

Free Tele-qualification(免费销售商机挖掘服务)激活流程

- 1、登录 PMC，点击工具栏 ‘Campaign’，选择 ‘Browse Campaign’，在搜索栏输入 ‘Free’。出现 ‘免费销售商机挖掘服务’，点击右侧按钮 ‘Details’



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- 2、进入如下界面，点击 ‘Continue(1 selected)’



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3、进入如下界面，点击 ‘Activate Campaign’

Partner Orders “Free Telequalification”

Yes (TQ)

✓ 免费销售商机挖掘服务

Please fill out the additional details for the Free Service Activity.

- Select an agency**
This marketing activity will be executed by Cisco Partner Marketing - Back Office.
Cisco Partner Marketing - Back Office
- Select funds**
No mCP funds are available for this activity.
Balance: \$0.00
- Provide order details**
Provide the following details for the agency:
Special Instructions:

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4、显示如下界面，成功激活免费销售商机挖掘服务。

Back Office will set up a new Participant List

Yes (TQ)

Status	Sort by	Name	Created
Active	Create Date	Free TQ for Self-Service DO NOT DELETE	Created: Feb 27, 2018

You will notice this list appear under “Contact List.” This allows the highly engaged prospects to flow directly to the Agency for telequalification. Please do not delete or edit this list.

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5、合作伙伴激活该活动后，我们会定期下载在 PMC 系统中评分高的客户数据，然后安排 SDR 电话外呼。若发现客户有项目需求，我们会第一时间通知对应的合作伙伴跟进。