

## Reseller Guide

# Reseller Guide

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# Security Declaration

## Vulnerability

Huawei's regulations on product vulnerability management are subject to the *Vul. Response Process*. For details about this process, visit the following web page:

<https://www.huawei.com/en/psirt/vul-response-process>

For vulnerability information, enterprise customers can visit the following web page:

<https://securitybulletin.huawei.com/enterprise/en/security-advisory>

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# 1 Reseller Mode

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Partners who offer pre-sales consulting, sales, and services related to Huawei Cloud can join the reseller program and recommend KooGallery products to their customers.

Customers do not need to pay Huawei Cloud when placing orders or enabling services in KooGallery. Instead, they use monthly budgets configured by their resellers to deduct order fees. The actual order fees are paid to resellers. Huawei Cloud generates bills for resellers based on the settlement price, and resellers make payments to Huawei Cloud based on the bills.

Resellers are responsible for contracts, charging, bills, payment collection, and invoices of their customers.

# 2 Becoming a Reseller

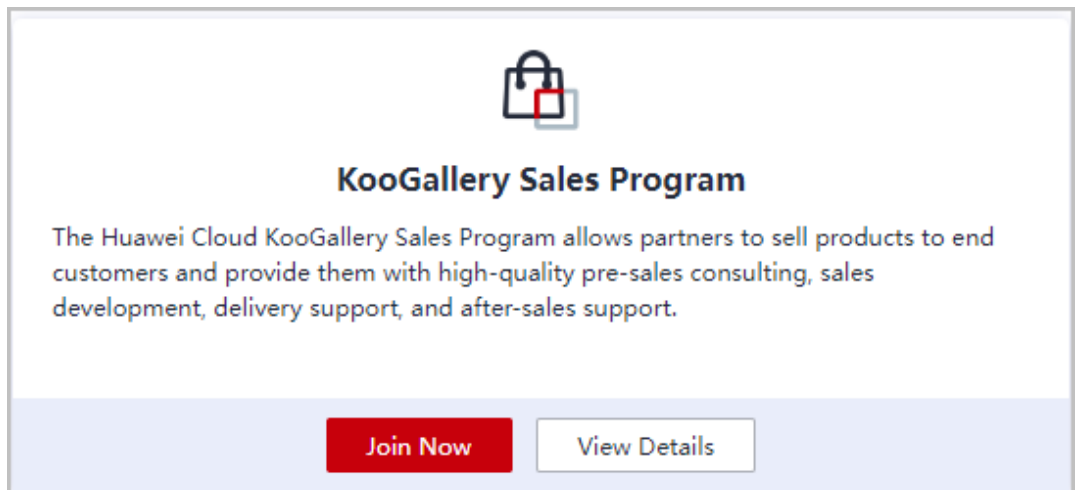
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## Prerequisites

You have joined the Cloud Solution Provider Program.

## Procedure

- Step 1** Log in to [Huawei Cloud](#) as a partner.
- Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3** Choose **Partner Programs > Huawei Cloud Partner Programs** in the menu on the top.
- Step 4** Select **KooGallery Sales Program** and click **Join Now**.




- Step 5** Read and agree the agreement and click **Submit**.

HUAWEI CLOUD Partner Programs / Join KooGallery Sales Program

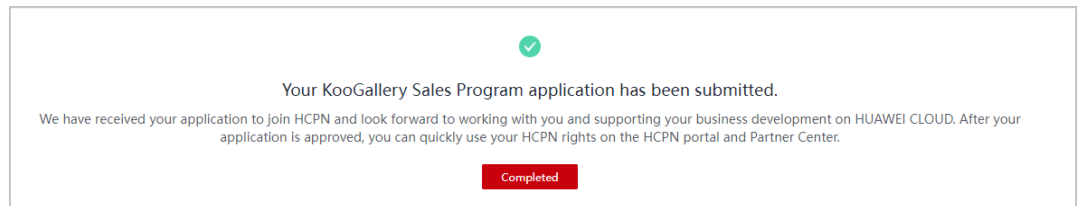
Thank you for joining KooGallery Sales Program

The Huawei Cloud KooGallery Sales Program allows partners to sell products to end customers and provide them with high-quality pre-sales consulting, sales development, delivery support, and after-sales support.

