Partner Center

User Guide

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

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Becoming a Partner

1.1 Registering a HUAWEI ID and Enabling Huawei Cloud Services

Procedure

- Step 1 Go to the Huawei Cloud official website.
- Step 2 Choose Partners > Become a Partner in the menu on the top.



Step 3 Click Join HCPN.





	HUA	VEI ID login
Phone/E	mail/Login ID/	/HUAWEI CLOUD account name
Passwor	d	Ø
		LOG IN
	Register	Forgot password?
	Use A	Another Account
AM User Huawei Ent	Federated U erprise Partne	Jser Huawei Website Account er HUAWEI CLOUD Account
Vour account	and network in	formation will be used to help improve

Step 5 Fill in the required information on the account registration page.

Register HUAWEI ID			Already have an account? Log in $\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!\!$
	Country/Region	Hang Sang (Chira)▼	
		Get code	
		Ø	
		Ø	
	This service requires an Internet conn about your account, region, and brows personal and identity information that you agree to these terms as well as th Statement About HUAWEI ID and Priv	ection and needs to access information er settings, in addition to any basic rou actively upload. By clicking Register, e HUAWEI ID User Agreement and acy.	
	Re	egister	

a. Select a country or region from the **Country/Region** drop-down list.

- If you register the HUAWEI ID for an individual, select the country or region where the individual is.
- If you register the HUAWEI ID for an enterprise, select the country or region where the enterprise was registered.

NOTE

- The country or region you select determines the applicable laws and tax rates. It cannot be changed after account registration.
- b. Enter an email address.
- c. Enter the verification code received by email.
- d. Set a password for your HUAWEI ID. It must meet the following requirements:
- Contains at least eight characters.
- Contains both letters and digits, and does not contain spaces.
- e. Click **Register**.
- **Step 6** Set a security phone number which can be used to reset your password if you forget it. You can skip this setting.

et security phone number	security, set a	security phone
+852(Hong Kong (Chi ▼ Phone	word if you forg	get it.
Verification code		
SMS code		Get code
	SKIP	ок

a. Select a country or region and enter a security mobile number.

b. Enter the verification code received by mobile phone.

c. Click **OK**.

Sten	7	Read a	and	aaree	to	the	terms	and	enable	Huawei	Cloud	services
JUEP	/	reau o	anu	ayıce	ω	uie	LEIIIIS	anu	CHADLE	TUawer	Clouu	SELVICES.

* Country/Region	Hong Kong SAR, China	•
Select the country of Huawei Cloud signi because it cannot b	or region that matches your billing addr ng entities, and tax rates. Exercise cau e changed after you enable HUAWEI (ess. This will affect the applicable ution when selecting the country/re CLOUD services.Learn more
I have read and (You can also cl	agree with the HUAWEI CLOUD Custo noose to enable services later.)	omer Agreement and Privacy Stat
I would like to re available	eceive updates about discounts and pro	omotions as and when they becor



• Bind a mobile number and click **Next**.

You can use the mobile number only to receive Huawei Cloud news and promotion messages and perform identity authentication. You cannot use it for login.

< Complete Information	
Verify Identity 2 Bind Mobile Number	3 Complete Account Information 4 Select Payment Option
	* Mobile Number +852
	* Verification Code Send Code Didn't get a verification code?
	Next

• Complete the account information and click **OK**.

Verify Identity ——	O Bind Mobile Number	Complete A	ccount Information (4) Select Payment Option
	*	Account Type	Individual Enterprise
	*	Full Name	Enter a name.
	*	Qualification Name	Select a qualification name.
		Qualification Proof	Make sure your Qualification Name is correct for successful tax processing. Learn more
		Tax Identification Number	Only .doc, .docx, .jpg, .png, .pdf, and .odt files are supported. Maximum file size: 5 ME
	*	Address Line 1	Including P.O. box
		Address Line 2	Full address here
	*	Commune	
	*	City	
	*	State/Province/Region	State/Province/Region
	*	Postal Code	
		Country/region	Chile
	*	Payment Currency	CLP - Chilean Peso
	*	Industry	-Select V

• Click **Cancel** when you enter the **Select Payment Option** page.

