-links for '도움말' and '교육'. A large yellow callout box in the center contains the text: 'OIP 웹사이트에서 다운받은 “파트너 설문 양식”을 작성하셔서 첨부하시기 바랍니다. OIP 웹사이트 : http://www.cisco.com/web/KR/partners/promotions/oip.html'. Below this is a section titled '첨부 파일' (Attached Files) with a yellow warning banner: '첨부 파일 지시사항: Sales Visit report and High Level design document required at time of registration. Acceptable formats - word, xls, ppt, pdf'. A table below the banner has columns: '파일 이름', '크기', '업데이트된 날짜', '업데이트 수행자', '유형', and '삭제'. The first row has a button labeled '업로드' (Upload) which is highlighted with a red box. An arrow points from this button to the yellow callout box. At the bottom right of the table area, there are buttons for '뒤로', '취소', '저장', and '저장하고 계속 진행' (Save and Continue), with the last one highlighted in a red box. The footer contains copyright information: '© 1992-2006 Cisco Systems Inc. All rights reserved. 사용 조건 | 개인정보 보호정책 | 쿠키 정책 | Cisco Systems Inc. 상표'.



자격 심사 위해 PDR 제출

Deal Registration | Quoting | Review & Submit

General Information >> Promotion >> Promotion Questionnaire >> Review and Submit

Deal General Information Edit

Deal ID: 2139978 Created On: 10-Sep-2007
 Current Status: Not Submitted Last Updated On: 10-Sep-2007
 Creator Name: Sally Jones Project Name: Lab 21
 E-Mail Address: SJones@XYZPartner.com Cisco.com User ID: sajones

Opportunity Information

Expected Cisco List Deal amount: 45000 Lead Source: Partner Generated
 Product Amount: 45000 Purchase Or Lease: Purchase
 Service Amount: 5000 Expected Close Date: 15-Nov-2007
 Total Amount: 50000 Probability of Closing Deal: 50%

Technology Name	% of Mix	Competitor Name	Technology Name

Promotion Information

Promotion: [PP-LOCAL22333-001111](#) [Edit Promotion](#) [Edit Promotion Questionnaire](#)

Partner Information Edit

Partner Name: XYZPartner
 First Name: Sally Phone Number: 555-555-5555
 Last Name: Jones Job Title: Sales Manager
 E-Mail Address: SJones@XYZPartner.com

End Customer Information Edit

Please make sure this customer name matches the name on the customer's purchase order

Company Name: XYZCustomer Phone Number: 777-777-7777
 First Name: Mona Job Title: IT Director
 Last Name: Lisa
 E-Mail Address: Mona.Lisa@XYZCustomer.com
 End Customer Company Url: www.xyzcustomer.com

Comments View Comments History (includes history of all the

General Comments:

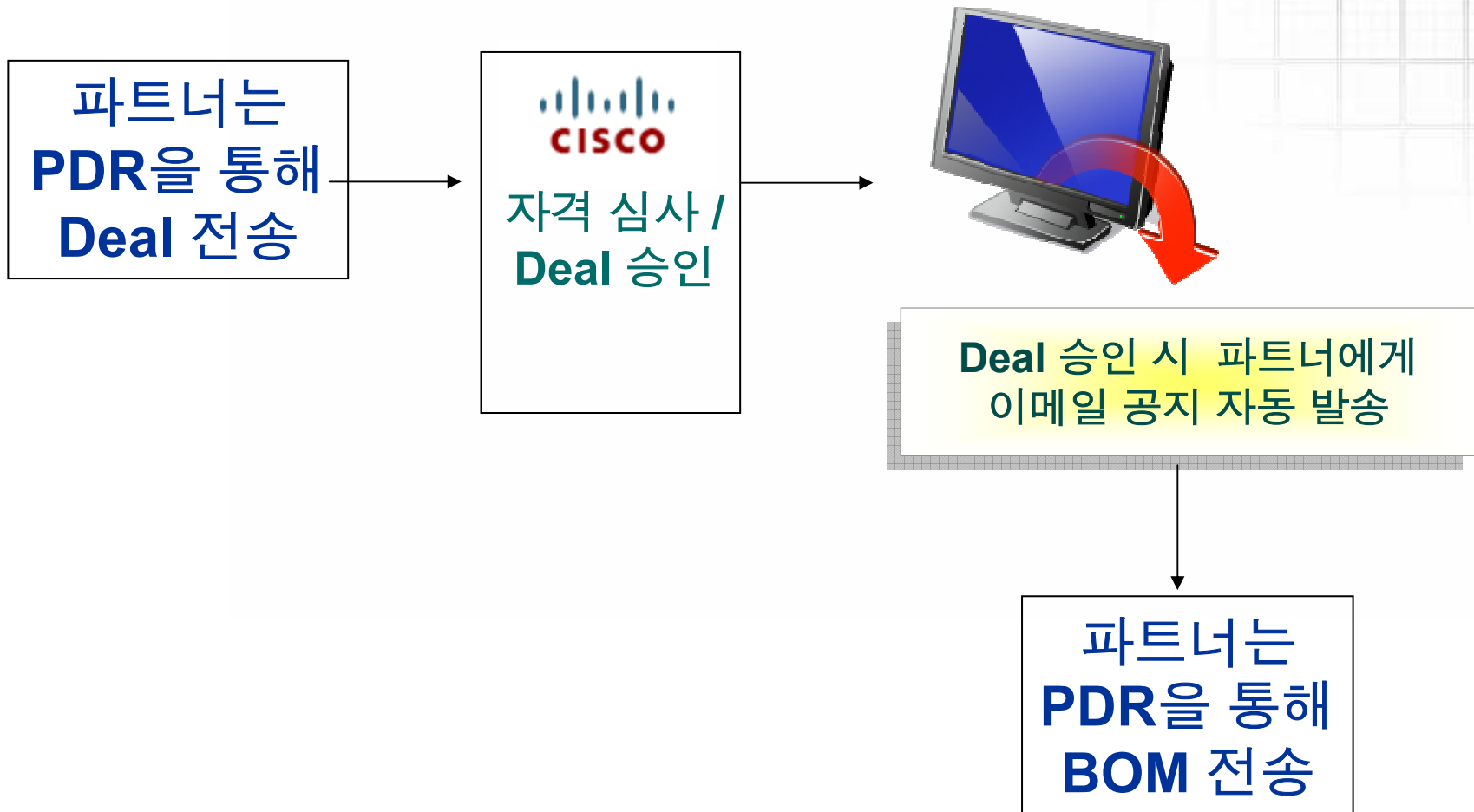
Last Comment: Comments must not exceed 1000 characters.

