



TPV (Total Program View) のご紹介 契約情報の確認方法

シスコシステムズ合同会社

2017年6月

本資料 目的

販売店様向けサービス契約を管理するTPVツールのご紹介
TPVツールを使った、保守契約の管理方法

Total Program View ご紹介

CISCO

TOTAL PROGRAM VIEW

Welcome, [user name]

[Metrics Home](#) [Incentive Metrics](#) [Operational Indicators](#)

[Metrics](#) [Help and Training](#) [Feedback](#) [Logout](#)

Action/Alerts

Monthly Publication Notice: To ensure a consistent monthly metrics publication date that provides enough time for final calculation and proactive validations, we are moving the scheduled publication date of final monthly metrics to the 6th of every month following the month that has closed. In cases where the 6th of the month occurs on a Sunday or Monday the metrics will be published on Tuesday. This change is effective immediately. Please refer to the program calendar for the specific monthly schedule.

Deadlines for Metrics Review: In order to allow for the most timely and accurate resolution of metrics disputes we ask that you raise them as early as possible. All requests for review of published metrics must be made before the Cisco fiscal quarter deadline specified in the following document: FY 17 PMC Metrics and Bookings Review Deadlines

プログラム選択

TOTAL PROGRAM VIEW



Cisco TPV Support

Welcome,

[Metrics Home](#) [Incentive Metrics](#) [Operational Indicators](#)

[Training here!](#)



Partner Name

パートナー名

Fiscal Month

MAY 2017

Program Name

Cisco Services Partner Pro...



The Fiscal Month filter only impacts the data shown in the Sales Metrics and Delivery Metrics section.

Action/Alerts

[PMC Reporting](#)

[Request PBR](#)

[Metrics Definitions](#)

Data Current as of: May 10, 2017, Dollar values displayed are for normalized service list price in US dollars.

Delivery metric incentives are only applicable to Partner Support Services eligible partners



メトリック状況

TOTAL PROGRAM VIEW

Cisco TPV Support

Welcome,



Metrics Home

Incentive Metrics

Operational Indicators

Training here!



Partner Name

パートナー名

Fiscal Month

MAY 2017

Program Name

Cisco Services Partner Pro...



The Fiscal Month filter only impacts the data shown in the Sales Metrics and Delivery Metrics section.

Action/Alerts

PMC Reporting

Request PBR

Metrics Definition

Data Current as of: May 10, 2017, Dollar values displayed are for normalized service list price in US dollars.

Delivery metric incentives are only applicable to Partner Support Services eligible partners

Metric Scorecard

Rebate Calculator

Incentive Threshold

Historical Summary

Request Detail Data



Sales Metrics

Metric Name	Covered	Opportunity	%	Projected Rebate
Consolidated Attach Rate (LLW Adj)	57,096	62,178	91.8%	5.20%
Direct Attach Rate (LLW Adj)	0	0	0.0%	0.00%
Indirect Attach Rate (LLW Adj)	57,096	62,178	91.8%	
Renewal Rate	Q1	35,617	39,485	90.2%
	Q2	28,640	51,259	55.9%
	Q3	15,696	28,828	54.4%
	Q4	8,929	48,428	18.4%
	TOTAL	88,882	168,000	52.9%
Projected Sales Rebate %	Q4			5.20%

Delivery Metrics - Measurement Period To Date (Annualized)

Metric Name	Numerator	Denominator	Ratio	Projected Rebate
PSS SR Ratio Rolling Cumulative	0.00	0	0.0	
PSS RMA Ratio Rolling Cumulative	0.00	0	0.0	
Projected Delivery Performance Factor				0.00%
Projected Value Based Service Rebate %				0.00%



Metrics Home

Incentive Metrics

Operational Indicators

Partner Name

パートナー名

Fiscal Month

MAY 2017

Program Name

Cisco Services Partner Pro...



