



HUAWEI ENTERPRISE PARTNER HANDBOOK - ПРОЦЕССЫ

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- Процесс регистрации в системе HUAWEI (Registered)
- Получение статуса сертифицированного партнера HUAWEI (Authorized)

Процесс регистрации в системе HUAWEI (Registered)



ЭТО ПОЛУЧЕНИЕ СТАТУСА Registered !!!

ДЛЯ ДОСТУПА КО ВСЕМ ПРОГРАММАМ И СПЕЦИАЛЬНЫМ ЦЕНАМ НЕОБХОДИМО ПОЛУЧИТЬ СТАТУС AUTHORIZED !!!

Регистрация учетной записи

<http://enterprise.huawei.com/en/partners/channel-partners-application/channel-salepartners-register/index.htm>

Applying for becoming a registered partner:

You are welcome to apply for becoming a Huawei registered partner and carry out business cooperation with Huawei.

Application procedure:

Step 1:

[Obtain a Huawei website account](#) (please skip this step if you already have a Huawei website account).

A Huawei website account contains a user name and a password. After you are registered on Huawei's website. With this account, you can visit Huawei's website and the eChannel system. The user name and password are the identifiers for you to log in to the system. Please take note of them.

Step 1:
Нажмите тут для начала получения
учетной записи

Step 2:

Log in to Huawei's website, sign the [Partner Application Form](#) online.

Step 3:

Wait for Huawei's approval.

Step 4:

After receiving an email notifying you about your successful registration, [log in to the eChannel system](#) and start to use this system.

If your application is rejected, please submit an application again based on the approval comments.

Apply Now

Регистрация учетной записи



Login

Fingerprint | 中文 | Help

Account Name

Password

[Forgot Password](#) [Modify Password](#)

Login

Welcome to My Huawei

Registering for a free account gives you a number of additional benefits, including access to additional valuable information that you can browse or download, and much more.

Step 2: Нажмите **Register Now** чтобы попасть на страницу ввода информации для регистрации

Register Now

Регистрация учетной записи

Register Create a new account

User ID * ✓

Email Address * ✓

Password * ✓

Confirm Password * ✓

Phone Number * +86

First Name * ✓

Last Name * ✓

Name *

Gender * Male Female No Specified

Verify Code * **1750** Click to change

* I understand and agree to comply with Huawei's terms and cond

Step 3: Введите правильный электронный адрес. После регистрации система на этот адрес будет высылать информацию для дальнейшей работы.

Step 4: После ввода всей информации в поля, помеченные звездочкой, нажмите **Register**. Система вышет письмо для продолжения регистрации по адресу, указанному в поле **Email Address**.

Register

Регистрация учетной записи

Письмо, которое Вы получите от системы :

Sender: HWSSO@huawei.com [mailto:HWSSO@huawei.com]
Sent: In January 2, 2013, 09:52 a.m.
To: Jiangyulin
Subject: Your Huawei website account registered successfully

Dear JUST@TEST,

Please click the link to activate the account: [activate and login](#)

Step 5: Нажмите тут для активации учетной записи.

If you failed to open the link above, please copy the url below to the address bar of browser:

<https://uniportal-beta.huawei.com/accounts/register.do?method=activityAccount&uid=JUST@TEST&actiCode=4A-D6-11-B9-E1-69-F6-C6&nls=en>

Once activated, an account has a one-year validity period. Please apply to extent your account validation when you receive a validity period update notification from the system administrator.

This e-mail and its attachments contain confidential information from HUAWEI, which is intended only for the person or entity whose address is listed above. Any use of the information contained herein in any way (including, but not limited to, total or partial disclosure, reproduction, or dissemination) by persons other than the intended recipient(s) is prohibited. If you receive this e-mail in error, please notify the sender by phone or email immediately and delete it!

Отправка заявки на регистрацию



Login(Uniportal Test Enviroment)

Fingerprint | 中文 | Help

Account Name

wajqb

Password

••••••••

[Forgot Password](#)

[Modify Password](#)

Login

Step 6: Введите имя account и пароль.
Нажмите **Login**.

Welcome to My Huawei

Registering for a free account gives you a number of additional benefits, including access to additional valuable information that you can browse or download, and much more.