< Back Submit **Delete**

입력하신 사항을 다시 확인하신 후
 자격 심사를 위해 “제출” 버튼을
 눌러 전송합니다.



Deal 자격 심사 승인 프로세스



Deal 상태 확인

The screenshot shows the Cisco Partner Deal Registration page. At the top, there is a navigation bar with links for Solutions, Products & Services, Ordering, Support, Training & Events, and Partner Central. Below this, the user is logged in as Sally Jones. The main content area displays a table of deals. The first deal has ID 2139978 and status 'Qualification Approval in Progress'. The 'Next Approver' field is highlighted with a yellow box and an arrow pointing to a text box. Another yellow box highlights the 'Next Partner Action' field. A 'Generate Report' button is visible at the bottom left.

Deal ID	Deal Status	Project Name	Promotion Name	Deal Creator	End Customer Name	CAM ID	AM ID	Next Approver	Next Partner Action	Last Updated Date	Expiration Date
2139978	Qualification Approval in Progress	Lab 21	Core OIP 2-Ti	sajones	XYZ Customer	iocam		iocam		10-Sep-2007	

시스코의 다음 단계 승인자가 표시됩니다.

다음 단계 승인자가 Deal을 승인하면 이메일 공지가 자동으로 발송됩니다.



Deal 승인!

Worldwide [change] | Logged In | Profile | About Cisco

Solutions | Products & Services | Training & Events | Partner Central

Partner Deal Registration

Welcome, Sally Jones, Today is Monday, September 10, 2007

My Deals | Promotions | Register New Deal

Show: deals created by you

Deal ID	Deal Status	Project Name	Promo Name	Next Partner Action	Last Updated Date	Expiration Date
2139978	Qualified	Lab 21	Core Off	Submit Quote	10-Sep-2007	

Showing 1 - 1 of 1 | < Previous 1 Next >

Generate Report

Deal 승인 -> 다음 단계 : 견적서 제출



견적 가져오기

Deal Summary | **Quoting** | Review & Submit

Import Config >> Edit Config >> Pricing

To begin your quote, import the deal configuration from a Cisco configuration tool, or upload a configuration from an Excel file.

Deal Inform... Deal ID Deal Status Pricelist

Currency Local Currency Promotion PP-LOCAL22333-001111 Quote Updated On 10-Sep-2007 07:04:32

Select Deal Price List Local Price List

Select Method of Providing Configuration Information

- Dynamic Configuration Tool(DCT) ?
- Integrated Configuration Tool(ICT) ?
- Quote Builder(QB) ?**
- Solution Expert(SX) ?
- Multi Line Configurator(MLC) ?
- Cisco Technology Migration Program(CTMP) ?
- Upload BOM File ?
- Manually Create SKU List

예: Quote Builder configuration 을 이용하는 경우

Search

Created by: [] Configs Created By: Users in within my Company

From: [] To: []

Search Clear Close

Configuration #	Configuration Name	Creation Date	Price List
<input checked="" type="checkbox"/>	PDR_TCC_QB_MY_BE_	2007-08-08	Global Price List -
<input type="checkbox"/>	PDR_TCC_QB_MY_	2007-08-07	Global Price List -



Configuration 수정 - 라인 추가

Deal Summary | **Quoting** | Review & Submit

Import Config >> **Edit Config** >> Pricing

Configuration 업로드 후에도 라인 추가가 가능하며 Config를 확인하기 위한 "Config Status"가 해당 라인에 추가됩니다.

