

HP Integrated Quoting erikoishinnoittelutyökalu

Ensisijainen työkalu erikoishintojen hakemiseen HP Partner First –kumppaniohjelman jälleenmyyjille.

Hinnoittelupyynnön tarvitaan:

- Loppuasiakkaan tiedot - täytetään kohdassa opportunity
- Tukkurin tiedot – täytetään kohdassa add Distributor
- Hinnoiteltavat tuotteet – täytetään kohdassa Create Quote

Standardipyyntöihin hinnat on mahdollista saada heti. Hinnat hyväksytään klikkaamalla Accept Price, jolloin generoituu 30 päivää voimassaoleva Quote. Kun tuotteet halutaan tilattavaksi tukkurilta klikataan Accept Quote, jolloin hinnoittelu päivittyy OPG:ksi.

Jos hintoihin on tarvetta hakea muutosta klikataan ”escalate pricing”.

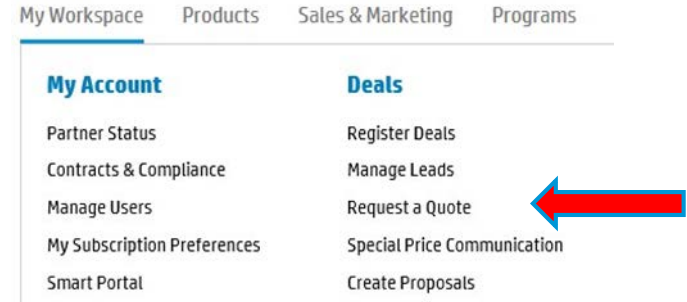
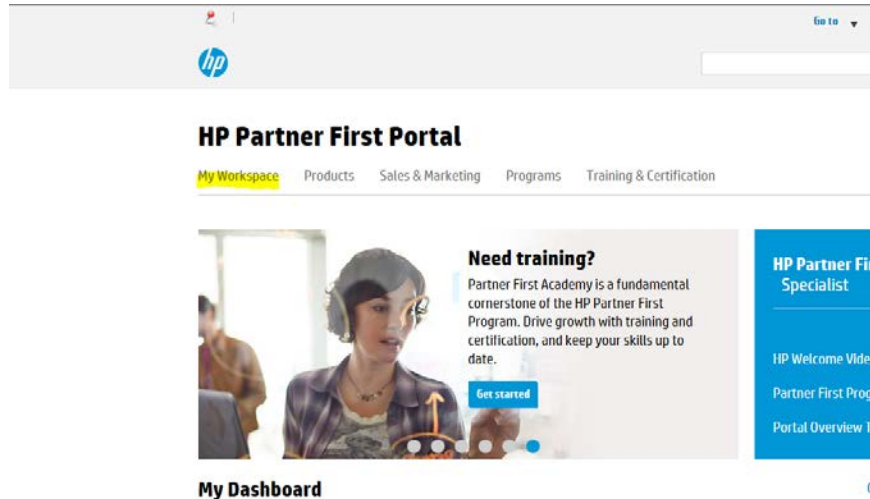
Ongelmatapauksissa klikkaa ”get support” tai ”get assistance”.

MMP-hinnoittelut tehdään edelleen oman HP-yhteyshenkilön kautta, ei Integrated Quoting työkalussa.

Deal Registration –ohjelma ei ole toistaiseksi Suomessa käytössä, kyseisen kohdan voi siis työkalussa ohittaa.

HP Integrated Quoting erikoishinnoittelutyökalu

- Työkaluun pääset kirjautumalla HP kumppaniportaaliin: <https://partner.hp.com/>
- Navigoi – My Workspace – Deals – Request a Quote – Integrated Quoting tool - GO



Aloitussivu – Opportunity: aloita kohdasta Create New

hp HP Inc.

Home Leads Opportunities Reports

Welcome

Company Location Profile

Messages and Alerts

Search

Options to search by:
Lead ID, Opportunity ID, Deal Registration ID, Opportunity Name, Quote ID, Quote Name, Customer Account Name

Partner Support

Get Support

Create new To create a quote or apply for deal registration benefits, open an existing opportunity or create a new one by clicking here.

Opportunities My Open Opportunities

	Opportunities	Deal registrations	Deal registration claims	Opportunity name	Customer account	Total opportunity value	Close date
☰	OPI-0124271569	Test_0930		*C.A.R.S.A.*		EUR 211	10/02/15
☰	OPI-0124271332	test_provision		Tull color		EUR 279	09/17/15
☰	OPI-0124270994	jxy0824upgrade-dssp		BOL.SAPUBLI SL		EUR 9,023	09/24/15
☰	OPI-0124271279	test account_es dss...		Tull color		EUR 0	09/11/15
☰	OPI-0124295264	test account		Imprentas Print		EUR 0	11/30/15
☰	OPP-0123457266-280	Alex Test HPI 15		TEKNIA MANUFAC...		EUR 0	09/30/15
☰	OPP-0123457304-395	US8043 INC FN 5		INDUSTRIES MON...		EUR 0	05/22/20

Hae loppuasiakas

New opportunity

Opportunity Deal Registrations Quotes

1 Select customer > 2 Enter details > 3 Manage opportunity

Customer search

Choose from recently selected customers in the table below, or use the search fields to find the customer for this opportunity.