After completing the account information, **do not configure the payment option**. Otherwise, your applications for joining partner programs will be affected.

Payment Methods /	Add Card
Only credit After you su Acredit car The country The credit c You authori It will take a Your card in	cards of Vfsa/MasterCard are supported. Debit cards, prepaid cards, virtual cards, and gift cards are not supported. If you wish to add a debit card, please submit a service licket. ubmit your credit card information, HUAWEI CLOUD will deduct a deposit from your credit card to check the card validity, and the deposit will be automatically returned to your credit card. d can be associated with only one HUAWEI CLOUD account. //region where your redit card is issued must be the same as the country/region where your HUAWEI CLOUD account is registered. card to be used must meet HUAWEI CLOUD requirements. ze us to deduct frees from your credit card based on your expenditures. supproximately 2 minutes to add a credit card. formation will be synchronized to the card issuing bank for card verification.
Amount	The deposit will be returned to your credit card in a week.
Card No.	
Name on Card	
Expires	MM I YYYY
Security Code	A 3-digit number on the rear side of the card or a 4-digit number on the front side
	I have read and agree to the Agreement on Card Binding for HUAWEI CLOUD (International) Users
	Ok Cancel

Step 9 Choose **Partners > Become a Partner** in the menu on the top and click **Join HCPN**.



----End

1.2 Joining HCPN

After **registering a Huawei Cloud account**, you can apply to join Huawei Cloud Partner Network (HCPN). By doing so, you will gain access to a wide selection of partner benefits and be able to conduct business as a Huawei Cloud partner.

The detailed process is as follows:

Log in to Partner Center.	Apply to join HCPN. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Huawei. Hu
	* Manual review is recuired if the system rejects your application information. 2. Enter contact information. 3. File sensitive relationships 4. Sign agreements.

Prerequisites for Joining HCPN

Before applying to join HCPN, you need to prepare the information required for authentication.

Business Information

The business information mainly includes the basic information, registered address, and detailed information of your company.

Please provide the following basic information based on your company's business license: company name, business registration number/license number, and tax identification number. Also, provide the registered address and detailed information of your company, including the state/province, city, detailed address, and company phone/email.

Provide the English company name from the business license. If there is no English company name, fill in the company name in the local language. The company name must be the same as that used in the registration credential file (including special characters and letters).

• Contact Information

Enter the name and contact information of the person who is engaged in Huawei Cloud businesses.

• Sensitive Relationships

Please conduct a preliminary check to determine if any employees have any sensitive relationships with Huawei.

Partners shall not allow those who currently work at Huawei or their family members to have a stake in their company. In the event that a Huawei employee or his/her immediate family member(s) works for a Partner, or acts as an employee, consultant, board member, executive, or shareholder of the Partner, the Partner shall report such situations to Huawei immediately.

Registering and Joining HCPN

- Step 1 Go to the Huawei Cloud official website.
- **Step 2** Choose **Partners** > **Become a Partner** in the menu on the top.
- **Step 3** On the displayed page, click **Partner Center**.



Step 4 Use your partner account to log in to Partner Center.

• Fill in the business information and click **Next** on the displayed page.