Deal Information

Deal ID	2139978
Deal Status	Qualified
Pricelist	Local Price List
Currency	Local Currency

Selected Configuration Edit

Source	Config Id	Date Imported
Quote Builder	CSQ12138098	2007-09-10 20:20:33.0

Partner Billing Information Edit

Bill To ID	88888
Bill To Name	XYZPartner
Bill To Address	333 Innovation Drive Vancouver, BC Canada

Buttons: Save, Save and Continue, Select Fulfillment Source

Add Product Line | Add Service Line

Showing 1 - 10 of 24 | < Previous 1 Next >

Product				Base List Price				Fulfillment	Del	Config Status	
Line #	Line Type	Part Number	Description	List Price	Qty	Service Duration	Ext List Price	Source			
1.0	Product	C2801-VSEC/K9	2801 Voice Security Bundle, I	4360.00	1	-	4360.00	Cisco		View Details	
2.0	Product	MCS-7825-I3-IPC1	HW Only MCS-7825-I3 with	8260.00	1	-	8260.00	Cisco		View Details	
3.0	Product	WS-CE500-24PC	24 10/100 (24PoE) and 2 10	3298.00	1	-	3298.00	Cisco		View Details	
4.0	Product	CM4.2-K9-7825-I3	SW Only, Unified CallMgr 4.2	7074.00	1	-	7074.00	Cisco		View Details	
5.0	Product	AIR-WLC2106-K9	Wireless LAN Controller 210	3835.00	1	-	3835.00	Cisco		View Details	
6.0	Product	AIR-WCS-LB-1.0-K9	Cisco WCS Base v3.0 up to	4714.00	1	-	4714.00	Cisco		View Details	
7.0	Product	AIR-PWRINJ3=	Power Injector for 1100, 11	70.00	1	-	70.00	Cisco		View Details	
8.0	Product	AIR-CB21AG-W-K9	802.11a/b/g Cardbus Adapt	199.00	1	-	199.00	Cisco		View Details	
9.0	Product	AIR-LAP1131AG-A-	802.11ag LWAPP AP Integrate	825.00	5	-	4125.00	Cisco		View Details	
10.0	Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User L	1475.00	1	-	1475.00	Cisco		View Details	
Product Subtotal				119164.00							
Service Subtotal				0.00							
Deal Total				119164.00							



Configuration 수정 - 라인 추가

Deal Summary **Quoting** Review & Submit

Import Config >> Edit Config >> Pricing

On this page you will add product and service lines, verify configurations if required and select fulfillment source (Cisco or Distri).

Deal Information

Deal Name	LAB 21	Quote Created By	sajones
Deal ID	XYZCustomer	Quote Created On	10-Sep-2007 05:45:56
Product	XYZPartner	Quote Updated By	sajones
Configuration	PP-LOCAL22333-001111	Quote Updated On	10-Sep-2007 07:04:32

Partner Billing Information

Bill To ID	88888
Bill To Name	XYZPartner
Bill To Address	333 Innovation Drive Vancouver, BC Canada

수동으로 라인을
추가하시려면
"Add Product Line"을
클릭하십시오

Add Product Line

Add Service Line

Add Product Line

Product Family	Part Number	Qty
Cisco 10700 Series of Internet Rou	CISCO10	
	CISCO10720-AC-A	Cisco 10700 Series of Internet Routers 15222.0
	CISCO10720-AC-A=	Cisco 10700 Series of Internet Routers 15222.0
	CISCO10720-DC-A	Cisco 10700 Series of Internet Routers 15222.0
	CISCO10720-DC-A=	Cisco 10700 Series of Internet Routers 15222.0

Partial part number를
입력하시고 part number를
선택하신 후 "Add Line"을
클릭하십시오

Line #	Product	Description	Unit Price	Qty	Discount	Product Price	Manufacturer	View Details
1.0								
2.0								
3.0								
4.0								
5.0								
6.0								
7.0	Product	AIR-PWRINJ3= Power Injector for 1100, 11	70.00	1	-	70.00	Cisco	View Details
8.0	Product	AIR-CB21AG-W-K9 802.11a/b/g Cardbus Adapt	199.00	1	-	199.00	Cisco	View Details
9.0	Product	AIR-LAP1131AG-A- 802.11ag LWAPP AP Integr	825.00	5	-	4125.00	Cisco	View Details
10.0	Product	ASA5500-SSL-10= ASA 5500 SSL VPN 10 User L	1475.00	1	-	1475.00	Cisco	View Details
Product Subtotal						119164.00		
Service Subtotal						0.00		
Deal Total						119164.00		

Enter
General
Info

Choose
Promo

Answer
Promo
Questions

Submit
to
Qualify

Import
Config

Edit
Config

Pricing

Submit
for
Approval

Config 수정 - 라인 추가 확인

Deal Summary | **Quoting** | Review & Submit

Import Config >> Edit Config >> Pricing

! On this page you will add product and service lines, verify configurations if required, and select fulfillment source (Cisco or Dist).

Deal Information

Deal ID: 2139978 | Deal Status: Qualified | Partner: XYZPartner | Quote Updated By: sajones | Quote Updated On: 10-Sep-2007 07:04:32

Pricelist: Local Price List | Promotion: PP-LOCAL22333-001111

Configure the Part

Selected Config	Qty	Cost	Del	Product No.	Description	Unit Price
WS-SUP720-3B	1	28000		POWER CABLES	POWER CABLES	0.0
CAB-ACU	1	0.0		CAB-ACS	Power Cord for Switzerland	0.0
				CAB-AC	Power Cord,110V	0.0
				CAB-ACU	Power Cord UK	0.0
				CAB-ACU	Power Cord Europe	0.0

Buttons: Check Configuration, Add to Quote

Partner Billing Information

Bill To ID: 88888 | Bill To Name: XYZPartner | Bill To Address: 333 Innovation Drive, Vancouver, BC Canada

Buttons: Save, Save and Continue

Product List Price	Source	View Details
4125.00	Cisco	View Details
1475.00	Cisco	View Details
16980.00	Cisco	View Details
2832.00	Cisco	View Details
15222.00	Cisco	View Details

Buttons: Verify Config

수동으로 추가된 라인은 Configuration을 확인하셔야 합니다

라인을 선택한 후 "Add to Quote"를 클릭하십시오

해당 라인에 대한 옵션을 보시려면 "Verify Config"를 클릭하십시오

"Check Configuration"를 클릭해서 최종 상태를 확인하십시오

Success



Configuration 수정

- 구매 경로 (시스코 또는 총판) 선택

Deal Summary | **Quoting** | Review & Submit

[Import Config](#) >> [Edit Config](#) >> Pricing

! On this page you will add product and service lines, verify configurations if required and select fulfillment source (Cisco or Disti).

