

Zusätzlich zu den Incentives Hunting/Hunting Plus/NFR usw. wird dies ausgewählt:

| |
|--|
| Assessment Led Selling ----- <input type="checkbox"/> Regular ⓘ (Assessment led selling reward - EEA) |
| Cloud and Managed ----- <input type="checkbox"/> Simplified Pricing ⓘ (CMSP Master Simplified Pricing - Stackable - EEA) |
| Migration ----- <input type="checkbox"/> Competitive ⓘ View Stack (MIP Competitive - EEA) <input checked="" type="checkbox"/> Cisco Migration ⓘ View Stack (MIP - EEA) |

Cisco Migration für Upgrades von Cisco Equipment und Competitive für Wettbewerbsprodukte.

Durch die Auswahl des MIP Incentive kommen zusätzliche Fragen in der Kategorie: „Questionnaire“

Migration

| Track | Program | Reward Code | Reward Name | Try and Buy Eligible |
|-----------------|-------------------------------------|----------------------|-------------|----------------------|
| Cisco Migration | Migration Incentive Program - EMEAR | BR-MIPE-180910-02363 | MIP - EEA | No |

I certify that I will add my Items for Return (Trade In Items) before I submit this deal. * Yes No

What technology are you migrating? *

- Collaboration
- Data Center
- Enterprise Networking
- Security

Data Center

Data Center Switching

What is the quantity of Data Center Switching units you are migrating to? *

What is the quantity of Data Center Switching units you are migrating from? *

Computing Systems

What is the quantity of Computing System units you are migrating to? *

What is the quantity of Computing System units you are migrating from? *

Expected Technology Mix * ⓘ

Remove Selected Items

Wenn das MIP erfolgreich hinzugefügt wurde, dann wird das dargestellt:

Save and Continue >

✔ Your quote has been priced successfully.

Financial and Promotional Summary ▾

Actions ▾

View By Rollup Price ▾ Filter By All Items ▾

| | Hardware, Software, Services and Subscriptions | Unit List Price (USD) | Qty | Extended List Price (USD) | Total Discounts | | Credits (USD) | Extended Net Price (USD) |
|-------|---|-----------------------|-----|---------------------------|-----------------|--------------|---------------|--------------------------|
| | | | | | % | Amount (USD) | | |
| ⊕ 1.0 | UCSB-B200-M5-U UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | 11,949.00 | 14 | 517,286.00 | 69.17 | 357,802.48 | -- | 159,483.52 |
| | MIP Competitive - EEA BR-MIPC-180910-02367 | | | | 3.00% | 1,449.00 | | |
| | Hunting Europe BR-OIPE-150725-11041 | | | | 4.00% | 1,932.00 | | |
| | Fast Track Pricing Initiative Q1FY18 Stackable - EEA PP-Fast-171028-02253 | | | | 0.00% | 0.00 | | |
| | Compute Category - Multinational Certified Partner - USD | | | | 61.00% | 29,463.00 | | |

Add Subtotal

View 50 ▾ Items Per Page

Results 1 of 1 << < Previous 1 ▾ Next > >>

| Financial Summary | | All prices shown in USD |
|---|----------|-------------------------|
| Total List Price | | 517,286.00 |
| Discounts | (69.17%) | 357,802.48 |
| Credits | | -- |
| Adjustments | | 0.00 |
| Quote Total | | 159,483.52 |
| Financial and Promotional Summary | | |

Save and Continue >

Das MIP Incentive lässt sich nicht mit jedem weiteren Incentive kombinieren. Dazu gibt es bei der Auswahl der Incentives immer diesen Punkt:

Migration

Competitive  [View Stack](#)
(MIP Competitive - EEA)

Cisco Migration  [View Stack](#)
(MIP - EEA)

Das Ergebnis sähe dann so aus:

Stackable Options ×

New Account Breakaway - FTD TIP -- EU

New Account Breakaway-Nexus -- EU

CMSP Master Simplified Pricing - Stackable - EEA

Assessment led selling reward - EEA

New Account Breakaway - FTD OIP -- EU

Public Sector Pre-Sales Europe

Account Breakaway - Enterprise Networking - Hunting - EU

Account Breakaway - Enterprise Networking - Teaming - EU

New Account Breakaway - White Space Incentive Promotion EMEAR Teaming -- EU

Teaming EEA

NFR for Authorized - EEA

New Account Breakaway - White Space Incentive Promotion EMEAR Hunting -- EU

PSPP Europe

Hunting Europe

Ein Enterprise Beispiel könnte dann so aussehen:

View By Filter By

| | Hardware, Software, Services and Subscriptions | Unit List Price (USD) | Qty | Extended List Price (USD) | Total Discounts | | Credits (USD) | Extended Net Price (USD) |
|--|--|-----------------------|-----|---------------------------|-----------------|--------------|---------------|------------------------------|
| | | | | | % | Amount (USD) | | |
| | 1.0 WS-C2960X-24TS-L Catalyst 2960-X 24 GigE, 4 x 1G SFP, LAN Base | 2,395.00 | 1 | 2,395.00 | 71.00 | 1,700.45 | -- | 694.55 |
| | MIP Competitive - EEA BR-MIPC-180910-02367 | | | | 5.00% | 119.75 | | |
| | Hunting Europe BR-OIPE-150725-11041 | | | | 8.00% | 191.60 | | |
| | Fast Track Pricing Initiative Q1FY18 Stackable - EEA PP-Fast-171028-02253 | | | | 16.00% | 383.20 | | |
| | Core Category - Multinational Certified Partner - USD | | | | 42.00% | 1,005.90 | | |
| | | | | | | | | Add Subtotal |
| | 2.0 AIR-CT2504-15-K9 2504 Wireless Controller with 15 AP Licenses | 3,895.00 | 1 | 3,895.00 | 55.00 | 2,142.25 | -- | 1,752.75 |
| | MIP Competitive - EEA BR-MIPC-180910-02367 | | | | 5.00% | 194.75 | | |
| | Hunting Europe BR-OIPE-150725-11041 | | | | 8.00% | 311.60 | | |
| | Fast Track Pricing Initiative Q1FY18 Stackable - EEA PP-Fast-171028-02253 | | | | 0.00% | 0.00 | | |
| | Core Category - Multinational Certified Partner - USD | | | | 42.00% | 1,635.90 | | |
| | | | | | | | | Add Subtotal |
| | 3.0 AIR-AP1832I-E-K9 802.11ac Wave 2; 3x3:2SS; Int Ant; E Reg Domain | 695.00 | 1 | 695.00 | 71.00 | 493.45 | -- | 201.55 |
| | MIP Competitive - EEA BR-MIPC-180910-02367 | | | | 5.00% | 34.75 | | |
| | Hunting Europe BR-OIPE-150725-11041 | | | | 8.00% | 55.60 | | |
| | Fast Track Pricing Initiative Q1FY18 Stackable - EEA PP-Fast-171028-02253 | | | | 16.00% | 111.20 | | |
| | Core Category - Multinational Certified Partner - USD | | | | 42.00% | 291.90 | | |
| | | | | | | | | Add Subtotal |

View Items Per Page

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Hier wären dann Hunting, Fasttrack und MIP kombiniert.