Fill in Business Information	2 Specify Contact Info	- 3 Sensitive Rel	ationship Filing 4	Sign Agreement	
Operation guides: Joining FAQs: What Is Tax Identit Application for Joining H	g HCPN filcation Number? What is the Difference Between T CPN?	ax Identification Numbe	r and Business License Registratic	on Number?, How Do I Check the Review Status for	My
Basic Information					
Company Name	Enter the full name of your company.	0	Country/Region	Hong Kong SAR, China HK ⑦	
Business License Registration No.	Name on the business license		★ Tax Identification Number	Enter the tax identification number of your cr	0
Registration Credential	Upload		* Payment Currency	×	0
File	Only a BMP, JPG, JPEG, PNG, GIF, TIF, TXT, DC PPTX, ZIP, MSG or PDF file of up to 100 MB o	DC, DOCX, XLSX, PPT, an be uploaded.			
Legal Person	Enter the name of the legal person.]	Business Period	Select a year.	Long term
Registered Address	~]	★ City	~	
District/County	~]	* Address Line 1	Street, P.O. box, and company name	
Address Line 2	Apartment, suite, unit, building, floor, etc.]	* Postal Code		
Nore Information					
* Telephone	Enter the company phone number.]	* Email	Enter an email.	
Company Website	Enter the website address of the company.]	Industry	-Select- V	
Company Trademark	Upload		Fax	Enter the fax number of the company.	
	Dimension guide: Square shape with a resolu rectangle shape with a resolution of 230 (or PEG, GIF, BMP, or PNG file of up to 20 MB car e name cannot contain the following charact >	ution of 90 x 90 px or less) x 90 px. A JPG, J n be uploaded. The fil vers: 1;?'"@#\$%^&*<			
Company Profile	Briefly describe the industry and main busines	es of the company.			
				0/500 1/	

NOTE

- Country/Region: An incorrect registration country/region will affect tax calculation and invoice issuance for your later transactions and cannot be modified once this application is approved. Ensure the country/region specified here is correct. To correct your registration country/region, submit a service ticket.
- Payment Currency: The currency type you set will be used for settlement. To set the currency type, go to Basic Information > Preferences.
- If your company is already a Huawei Cloud partner, you do not need to apply to join HCPN. Instead, you can associate with the company to become a Huawei Cloud partner.

ill in required info	rmation, and read and accept the agreements.		
Last Name		* First Name	
Position	-Select V	* Preferred Method	Email O Mobile Phone O Work Phone Fax
Email	Enter an email address.	Mobile Phone	+852(Ho V
Work Phone		Fax	
Work Address			

Step 5 Specify the contact information and click **Next**.

Operation guides: J	loining HCPN			
 FAQs: What Is Tax Application for Join 	Identification Number? What Is the Difference E ing HCPN?	Between Tax Identification Nu	umber and Business License Regist	ration Number?, How Do I Check the Review Status for My
ore Information				
Last Name			* First Name	
Position	Select	~	* Preferred Method	Email Obbile Phone Office Phone Fax
Email	Enter an email address.		Mobile Phone	+852(Ho ~
			_	
Work Phone			Fax	

Step 6 File the sensitive relationship and click **Next**.

- Operation dulues.	Joining HCPN
FAQs: What Is Ta Application for Joi	(Identification Number? What is the Difference Between Tax Identification Number and Business License Registration Number?, How Do I Check the Review Status for My into HCPN?
Filed Information	
According to the Clau	se 3.9 in the Code of Conduct for HUAWEI CLOUD Partners, partners shall not allow those who currently work at Huawei or their family members to have a stake in their compar
In the event that a Hu	iawei employee or his/her immediate family member(s) works for a Partner, or acts as an employee, consultant, board member, executive, or shareholder of the Partner, the Partr
shall report such situ	itions to Huawei immediately.
* File the sensitive re	
	lationships with Huawei employees on behalf of your company.

Step 7 Read and agree to the agreement and click **Submit**.

Fill in Business Information	— 📀 Specify Contact Info ——— 🔗 Sensitive Relationship Filing ——— 4 Sign Agreement
Operation guides: Joining HCPN	
FAQs: What is Tax Identification Application for Joining HCPN?	Number? What is the Difference Between Tax Identification Number and Business License Registration Number?, How Do I Check the Review Status for My
lease read and agree to	the following agreements:
I have read and adree to #HUPP	Partner Benavior Regulations) 《Huawei Cloud Partner Network Certification Agreement》
That of the and agree to green	
Previous Submit	Save Draft Cancel

Step 8 Verify that a message is displayed indicating that you are a Huawei Cloud partner.