Register Now

Ввод информации о партнере

The screenshot shows a web interface for partner registration. On the left is a navigation menu with categories: Home, Partner Registration, My Excels, and System Management. Under Partner Registration, the option 'Register Partner Outside China' is highlighted with a red box. A red callout box points to this option with the text: 'Step 7: Нажмите Register Partner outside China.' The main content area displays 'Terms and Conditions' with a 'Current Role: Guest' dropdown in the top right. The text includes sections for '1. Definitions' and '9. Limitations on Use'. At the bottom, there is a checkbox labeled 'I have understand the content of the' which is checked. A red callout box points to the 'Next' button with the text: 'Step 7: Поставьте галочку и нажмите Next.'

Type to search menu

Home

Partner Registration

Register Partner Outside China

- Associate with My Company Outside China
- Register Partner in China
- Associate with My Company in China

My Excels

System Management

Current Role: Guest

Terms and Conditions

The following Terms and Conditions govern your (hereinafter called "User") use of eChannel. Please read them carefully before entering eChannel, and refer to them as necessary as you explore it. Your use of eChannel means that you accept and comply with the Terms and Conditions. If you do not agree with these Terms and Conditions, please do not visit or use eChannel.

1. Definitions

Except as otherwise provided, the following words and expressions shall have the meaning defined hereinafter.

Account shall mean Administrator Account and Associated Account collectively.

Administrator Account shall mean the account and password granted by Huawei to User's authorized administrator, which is the identifier to access and use eChannel.

Associated Account shall mean the account and password allocated by User's authorized administrator to its internal staff, through which staff can log on eChannel to process applicable and permitted activities to meet daily business requirements as per specific empowerment.

Letter of Authorization shall mean the form indicating that User grants corresponding authorization to User's authorized administrator on behalf of itself to process applicable and permitted activities on Huawei's eChannel system, which will bind User.

9. Limitations on Use

9.1 If Huawei makes a request to User to stop using eChannel, and/or to promptly return or destroy any copies of the information provided on eChannel, User will comply immediately with this request and will confirm in writing to Huawei within five (5) Business Days that he has done so.

[download](#)

I have understand the content of the

Next Back

Ввод информации о партнере

Type to search menu

- Home
- Partner Registration** >
- Register Partner Outside China
- Associate with My Company Outside China
- Register Partner in China
- Associate with My Company in China
- My Excels >
- System Management >

Partner Registration > Register Partner Outside China

Current Role: Guest

Business Partnership Commitment to Huawei

Adherence to laws and ethics in business conduct is one of the solid bases that ensure the long-term and sound relationship between Business Partners and Huawei (including Huawei Technologies Co., Ltd. and its affiliated entities). In order to maintain good business order, act ethically and with integrity, avoid commercial bribery and unfair competition, I solemnly promise to Huawei as a business partner:

1. Partner shall comply with all state and local laws, regulations and generally accepted business ethics, keep honest and trustworthy in all business activities. Partner shall comply with Huawei's partner policies, and recognize Huawei's unilateral right to file and interpret all concerned documents.
2. Partner shall strictly comply with all applicable anti-corruption laws, and fulfill all obligations related to anti-corruption.
3. Partner should never provide or promise to provide any Huawei employee or his/her family members with gifts, entertainment or anything of value to obtain favorable treatment from Huawei. Whenever encounter Huawei employee extorting bribes or improper benefit, Partner shall report to Huawei immediately and provide relevant evidence.
4. To avoid conflict of interests, Huawei employee should not have a financial interest in any organization with which Huawei does business or competes. Whenever Huawei employee or his/her immediate family work for Partner, or act as an employee of, consultant to or board member of Partner, Partner shall report to Huawei immediately.

This commitment will take effect since being signed.

If you have any question about this commitment, or become aware of any suspicious activity, please contact Huawei Business Partner Support Center and send an email to TELL_EBBG@huawei.com or BCGComplain@huawei.com

[download](#)

I have understand the content of the agreement, and I am a partner of Huawei.

Next

Back

Step 8 : Поставьте галочку и нажмите Next.

