

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

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

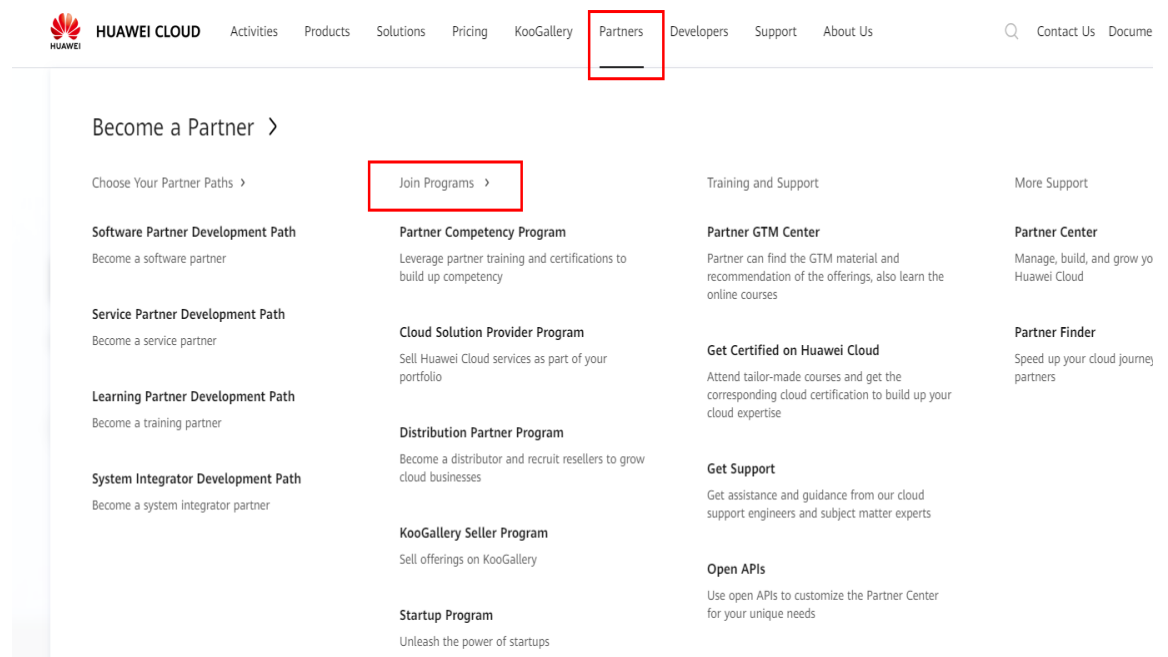
Prerequisites

You have applied to join the Cloud Solution Provider Program or Distribution Partner Program.

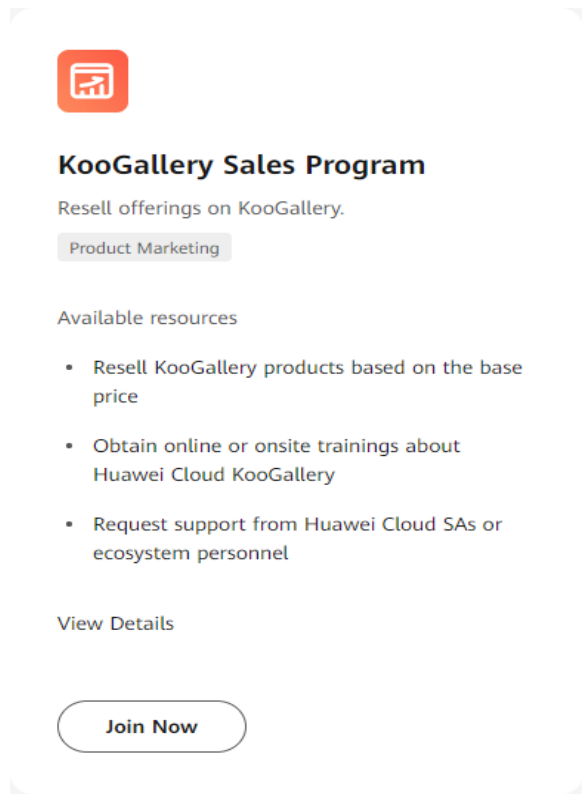
Procedure

Step 1 Log in to [Huawei Cloud](#) as a partner.

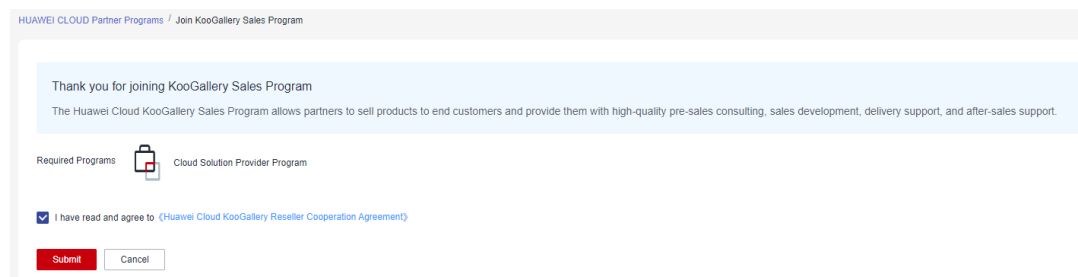
Step 2 On the top navigation bar, choose **Partners > Join Programs**.