Deal Information			
Deal ID	2139978	Project Name	LAB 21
Deal Status	Qualified	Customer	XYZCustomer
Pricelist	Local Price List	Partner	XYZPartner
Currency	Local Currency	Promotion	PP-LOCAL22333-001111
		Quote Created By	sajones
		Quote Created On	10-Sep-2007 05:45:56
		Quote Updated By	sajones
		Quote Updated On	10-Sep-2007 07:04:32

Selected Configuration		
Source	Config Id	Date Imported
Quote Builder	CSQ12138098	2007-09-10 20:20:33.0

Partner Billing

Bill To ID: []
 Bill To Name: []
 Bill To Address: 333 Innovation Drive, Vancouver, BC Canada

구매 경로 선택

Save | Save and Continue

Select Fulfillment Source

Showing 1 - 10 of 26 | < Previous 1 Next >

Fulfillment	Del	Config Status
irce		
co		View Details
co		View Details
co		View Details
co		View Details
co		View Details
co		View Details
co		View Details
co		View Details
co		View Details

Select all the lines

Select Fulfillment Source: -- Select Disti --

Cancel | Continue

- Cisco
- Select Disti --
- TECH DISTRIBUTOR INC
- XYZ DISTRIBUTOR INC
- IP TELEPHONY DISTRIBUTOR INC
- ABC DISTRIBUTOR INC
- 123 DISTRIBUTOR INC

파트너는 시스코로부터 직접 구매하거나 또는 구매할 총판사를 선택해야 합니다.

Save | Save and Continue



Config 수정 - 구매 경로 선택

Deal Summary | **Quoting** | Review & Submit

Import Config >> Edit Config >> Pricing

! On this page you will add product and service lines, verify configurations if required and select fulfillment source (Cisco or Disti).

Deal Information

Deal ID	2139978	Project Name	LAB 21	Quote Created By	sajones
Deal Status	Qualified	Customer	XYZ Customer	Quote Created On	10-Sep-2007 05:45:56
Pricelist	Local Price List	Partner	XYZ Partner	Quote Updated By	sajones
Currency	Local Currency	Promotion	PP-LOCAL22332		

Selected Configuration [Edit](#)

Source	Config Id	Date Imported
Quote Builder	CSQ12138098	2007-09-10 20:20:33.0

[Add Product Line](#) [Add Service Line](#)

Product				Base List Price			Fulfillment	Del	Config Status
Line #	Line Type	Part Number	Description	List Price	Qty	Service Ext List Duration Price	Source		
<input type="checkbox"/> 1.0	Product	C2801-VSEC/K9	2801 Voice Security Bundle, I	4360.00	1	-	4360.00	Cisco	View Details
<input type="checkbox"/> 2.0	Product	MCS-7825-I3-IPC1	HW Only MCS-7825-I3 with	8260.00	1	-	8260.00	-- Select Disti	View Details
<input type="checkbox"/> 3.0	Product	WS-CE500-24PC	24 10/100 (24PoE) and 2 10	3298.00	1	-	3298.00	TECH DISTR	View Details
<input type="checkbox"/> 4.0	Product	CM4.2-K9-7825-I3	SW Only, Unified CallMgr 4.2	7074.00	1	-	7074.00	XYZ DISTRIB	View Details
<input type="checkbox"/> 5.0	Product	AIR-WLC2106-K9	Wireless LAN Controller 2106	3835.00	1	-	3835.00	IP TELEPHO	View Details
<input type="checkbox"/> 6.0	Product	AIR-WCS-LB-1.0-K9	Cisco WCS Base v3.0 up to 10	4714.00	1	-	4714.00	ABC DISTRIB	View Details
<input type="checkbox"/> 7.0	Product	AIR-PWRINJ3=	Power Injector for 1100, 1100	70.00	1	-	70.00	123 DISTRIB	View Details
<input type="checkbox"/> 8.0	Product	AIR-CB21AG-W-K9	802.11a/b/g Cardbus Adapt	199.00	1	-	199.00	TECH DISTRIBU	View Details
<input type="checkbox"/> 9.0	Product	AIR-LAP1131AG-A-1	802.11ag LWAPP AP Integra	825.00	5	-	4125.00	TECH DISTRIBU	View Details
<input type="checkbox"/> 10.0	Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User L	1475.00	1	-	1475.00	TECH DISTRIBU	View Details
Product Subtotal							134386.00		
Service Subtotal							0.00		
Deal Total							134386.00		

Showing 1 - 10 of 20

[Previous](#) [Next](#)

[Save](#) [Save and Continue](#)

단일 Deal에 대해서도 라인별로 시스코 직접 주문과 총판사를 나누어 입력할 수 있습니다

Config 수정 - 저장

Deal Summary | **Quoting** | Review & Submit

Import Config >> Edit Config >> Pricing

! On this page you will add product and service lines, verify configurations if required and select fulfillment source (Cisco or Dist).