Ввод информации о партнере

Необходимо ввести информацию во все поля, отмеченные звездочкой :

Search: Type to search menu

- Home
- Partner Registration**
- Register Partner Outside China
- Associate with My Company Outside China
- Register Partner in China
- Associate with My Company in China
- My Excels
- System Management

Partner Registration > Register Partner Outside China

Current Role: Guest

Partner Registration

Note: If you have any questions, please [contact us](#).

Basic Information

Company Name *	<input type="text"/>	Parent Company	<input type="text"/>	...
Country/Area *	<input type="text"/>	State/Province *	<input type="text"/>	
Company Contact *	Tel <input type="text"/>	Work Fax	<input type="text"/>	
Company Address *	<input type="text"/>		Postal Code *	<input type="text"/>
Registered Capital *	<input type="text"/>		Currency *	<input type="text"/>
Number of Employees *	<input type="text"/>		Number of Subsidiar... *	<input type="text"/>
VAT No.	<input type="text"/>		Company Registration No.	<input type="text"/>
Company Website	<input type="text"/>			
Product Range *	<input type="checkbox"/> Networking <input type="checkbox"/> IT <input type="checkbox"/> UC&C <input type="checkbox"/> Other <input type="text"/>			
Main Business *	<input type="checkbox"/> Distribution & Resell <input type="checkbox"/> System Integration <input type="checkbox"/> Service & IT Consulting <input type="checkbox"/> Software Development <input type="checkbox"/> Training			
Industry *	<input type="checkbox"/> Government & Public <input type="checkbox"/> Energy <input type="checkbox"/> Financial Services Industry <input type="checkbox"/> Transportation <input type="checkbox"/> Large Enterprise <input type="checkbox"/> SMB <input type="checkbox"/> Others			

Ввод информации о партнере

Main Contact Person

User ID	* testroot047	Email	* kaifa.xiongyongkui@exchan
Last Name	* TETS	First Name	* ROOT
Job Title	* cfo	Office Phone	* +86 13991766656
Mobile		Fax	

Step 8: Необходимо загрузить копии следующих документов :
ИНН, ОГРН, Выписка ЕГРЮЛ

Please Confirm

Are you sure you want to register as a Huawei partner?

Step 10: Нажмите **OK** чтобы подтвердить регистрацию.

Document Name	Document Type	Document Subtype	Uploaded On	Upd
Partner Program Members Import Template...	Doc for partner registr...	App for partner registr...		

Submit


Step 9: После ввода всей информации нажмите **Submit**.

Ввод информации о партнере

Ваш запрос о регистрации отправляется в HUAWEI. В течении 2 дней ждите ответа :

Main Business	* <input type="checkbox"/> Distribution & Resell	<input checked="" type="checkbox"/> System Integration	<input type="checkbox"/> Service & IT Consulting	<input type="checkbox"/> Software Development
	<input type="checkbox"/> Training			
Industry	* <input type="checkbox"/> Government & Public	<input type="checkbox"/> Energy	<input type="checkbox"/> Financial Services Industry	<input type="checkbox"/> Transportation
	<input type="checkbox"/> Large Enterprise	<input checked="" type="checkbox"/> SMB	<input type="checkbox"/> Others	
Registration Intention	<input type="radio"/> Distributor	<input type="radio"/> Value Added Partner	<input type="radio"/> Gold Partner	<input type="radio"/> Silver Partner
	<input type="radio"/> Aut			
Legal Representative				
Last Name	* last		* first	
Job Title	* ceo		* 0755-25485478	
Mobile		Email		
Main Contact Person				
User ID	* testroot047	Email	* kaifa.xiongyongkui@exchan	
Last Name	* TETS	First Name	* ROOT	
Job Title	* cfo	Office Phone	* +86 13991766656	
Mobile		Fax		

message

 Operation succeeded. Your application will be approved within two workdays. Check your emails.

Ввод информации о партнере

Partner Registration > Register a new Partner Company

Current Role: Guest


Partner Registration

Note: If you have any questions, please [contact us](#).