Congratulations. You are a Huawei Cloud partner now.
Choose a way you want to cooperate with Huawei Cloud. You can either select a development path and build your competencies and solutions or join the Cloud Solution Provider Program to resell Huawei Cloud products and services. Before selecting a development path or joining a partner program, contact your ecosystem manager to learn more details.
Select Development Path Join Cloud Solution Provider Program

----End

Reviewing Applications for Joining HCPN

 Manual review will be triggered if the system rejects your application for joining HCPN.

enter			٩	HCPN Home
Your registration application is under re We will complete the review as soon as possible. Thank you for un Cancel Application	eview now.	Registration Applicati Company Name Logal Person Registered View All	on Information	
You may want to:				
,				
View Huawei Cloud Products Huawei alms to build an open, cooperative, and vin-win cloud ecceystem and helps partners quickly integrate into the local ecceystem.	Learn About HCf HCPN includes two co GrowCloud. GoCloud Huawei Cloud capabili services on Huawei Cl expand their customer	PN silaboration frameworks: GoCloud and encourage partners to leverage tites to build products, solutions, and loud. Grow.Cloud helps partners base and grow their sales.	Learn About Partner Training Huawei Cloud provides partners with rich online training courses and a comprehensive training and certification system, helping partners quick grasp cloud service product application knowledge and improve professional technical service capabilities.	

- Huawei Cloud will review your application as soon as possible. You can log in to the **Partner Center** to view the review progress.
- If you need to modify the information in a submitted application, cancel the application and modify it before Huawei rejects or approves the application.

0	Cancel this application? $$	Information
Your registration application is under re	After you cancel it, you can modify the application and submit it	1
We will complete the review as soon as possible. Thank you for u:	OK Cancel	43:53
Cancel Application		

- If your registration application is rejected, modify the application based on the rejection reason and then submit it again.
- Once being enrolled in HCPN, you are not allowed to withdraw from HCPN.

Learning About and Joining Huawei Cloud Partner Development Paths or Partner Programs

The partner development paths and partner programs are two distinct directions for cooperation. The development paths focus on building your solutions and capabilities, while the partner programs are designed to promote your products and services.

- Partner Development Paths
 - Software Partner Development Path
 - Service Partner Development Path
 - System Integrator Development Path
 - Learning Partner Development Path
 - Distributor Development Path
- Partner Programs
 - Cloud Solution Provider Program
 - Distribution Partner Program (Distributor)
 - KooGallery Seller Program
 - KooGallery Sales Program
 - Partner Competency Program

Before selecting a development path or joining a program based on your business development goals, it is essential to consult and confirm with your ecosystem manager.

1.3 Logging In to the Partner Center

After registering a Huawei Cloud account and joining HCPN, you can log in to Partner Center using the Huawei Cloud account.

Procedure

Step 1 Go to the homepage of the Huawei Cloud official website.

Step 2 Click Sign In.



Step 3 Enter your account name and password and click LOG IN.

HUAWE	El ID login
Phone/Email/Login ID/HU	AWEI CLOUD account name
Password	Ø
LC	DG IN
Register	Forgot password?
Use Anot	ther Account
IAM User Federated User Huawei Enterprise Partner	Huawei Website Account HUAWEI CLOUD Account
Your account and network inform	nation will be used to help improve

Step 4 Click **Partner Center** in the drop-down list of your account name in the upper right corner.

----End

2 Partner Development Paths

2.1 Partner Development Paths

Huawei Cloud provides you with a wide selection of development paths such as Software Partner, Service Partner, and Learning Partner. You can select one or multiple development paths based on your business needs and get started building out your competencies or solutions fast. With these competencies and solutions in hand, you can serve customers better.

Partner Development Paths

Huawei Cloud provides you with the Software Partner, Service Partner, Learning Partner, Distributor, and System Integrator (SI) development paths.

