



Get Control of your Cisco Deal Pipeline with a Complete View

Making presales decisions in a vacuum impacts your business results. If you don't have ready access to your full pipeline of Cisco deals—Direct and Disti—you don't have a 360° view and your proposals will likely be less profitable and not competitive.

Ingram Micro and Netformx worked together to provide you with a complete view of your sales Pipeline to better plan, prioritize and optimize your deals with visibility to capture more Cisco rebates.

By consolidating and analyzing data from both Ingram Micro (via BOM upload) and numerous Cisco platforms, [Netformx Pipeline Insight Tool \(PIT\)](#) enables you to have both broad and deep views of your Cisco sales pipeline.

Instead of manually uploading BOMs into PIT, you can now save time by automatically uploading Ingram Micro BOMs into the dashboard.

With Ingram Micro's API you can quickly manage and gain insights about your overall Cisco business in a single dashboard, as well as visualize and analyze your entire presales pipeline.



Automate Cisco Deal Optimization

Automatically upload your Ingram Micro presales BOMs

The integration of Ingram Micro's API with PIT presents you with a consolidated view and provides integrated analysis of both your Direct and Disti Cisco deal data. Your Disti deals uploaded via the API become part of the regular PIT workflow, instead of manual BOM uploads that are managed separately.

With Netformx Pipeline Insight Tool (PIT) you can:

- **Maximize sales profitability** through automation, best practices, and efficiency
- **Gain financial insights** with a view of your entire Estimate and Deal pipeline
- **Increase VIP rebates** with visibility to Eligible SKU opportunities and see the "Total Margin" on a Deal
- **Identify LCI-eligible SKUs** in Deals and Estimates in your potential Lifecycle Incentive reward pipeline

- **Have Alternate SKU recommendations at your fingertips** for devices that are EoX or Cisco recommended replacements
- **Optimize margin to be more competitive** with “what-if” scenarios and specialization modeling
- **Eliminate surprises with alerts to price changes** and EOX before Deal registration
- **Visibility to Ingram Micro BOMs** to leverage all the PIT optimization features

View your entire Cisco sales pipeline and optimize deals

The Ingram Micro API provides all the Disti information needed by Netformx PIT, VIP Calculator, and Margin Analysis Tool (MAT) calculations. So, all the benefits of PIT are available for your Disti deals. Your Disti deals uploaded via the API become part of the regular PIT workflow, instead of manual BOM uploads that are managed separately. As a result, the Disti BOMs now appear in your LCI and other PIT reports.

- **Get a full 360° view of your entire Cisco deal pipeline** combining Direct and Disti estimates
- **Avoid manual BOM uploads** and efficiently analyze and optimize each deal for the best margin
- **See the Disti deal SKUs** that are VIP eligible
- **View all LCI-eligible deals** to prioritize and get a jump on customer experience planning
- **Have insights to adjust your deals** to capture more rebates and rewards
- **Consider leveraging backend rebates** to adjust margins to win the deal

Contact sales@netformx.com to get started with the Ingram Micro API to take control of your Cisco sales pipeline.



About Netformx

Netformx improves Managed Service & IT Solution Providers profitability and efficiency. MSPs can deliver a premium service for customers' multivendor networks with accurate assessments, proactive network maintenance and optimized network security posture. Solution Providers can accurately design IT network proposals and maximize Cisco program rebates for Direct and Disti deals. Learn more at netformx.com sales@netformx.com



About Ingram Micro

Ingram Micro is a leading technology company for the global information technology ecosystem. With the ability to reach nearly 90% of the global population, we play a vital role in the worldwide IT sales channel, bringing products and services from technology manufacturers and cloud providers to business-to-business technology experts. Through Ingram Micro Xvantage™, our AI-powered digital platform, we offer what we believe to be the industry's first business-to-consumer-like experience. We also provide a broad range of technology services, including financing, specialized marketing, and lifecycle management, as well as technical pre- and post-sales professional support. Learn more at ingrammicro.com