



Huawei Technologies Co., Ltd.

# Enterprise Business Group Document

Huawei EBG BD. No. [2017] 018

Approved by: Yan Lida

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## Regulations on Channel Partner Registration for Enterprise Business Ex-China V1.0

### I. Purpose

To standardize channel partner registration for enterprise business ex-China, we hereby develop this document.

### II. Applicability

This Document is applied to Huawei enterprise ex-China.

### III. Overall Principles

1. Partners register for certifications based on the metric of country. Before a partner provides services for end users and starts cooperation with Huawei in a country, it shall complete the registration and review at local.

### IV. Documentation Content

#### 4.1 Basic requirements for channel partner registration

The channel partner shall have the qualification of a legal entity.

#### 4.2 Channel partner registration

1. The channel partner shall submit a registration application on Huawei's official websites.
  - 1) Read and sign *Terms and Conditions (of eChannel)*, *Code of Conduct for Partners of Huawei Enterprise BG*, *Business Partnership Commitment to Huawei*, and *Indirect Channel Partner Agreement*.
  - 2) Fill in a partner's complete company name and relevant information according to registration requirements and upload the electric copy of relevant qualification documents (upload one of the following three documents or a common business license in the local. The following documents are just for reference.)
    - The corporate business license
    - Organization code certificate
    - Tax registration certificate

**Note:**

- If necessary, channel partners shall provide original copies timely according to Huawei's requirements for verification.

**2. Huawei's review on partner qualifications**

After the partner submits a registration application, Huawei will review it based on qualification documents, trade compliance, cooperative business, etc. Upon approval, the partner can cooperate with Huawei based on the actual business, and obtain the partner privilege to register as a partner on Huawei eChannel system.

**4.3 Sign *Indirect Channel Partner Agreement* annually**

Partners shall sign *Indirect Channel Partner Agreement* annually online on eChannel system.

Concerning channel partners who haven't completed the signing of annual agreements, the partnership status is adjusted as *Frozen* and they are restricted from making transactions with Huawei.

**V. Exceptions and Deviations**

None

**VI. Approval and Effective Date**

The Partners Business Dept is responsible for any changes to and maintenance of this policy. This policy takes effect as of the date of release and becomes invalid after a new policy is released.

**VII. Contact**

If there is any question about this policy, please feel free to contact the Partners Business Dept of Enterprise BG.

**VIII. Documents to Be Replaced**

N/A

**IX. References**

No.	Document Name
1	<i>Process for Managing Channel Partner Registration</i>

**X. Attachments**

N/A.

Enterprise Business Group

28,12, 2017

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Report to: None

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Send to: Partners Business Dept of EBG, Global Sales Dept of EBG, Marketing & Solution Sales Dept of EBG, Enterprise Technical Service Dept of EBG, Finance Mgmt Dept of EBG, Contract and Negotiation Dept of EBG, Quality & Operations Dept of EBG, Enterprise



Business Transformation & IT Dept, Enterprise Supply Director, Enterprise Legal Affairs Dept, Inspection Dept of EBG, and the Enterprise Business Dept of each region

Copy to: EBG Staff Team members

Enterprise Business Group, Huawei Technologies Co., Ltd.

28,12, 2017 (one copy printed and distributed)

### Version Record

Version	Prepared/Modified By	Preparation/Modification Date	Content/Reason for Modification
V1.0	Chen Shijing/00189486	November 1, 2017	Newly drafted.