



Cisco Commerce

Estimates Quick Reference Guide

Overview

The Cisco Commerce (CCW) Estimates pre-sales capability enables you to create an estimate and add products and services to a shopping cart, without having to provide the detailed customer information needed to create a quote or an order. This process enables seamless collaboration between end customers, Cisco Sales, and you.



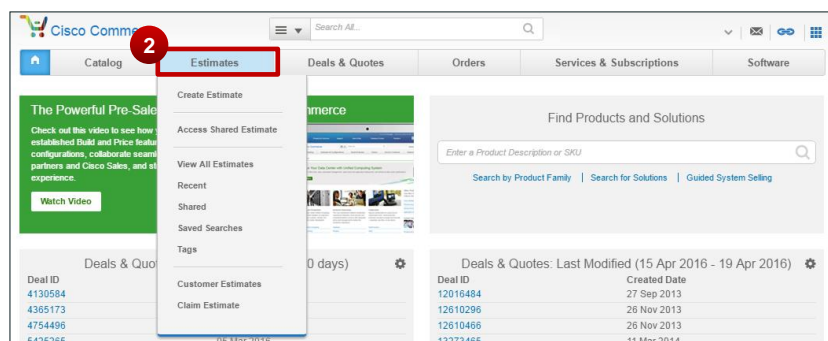
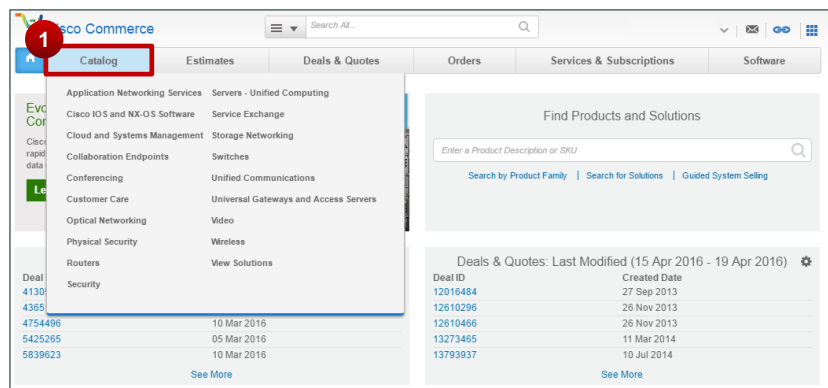
Note: Cisco has fully transitioned to Estimates for creating and managing configurations. As of May 22, 2016, you no longer have access to legacy Configsets and will have to manually recreate the configuration as an Estimate. Therefore, all new pre-sales solutions must be created as an Estimate. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for more information.

Create an Estimate

In Cisco Commerce, you can create estimates in two ways:

- 1 Using the Catalog tab.
Browse through available Cisco products and services, and review available product data sheets and literature.
- 2 Using the Estimates tab.

Note: You can also create an estimate with the Save as Estimate utility from an order or quote. Refer to the [Getting Started with Cisco Commerce User Guide](#) for detailed steps.



Note: Guest users (often non-registered customers) can configure Cisco solutions to generate estimates for purchase through a registered partner. As a partner, you can claim their estimate by using the shared estimate ID. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for detailed steps on claiming estimates.

Create an Estimate Using the Catalog Tab

- 1 Hover over the Cisco Commerce Catalog tab and then select the appropriate technology.

Various products display for the technology selected.

