# Partners and Distributors

On June 11, we're making more improvements to Cisco Commerce. This document shows you what's new and how to make the most of these changes.

## Making it easier to do business

### Providing partial provisioning information for SaaS orders

We know there are times when you may not have all the information prior to booking. To give you some flexibility, you now only have to provide the site URL and the provisioning contact email before you submit your order.

> Whenever possible, you should continue to provide full provisioning details when submitting orders. Having only partial information will lead to provisioning delays.

After the order is submitted, you can still edit and update the provisioning information. In addition, the provisioning contact will get an email with instructions on how to complete the order. (This contact must have a CCO ID and access to that order in CCW.)

Distributors can now also share the order with a reseller, who can then provide the provisioning information in CCW. See Section 1.1 in the Release Training

### We've improved your experience when estimating, quoting, and ordering services as a subscription

Building on the capabilities delivered in previous releases, we've made it easier for you to create estimates, quotes, and orders for services as a subscription. A number of technical fixes have been implemented that will make your experience transacting on services as a subscription both consistent and free of unnecessary work-arounds.

- We've enhanced the search capability in CCW so that you can search and add service subscription offers to your transaction
- Tiered Support Services can be imported into Quote, giving you an improved quoting experience and eliminating the need for corrections to ensure quote is in alignment with an estimate
- When making BOM uploads for CMS, WebEx, and Spark you will be presented with consistent behavior when encountering an error.
- We've implemented a fix that automatically creates the service contracts for new and transfer WebEx/Spark Tiered support service subscriptions.
- We've implemented a fix that automatically creates a service contract in modify subscription transactions when tiered support is added to an existing WebEx/Spark subscription.
- Avoid unnecessary work arounds by classifying standard quotes as non-standard for support subscription elements.

# Estimates

### Cisco ONE BOM Upgrade tool enhancement (Partners/Distributors & Service Providers)

We have added a new feature to the Export option in Cisco ONE BOM Upgrade tool, this feature will make it easier for you to include/exclude the VIP rebate related info while downloading the excel file. Additionally, if you choose to enter discounts to the A-La-Carte or Cisco ONE tab in the excel export file, the price calculations will be done automatically and VIP tab will reflect an updated selling price based on the discounts entered.

For recent changes, refer **Cisco ONE BOM Conversion** quick reference guide.

- The Export feature in the Cisco ONE BOM Upgrade tool provides you with an option to include/exclude the VIP rebate details in the excel export.



# Catalog

### B2B Partners are being further integrated into the transaction of XaaS via new APIs

In order to address B2B Partner input, we have created two new API's for XaaS transactions. This automation not only lowers the amount of effort involved on the Partners' behalf in these transactions, but also lowers costs for them and allows for the scaling of XaaS volumes.

- List XaaS Offers: This API will provide a list of all XaaS and Billing SKUs for a given pricelist.
- Get XaaS Offer Details: This API will provide the attribute-level information for a given ATO or Billing SKU.

# Order

### Address records being created, now align with the exact information you enter

We've made changes to how we validate and capture addresses in our tools. We now create address records using the exact information you enter. You may see an error message on an un-submitted order, saying that a previously entered address is not valid. If you get this error, create the address again.

For more information, please see Communications for Address Validation Changes.

### Simplified View Status for SaaS-Only Orders

You can more easily identify SaaS-specific information in View Status when transacting a SaaS-only order. We've simplified View Status to accomplish this by removing the hardware-specific information from View Status and re-named some labels to better align with SaaS transactions. Additionally, these changes in View Status will be reflected in order exports to PDF.
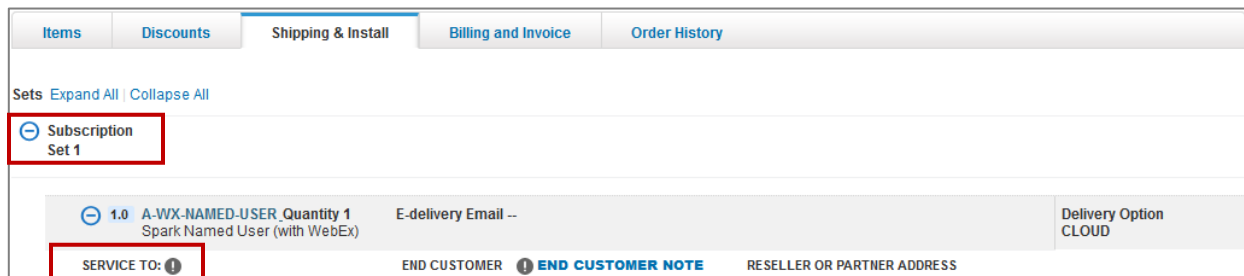
**Note**: These changes will only be seen with SaaS-Only Orders