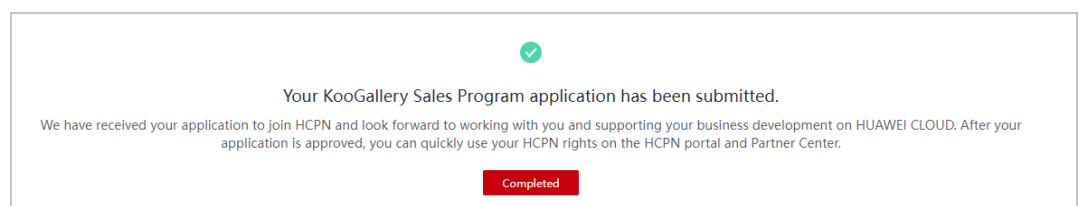
Step 3 On the displayed page, locate **KooGallery Sales Program** and click **Join Now**.



Step 4 Read and agree the agreement and click **Submit**.



Step 5 A message is displayed, indicating that your application has been submitted.



----End

3 Viewing Authorized Discounts

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

The screenshot displays a web application interface for viewing authorized discounts. At the top, there are navigation tabs for 'Products', 'Partners', and 'Customers'. Below the tabs, there is a search bar with the placeholder text 'Enter a product name.' and a 'Search' button. The main content area is a table with the following columns: Product Name, Product ID, Seller Name, Product Type, and Delivery Method. The table contains 10 rows of data, each with a right-pointing chevron icon in the first column. The 'Product Type' and 'Delivery Method' columns show various combinations such as 'Common Product' with 'License', 'Professional Services', or 'SaaS'. At the bottom of the table, there is a pagination control showing '10 Records/Page', 'Total: 128', and a set of page numbers (1, 2, 3, 4, 5, 6, ..., 13) with the first page highlighted.

Product Name	Product ID	Seller Name	Product Type	Delivery Method
>			Common Product	License
>			Common Product	Professional Services
>			Common Product	SaaS
>			Common Product	Professional Services
>			Common Product	SaaS
>			Common Product	SaaS
>			Common Product	SaaS
>			Common Product	License
>			Common Product	SaaS
>			Common Product	Professional Services

4 Managing Bills

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](#).

Field	Description	Example Value
Customer ID	Unique ID of a customer	055b11dfc50XXX
Billing Cycle	A reconciliation duration agreed between the customer and partner. Usually it is a calendar month. When a billing cycle ends, the system calculates all the fees a partner needs to pay during this billing cycle and generates a bill.	2019-09
Customer Name	Name of a customer	GrootXXX
Account Name	Account of a customer	jingXXX
Partner ID	Unique ID of the partner that a customer is associated with NOTE If a customer is associated with a cloud solution provider of a Huawei Cloud Partner Service Provider, this field indicates the unique ID of the cloud solution provider.	a90cdfbd259845afa059621XXX
Partner Name	Name of the partner that a customer is associated with NOTE If a customer is associated with a cloud solution provider of a Huawei Cloud Partner Service Provider, this field indicates the name of the cloud solution provider.	zhangsan
Partner Account Name	Account name of the partner that a customer is associated with NOTE If a customer is associated with a cloud solution provider of a Huawei Cloud Partner Service Provider, this field indicates the account name of the cloud solution provider.	zhangsanXXX
Bill Type	Bill types of the customer, including: <ul style="list-style-type: none">● Expenditure● Refund● Adjustment	Expenditure
Billing Mode	Product billing mode, including: <ul style="list-style-type: none">● Pay-per-use● Yearly/monthly● Reserved instance-upfront payment● Reserved instance-hourly billing	Pay-per-use

Field	Description	Example Value
Application	Application name of a cloud service hardware product	XXX
Specifications	A collection of attributes and their values used to describe the features of resources that a cloud service needs. Specifications of resources of the same type have the same attributes but different attribute values.	Common I/O 10.0 GB
Order ID/ Transaction ID	Order ID: unique ID of a yearly/monthly/reserved instance subscription order Transaction ID: unique ID of a pay-per-use/reserved instance transaction (hourly billing)	CS19091216532XXX X
Original Order ID	Unique ID of an order before it is unsubscribed from	XVS1909121653XXX X
Transaction Time	Time when a transaction was executed in the transaction bill of a customer <ul style="list-style-type: none">Transaction time of a yearly/monthly/reserved instance subscription indicates the time when an order is paid.Transaction time of a pay-per-use/reserved instance transaction (hourly billing) indicates the time when the consumption ends. For example, if the consumption time is 2020-09-10 00:16:50 GMT+08:00 to 2020-09-28 09:00:00 GMT+08:00, the transaction time of this pay-per-use bill is 2020-09-28 09:00:00 GMT+08:00.	2020-09-28 09:00:00 GMT +08:00
Order Type	Type of a yearly/monthly/reserved instance subscription, including: <ul style="list-style-type: none">New purchaseRenewalChangeUnsubscriptionPrice adjustment	Unsubscription
Number of Terms	Term of a yearly/monthly product order	1
Term Unit	Unit of a term for a yearly/monthly product order	Month