Basic Info

Status	Partner Submitted	
Full Company Name	* test_...	Parent Company
Country/Area	* Franc	
Company Contact	* Ph	ax
Company Address	* city	* 518902
Registered Capital	* 5,000	* USD
Number of Employees	* 100000	Number of Subsidiar... * 30
VAT No.	200254135	Company Registration No. 02458745
Company Website		
Product Scope	* <input type="checkbox"/> Networking <input checked="" type="checkbox"/> IT <input type="checkbox"/> UC&C <input type="checkbox"/> Other	
Main Business	* <input type="checkbox"/> Distribution & Resell <input checked="" type="checkbox"/> System Integration <input type="checkbox"/> Service & IT Consulting <input type="checkbox"/> Software Development <input type="checkbox"/> Training	

message [X]

 The registration application is being processed.

OK

Step 10: Нажмите OK.

Получение письма о подтверждении регистрации

ЭТО ТОЛЬКО ПОЛУЧЕНИЕ СТАТУСА Registered !!!

ДЛЯ ДОСТУПА КО ВСЕМ ПРОГРАММАМ И СПЕЦИАЛЬНЫМ ЦЕНАМ НЕОБХОДИМО ПОЛУЧИТЬ СТАТУС AUTHORIZED !!!

[From Test System] Huawei eChannel: Your company has been registered as a Huawei partner.

● prmtest@extest.com

转发该邮件的时间为 2014/4/14 11:30。

发送时间: 2014/4/14 (周一) 11:13

收件人: ● Fuwenlong

Dear partner,

Your company has registered with Huawei. Welcome to the Huawei partner community on eChannel, our partner relationship management system.

Please click the link below:

<http://echannel.huawei.com/>

Нажмите на ссылку для старта eChannel

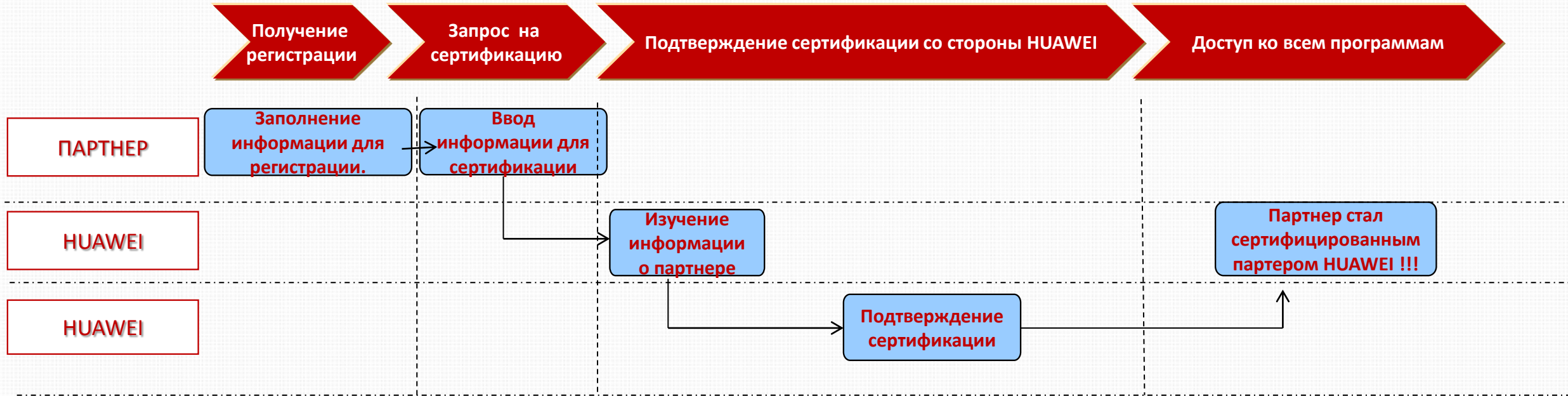
Best regards,
Huawei channel team

This message was sent automatically by the system. Please do not reply directly to this email. If you have any question, contact the system administrator.

СОДЕРЖАНИЕ

- Процесс регистрации в системе HUAWEI (Registered)
- Получение статуса сертифицированного партнера HUAWEI (Authorized)

Получение статуса сертифицированного партнера HUAWEI (Authorized)



УВАЖАЕМЫЕ ПАРТНЕРЫ !!!

СТАТУСА ЗАРЕГИСТРИРОВАННОГО ПАРТНЕРА НЕДОСТАТОЧНО. ЭТО ПРОСТО ПЕРВЫЙ ШАГ.