Required Programs  Cloud Solution Provider Program

I have read and agree to [\(Huawei Cloud KooGallery Reseller Cooperation Agreement\)](#)

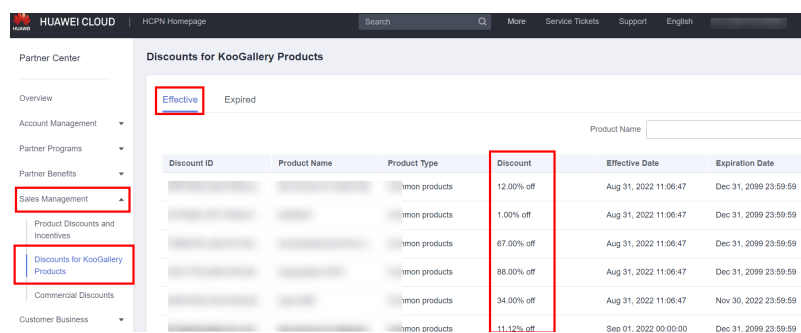
**Step 6** A message is displayed, indicating that your application has been submitted.



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# 3 Viewing Authorized Discounts

You can query product discounts (including canceled discounts) authorized by sellers in the Partner Center.



The screenshot shows the 'Discounts for KooGallery Products' page in the Partner Center. The page has a navigation menu on the left and a main content area. The main content area includes a filter for 'Effective' and 'Expired' discounts, a search bar for 'Product Name', and a table of discount details. The table has columns for 'Discount ID', 'Product Name', 'Product Type', 'Discount', 'Effective Date', and 'Expiration Date'. The 'Discount' column is highlighted with a red box, and the 'Sales Management' and 'Discounts for KooGallery Products' menu items are also highlighted with red boxes.

Discount ID	Product Name	Product Type	Discount	Effective Date	Expiration Date
		Common products	12.00% off	Aug 31, 2022 11:06:47	Dec 31, 2099 23:59:59
		Common products	1.00% off	Aug 31, 2022 11:06:47	Dec 31, 2099 23:59:59
		Common products	67.00% off	Aug 31, 2022 11:06:47	Dec 31, 2099 23:59:59
		Common products	88.00% off	Aug 31, 2022 11:06:47	Dec 31, 2099 23:59:59
		Common products	34.00% off	Aug 31, 2022 11:06:47	Nov 30, 2022 23:59:59
		Common products	11.12% off	See 01, 2022 00:00:00	Dec 31, 2099 23:59:59



# 4 Managing Bills

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You can view and manage your bills in the Partner Center.

[4.1 Bill Description](#)

[4.2 Partner Bill Fields](#)

[4.3 Querying Bills](#)

[4.4 Querying Bill Details](#)

## 4.1 Bill Description

A partner bill is generated when you consume resources on KooGallery. You can repay or request an invoice based on the bill. Your expenditures on KooGallery come from your customers. For details, see [Partner Bill Description](#).

### NOTE

You are responsible for billing and invoicing of your customers. KooGallery does not directly provide related services to your customers.

## Calculation Rule of the Amount Due

The calculation rule is as follows:

Amount due = Settlement amount + Tax

### NOTE

Tax calculation rules are subject to the region where you are registered. The tax includes VAT, CGST, SGST, and IGST. The contained parts vary according to the region.

## 4.2 Partner Bill Fields

To view bill details, in the navigation pane of the partner center, choose **Financial Information** > **Partner Bills**. On the **Consumed Product Details** tab page, click **Export Bill Details**. For details about bill fields, see [Partner Bill Fields](#).

## 4.3 Querying Bills

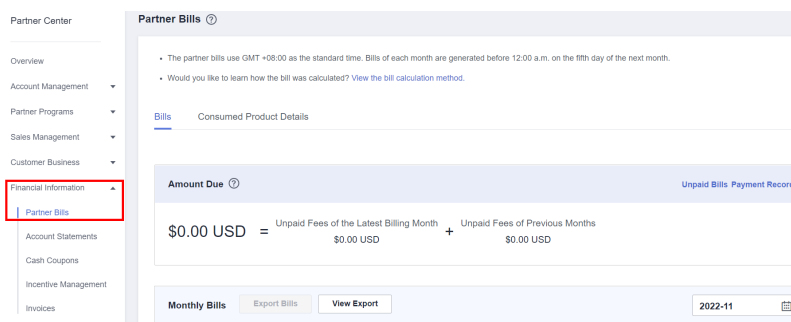
You can view and export your monthly bills. Partner Center provides bill estimate of the current month. The bill estimate updates every day. It does not cover taxes and has not been deducted using cash coupons.

### Precautions

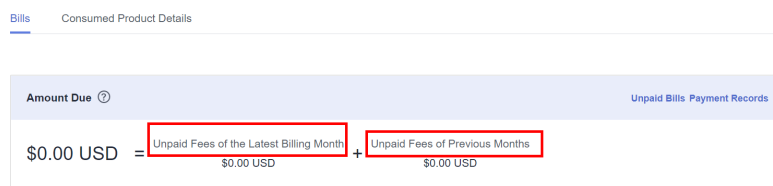
- The partner bill for each month is generated before 12:00 (Beijing time) on the fifth day of the next month.

