



亮剑计划促销包订购



FY6Q4亮剑计划促销包定购

促销包概览：

- 促销有效期: FY16Q4
- 季度有效期：WK1 to WK12
- PP-Code：Remote City Bundle-China BR-Remo-160102-89830

定购流程:

创建交易：

输入“交易名称”、选择“合作伙伴”信息、添加“最终用户”信息，选择“总代理”信息

Export Print Email Share Delete Save as Estimate

Deal	Quote	Review	Order
Who's Involved	About the Deal	Incentives	Questionnaire
			Save Save and Continue >

输入“关于交易”信息

Export Print Email Share Delete Save as Estimate

Deal	Quote	Review	Order
Who's Involved	About the Deal	Incentives	Questionnaire
			Save Save and Continue >

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选择“促销”，选择“Bundle Discount”中的“Regular (Remote City Bundles.)”

Export Print Email Share Delete Save as Estimate

Deal Quote Review Order

Who's Involved About the Deal Incentives Questionnaire Save Save and Continue >

Bundle Discount

Regular ⓘ
(6800 IA Reward)

Regular ⓘ
(Remote City Bundles.)

Regular ⓘ
(EN Innovation Bundle)

选择“调查表”，正确回答4个问题：

- 是否是Remote City提名合作伙伴？ (Are you the nominated partner of Remote City?) Yes/No
- 是否按照促销包要求来提交定单？ (Do you submit the deal according to the bundle rules?) Yes/No
- 是否将定购的促销包全部销售给此客户？ (Do you resell the whole Bundle to this end user?) Yes/No
- 是否会部分定购促销包？ (Do you order the part of the whole bundle?) Yes/No

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选择“报价”，按照Bundle规则输入BOM或导入BOM，输入安装地点信息及相关信息，并查看账单

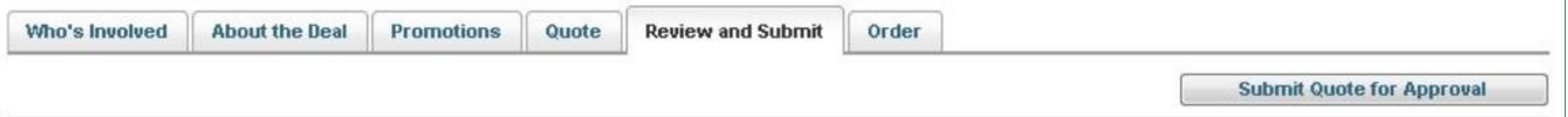


Who's Involved | About the Deal | Promotions | **Quote** | Review and Submit | Order

Items | Discounts & Credits | Install Site | Billing

Save | Save and Continue

选择“审核及提交”，选择“AM” and “CAM”，查看定单信息无误后提交，等待审批



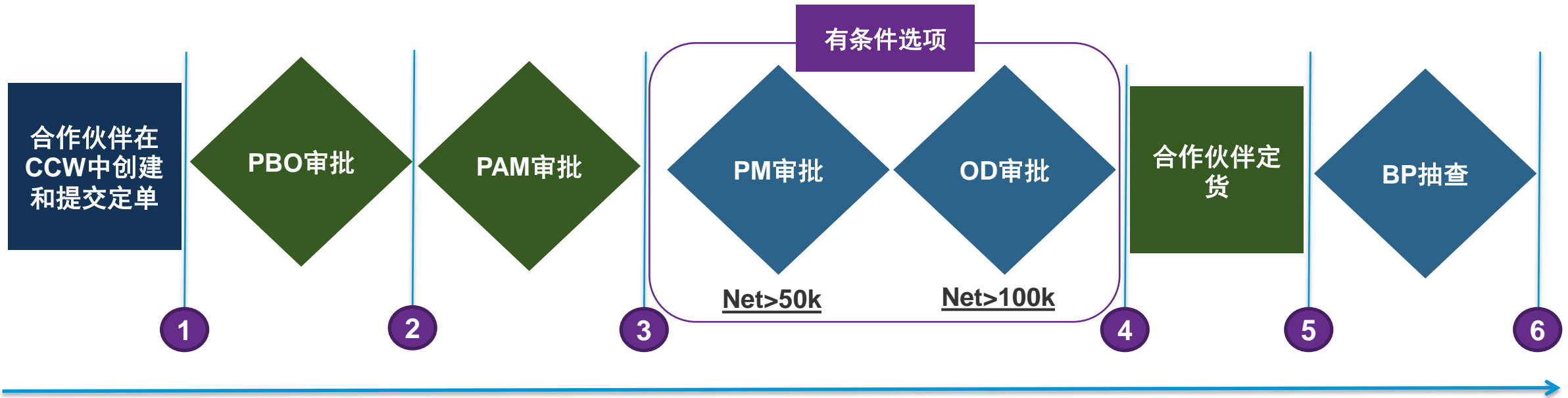
Who's Involved | About the Deal | Promotions | Quote | **Review and Submit** | Order

Submit Quote for Approval

审批要点：

- 必须是提名的Remote City合作伙伴提交定单
- 交货必须是Remote City本地的客户
- 提货必须是对应总代
- BOM必须符合规则
- 必要时提供客户招标书 / 需求文件 / 中标通知书 / 合同
- 必须按照Deal全部从总代提货，不允许部分提货

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PBO审批要点:

- 最终用户必须是Remote City的客户
- 合作伙伴必须是Remote City的FT合作伙伴
- 总代理必须是Remote City对应的总代
- 促销包配置必须符合规则

PAM审批要点:

- 是否为报备的定单

Thank you.