• Software Partner Development Path

Software partners develop applications and optimize software solutions based on Huawei Cloud, migrate existing applications to Huawei Cloud, and conduct joint marketing with Huawei Cloud. In this way, customers can enjoy diverse digital scenario-specific applications and better cloud services, and partners can enjoy profitable and sustainable development.

• Service Partner Development Path

Service partners are focused on the establishment of core service competencies on cloud, such as cloud migration planning, cloud migration implementation, application reconstruction, and service management. Huawei Cloud provides plenty of benefits, such as trainings, technical support, and incentives, for partners to help them quickly build core competencies on Huawei Cloud as well as the sustainable business models and achieve sustainable and high-speed development.

D NOTE

You must be invited by Huawei Cloud to join the Learning Partner, Distributor, and SI development paths.

• Learning Partner Development Path

The Learning Partner development path is focused on partners' core competencies such as training and course development. Huawei Cloud

provides incentives and benefits for learning partners so that they can build profitable and sustainable business models and enable the Huawei Cloud ecosystem.

Distributor Development Path

Distributors are authorized by Huawei Cloud to sell and deliver Huawei Cloud products and services to end customers through Huawei Cloud resellers.

• System Integrator Development Path

Digital transformation consulting and system integration partners (SIs) focus on core cloud capabilities such as digital transformation consulting, industry solution integration, and continuous customer operations. Huawei Cloud provides a wide selection of benefits for SIs to help them acquire new core competencies and build sustainable business models.

2.2 Software Partner Development Path

Software partners develop applications and optimize software solutions based on Huawei Cloud, migrate existing applications to Huawei Cloud, and conduct joint marketing with Huawei Cloud. In this way, customers can enjoy diverse digital scenario-specific applications and better cloud services, and partners can enjoy profitable and sustainable development.

2.2.1 Role Selection

After joining HCPN, you can select a development path and obtain according benefits.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Click Select Development Path in the Development Paths Selected area on the Home page displayed by default.

Development Paths Selected (0)
Select a path and conduct your businesses as a Huawei Cloud partner.
Select Development Path

Step 4 Find **Software Partner** on the displayed page and click **Select**.

Home / Select Development Path			
Development Path Huawei Cloud provides you with purpose-built development paths to s your business.	upport your learning, growth, and business development. You can choos	e one or multiple development paths based on your business needs and r	assily navigate through resources, benefits, and programs relevant for
Select Development Paths There are different development paths available for your choice.			
Software Partner	Service Partner	System Integrator	Learning Partner
Partners who develop applications and software solutions based on HUAWEI CLOUD	Provides cloud migration consulting and implementation, O&M, and managed services based on Huavei Cloud.	Provides customers with digital transformation consulting and system integration based on Huawei Cloud.	Provide training and certification service for Huawei Cloud partners and developers based on Huawei Cloud's core content and certification as well as fundamental technologies.
View Details Obtain Training Resources	Vew Details Obtain Training Resources	View Details Obtain Training Resources	View Details Obtain Training Resources Invitation Only
Distributor Develops resellers, and sells and delivers Huawei Cloud products and services to end customers through the resellers. View Details: Otdan Training Resources			

D NOTE

There are different development paths and corresponding cooperation programs available for your choice.

Step 5 Click **OK** on the displayed page.

me / Select Path		
Software Partner Develops applications and software solutions based on Huawei Cloud.		
Partner Journey		
-1)	-(2)	-(3)
Palaatian	Validation	Differentiation
Selection Apply to become a service partner after joining HCPN and then request either Cloud Software Validation or Advanced Cloud Software Validation.	validation Request Cloud Software Validation (or Advanced Cloud Software Validation). A software that has completed Cloud Software Validation is entitled as Validated Cloud Software, and corresponding benefits will be provided to you.	Unterentation Request Advanced Cloud Software Validation. A software that has completed Advanced Cloud Software Validation is entitled as Advanced Cloud Software, and corresponding benefits will be provided to you.
Confirmation		
After becoming a software partner, you can enjoy corresponding benefits and resources. In thi	s way, you can learn more about Huawei Cloud services and grasp capabilities of refactoring and	upgrading your applications and software solutions based on Huawei Cloud, laying a solid
foundation for the subsequent Cloud Software Validation or Advanced Cloud Software Validat	ion.	
OK Cancel		

