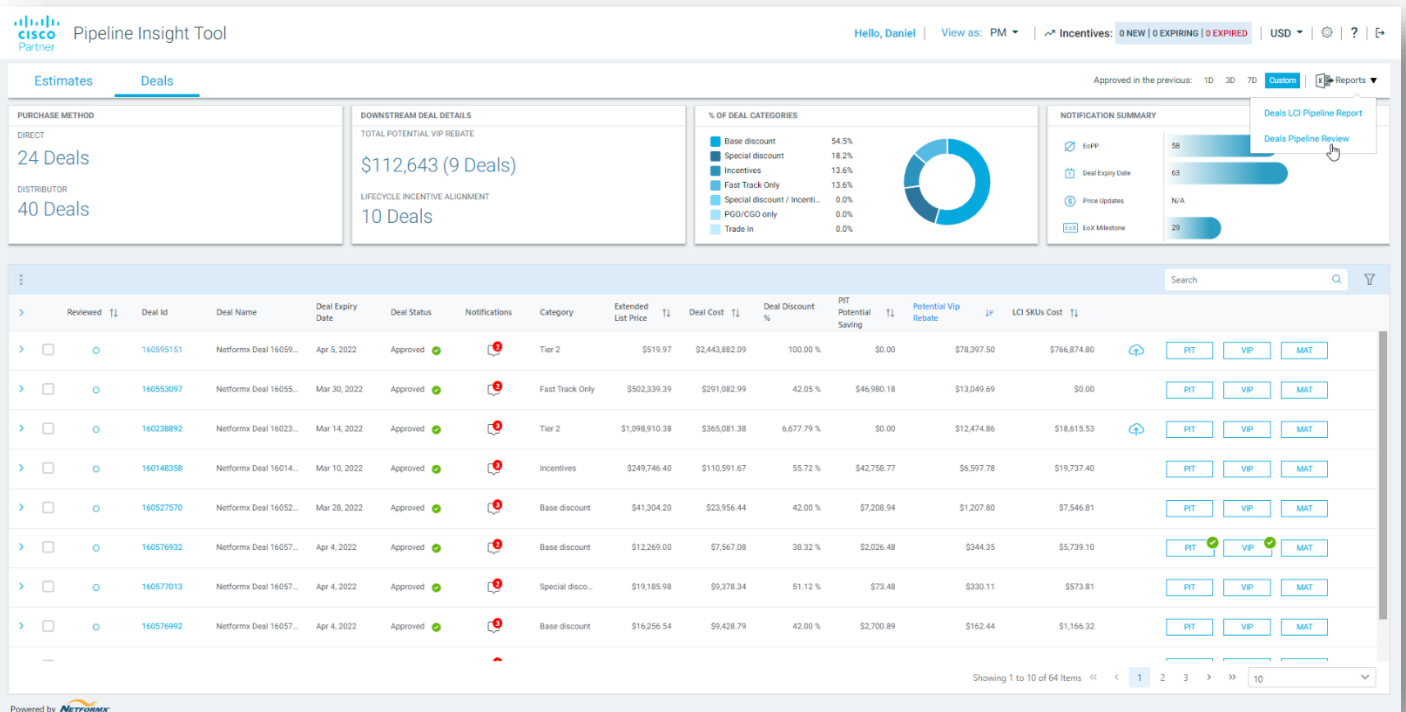


5 Easy Steps to Insight for your Top Cisco VIP Deals

Leveraging the Pipeline Insight Tool (PIT) as each VIP Period nears closing, you will want to get insight to analyze all your deals or your top deals in order to get them booked.

STEPS:

1. Log into the [Pipeline Insight Tool \(PIT\)](#)
2. Move to the Deals tab (for PM role only)
3. Filter the desirable date range
4. Move to the Reports menu
 - a. Select the Deals Pipeline Review Report
 - b. A report popup will open – select a date range and press on the ‘Generate Now’ button
5. The report will be downloaded
 - a. Sort the report by – Potential VIP Rebate



The screenshot displays the Pipeline Insight Tool (PIT) interface. At the top, it shows the user's name (Hello, Daniel), view settings (View as: PM), and currency (USD). The main dashboard includes several key metrics and charts:

- PURCHASE METHOD:** DIRECT (24 Deals), DISTRIBUTOR (40 Deals)
- DOWNSTREAM DEAL DETAILS:** TOTAL POTENTIAL VIP REBATE: \$112,643 (9 Deals); LIFECYCLE INCENTIVE ALIGNMENT: 10 Deals
- % OF DEAL CATEGORIES:** A donut chart showing the distribution of deal categories: Base discount (54.5%), Special discount (18.2%), Incentives (18.2%), Fast Track Only (13.6%), Special discount / Incent... (0.0%), PGO/CSO only (0.0%), and Trade In (0.0%).
- NOTIFICATION SUMMARY:** A bar chart showing notification counts for various categories: toPP (58), Deal Expiry Date (63), Price Updates (N/A), and LoX Milestone (29).