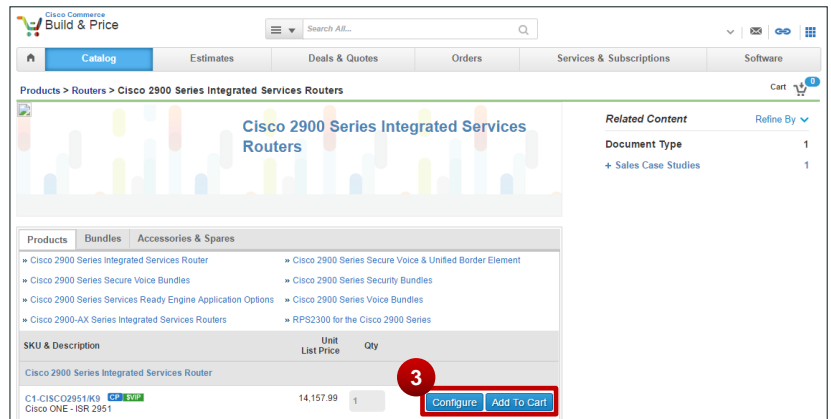
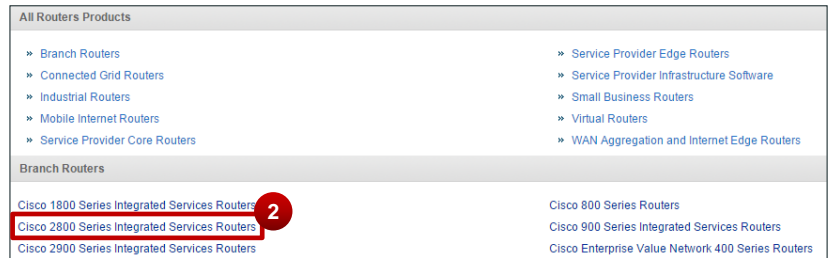
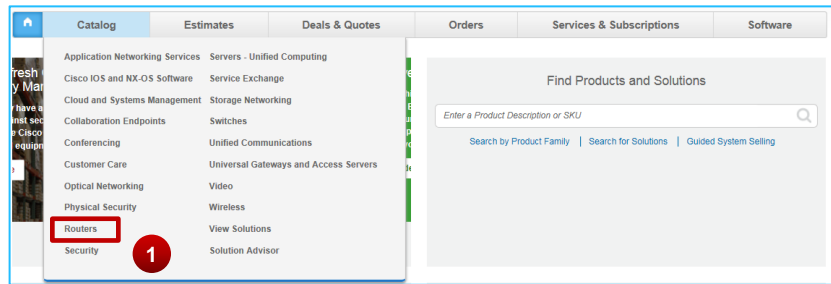
- 2 Select the appropriate product item from the list. A detailed product information page displays.

You can select a particular UCS series and compare products while viewing detailed product descriptions. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for detailed steps.

- 3 Click **Configure** (or **Customize**, as applicable) to configure a product with additional options and accessories. While configuring, you can also attach services to your products. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for detailed steps.

Or, click **Add to Cart** to first create an estimate and then configure your product.

- 4 An estimate is created for your product(s) and an estimate ID is assigned automatically.



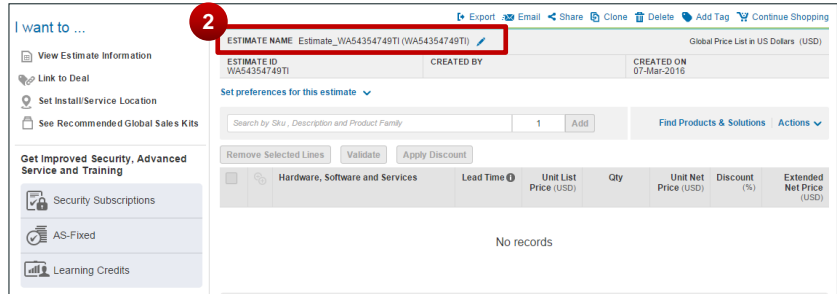
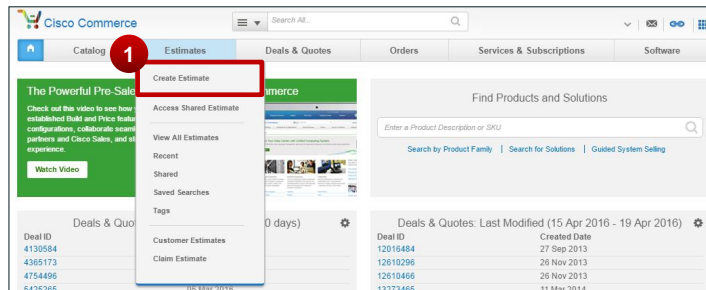
Note: You can review data sheets, case studies, and white papers from the product information page.

Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for more information on how to build an estimate using the Catalog tab.

You can also create an estimate using Solution Advisor. See the [Cisco Commerce Estimates and Configurations User Guide](#) for more information.