Request Detail Data Files

Incentive Metrics:

Direct Attach Rate (LLW Adj)
Indirect Attach Rate (LLW Adj)
PSS RMA Ratio Rolling Cumulat
PSS SR Ratio Rolling Cumulativ
Renewal Rate (Q1)
Renewal Rate (Q2)
Renewal Rate (Q3)
Renewal Rate (Q4)
Renewal Rate (TOTAL)
SRRMA Denominator Rolling Cu

Request Detail Data

Operational Metrics:

% of Multi-Year Opportunities
Coverage Rate
Direct Attach Rate
Direct Attach Rate for LLW Prod
Direct Attach Rate for Software
Linear Renewal Rate
Indirect Attach Rate
Indirect Attach Rate for LLW Pro
Indirect Attach Rate for Software
Renewal RateNEXT FYQ1

Request Detail Data



pmcadm@cisco.com <pmcadm@cisco.com>

2017年5月19日金曜日 14:47

宛先: CCO ID 登録メール

添付ファイル

プレビュー

Dear PMC user,

The detailed report that you requested from the scorecard is attached:

Partner Name : パートナー名

Country Group : JAPAN

BE GEO ID : ID

Program : Cisco Services Partner Program

Month/Year : MAY 2017

Metric Name : RENEWAL RATE

Thank you

PMC System Administrator

For corporate legal information please click here:-

http://www.cisco.com/web/about/doing_business/legal/cri/index.html

This is a system generated message. Please do not reply.

例 ファイル名:
CSPP_ROW_RR_SE_~を選択

ファイルのRowデータ

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Data Extract	05/10/2017 00:00																
Report Name	Renewal Rate Details																
Report Description	Renewal Rate is calculated on a monthly basis by dividing the Renewal Completed to-date in a fiscal year with the total renewal opportunity in a Fiscal Year. Please refer to the Performance Metric User Guide for a more detailed description.																
Partner Name	パートナー名																
Country Group	JAPAN																
BE GEO ID	ID																
Channel Program	Cisco Services Partner Program																
Report Month	May-17																
Report Request																	
Report Request	#####																
Number of Records	876																
Fiscal Period	FY17																

パートナー名

ピボットテーブルの活用 未契約更新を抽出

NOT_RENEWEDを選択

年でグループ化

エンドユーザ名

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	Renewal Status	NOT_RENEWED																	
2																			
3	合計 / Quantity	列ラベル																	
4		2016年						2017年											
5	行ラベル	7月	8月	9月	10月	11月	12月	1月	2月	3月	4月	5月	6月	総計					
6			14				133		33	5				1	186				
7						168	3								171				
8			40	10	20				10						80				
9												78			78				
10												36	35		71				
11												61			61				
12						56									56				
13				7					10					3	20				
14				1						2	14				17				
15					4			1						9	14				
16									2					10	12				
17												10			10				
18						9									9				
19									8						8				
20								2	1	5					8				
21										4	4				8				
22									7						7				
23				4											4				
24											4				4				
25														4	4				
26						3									3				
27										3					3				

ピボットテーブル ビルダー

フィールド名

☐ D_Product Transaction Type

☐ D_Product Source Name

☐ D_Bill-To Name

☐ D_Bill-To ID

フィルター

Renewal Status

年

D_Item End Date

行

D_Install-Site...

合計 / Quantity

エリア間でフィールドをドラッグしてください

ピボット テーブルの活用

未契約更新の機器&シリアルを確認

The screenshot shows a PivotTable in Excel. The PivotTable is titled '製品名' (Product Name) and has '製品名' as the row label and 'D_Item Name' as the column label. The data is summarized by 'D_Item Name'. The chart is a bar chart with '製品名' on the vertical axis and 'D_Item Name' on the horizontal axis. The chart shows data for '2017年' (2017) and '2016年' (2016). The chart is titled '製品名' and has a legend for 'D_Item Name'. A blue arrow points from the chart to the PivotTable. The PivotTable has '製品名' as the row label and 'D_Item Name' as the column label. The data is summarized by 'D_Item Name'.

アクセス権の確認と設定

- 2015年のTPV開始時にCSPP契約済みのパートナー様のCCO IDには、TPVツールへのアクセス権が自動付与済みです。
- アクセス権の確認と設定は、PSS (Partner Self Service) ツールを利用します。
www.cisco.com/go/pss
 - ドロップダウンから [アクセスの管理 (Manage My Access)] を選択
 - 「自分のアクセス権の表示」に「Total Program View」があれば、アクセス可を示します。
 - アクセス権がない場合は、「追加のアクセス権のリクエスト」の「+」を押して展開

ご参考資料

販売店様向け Tool & Resources:

http://www.cisco.com/c/ja_jp/partners/sell-integrate-consult/sell-services/order-support/tools-resources-2.html

