

## Reseller Guide

# Reseller Guide

**Issue** 01  
**Date** 2024-01-18



**Copyright © Huawei Technologies Co., Ltd. 2024. All rights reserved.**

No part of this document may be reproduced or transmitted in any form or by any means without prior written consent of Huawei Technologies Co., Ltd.

## **Trademarks and Permissions**



HUAWEI and other Huawei trademarks are trademarks of Huawei Technologies Co., Ltd.

All other trademarks and trade names mentioned in this document are the property of their respective holders.

## **Notice**

The purchased products, services and features are stipulated by the contract made between Huawei and the customer. All or part of the products, services and features described in this document may not be within the purchase scope or the usage scope. Unless otherwise specified in the contract, all statements, information, and recommendations in this document are provided "AS IS" without warranties, guarantees or representations of any kind, either express or implied.

The information in this document is subject to change without notice. Every effort has been made in the preparation of this document to ensure accuracy of the contents, but all statements, information, and recommendations in this document do not constitute a warranty of any kind, express or implied.

# 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>

---

# Contents

---

<b>1 Reseller Mode.....</b>	<b>1</b>
<b>2 Becoming a Reseller.....</b>	<b>2</b>
<b>3 Viewing Authorized Discounts.....</b>	<b>4</b>
<b>4 Managing Bills.....</b>	<b>5</b>
4.1 Bill Description.....	5
4.2 Partner Bill Fields.....	5
4.3 Querying Bills.....	8
4.4 Querying Bill Details.....	10
<b>5 Managing Settlements.....</b>	<b>12</b>

# 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

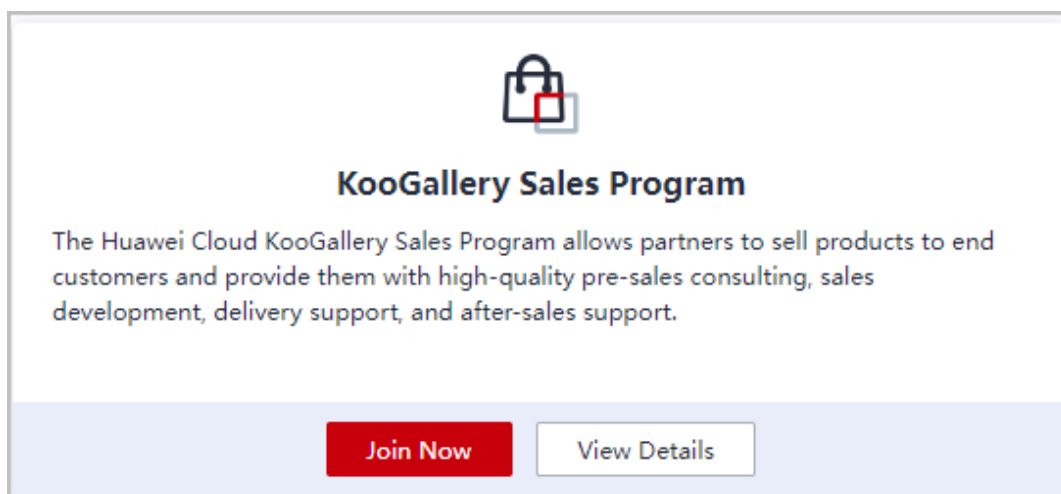
---

## Prerequisites

You have 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

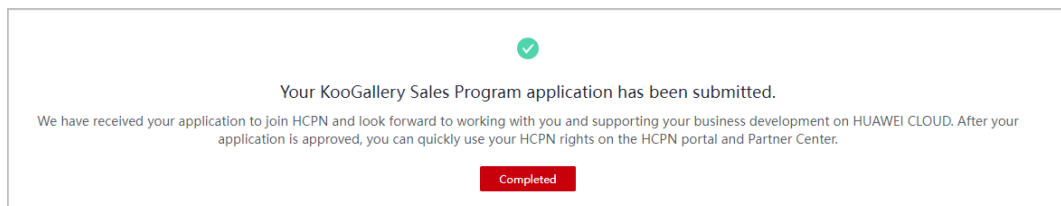
Thank you for joining KooGallery Sales Program

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.



----End

# 3 Viewing Authorized Discounts

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

Discounts for KooGallery Products

Effective  Canceled

Product Name  Product Type  Search

Discount ID	Product Name	Product Type	Discount	Effective Date	Expiration Date
			12.00% off	Nov 10, 2022 20:03:39 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
			40.00% off	Dec 01, 2022 00:00:00 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
			33.34% off	Dec 01, 2022 00:00:00 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
			20.00% off	Feb 26, 2023 16:35:21 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Apr 10, 2023 17:18:16 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Apr 14, 2023 13:28:38 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				May 01, 2023 00:00:00 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Jun 01, 2023 11:43:54 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Jun 27, 2023 17:44:05 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Jun 27, 2023 17:44:19 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Jun 27, 2023 17:44:35 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Aug 15, 2023 18:27:54 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00
				Aug 17, 2023 16:01:26 GMT+08:00	Dec 31, 2099 23:59:59 GMT+08:00