Deal Information

Deal ID	2139978	Project Name	LAB 21	Quote Created By	sajones
Deal Status	Qualified	Customer	XYZCustomer	Quote Created On	10-Sep-2007 05:45:56
Pricelist	Local Price List	Partner	XYZPartner	Quote Updated By	sajones
Currency	Local Currency	Promotion	PP-LOCAL22333-001111	Quote Updated On	10-Sep-2007 07:04:32

Selected Configuration Edit			Partner Billing Information Edit	
Source	Config Id	Date Imported	Bill To ID	88888
Quote Builder	CSQ12138098	2007-09-10 20:20:33.0	Bill To Name	XYZPartner
			Bill To Address	333 Innovation Drive Vancouver, BC Canada

Save | Save and Continue

Add Product Line | Add Service Line

Product				Base List Price		Fulfillment Source	
Line #	Line Type	Part Number	Description	List Price	Qty		
1.0	Prod			0.00	1		
2.0	Prod			0.00	1	8260.00	Cisco
3.0	Prod			8.00	1	3298.00	Cisco
4.0	Prod			4.00	1	7074.00	Cisco
5.0	Prod			5.00	1	3835.00	Cisco
6.0	Prod			4.00	1	4714.00	TECH DISTRIBU
7.0	Prod			0.00	1	70.00	TECH DISTRIBU
8.0	Prod			199.00	1	199.00	TECH DISTRIBU
9.0	Prod			825.00	5	4125.00	TECH DISTRIBU
10.0	Prod			1475.00	1	1475.00	TECH DISTRIBU
				Subtotal		134386.00	
				Subtotal		0.00	
				Deal Total		134386.00	

Save | Save and Continue

완료 시 저장 후
다음 단계로 진행

Please wait while performing following action...
Saved the Quote
Applied Contractual Discounts
Applied Promotional Discounts
Loading Discount Details Page...

처리 과정 표시

가격

Deal Summary | Quoting | Review & Submit

Import Config >> Edit Config >> Pricing

Deal Information

Deal ID	2139978	Project Name	LAB 21	Quote Created By	sajones
Deal Status	Qualified	Customer	XYZCustomer	Quote Created On	10-Sep-2007 05:45:56
				Quote Updated By	sajones
				Quote Updated On	10-Sep-2007 07:04:32

3-001111

Deals from 1 to 10 of 25 < Previous 1 Next >

Discount Details										Fulfillment	
Standard Discount	Promotion Discount	Effective Discount	Extended Net Price	Trade In Credit	Source	Status					
42.00	47.00	47.00	2310.80		Cisco	View Details					
42.00	47.00	47.00	4377.80		Cisco	View Details					
42.00	47.00	47.00	1747.94		Cisco	View Details					
42.00	47.00	47.00	3749.22		Cisco	View Details					
42.00	47.00	47.00	2032.55		Cisco	View Details					
-	-	-	-	-	TECH DISTRI	View Details					
-	-	-	-	-	TECH DISTRI	View Details					
-	-	-	-	-	TECH DISTRI	View Details					
-	-	-	-	-	TECH DISTRI	View Details					
-	-	-	-	-	TECH DISTRI	View Details					

1.0 C2801-VSEC/K9 2801 Voice Security Bundle, 4360.00 1 0 4360.00
 2.0 MCS-7825-I3-IPC1 HW Only MCS-7825-I3 with 8260.00 1 0 8260.00
 3.0 WS-CE500-24PC 24 10/100 (24PoE) and 2 10 3298.00 1 0 3298.00
 4.0 CM4.2-K9-7825-I3 SW Only, Unified CallMgr 4.2 7074.00 1 0 7074.00
 5.0 AIR-WLC2106-K9 Wireless LAN Controller 2106 3835.00 1 0 3835.00
 6.0 AIR-WCS-LB-1.0-K9 Cisco WCS Base v3.0 up to 4714.00 1 0 4714.00
 7.0 AIR-PWRINJ3= Power Injector for 1100, 11 70.00 1 0 70.00
 8.0 AIR-CB21AG-W-K9 802.11a/b/g Cardbus Adapt 199.00 1 0 199.00
 9.0 AIR-LAP1131AG-A-K9 802.11ag LWAPP AP Integre 825.00 5 0 4125.00
 10.0 ASA5500-SSL-10= ASA 5500 SSL VPN 10 User L 1475.00 1 0 1475.00

Deal Financial Summary Deal Consumption

	Extended List Price	Discount %	Extended Net Price
Cisco Fulfillment			
Product Subtotal	44,409.00	47.00	23,536.77
Service Subtotal	0.00	0.00	0.00
Subtotal	44,409.00	47.00	23,536.77
Disti Fulfillment			
Product Subtotal	89,977.00	-	-
Service Subtotal	0.00	-	-
Subtotal	89,977.00	-	-
Deal Total	134,386.00	-	-

"-" indicates that you should contact Disti(s) on the deal for discounts and net price.

총판을 통한 구매 항목은 D/C 세부 항목이 표시되지 않습니다. 총판사로 직접 문의하시기 바랍니다.

TECH DISTRI View Details

Disti Fulfillment Product Subtotal 89,977.00 Service Subtotal 0.00 Subtotal 89,977.00



최종 승인 위해 전송

최종 configuration 및
구매 경로 세부 내역 표시

이상이 없는 경우,
시스코의 최종 승인을 위해
전송합니다.

