

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 > >>


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.