Key callouts for View Status include:

- View Status will display Line Item Status Summary bubbles. Statuses that can be seen are: Submitted, Order Processing, Subscription Fulfillment, Invoice, and Closed.
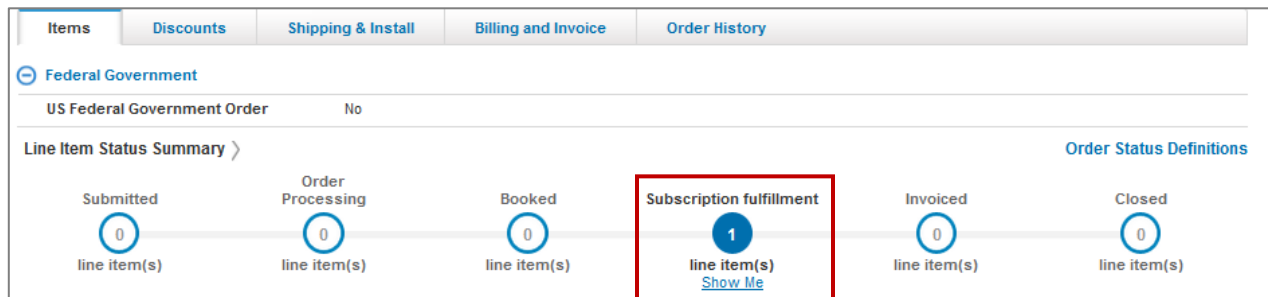


- Ship Sets Label has changed to "Subscription Set"
- Shipping/Service-to Address has changed to "Service-To."



### Smart Account Assignment is Optional for Nyquist Orders

In order to provide you access to Nyquist offers faster, we have made Smart account assignment optional at the time of order.

**Note**: This optional feature for Smart Account assignment is only for Nyquist and does not apply to any other Smart Licensing offers.

## Across Tracks

### Email Domain Validation for New Smart Accounts

To avoid any failures or delays in smart account set up, we now validate the email domain of new smart account requests upfront in CCW. With this validation, if you enter a domain ID incorrectly (e.g. "def" instead of "def.com") CCW will not accept the format and alert you to enter a valid email domain.

**New Smart Account Request**                                                                        ✕

⚠ **The Domain Entered is not valid. Domain IDs must begin with alphanumeric characters and end with alpha numeric grouping after the dot.(for example cisco.com, cisco123.com, cisco-123.com or cisco.usa.com)**

An email will be sent to the Smart Account Creator specified below to complete account setup.
**Specify the email address of the Smart Account Creator for the company's Smart Account** *

abc@def.com

**Smart Account Domain Identifier** *
Smart Account Domain Identifier is based on the email address of the Smart Account Creator and must belong to the company that will own this account.

def        ❶ ✎

Back                                                              Cancel    **Submit Account Request**

## Cisco ONE product recommendation in CCW

We are making it easier for you to find and purchase a Cisco ONE equivalent SKU using **Find Products and Solutions UI** in CCW. With this new feature, if you try to add an a-la-carte product having Cisco ONE equivalent, CCW will prompt you to choose between the a-la-carte and the Cisco ONE equivalent product making your buying experience simpler. See Section 2.1 in the Release Training

## Last Date of Attach (LDOA) and Last Date of Renewal (LDOR) Enforcement

CCW will enforce the LDOA policies for 215 Legacy Intrusion Prevention Service (IPS) products. No new services attach will be permitted beyond the LDOA. For more information, please see the awareness communications.

| Scenarios | CCW-R | CSCC | CCW |
|---|---|---|---|
| Quoting beyond LDoA validations for 'never-covered' products | Not Allowed | Not Allowed | Not Allowed |
| Quoting beyond LDoR validations for Renewals | Not Allowed | Not Allowed | Not Applicable |
| Quoting beyond LDoR for Expired/Terminated Contracts | Not Allowed | Not Allowed | Not Applicable |
| Changing from CIPS service levels to valid Non-CIPS service levels | Not Allowed | Allowed | Not Applicable |