### Procedure

1. Use your partner account to log in to [Huawei Cloud](#).
2. Point to your account name in the upper right corner and click [Partner Center](#) in the drop-down list.
3. In the navigation pane, choose **Financial Information > Partner Bills**.

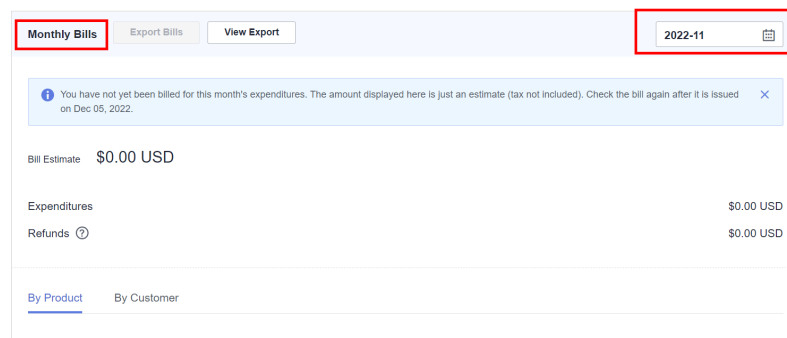


4. In the **Amount Due** pane, query the amount to be paid, including the unpaid fees of current month and those of previous months.



#### NOTE

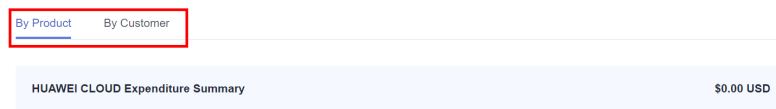
- Click **Repay** to pay the bill.
  - Click **Unpaid Bills** to see the bills that you need to pay.
  - Click **Payment record** to view payment records on the **Revenue & Expenditure** page.
5. In the **Monthly Bills** pane, select a month and query the bills of this month.



- In the **Amount Due** area, query the monthly amount due, expenditures, refunds, and adjustments.

**NOTE**

- Refunds contain the amount returned to you due to order cancellation or specification changes.
  - If the unsubscribed amount of all your customers is greater than your expenditures, the amount on the bill is negative and the amount due is 0.
  - You can query **Invoice No.** in the **Amount Due** area, click the invoice number and download the invoice.
- Query the expenditure summary by product or by customer.



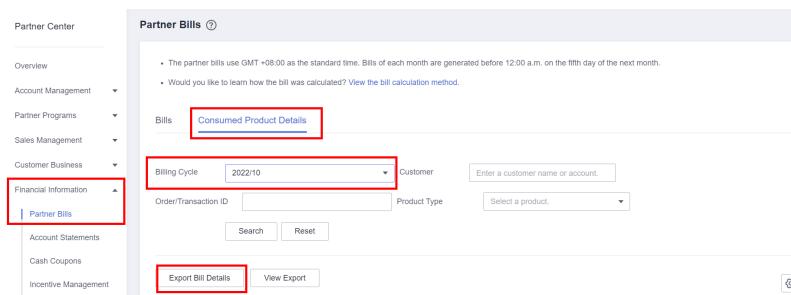
- **By product**  
On the **By Product** tab, query the expenditures generated by your customers in KooGallery. The expenditure records can be filtered by region, and refunds and adjustments records are displayed in the **Others** area.
  - **By customer**  
On the **By Customer** tab, query the expenditures generated by each customer in KooGallery.  
View the total amount of expenditures of a customer in the **Total Amount** area.  
Click **View More** to query the expenditure details of the customer.
6. Export partner bills and view export history.
    - Export bills.  
In the **Monthly Bills** area, click **Export Bills**. A message is displayed, indicating that the export task is created.
    - View the export history.
      - i. Click **View Export** to go to the **Export History** page.
      - ii. Click **Download** in the **Operation** column to download and view the exported bills.

## 4.4 Querying Bill Details

You can view and export bill details in Partner Center.

### Procedure

1. Use your partner account to log in to [Huawei Cloud](#).
2. Point to your account name in the upper right corner and click [Partner Center](#) in the drop-down list.
3. In the navigation pane, choose **Financial Information > Partner Bills**.
4. On the displayed page, click the **Consumed Product Details** tab. Then, select a billing cycle to view bill details.



5. Export bill details and view the export history.
  - Export bill details.  
Click **Export Bill Details**. A message is displayed, indicating that the export task is created.
  - View the export history.
    - i. Click **View Export** to go to the **Export History** page.
    - ii. Click **Download** in the **Operation** column to download and view the exported bills.

# 5 Managing Settlements

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You can settle or pay bills in the Partner Center. For details, see [Repayment](#).