Field	Description	Example Value
Customer Expenditure (USD)	Total amount generated by customer orders	1000
Settlement Type	Settlement type of a product, including: <ul style="list-style-type: none">• Common product• Promotional product• No discount• Special discount request	Common product
Settlement Discount	Resale discount set by a KooGallery seller for a partner	25%
Payment (USD)	Payment (USD) = Customer Expenditure (USD) x (1 - Settlement Discount)	750
Tax-Exclusive Amount Due (USD)	Amount due of a partner's bill, excluding taxes Tax-Exclusive Amount Due = Payment - Coupons Used	675
Tax Amount	Tax calculation rules are subject to the region where a partner is registered. The tax includes VAT, CGST, SGST, and IGST. The contained parts vary according to the region.	10
Amount Due (USD)	Amount Due = Tax-Exclusive Amount Due + Tax Amount	685
Unsubscription Reason	Reason for unsubscribing from an order	Incorrect parameters selected during product purchase

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.

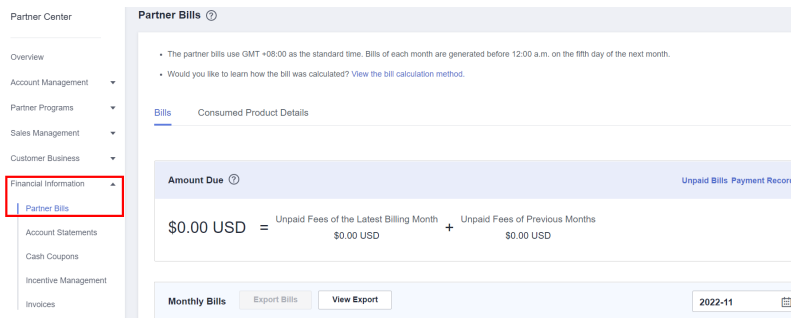
Precautions

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

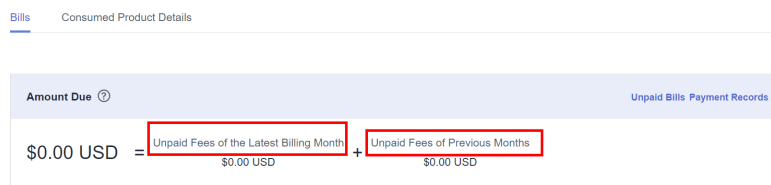
Procedure

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**.



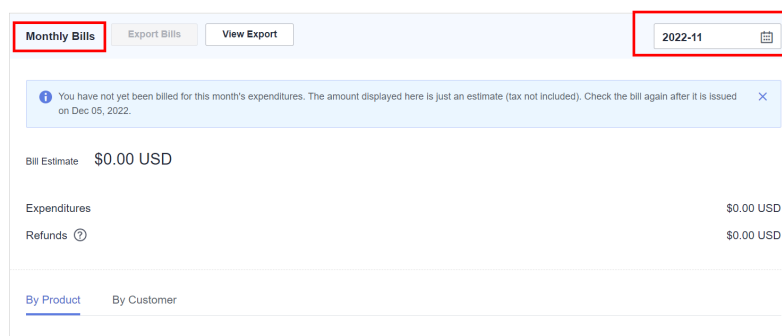
4. In the **Amount Due** pane, query the amount to be paid, including the unpaid fees of current month and those of previous months.



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.

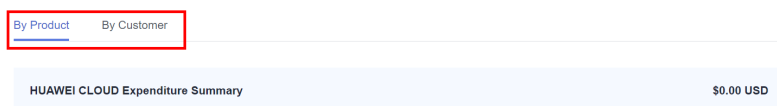
5. In the **Monthly Bills** pane, select a month and query the bills of this month.



- 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.



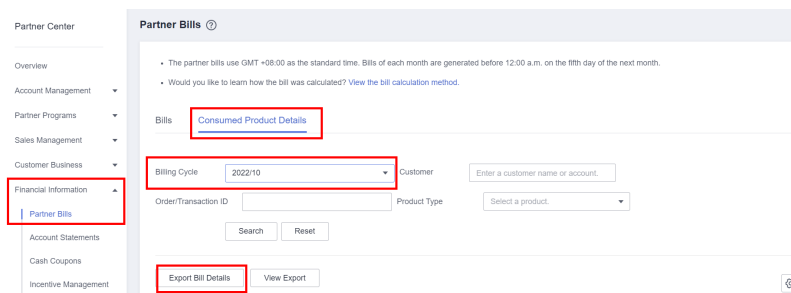
- **By product**
On the **By Product** tab, query the expenditures generated by your customers in KooGallery. The expenditure records can be filtered by region, and refunds and adjustments records are displayed in the **Others** area.
 - **By customer**
On the **By Customer** tab, query the expenditures 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

You can settle orders in the Partner Center.