ДЛЯ ДОСТУПА КО ВСЕМ ПРОГРАММАМ И СПЕЦИАЛЬНЫМ ЦЕНАМ НЕОБХОДИМО ВЫПОЛНИТЬ ВТОРОЙ ШАГ - ПОЛУЧИТЬ СТАТУС AUTHORIZED !!!



Login(Uniportal Test Enviroment)

Fingerprint | 中文 | Help

Account Name

Password

[Forgot Password](#) [Modify Password](#)

Login

Welcome to My Huawei

Registering for a free account gives you a number of additional benefits, including access to additional valuable information that you can browse or download, and much more.

Register Now

Step 1: Для входа в eChannel вводим имя и пароль

Ввод данных для получения партнерского статуса

The screenshot shows the Huawei eChannel portal interface. At the top left is the Huawei logo and the text "HUAWEI | eChannel". At the top right, it says "Welcome, testroot047" followed by "Logout", "Web Navigation", "Help", and "中文".

On the left side, there is a search bar with the text "Type to search menu" and a list of menu items: "Home", "Channel Program", "Self Service", "Deal Registration", "Authorization Lett", and "My Excels". The "Channel Program" item is highlighted with a red box.

In the top right corner, there is a dropdown menu labeled "Current Role:" with "Partner-Administrator" selected. This dropdown is also highlighted with a red box.

Two red callout boxes provide instructions:

- Step 2: Выбираем **Partner-Administrator** в поле **Current Role**
- Step 3: Выбираем **Channel Program**

The main content area features a banner with wind turbines and the text "Cooperation Leads to Win". Below the banner are sections for "My Messages" and "Information Center". The "Information Center" section has tabs for "All", "Certification", "Incentive", "Promotion", and "Others".

On the right side, there are sections for "Quick Links" and "Related Links". The "Quick Links" section includes "Email prm_project@huawei.com" and "Contact Us". The "Related Links" section includes "Huawei IT System Permission Application" and "UniSTAR SCT".

Ввод данных для получения партнерского статуса

HUAWEI | eChannel Welcome, [testroot047](#) Logout Web Navigation Help 中文

Channel Program > Apply for Certification Current Role: Partner-Administrator

Search: Type to search menu

- Home
- Channel Program
 - Apply for Certification**
 - My Applications
 - My Certifications
- Self Service
- Deal Registration
- Authorization Letter
- My Excels

Certification Type

- Tier 2 Partner: Authorized Partner
- Tier 2 Partner: Authorized Partner
- Tier 2 Partner: Gold Partner and Silver Partner
- Value Added Partner
- Distributor
- Certified Service Partner
- Huawei Authorized Learning Partner

Following standards:
(1) The sales experience of the products like Routers, Switch, Firewall, Storage, Server, Telepresence, Video Conferencing, UC, etc.
(2) At least 1 pre-sale staff who get passed Huawei Pre-sale Training (Or the partner promise to achieve it in the defined period of time)

As you see in the list below, all the documents are required for you to provide all the mandatory documents with the required signature. Please click to submit the certification application here (Please note)

- *NDA agreement*
- *Forecast*
- [Letter of Authorization.doc](#)

Step 4: Выбираем Apply Certification

Step 5: Нажимаем Apply

Step 6: Скачиваем с сайта шаблоны документов (NDA, Forecast, Letter of Authorization) для заполнения. NDA, Letter of Authorization подписываем, ставим печать компании и делаем СКАН копий, прогноз заполняется в xls файле. СКАН копии и прогноз загружаем в систему на слайде 22.

Отправка запроса на сертификацию



Type to search menu

Home

Channel Program

Apply for Certification

My Applications

My Certifications

Self Service

Deal Registration

Authorization Letter

My Excels

Channel Program > Apply for Certification

Current Role: Partner-Administrator

Certification Type

Distributor

Company Name test_company2014

Certification

Step 6: можете выбрать несколько вертикалей рынка

Sales Info

Territory * France

Industries * Energy(L1); FSI(L1)

Product * IT Networking UC&C Network Energy

Sales Target

Product	Sales Target (USD) *	Included Service Sales Target (USD)
IT		

Step 6: введите ожидаемый объем закупок по разным категориям продуктов

CSP Level



Note: If you need to apply for certification services, fill in this table.