NOTE

- If there is an account of your company that has already been used to join the software partner development path, other accounts who want to join this development path must obtain approval from the Huawei Cloud ecosystem manager.
- You cannot join the Cloud Solution Provider Program after joining this development path. Register a new account to join the program.
- **Step 6** Verify that a message, indicating that you have joined the software partner development path, is displayed. Then, click **View Details**, and choose to request role validation.

Home / Select Path	
Path selected. Vok have chosen to become a software pather. Complete rive validation and compense) offlerentration as soon as possible to reference the levelance magnetized. Voke phase	 Benefits You can obtain according basic benefits after selecting this path to build your own competencies. Your Benefits Concest Heaves: Cloud provides you with learning and training resources. Your Resources Resources Rev Acidation Kee Validation You need to refer to the requirements of role validation and complete the validation as soon as possible. Were Regularements

Step 7 View the stage you are at now during entire partner journey and check the minimum requirements for role validation.

a / Details		Switch Path Software Partner
ioftware Partner Develops applications and software solutions based on Huawei Cloud.		
antner Journey Selection Apply to become a service partner after joining HCPN and then request either Cloud Software Validation or Advanced Cloud Software Validation.	Validation Respect Cloud Software Validation (or Advanced Cloud Software Validation). A software that has comprised using Software Validation is entitled as Validated Cloud Software, and corresponding benefits will be previded to you. download	3 Differentiation Request Advanced Cloud Software Weldston. A software that has completed Advanced Cloud Software, and corresponding benefits will be provided to you.
Selection	» Validation	>>> Differentiation
Requirements Join HCPN and choose to be a Software Partner.	Requirements Solution The partner has at least one application and software solution that has c	Requirements Solution The partner has at least one application and software solution that has c
♥ Benetis Toolial; technical documents, competency suite, and best practices ① Tochnical expert support ① Haavei Cloud entil coopons: Up to \$1.000 USD ① Haavei Cloud entil ecourses ① Koolake test points:1000 ① Available seats for trainingst ① HCCDP exam vouchersst ①	Penefit Total technical documents, competency suite, and best practices Totalical ensert support Totalical ensert support Totalicate Totalicate	Penetit Institut technical documents, competency take, and best practices Institute technical expert of operation Institute Could active competer to to \$50,0000 USD (). Institute Could active competer (). Institu
Available Partner Programs KooGallerv Program ①	Available Partner Programs KooGaillery Program ①	Available Partner Programs KooGaillery Program ()

D NOTE

Development Paths Selected (1)	Select Development Path >
Software Partner Selection C Validation	 Differentiation
Requirements	
The partner has at least one application and software solution that has completed Cloud Software Validation.	
View Details Quit	

- If you have joined the software partner development path by mistake, you can exit the path before role validation.
- You are not allowed to exit the development path if your current account:
 - 1. Has already joined a partner program.
 - 2. Has completed role validation.
 - 3. Has completed competency differentiation certification.
 - 4. Has requested certification for cloud software solutions.
 - 5. Has requested certification for advanced cloud software solutions.
 - 6. Has requested test coupons.
 - 7. Has requested exam vouchers.
 - 8. Has requested Market Development Fund (MDF).
 - 9. Has requested Funding Head (FH).

----End

2.2.2 Role Validation

After meeting the minimum requirements for role validation, you can request the role validation to obtain according business support and incentives.

Prerequisites

You have joined the software partner development path.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of role validation for software partners in the **Development Paths Selected** area on the **Home** page.

evelopment Paths Selected (1)	Select Development Path
Software Partner	
Selection Validation	⊘ Differentiation
民 Requirements	
Solution	
The partner has at least one application and software solution that has completed Cloud Software Validation.	
View Details Quit	

Step 4 Fulfill the requirement of the role validation phase.