# 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 <b>NOTE</b> 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 <b>NOTE</b> 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 <b>NOTE</b> 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"><li>● Expenditure</li><li>● Refund</li><li>● Adjustment</li></ul>	Expenditure
Billing Mode	Product billing mode, including: <ul style="list-style-type: none"><li>● Pay-per-use</li><li>● Yearly/monthly</li><li>● Reserved instance-upfront payment</li><li>● Reserved instance-hourly billing</li></ul>	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	<b>Order ID:</b> unique ID of a yearly/monthly/reserved instance subscription order <b>Transaction ID:</b> 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"><li>Transaction time of a yearly/monthly/reserved instance subscription indicates the time when an order is paid.</li><li>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.</li></ul>	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"><li>New purchase</li><li>Renewal</li><li>Change</li><li>Unsubscription</li><li>Price adjustment</li></ul>	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"><li>• Common product</li><li>• Promotional product</li><li>• No discount</li><li>• Special discount request</li></ul>	Common product
Settlement Discount	Resale discount set by a KooGallery seller for a partner	25%
Payment (USD)	<b>Payment (USD) = Customer Expenditure (USD) x (1 - Settlement Discount)</b>	750
Tax-Exclusive Amount Due (USD)	Amount due of a partner's bill, excluding taxes <b>Tax-Exclusive Amount Due = Payment - Coupons Used</b>	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)	<b>Amount Due = Tax-Exclusive Amount Due + Tax Amount</b>	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.

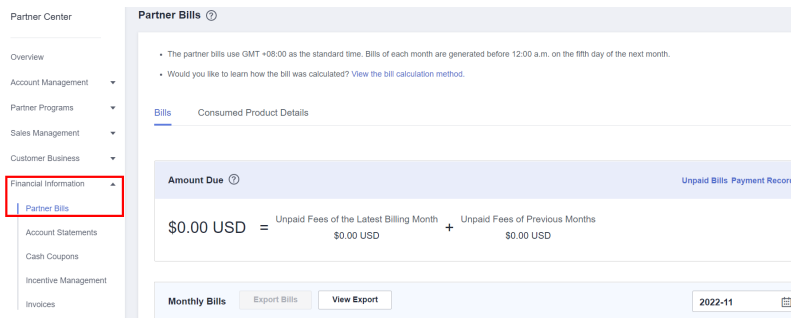
### Precautions

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

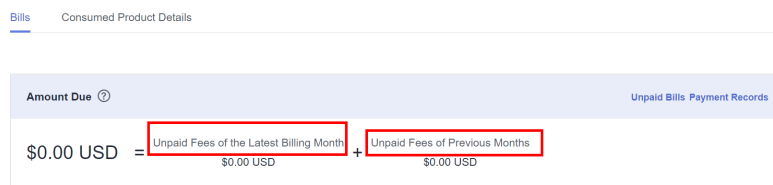
### Procedure

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**.



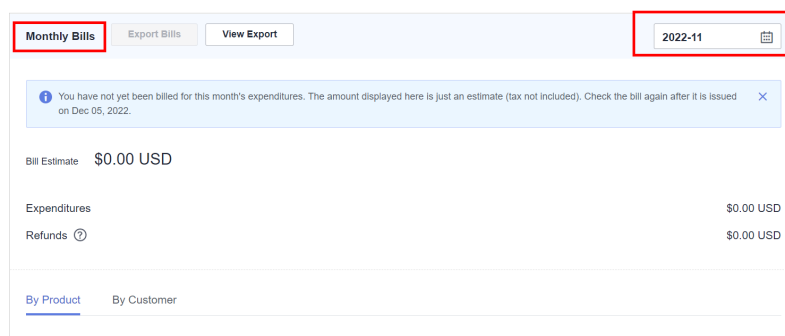
4. In the **Amount Due** pane, query the amount to be paid, including the unpaid fees of current month and those of previous months.



**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.

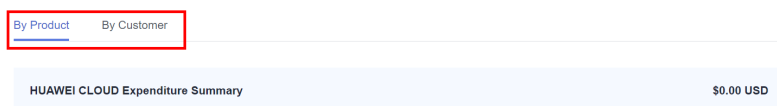
5. In the **Monthly Bills** pane, select a month and query the bills of this month.



- 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.



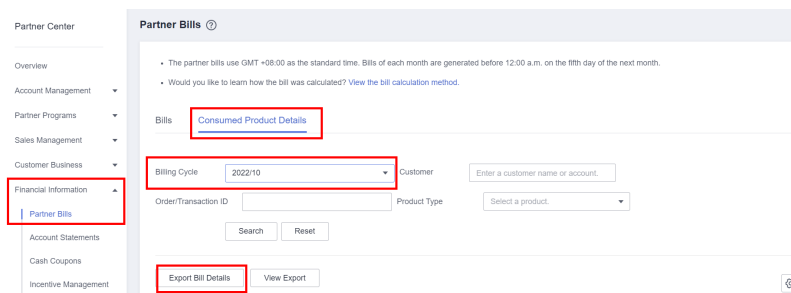
- **By product**  
On the **By Product** tab, query the expenditures generated by your customers in KooGallery. The expenditure records can be filtered by region, and refunds and adjustments records are displayed in the **Others** area.
  - **By customer**  
On the **By Customer** tab, query the expenditures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