Product	Service Category	Three-Star	Four-Star	Five-Star
IT	FusionCloud	<input type="checkbox"/>		
IT	Server & Storage	<input type="checkbox"/>		

Step 6: нужно выбрать нужный уровень сервиса по каждой категории продуктов

Отправка запроса на сертификацию

Deal Registration >
Authorization Letter >
My Excels >

Partnership Contact
Note: Configure at least one contact.

Select Contact Person Add

Oper.	Contact Type	Job Title *	Last Name	First Name	Gender	Mob

Step 6: ввод информации о контактном лице

Personnel Quantity
 Technical Support and Service Capabilities

Documents
Tip: Upload the document(s) mentioned on the Certification page.

Upload icons: folder, trash, globe

Document Type	Document Subtype	Document N

Submit Save as Draft

Загружаем в систему :
- Устав
- Доверенность на право подписи
- плюс все документы со слайда 20 и нажимаем **Submit**

Запрос на получение статуса AUTHORIZED

Channel Program > My Applications

Current Role: Partner-Administrator

My Applications

Step 7: Нужно выбрать Channel Program > My Applications

Search Result

Operation	Tracking No.	Certification Type	Submitted Date	Status	Huawei Approval C.
1	1-42L3N3	Tier 2 Partner: Gold..	2014-04-16 09:08:29	Pending Review / A..	

Step 9: Зайдите по ссылке Tracking Number проверить детали по Вашему запросу

Step 8: Нужно проверить статус запроса.

Проверка информации по Вашему запросу

Type to search menu

- Home
- Channel Program**
- Apply for Certification
- My Applications**
- My Certifications
- Self Service
- Deal Registration
- Authorization Letter
- My Excels

Channel Program > My Applications

Current Role: Partner-Administrator

My Applications Tier 2 Partner: Gold Partner and Silver Partner ✕

1 Draft 2 Pending Review / Approval 3 Review / Approval In Progress 4 Approval Completed 5 Program Membership Generated

Status	Pending Review / Approval	Huawei Approval Comm...
Company Name	Full Company Name20140401	Certification Type WEU Tier 2 Partner: Gold Partner a...

Sales Info

Certification	* <input checked="" type="radio"/> Gold Partner <input type="radio"/> Silver Partner	
Territory	* France-France	
Industries	* Government & Public(L1); Large Enterprise(L1)	
Product	* <input type="checkbox"/> IT <input type="checkbox"/> Networking <input checked="" type="checkbox"/> UC&C <input type="checkbox"/> Network Energy	
Total Sales Target	* 2,000.00 USD	Service Sales Target 100.00 USD

CSP Level

Note: If you need to apply for certification services, fill in this table.

Product	Service Catagory	Three-Star	Four-Star	Five-Star
UC&C	Contact Center	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
UC&C	Telepresence and Videoc...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
UC&C	Unified Communications	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
UC&C	Video Surveillance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Получение письменного подтверждения о статусе AUTHORIZED

主题: [From Test System] Huawei echannel : Congratulation : your company became Huawei Distributor !

Dear partner,

Thank you for your Distributor certification program application. We are delighted to confirm your appointment as a Huawei Distributor Partner as of 2015/04/14.

As a Huawei Distributor Partner, Huawei offers you access to a comprehensive set of marketing, sales and support programmes aimed at helping you meet the needs of your customers. A comprehensive Huawei portfolio, special support packages, partner and customer training, sales incentives, lead generation campaigns, rebates and demo programmes offer you the market visibility, commercial flexibility and support to help speed your time to market. Our focus on meeting the individual needs of partners also means competitive pricing, dedicated sales resource and flexible support programmes.

Huawei is committed to a vision of developing long-term collaborative relationships with our partners that offer a multi-win business model for growth and increasing profitability.

Once again, welcome to the Huawei team - we all look forward to working with you on our journey together to channel success.

Sincerely,

Enterprise business group
Channel business dept.

Certification Tracking M
Step 10: по ссылке заходите в eChannel.

Please click the link below:

<http://nkweb-rhs12.huawei.com/echannel/>

This email is sent by system automatically. Do not reply directly to this email address. If you have any problem, please contact with administrator.

