

# Magic Transit Competitive Take Out

*Partner Registration  
Process*

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Partner inputs Deal Registration for Magic Transit with ACV = 0

*For MT – insert Magic Transit Competitive TakeOut*

CAM assigns AE on the Deal Reg and and inputs respective Magic Transit Campaign code

AE converts Deal Reg into opportunity and request Account SE for technical qualification

SE qualifies if customer network infrastructure is supported for Magic Transit  
AE prepare the contract. Upon customer signature, AE mark opportunity as CLOSED WON

CSM and SE works with Partner and Customer on Magic Transit Onboarding Process



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