Deal Summary		Quoting		Review & Submit		
Deal Information						
Deal ID	2139978	Project Name	LAB 21	Quote Created By	sajones	
Deal Status	Qualified	Customer	XYZ Customer	Quote Created On	10-Sep-2007 05:45:56	
Pricelist	Local Price List	Partner	XYZ Partner	Quote Updated By	sajones	
Currency	Local Currency	Promotion	PP-LOCAL22333-001111	Quote Updated On	10-Sep-2007 07:04:32	
Download to Excel		Back				
Distributor Fulfillment						
TECH DISTRIBUTOR INC.						
Line Type	Part Number	Product Desc	Qty	Ext List	Disc	Ext Net
Product	AIR-WCS-LB-1.0-K9	Cisco WCS Base v3.0 up to 50 Lightweight APs, Linux RedHat	1	4,714.00	-	-
Product	AIR-PWRINJ3=	Power Injector for 1100, 1130AG, 1200 1230AG, 1240AG Series	1	70.00	-	-
Product	AIR-CB21AG-W-K9	802.11a/b/g Cardbus Adapter; Rest of World Cnfg	1	199.00	-	-
Product	AIR-LAP1131AG-A-K9	802.11ag LWAPP AP Integrated Antennas FCC Cnfg	5	4,125.00	-	-
Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User License	1	1,475.00	-	-
Product	ASA5510-CSC10-K8	ASA 5510 Appl w/ CSC10, SW,50 User AV/Spy, 1 YR Subscript,DES	2	16,980.00	-	-
Product	ASA5510-SEC-PL=	ASA 5510 Security Plus License w/ A/S HA, more VLANs + conns	2	2,832.00	-	-
Product	C2801-VSEC/K9	2801 Voice Security Bundle,PVDM2-8,Adv IP Serv,64F/256D	1	4,360.00	-	-
Product	+VWIC-1MFT-T1	1-Port RJ-48 Multiflex Trunk - T1	1	1,534.00	-	-
Product	+WIC-1B-U-V2	1-Port ISDN BRI NT-1 WIC	1	826.00	-	-
Product	MCS-7825-I3-IPC1	HW Only MCS-7825-I3 with 2GB RAM and Two 160GB	1	8,260.00	-	-
Product	WS-CE500-24PC	24 10/100 (24PoE) and 2 10/100/1000BT or SFP uplinks, SW Only, Unified CallMgr 4.2 For MCS 7825-I3, 1000	1	3,298.00	-	-
Product	CM4.2-K9-7825-I3	SW Only, Unified CallMgr 4.2 For MCS 7825-I3, 1000	1	7,074.00	-	-
Product	AIR-WLC2106-K9	Wireless LAN Controller 2106	1	3,835.00	-	-
Product	AIR-WCS-LB-1.0-K9	Cisco WCS Base v3.0 up to 50 Lightweight APs, Linux RedHat	1	4,714.00	-	-
Product	AIR-PWRINJ3=	Power Injector for 1100, 1130AG, 1200 1230AG, 1240AG	1	70.00	-	-
Product	AIR-CB21AG-W-K9	802.11a/b/g Cardbus Adapter; Rest of World Cnfg	1	199.00	-	-
Product	AIR-LAP1131AG-A-K9	802.11ag LWAPP AP Integrated Antennas FCC Cnfg	5	4,125.00	-	-
Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User License	1	1,475.00	-	-
Product	ASA5510-CSC10-K8	ASA 5510 Appl w/ CSC10, SW,50 User AV/Spy, 1 YR Subscript,DES	2	16,980.00	-	-
Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User License	1	1,475.00	-	-
Product	ASA5510-CSC10-K8	ASA 5510 Appl w/ CSC10, SW,50 User AV/Spy, 1 YR Subscript,DES	2	16,980.00	-	-
Product	ASA5500-SSL-10=	ASA 5500 SSL VPN 10 User License	1	1,475.00	-	-
Product	ASA5510-CSC10-K8	ASA 5510 Appl w/ CSC10, SW,50 User AV/Spy, 1 YR Subscript,DES	2	16,980.00	-	-
Product	ASA5510-SEC-PL=	ASA 5510 Security Plus License w/ A/S HA, more VLANs	2	2,832.00	-	-
				502,128.00	-	-
Cisco Fulfillment						
Line Type	Part Number	Product Desc	Qty	Ext List	Disc	Ext Net
Product	C2801-VSEC/K9	2801 Voice Security Bundle,PVDM2-8,Adv IP Serv,64F/256D	1	4,360.00	47.00	3,210.80
Product	+VWIC-1MFT-T1	1-Port RJ-48 Multiflex Trunk - T1	1	1,534.00	47.00	813.02
Product	+WIC-1B-U-V2	1-Port ISDN BRI NT-1 WIC	1	826.00	47.00	437.78
Product	MCS-7825-I3-IPC1	HW Only MCS-7825-I3 with 2GB RAM and Two 160GB	1	8,260.00	47.00	4,377.80
Product	WS-CE500-24PC	24 10/100 (24PoE) and 2 10/100/1000BT or SFP uplinks, SW Only, Unified CallMgr 4.2 For MCS 7825-I3, 1000	1	3,298.00	47.00	1,747.94
Product	CM4.2-K9-7825-I3	SW Only, Unified CallMgr 4.2 For MCS 7825-I3, 1000	1	7,074.00	47.00	3,749.22
Product	CISCO10720-DC-A=	Internet Router with dual DC Power Supply-Rev A	1	15,222.00	47.00	8,067.66
				44,409.00	47.00	23,536.77
Deal Financial Summary						
Deal Consumption						
		Extended List Price	Discount %	Extended Net Price		
	Product Subtotal	44,409.00		47.00		23,536.77
Cisco Fulfillment	Service Subtotal	0.00		0.00		0.00
	Subtotal	44,409.00		47.00		23,536.77
	Product Subtotal	89,977.00		-		-
Disti Fulfillment	Service Subtotal	0.00		-		-
	Subtotal	89,977.00		-		-
Deal Total		134,386.00		-		-
"-" indicates that you should contact Disti(s) on the deal for discounts and net price.						