Below the dashboard is a table of deals with columns for Reviewed, Deal Id, Deal Name, Deal Expiry Date, Deal Status, Notifications, Category, Extended List Price, Deal Cost, Deal Discount %, PIT Potential Saving, Potential Vip Rebate, LP, LCI SKUs Cost, and TL. The table lists several deals, including Netform Deal 16059, 16053097, 160238892, 160148358, 160527570, 160576932, 160577013, and 160576992. At the bottom right, it indicates "Showing 1 to 10 of 64 Items" with pagination controls.

Pipeline Insight Tool Hello, Daniel | View as:

Estimates Deals

PURCHASE METHOD

DIRECT

24 Deals

DISTRIBUTOR

40 Deals

DOWSTREAM DATA

TOTAL POTENTIAL

\$112,640

LIFECYCLE INCOME

10 Deals

Reviewed	Deal Id	Deal Name	Deal Expiry Date	Deal Status
<input type="checkbox"/>	160595151	Netformx Deal 16059...	Apr 5, 2022	Approved
<input type="checkbox"/>	160553097	Netformx Deal 16055...	Mar 30, 2022	Approved
<input type="checkbox"/>	160238892	Netformx Deal 16023...	Mar 14, 2022	Approved
<input type="checkbox"/>	160148358	Netformx Deal 16014...	Mar 10, 2022	Approved
<input type="checkbox"/>	160527570	Netformx Deal 16052...	Mar 28, 2022	Approved
<input type="checkbox"/>	160576932	Netformx Deal 16057...	Apr 4, 2022	Approved

Deals Pipeline Review

Time Range: **Generate Now**

Report Recurrence

Recurring Pattern

Recurrence:

Time of Day:

Include deals from the last: Day 7 Days 30 Days

Email the report to:

Cancel **Apply**

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Id	Name	Created by User Name	End Customer Name	Status	Extended List Price	Cost	Discount %	Potential VIB Rebate	LCI SKU's Cost	Purchase Method	Category	CoPP	Modify Date
1	160595151	support@netformx.com	Nissan Group	Approved	USD 519.97	USD 2,443,882.09	100.00%	USD 78,297.50	USD 766,874.80	TECH DATA	Tier 2		Jan 5, 2
2	160553097	support@netformx.com	Subaru Group	Approved	USD 502,339.39	USD 291,082.99	42.05%	USD 13,049.69	USD 0.00	Direct	FastTrackOnly		Jan 29, 2022
3	160238892	support@netformx.com	Hyundai Inc	Approved	USD 1,098,910.38	USD 365,081.38	66.77%	USD 12,474.86	USD 18,615.53	TECH DATA	Tier 2		Feb 4, 2022
4	160148358	support@netformx.com	BMW LLC	Approved	USD 249,746.40	USD 110,591.67	55.72%	USD 6,597.78	USD 19,737.40	Direct	Incentives		Jan 30, 2022
5	160527570	support@netformx.com	Hyundai LLC	Approved	USD 41,304.20	USD 23,956.44	42.00%	USD 1,207.80	USD 7,546.81	Direct	BaseDiscount		Jan 27, 2022
6	160576932	support@netformx.com	Toyota Group	Approved	USD 12,269.00	USD 7,567.08	38.32%	USD 344.35	USD 5,739.10	Direct	BaseDiscount		Feb 3, 2022
7	160577013	support@netformx.com	BMW Group	Approved	USD 19,185.98	USD 9,378.34	51.12%	USD 330.11	USD 573.81	Direct	SpecialDiscount		Feb 3, 2022
8	160576992	support@netformx.com	Subaru Corp	Approved	USD 16,256.54	USD 9,428.79	42.00%	USD 162.44	USD 1,166.32	Direct	BaseDiscount		Feb 3, 2022
9	160521423	support@netformx.com	Toyota LLC	Approved	USD 48,854.54	USD 28,335.70	42.00%	USD 78.36	USD 0.00	Direct	BaseDiscount		Jan 26, 2022
10	160570047	support@netformx.com	Hyundai Inc	Approved	USD 8,774.84	USD 5,089.40	42.00%	USD 0.00	USD 0.00	Direct	BaseDiscount		Jan 30, 2022
11	159396795	support@netformx.com	Subaru LLC	Approved	USD 24,426.89	USD 14,167.56	42.00%	USD 0.00	USD 0.00	Direct	BaseDiscount		Feb 4, 2022
12	160576866	support@netformx.com	Nissan Corp	Approved	USD 37,960.00	USD 27,183.16	28.39%	USD 0.00	USD 0.00	Direct	Incentives		Feb 3, 2022
13	159090063	support@netformx.com	Audi LLC	Approved	USD 93,875.73	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 3, 2022
14	159648441	support@netformx.com	BMW Corp	Approved	USD 16,152.63	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 1, 2022
15	160558503	support@netformx.com	BMW Inc	Approved	USD 4,078,654.00	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 28, 2022
16	160550547	support@netformx.com	Nissan Corp	Approved	USD 1,395.86	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 27, 2022
17	160559397	support@netformx.com	Audi LLC	Approved	USD 574.45	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 27, 2022
18	160569885	support@netformx.com	Renault Group	Approved	USD 966.36	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 29, 2022
19	160569876	support@netformx.com	Nissan Inc	Approved	USD 75.16	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 29, 2022
20	160595172	support@netformx.com	Nissan Group	Approved	USD 1,765.32	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 5, 2
21	160595178	support@netformx.com	Audi LLC	Approved	USD 1,848.77	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 5, 2
22	151567962	support@netformx.com	Renault Inc	Approved	USD 20,045,250.20	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 4, 2022
23	15691777	support@netformx.com	Toyota Inc	Approved	USD 417,705.60	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 28, 2022
24	160331283	support@netformx.com	Toyota Corp	Approved	USD 888,495.04	USD 177,698.98	80.00%	USD 0.00	USD 0.00	Direct	SpecialDiscount		Feb 3, 2022
25	160559352	support@netformx.com	Ford Group	Approved	USD 31,632.00	USD 15,552.50	50.83%	USD 0.00	USD 0.00	Direct	FastTrackOnly		Feb 3, 2022
26	160576869	support@netformx.com	Mercedes Group	Approved	USD 171,823.18	USD 86,540.41	49.63%	USD 5,088.56	USD 0.00	Direct	SpecialDiscount		Feb 3, 2022
27	157987986	support@netformx.com	Ford Corp	Approved	USD 84,530.00	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 27, 2022
28	159069879	support@netformx.com	BMW Corp	Approved	USD 93,875.73	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 3, 2022
29	158775231	support@netformx.com	Toyota Inc	Approved	USD 4,078,654.00	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 28, 2022
30	160498914	support@netformx.com	Audi Group	Approved	USD 5,208,888.00	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 2, 2022
31	160398102	support@netformx.com	Mercedes Corp	Approved	USD 25,258.23	USD 0.00	100.00%	USD 0.00	USD 0.00	AZLAN LOGISTICS	Tier 2		Feb 3, 2022
32	160550736	support@netformx.com	Subaru Group	Approved	USD 1,395.86	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 27, 2022
33	160559367	support@netformx.com	Subaru Group	Approved	USD 4,626.00	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Jan 27, 2022
34	160577265	support@netformx.com	Mercedes LLC	Approved	USD 192,376.72	USD 0.00	100.00%	USD 0.00	USD 0.00	TECH DATA	Tier 2		Feb 3, 2022
35	160576914	support@netformx.com	Audi Corp	Approved	USD 467,844.20	USD 335,023.28	28.39%	USD 0.00	USD 0.00	Direct	Incentives		Feb 3, 2022
36	160560831	support@netformx.com	Ford Corp	Approved	USD 49,678.09	USD 28,813.35	42.00%	USD 0.00	USD 0.00	Direct	BaseDiscount		Jan 27, 2022
37	160560831	support@netformx.com	Ford Corp	Approved	USD 0.00	USD 0.00	0.00%	USD 0.00	USD 0.00	Direct	BaseDiscount		Jan 5, 2