Customer account * Tax ID Country

City State/Province Zip/Postal Code

Search Clear filters

Recently selected customers

Choose one of the recently selected customers below or use the search fields above.

Customer account	Non-latin name	Address	City	State
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
C.A.R.S.A.		LONDRES 54 - ENTRESUEL...	BARCELONA	BARC

Nimeä keikka ja määritä sille voimassaoloaika – tallenna “Create Opportunity”

New opportunity

Opportunity Deal Registrations Quotes

1 Select customer > 2 Enter details > 3 Manage opportunity

Opportunity details

Opportunity name *	Opportunity ID	Currency
<input type="text"/>		EUR - Euro
Customer account CEMEX LATAM HOLDINGS SA	Close date *	Total opportunity value
<input type="text"/>	<input type="text"/>	Tier 1 total opportunity value

Customer contact info can be used on deal registrations and quotes related to this opportunity.

Customer first name	Customer email address	Customer budget amount
<input type="text"/>	<input type="text"/>	<input type="text"/>
Customer last name	Customer telephone	Tax ID A82449102
<input type="text"/>	<input type="text"/>	

Opportunity owner

Created by	Reseller account	Deal registration ID
Managed by	Sales stage	Deal registration status
Partner	ST - UnderSign Customer	
	Work/lost reason	
	-None-	

Lisää tukkuri(t) kohdassa Channel partners – Add Distributor

Channel partners

Channel partner involved with this opportunity

Action	Partner name	Business relationship
No data to display		

[Add distributor](#) [Add contacts](#)

Add products or services

Products or services must be selected to apply for deal registration programs [?](#)

Find product line by keyword Part number/SKU search

Search by

Additional information

[Sales team](#) [Contacts](#) [Notes & attachments](#) [Competitors](#) [Activities](#) [Stage history](#) [Sales process linkage](#)

HP or partner sales team members involved in this opportunity

Action	Full name	Team role	Business group
No data to display			

[Add](#)

0 - 0 of 0 items

[Save](#) [Back to opportunities](#) [Register deals](#) [Create quote](#)

Lisää tuotteet kohdassa Quotes – Create Quote

Opportunity–OPE-0002901214

Opportunity Deal Registrations Quotes

Opportunity details

Opportunity name * Expected order booking date. This will be the default book/ship date for currency

Customer

Company name

Opportunity description

Customer contact info

Close date

Opportunity Deal Registrations **Quotes**

[Create Quote](#) [Edit](#) [Hide](#) [Show All](#)

Action	Quote Name	Quote Number	Quote Version	Quote Status	Total	Quote Start Date	Quote End Date
<input type="checkbox"/> Edit	Test	T00012345-01	01	Products Pending	USD 123.00	11/30/2014	11/30/2014
<input type="checkbox"/> Edit	Test 1	T00012345-08	01	Submitted	USD 233.00	11/30/2014	11/30/2014

1-2 of 2 items

[Back to Opportunity](#)

Tuotteet voi hakea omalle konelle tallennetusta konffisfailista, excel-muotoisesta tuotelistasta tai yksittäin tuotenumerohaulla. Tämän jälkeen klikkaa “Get Price”. Hinta hyväksytään klikkaamalla “Accept Price” jolloin saat Quoten (voimassa 30 päivää), kun haluat tilata tuotteet tukkurilta klikkaa “Accept Quote”.
Jos koet tarvitsevasi paremmat hinnat voit klikata “Escalate Pricing”. Tällöin tulee antaa peruste paremmille hinnoille sekä arvio nettohinnasta / alennusprosentista jolla kaupan voitaisit.

Opportunity Deal Registrations Quotes

Clone quote Save Refresh Request quote assistance

1 Build > 2 Price > 3 Review

Quote Number: V000165332-01
Title: amam11

Quote Details

Configurations
Import an existing configuration file produced by another tool (TopConfig). Valid file formats are .xls or .xlsx

Upload

Products
Import a list of HP product numbers and quantities. Valid file formats are .xls or .xlsx

Upload

Use our Search to find and add your product(s)

Search

Get price

Click on the + icon to add a product directly to the grid

No Line Items Attached

Cancel Quote

Back to quotes