전송 완료

DEAL ID는 해당 Deal에 대한 추후 조회에도 사용됩니다.

Thank You, your quote has been submitted.

You will be notified via email once Cisco has approved this quote.

Deal ID# 2139978

Created by sajones on 10-Sep-2007

Deal Submission Status: **Submitted** by sajones on 10-Sep-2007

Deal Qualification Status: **Qualified** by jocam on 10-Sep-2007

Quote Submission Status: **Submitted by** by sajones on 10-Sep-2007

Quote Approval Status: **Approval in Progress**

Deal 상태 : 승인 진행 중

Selected Promotion: **OIP - GOLD
PP-LOCAL-22333-001111**

Next Approver: **jocam**

Next Partner Action: (Wait for Approval)

Register a New Deal

Go to My Deals

파트너 담당자 및 시스코 승인자에게 Deal의 세부사항이 이메일로 통지됩니다.

Deal 승인!

Worldwide [change] | Logged In | Profile | About Cisco

Solutions | Products & Services | Training & Events | Partner Central

Partner Deal Registration

Welcome, [Sally Jones](#), Today is Monday, September 10, 2007

My Deals | Promotions | Register New Deal

Show: deals created by you | Filter By Deal Status: All | Search

Deal ID	Deal Status	Project Name	Promotion Name	Next Approve	Next Partner Action	Last Updated Date	Expiration Date
2139978	Approved	Lab 21	Core OIP 2	iocam	Place Order	0-Sep-2007	09-Oct-2007

Showing 1 - 1 of 1 | < Previous 1 Next >

Generate Report

Deal 승인 -> 다음 단계는 주문

주문은 Deal 만료 기간 전까지
총판사나 Cisco Ordering 톨(1Tier)을
통해 제출합니다



주문



Worldwide [change] Logged In | Profile | About Cisco

Search

Go

Solutions

Products & Services

Ordering

Support

Training & Events

Partner Central

Partner Deal Registration

Welcome, [Sally Jones](#), Today is Monday, September 10, 2007

My Deals

Promotions

Show: deals created by you

Deal ID	Deal Status	Deal Name
2139978	Approved	Lat



PLACING YOUR ORDER

Your deal is currently approved and you may proceed to place your order. To view deal details, click on the DEAL ID number in the "My Deals" tab.

To place orders directly with Cisco:

Please use "DEAL ID" in the "Deal ID" field when placing your order in the [Ordering Tool](#).

You will no longer use the PROMOTION CODE data field in the Ordering Tool. Promotional Discounts will apply by using DEAL ID.

To place orders through Distribution:

Reference the DART approval information by clicking on DEAL ID number in the "My Deals" tab and go to Deal Summary information. Please contact your CAM to create DART(s) for any deals created prior to 10-SEP-2007.

OK

시스코에 직접 주문하기 위해서는 "Deal ID"를 준비하시고 Ordering Tool에 접속하시기 바랍니다!

Showing 1 - 1 of 1

< Previous 1 Next >

Next Partner Action	Last Updated Date	Expiration Date
Place Order	0-Sep-2007	09-Oct-2007

Generate Report

시스코 Ordering Tool – Deal ID

Payment and Taxes

TOP

Note: You do **not** need to provide credit card information if you are paying by purchase order.

Warning: Payment terms cannot be selected because they are contractual. If there is a problem please explain in the order processing notes below.

Intended Use

Payment Method Required (for P.O.)

Purchase Order #

Terms 30 NET

Deal ID Enter the Deal ID for this order as provided by your Account Manager.

Commission Code

Taxable? Yes No

Erate Code

Promotion Code

Expiration Date /

Name on

Order Processing Notes
These notes are reviewed by Cisco. Entries in this field may delay the processing and/or shipment of your order.

Deal ID 입력

Promotion Code 및
Ordering Processing Notes는
사용하지 마십시오.

주문 - 중요!

- 시스코로부터 직접 구매하는 경우에는 **항상 Deal ID를 사용**하시기 바랍니다.
- 총판사를 통해 구매하는 경우 DART 는 자동으로 생성됩니다.
- 주문은 Deal 만료 기간 내에 이루어져야 합니다.
 - 만료일 14일 전과 4일 전에 만료 예정을 통보하는 이메일이 발송됩니다.
 - 기간 연장을 원하는 경우, 만료일 이전에 PDR을 통해 **기간 연장을 신청한 후, 시스코의 승인을** 받아야 합니다



승인된 견적의 변경

시스코로부터 직접 구매하는 경우 :
 “Edit this Quote”를 클릭하여 변경

Deal Summary Quoting Summary

Edit this Quote

Deal Information

Deal ID	2139978	Project Name	LAB 21	Quote Created By	sajones
Deal Status	Approved	Customer	XYZCustomer	Quote Created On	10-Sep-2007 05:45:56
Pricelist	Local Price List	Partner	XYZPartner	Quote Updated By	sajones
Currency	Local Currency	Promotion	PP-LOCAL22333-001111	Quote Updated On	10-Sep-2007 07:04:32