Получение письменного подтверждения о статусе AUTHORIZED

发件人: prmtest@extest.com [prmtest@extest.com]

发送时间: 2014年4月16日 10:02

收件人: zhupeng (G)

主题: [From Test System] Huawei echannel: Your company's program application has been approved

Dear Huawei Partner:

Your company's program application(Authorized Partner) has been approved, Please log in echannel and sign the agreement.

Please click the link below:

<http://nkweb-rhsl1.huawei.com/echannel/#!/certification/newAgreement.html?appld=1-42L6OL>

This email is sent by system automatically. Do not reply directly to this email address. If you have any problem, please contact with administrator.

Нужно зайти по ссылке для
подписания соглашения

Подписание соглашения на сайте

Заходим « [My Applications](#) » webpage и нажимаем ссылку “Sign Agreement”

The screenshot shows a web application interface. On the left is a navigation menu with items like 'Home', 'Channel Program', 'Apply for Certification', 'My Applications', 'My Certifications', 'Self Service', 'Deal Registration', 'Authorization Letter', and 'My Excels'. The main content area is titled 'Channel Program > My Applications' and shows a search filter for 'My Applications'. Below the search filters, there is a 'Search Result' section containing a table with one row. The 'Operation' column of this row contains the text 'Sign Agreement', which is highlighted with a red box. A red callout box with a pointer to this text contains the Russian text: 'Нажимаем ссылку для подписания соглашения'.

Channel Program > My Applications Current Role: Partner-Administrator

My Applications

Search

Certification Type Certification Status

Search Reset

Search Result

Operation	Tracking No.	Certification Type	Submitted Date	Status	Huawei Approval C.
1 Sign Agreement	1-42L6OL	Tier 2 Partner: Auth..	2014-04-16 09:58:21	Approval Completed	

Нажимаем ссылку для подписания соглашения

Подписание соглашения

Channel Program > My Applications Current Role: Partner-Administrator

Tracking No.	1-19UY0N	Partner Program	Authorized Partner
--------------	----------	-----------------	--------------------

[INDIRECT CHANNEL PARTNER]

AND

INDIRECT CHANNEL PARTNER AGREEMENT

I have read and accept the terms and conditions.

Нажмите эту клавишу для подписания соглашения

Нажмите **Print** для печати соглашения

Подписание соглашения

File Edit View Navigate Query Tools Help ORACLE

My Applications: > More Info:

Home Partners Partner Administration Partner Program Partner CHAMP Planning Opportunities Authorization Letter Help Center

Program Design | **Partner Program Application** | Manage Program Members | Program Member List | Review History | Approval History

Program Applications

1 of 1+

Menu | Query Create Membership Cancel Application

Tracking Number: * 1-1Y4D5H Company Name: Partner_010 Status: * Approval Completed Submitted By: 大龙付
Partner Program: HALP Organization: * West Europe Region Type: Initial Submitted Date: 7/4/2013 10:48:55 AM

More Info | Team Documents Contacts Review Approval Audit Trail Program Membership Engineer Number

Menu | Query Cancel Application

Area: Angola	Partner Type: HALP	Total Sales Objective:	Approval Team: TEST117
Product/Service scope:	Partner Tier:	Service Sales Objective:	Decision Result: Go
Industry:	CSP Level:	Status of the agreement: Signed	Comments:
Count of Sales Employees:	Priority Channel Manager:	Agreement number: PFRA130704003	Comment Summary:
The number of pre-sales engineer:	Priority Distributor:	Reason:	

HALP Information

HALP Project: HCNA-Transmission	Weather purchase Equipment:	Other instructor Certification:
Sales amount of Teaching material : 2500	Sales amount of training: 20	
Number of PC: 200	Training equipment: Existed	
Number of Projector: 20	Number of Classroom (20 participants): 5	
Full-Time HCNP instructor: 20	Standard Training Services Can Be Provided: Analysis of training req	
Part-Time HCNP instructor: 5	Staffing: Account Manager	
	Cooperation with Other Industry Brands: Adobe	

Номер соглашения выводится на экран. Соглашение подписано .

После Вашего согласия и принятия соглашения за ним автоматически закрепляется номер

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