- If you already have a validated cloud software solution, the system will automatically complete role validation.
- If you do not have a validated cloud software solution, click the requirement The partner has at least one application and software solution that has completed Cloud Software Validation to switch to the Build > Cloud Software Solutions page. Create and certify a cloud software solution. After the cloud software solution has been validated, the system will automatically complete role validation.

Development Paths Selected (1)	Select Development Path >
Software Partner	
Selection Ø Validation	Differentiation
You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu. Complete competency differentiation certification.	ation to unlock more $$
民 Requirements	
Solution	
The partner has at least one application and software solution that has completed Advanced Cloud Software Validation.	
View Details Quit	

NOTE

- If other accounts of your company have any application and software solution that passed the Cloud Software Validation, the certification result can be used to meet the requirements of role validation.
- You can choose to **create an advanced cloud software solution**. If this software solution passes Advanced Cloud Software Validation, you can request certification for role validation and competency differentiation.
- After passing the role validation, you can download the certificate on the details page of the software partner development path.
- If you fail the role validation, modify and complete the information based on the failure cause and submit the application again.

----End

2.2.3 Competency Differentiation

Competency differentiation enables you to explore more competencies differentiated from others and serve customers better so that you can earn customer trust and win more business opportunities.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of competency differentiation for software partners in the **Development Paths Selected** area on the **Home** page.

velopment Paths Selected (1)		Select Development Path
Software Partner		
Selection	─── ⊘ Validation ──	Differentiation
 You have completed Validation, and the benefits 	you can get are updated. Check out your benefits in the Benefits menu. Complete cor	mpetency differentiation certification to unlock more $$
Requirements		
Solution		
The partner has at least one application and so	ware solution that has completed Advanced Cloud Software Validation.	
View Details Quit		

Step 4 Fulfill the requirement of the competency differentiation phase.

- If you already have a validated advanced cloud software solution, the system will automatically complete competency differentiation certification.
- If you do not have a validated advanced cloud software solution, click the requirement The partner has at least one application and software solution that has completed Advanced Cloud Software Validation to switch to the Build > Advanced Cloud Software Solutions page. Create and certify an advanced cloud software solution. After the advanced cloud software solution has been validated, the system will automatically complete competency differentiation certification.

Development Paths Selected (1)	Select Development Path >
Software Partner Selection Selection	O Differentiation
You have completed Differentiation, and the benefits you can get are updated. Check out your benefits in the Benefits menu.	×
Requirements	
Solution	
The partner has at least one application and software solution that has completed Advanced Cloud Software Validation.	
View Details Quit	

NOTE

- If other accounts of your company have any application and software solution that passed the Advanced Cloud Software Validation, the certification result can be used to meet the requirements of competency differentiation.
- After the competency differentiation certification is complete, you can download the certificate on the details page of the software partner development path.
- If you fail the competency differentiation certification, modify and complete the information based on the failure cause and submit the application again.
- **Step 5** Click **View Details** to view the available benefits and partner programs for each stage of the entire partner journey.