Create an Estimate Using the Estimates & Configurations Tab

- 1 From the Estimates tab on the Cisco Commerce homepage, click **Create Estimate**.
- 2 The Estimates Cart page displays. The system assigns a unique estimate ID automatically.

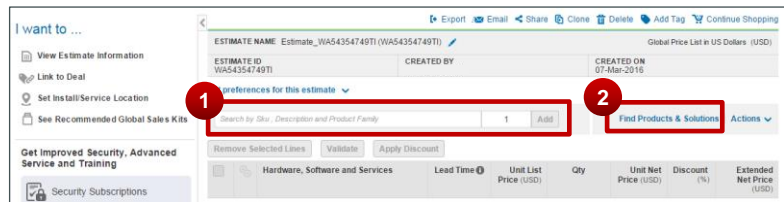


Add Products and Services

There are several ways to add items to an estimate.

- 1 Click the Search field and begin entering your SKU, SKU Description or Product Family. A drop-down menu displays items with matching results.
Click the appropriate product from the menu, enter the desired quantity and then click **Add**.
- 2 You can also search for the product by using the [Find Products & Solutions](#) link.

Note: Another way to add products to an estimate is to import a saved estimate or a configuration. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for more information.



Note: Within your Cisco Commerce My Profile and Preference section, you can select your default service choices, as well as determine whether you would like Cisco Commerce to automatically add services to your valid configurations (refer to the [Getting Started with Cisco Commerce User Guide](#)). You can also override those default preferences by expanding the Set preference for this estimate drop-down menu and selecting the Services Preferences section.

Configure the Products

Configure products, select options, and resolve any warnings or errors in the configuration.

- 1 From the Estimates Cart page, click Select Options for the line item. The Option Selection page displays.
- 2 Review the product list displaying on the left of the page in the Configuration Summary pane.
- 3 Resolve any warning or error messages displaying at the top of the estimate.
- 4 Some of the options may have icons next to them. Hover over the icon to view related information.
- 5 Click **Done** when finished.

ESTIMATE NAME Estimate_WA54354749TI (WA54354749TI) Global Price List in US Dollars (USD)
 ESTIMATE ID WA54354749TI CREATED BY [User] CREATED ON 07-Mar-2016

Set preferences for this estimate

Remove Selected Lines Validate Apply Discount

Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
CISC02911/K9 Cisco 2911 w/3 GE,4 EHWIC,2 DSP,1 SM,2 56MB CF,512MB DRAM,IPB Valid as of 28-Oct-2015 03:40:48 EDT	14 days	2,695.00	1	889.35	67.00	889.35

Select Options Select Service/Subscription Validate Add Note More Actions

OPTION SELECTION CISC02911/K9 Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Country Specification Select Country (Not Required)

Category Qty Unit List Price (USD)

SOFTWARE

IOS Software Version and Type

IOS Technology Package Licenses

ADSL Firmware Options

VA DSL Firmware Options

Zero-Touch Deployment

EnergyWise Management

IOS FEATURE LICENSES

Unified Communications Feature Licenses

Subtotal Estimated Lead Time

Reset Configuration Cancel Done Clear Selection Show Incompatible SKUs

Warnings (3):

- The quantity of Power Cables must be equal to the quantity of Primary Power Supply selected. Please adjust the quantity. (CE200050)
- Have you considered using Cisco ONE <http://www.cisco.com/go/one> for this order? The Cisco ONE equivalent for

Option Search Multiple Options Search

CISC02911/K9 - IOS Software Version and Type Key

Image with Payload Encryption Image with No Payload Encryption

SKU	Qty	Lead Time	Unit List Price (USD)
S29UK9-15501T Cisco 2901-2921 IOS UNIVERSAL	1	14 days	0.00
S29UK9-15303M Cisco 2901-2921 IOS UNIVERSAL	1	14 days	0.00
S29UK9-15403M Cisco 2901-2921 IOS UN	1	14 days	0.00
S29UK9-15503M Cisco 2901-2921 IOS UNIVERSAL	1	14 days	0.00

Note: Products may be configured differently. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for more information.

