

Quote requests and order placement through Arrow

Placing Your First Order with Arrow



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 Qlik partner portal: <http://partners.qlik.com>

For instructions, refer to the [Reseller Guide](#) to Managing Opportunities Using QlikBuy

STEP 3:

Send your request for quote to: Qlik@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 Qlik 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
 - Address
 - Bill to address
- Telephone
- Email
- 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

Line #	Product	Status	Qty Order	Qty Shipped	Unit Price	Est. Ship Date	Actual Ship Date
1.1	4960	Shipped	13	13	\$765.45		7/29/2016
2.1	4885	Shipped	127	127	\$196.45		7/29/2016
3.1	3000	Shipped	1	1	\$3,255.00		7/29/2016

Example Order Confirmation

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