Download to Excel

Distributor Deviation Discount Approvals (DARTs)

DART ID	Authorization	Revision No.	Source Profile Name	Start Date	End Date			
922715	PROD-922715-0708	1	TECH DISTRIBUTOR INC	2007-08-24	2007-09-23	Switch Dist	Revise DART	Cancel DART

총판사로부터 구매하는 경우는
 위의 버튼을 클릭하십시오

Deal별 프로세스 상황

파트너의 프로세스가 필요한 경우 이메일 통지 자동 발송 

Deal 상태	파트너의 조치	설명
NOT SUBMITTED : 전송되지 않음 	SUBMIT DEAL : Deal 전송	심사할 Deal 내용이 시스코에 전송되지 않았습니다. 필요한 정보를 입력하고 Deal 내용을 전송하십시오.
QUALIFICATION IN PROGRESS : 승인 검토 중	No Action : 작업 없음	시스코에서 Deal을 검토 중입니다.
QUALIFIED : 승인됨 	SUBMIT QUOTE : 견적 전송	Deal 만료일 이전에 견적을 전송하고 주문합니다.
APPROVAL IN PROGRESS : 승인 진행 중(AIP) 	No Action : 작업 없음	시스코에서 Deal을 검토 중입니다.
APPROVED : 승인됨 	PLACE ORDER : 주문	Configuration이 최종 확정되었습니다. 이제 주문을 발주할 수 있습니다.
RE-OPENED : 재시작(BOM) 	RESUBMIT DEAL : Deal 다시 전송	파트너가 Configuration을 수정한 경우로, Deal을 다시 전송하여 승인을 받아야 합니다 (1Tier 파트너 또는 DART가 만료된 경우만 해당).
ORDERED : 주문됨	No Action : 작업 없음	Deal에 대한 주문이 이루어집니다. 모든 주문은 Deal 만료 전에 이루어져야 합니다.
CLOSED : 종료됨	No Action : 작업 없음	Deal이 체결되어 더 이상 유효하지 않습니다.
MORE INFORMATION REQUIRED : 추가 정보 필요 -BoM(MIR-BoM)	RE-SUBMIT : 다시 전송	변경/재전송이 필요하여 Deal이 파트너에게 반송되었습니다.
REJECTED : 기각됨	No Action : 작업 없음	Deal이 기각되어 더 이상 유효하지 않습니다.
EXPIRED : 만료됨	No Action : 작업 없음	Deal이 만료되어 더 이상 유효하지 않습니다.



Partner Deal Registration (PDR)



지원

PDR Help

The screenshot shows the Cisco PDR Help interface. At the top left is the Cisco logo. On the right, there are navigation links: 전세기 (변경), 로그인됨, 프로필, 회사 소개, and a search bar with the text 'Search' and a button '이동'. Below this is a horizontal menu with tabs: 솔루션, 파트너 센터, 주문, 기술지원, 교육 & 행사, and 파트너 센터. The main content area is titled '파트너 거래 등록' and includes a user profile for '시작, Byungsoon Kim' and a date '오늘: Saturday, March 1, 2008'. There are buttons for '로그아웃', '내 프로필', '거래 공유', '보고서', '도움말', and '교육'. A red warning message states: '중요: 이 응용프로그램에는 영어만 입력할 수 있습니다.' Below this is a section for '내 거래' with a '새 거래 등록' button. A dropdown menu shows '표시: Deals Created By Me' and '거래 상태 기준 필터링 모두'. A table lists transactions with columns for '거래 작성자' and '거래 상태'. Two yellow callout boxes provide instructions: one for '도움말' (FAQ, support cases, hotline) and one for '교육' (e-learning, other resources).

전세기 (변경) | 로그인됨 | 프로필 | 회사 소개
Search 이동

솔루션 | 파트너 센터 | 주문 | 기술지원 | 교육 & 행사 | 파트너 센터

파트너 거래 등록

로그아웃 | 내 프로필 | 거래 공유 | 보고서 | **도움말** | **교육**

시작, Byungsoon Kim, 오늘: Saturday, March 1, 2008 언어: Korean - 한국어 [변경]
중요: 이 응용프로그램에는 영어만 입력할 수 있습니다.

내 거래 | 프로모션 | 새 거래 등록

표시: Deals Created By Me | 거래 상태 기준 필터링 모두 | 검색

거래 작성자

거래 작성자	거래 상태
bykim	P
bykim	P
bykim	P

목록 다운로드 | 보고서 생성

“도움말”를 클릭하시면 다음과 같은 정보를 확인하실 수 있습니다.

- FAQ
- 지원 케이스 기록
- 지원 케이스 상태 조회
- Hotline 번호

“교육”을 클릭하시면 다음과 같은 정보를 확인하실 수 있습니다.

- e-learning에 접속
- 다른 보조 교육자료 확인

결론

- PDR은 시스코 파트너가 OIP를 활용하기 위해 Deal을 등록하는 플랫폼입니다.
- PDR을 활용함으로써 Configuration을 작성하고 승인을 위해 전송할 수 있습니다.
- 추가 정보 및 교육이 필요한 경우는 채널 영업 담당 및 채널 마케팅 담당에게 연락주시기 바랍니다.