Add or Edit Services

You can add services to individual items or attach services to multiple lines at the same time. To add services to individual lines:

- 1 Click Select Service/Subscription. The Edit Services/Subscriptions page displays.
- 2 Click Add Service. The Add Service page displays.

CISC02911/K9 14 days 3,180.10 1 3,180.10 0.00 3,180.10

Cisco 2911 w/3 GE,4 EHWIC,2 DSP,1 SM,2 56MB CF,512MB DRAM,IPB
Valid as of 28-Oct-2015 03:40:48 EDT

Edit Options Select Service/Subscription Validate Add Note More Actions

Edit Services/Subscriptions

SERVICE/SUBSCRIPTION SELECTION CISC02911/K9

Service Preferences

Service

Hardware, Software, and Services	Unit List Price	Quantity
CISC02911/K9 Cisco 2911 w/3 GE,4 EHWIC,2 DSP,1 SM,256MB CF,512MB DRAM,IPB	¥ 323,000.00	1

Add Services

- 3 Expand the service categories and select the desired category. Click the appropriate service level radio button within one of the categories and enter the appropriate duration for the same.
- 4 Click **Update** to preview pricing and the particular service level and SKU.
- 5 Click **Done** when finished.

Note: You can cascade services to multiple lines in the estimate. Refer to the [Cisco Commerce Estimates and Configurations User Guide](#) for detailed steps.

SELECT SERVICES FOR C819G-S-K9-RF

Additional services are applicable to one or more products in the configuration.

Technical Support Services Brand: CISCO BRANDED

Service	Duration
No Service	
NETWORK SUPPORT COMBINED SERVICES	
SP BASE SERVICES	
SOLUTION SUPPORT WITH SNTC	
SMART NET TOTAL CARE	
SMART NET SERVICES	
SMART NET TO CARE 3 YEAR SUPPORT	
SMB SUPPORT ASSISTANT	
<input checked="" type="radio"/> SMB Support Assistant (SMB)	Start Date: 07/01/2017 <input checked="" type="checkbox"/> I want to provide my own Start Date
	End Date: 06/30/2018 <input checked="" type="checkbox"/> I want to provide my own End Date
	<input type="radio"/> 12.00 Months(s)

Affected Line Items

Update (4) update allows you to preview changes to pricing for all affected line items based on your service or duration choices.

Description	Service	SKU	Unit List Price

Done (5)

Use Common Utilities for Estimates

Some common utilities, such as exporting, sharing, copying, printing, and deleting are available across all estimates, quotes, and orders. While creating or searching for an estimate, you can opt to export, email, print, share, clone, add tags, or delete a specific estimate. You can access the common utilities from the Estimates tab or from within the Estimates Cart page.

I want to ...

View Estimate Information

Link to Deal

Set Install/Service Location

See Recommended Global Sales Kits

Get Improved Security, Advanced Service and Training

Security Subscriptions

ESTIMATE NAME Estimate_WA54354749TI (WA54354749TI) Global Price List in US Dollars (USD)

ESTIMATE ID WA54354749TI CREATED BY CREATED ON 07-Mar-2016

Set preferences for this estimate

Search by Sku, Description and Product Family 1 Add Find Products & Solutions Actions

Remove Selected Lines Validate Apply Discount

Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)

Estimate Name

12 results Create New Estimate

testsearch Search All Columns test

Advanced Search

All Estimates

Recent Estimates

Shared Estimates

Saved Searches

View Tags

Export **Print** **Tags** **Delete Selected Estimates** Edit View

	Estimate ID	Customer Name	Estimate Name	Created Date	Deal and Opportunity Name	Estimate Description	Deal ID	Last Modified
<input checked="" type="checkbox"/>	IJ54334861...		Test BnP	02-Mar-201...				03-Mar-201...
<input type="checkbox"/>	HH5433485...		Test BnP	02-Mar-201...				03-Mar-201...
<input type="checkbox"/>	GI5344886...		Cisco ONE L...	16-Dec-201...				04-Feb-201...

Note: Refer to the [Getting Started with Cisco Commerce User Guide](#) for detailed information on how to use common utilities for a record in Cisco Commerce.

See [Cisco Commerce Estimates and Configurations User Guide](#) for more information. Other user guides and additional resources are available on our [Operations Exchange](#) page.