Enterprise Computing Solutions - North America

Quote requests and order placement through Arrow

Placing Your First Order with Arrow Qlik Q



STEP 1:

Ensure you've completed the on-boarding process, including establishing a line of credit, prior to requesting a quote.

STEP 2:

Register the deal in the Olik partner portal: http://partners.glik.com

For instructions, refer to the Reseller Guide to Managing Opportunities Using QlikBuy

STEP 3:

Send your request for quote to: Olik@arrow.com

For an order template and price list download this workbook

The request should include:

- End user name and location
- Product descriptions and quantities
- Partner/ Reseller company name and location
- Partner/ Reseller contact e-mail

STEP 4:

Your Arrow Inside Sales Rep (ISR) will return your quote

Ensure any special terms language has been approved by Olik Legal and is included on the quote to the end user

STEP 5:

When you are ready to place the order, send the PO to your Arrow ISR with:

- Ship to location
 - Name
- Telephone
- Address
- Email
- Bill to address
- Total purchase amount (pricing must match Arrow quote)
- Partner/ Reseller contact information
- Partner/Reseller PO#

STEP 6:

Your Arrow ISR will send you an Order Confirmation with the Order Number

Contact

David Hall

Qlik Channel Manager

david.hall@arrow.com

or 720 244 5990

Order Date: 08/12/16 Reseller PO A-12345 Arrow Salesperson: QLIK SALES				Order Total: \$38,409.00 End Customer PO:Qlik Terms: NET 30 DAYS			Customer#123456 Arrow SO Type: Vendor Reseller Buyer:		
Ship to	Contact	t:		Ship To Phone:			QLIK End User:		
JON DOE Sold To:				1-888-8888					
Sold To: XYZ TECHNOLOGY				Shipped To: THE ABC CORP			End Customer: THE ABC CORP		
123 A STREET				456 B STREET			456 B STREET		
	HERE, U	SA		ANYWHERE,				ANYWHERE, USA	
Line # 1.1	Product 4860	Status Shipped	Qty Order				Actual Ship Date	7/29/20	
							Actual Ship Date	7/29/20	
							Actual Ship Date	7/29/20	
1.1	4860 Product	Shipped	13 Qty Order	13 Oty Shipped	\$765.45 Unit Price	Est. Ship Date	Actual Ship Date		
1.1	4860 Product	Shipped	13	13 Oty Shipped	\$765.45 Unit Price	Est. Ship Date			
1.1 Line # 2.1	4860 Product	Status Shipped	Qty Order	Oty Shipped	\$765.45 Unit Price \$198.45	Est. Ship Date		7/29/20	

Example Order Confirmation

qlik_first_order_09/16_CDS1.2