/ Details		Switch Path Software Partner
ftware Partner		
elops applications and software solutions based on Huawei Cloud.		
rtner Journey		
\odot		
Selection Apply to become a service partner after joining HCPN and then request either Cloud Software	Validation Request Cloud Software Validation (or Advanced Cloud Software Validation). A software that	Differentiation Request Advanced Cloud Software Validation. A software that has completed Advanced
Validation or Advanced Cloud Software Validation.	has completed Cloud Software Validation is entitled as Validated Cloud Software, and corresponding benefits will be provided to you	Cloud Software Validation is entitled as Advanced Cloud Software, and corresponding benefits will be provided to you
	download	download
velopment path Progress Certification History		
Coloction	Validation	Differentiation
Selection	Validation	Diferentiation
Requirements	Requirements	Requirements
Join HCPN and choose to be a Software Partner.	Solution	Solution
	The partner has at least one application and software solution that has c	The partner has at least one application and software solution that has c
Ø Benefits	Benefits	🗢 Benefits
Toolkit, technical documents, competency suite, and best practices ①	Toolkit, technical documents, competency suite, and best practices ()	Toolkit, technical documents, competency suite, and best practices ()
Technical expert support ①	Technical expert support ①	Technical expert support ①
Huawei Cloud test coupons: Up to \$3,000 USD ①	Huawei Cloud test coupons: Up to \$15,000 USD ()	Huawei Cloud test coupons: Up to \$50,000 USD ()
Huawei Cloud online courses ①	Huawei Cloud online courses ①	Huawei Cloud online courses ①
KooLabs test points:1000 ()	KooLabs test points:3,000 ①	Koolabs test points:5,000 ①
Available seats for training:4 ①	Available seats for training:8 ①	Available seats for training:12 ①
HCCDP exam vouchers:4 ①	HCCDE exam vouchers:2 ①	HCCDE exam vouchers:4 ①
	HCCDP exam vouchers:6 ①	HCCDP exam vouchers:8 ①
	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①
	Partner certificate ①	Partner certificate ①
	Cloud software certificate/Advanced cloud software certificate (1)	Cloud software certificate/Advanced cloud software certificate ①
	Market Development Fund (MDF): Up to \$10,000 USD (1)	Eligible for being invited to participate in Huawei Cloud marketing activit ①
		Market Development Fund (MDF): Up to \$15,000 USD ()
		manace consulpriment rund (more), up to a ruporo date 🕤
罐 Available Partner Programs	畿 Available Partner Programs	畿 Available Partner Programs
KooGallery Program (i)	KooGallery Program ()	KooGallery Program ()

----End

2.3 Service Partner Development Path

Service partners are focused on building core service competencies on cloud, such as cloud migration planning, cloud migration implementation, application refactoring, and managed services. Huawei Cloud provides a wealth of benefits, such as training, technical support, and incentives, to help partners acquire new core competencies on Huawei Cloud faster and ensure that development is fast and sustainable.

2.3.1 Role Selection

After joining HCPN, you can select a development path and obtain according benefits.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Click Select Development Path in the Development Paths Selected area on the Home page displayed by default.

Development Paths Selected (0)
Select a path and conduct your businesses as a Huawei Cloud partner.
Select Development Path

Step 4 Find **Service Partner** on the displayed page and click **Select**.

Home / Select Development Path			
Development Path Huawei Cloud provides you with purpose-built development paths to su your business.	pport your learning, growth, and business development. You can choose	e one or multiple development paths based on your business needs and e	asily navigate through resources, benefits, and programs relevant for
Select Development Paths There are different development paths available for your choice.			
Software Partner Petrers who develop applications and software solutions based on HUANEI CLOUD View Otabile (Otabin Training Resources	Service Partner Provides doud migration consulting and implementation, O&M, and managed services based on Huavei Cloud. Verv Databi, Obtain Training Resources Searct	System Integrator Provides customers with digital transformation consulting and system integration based on Huavei Cloud. View Debits: Obtain Training Resources Invitation Only St	Learning Partner Provides Hauvei Cloud training services for customers, partners, and developers. Wer Detais: Othan Training Resources Institution City SI
Distributor Develops resellers, and sells and delivers Huaseei Coud products and services to end customers through the resellers. View Dette: Obtain Training Resources Institution Only ST			

NOTE

There are different development paths and corresponding cooperation programs available for your choice.

Step 5 Click **OK** on the displayed page.

Home / Select Path		
Service Partner Provides cloud migration consulting and implementation, O&M, and managed services based or	n Huarwei Cloud.	
Partner Journey Selection After partner (HCPN, you can apply to become a service patheer and enjoy the according benefits.	2 Valdation Bocome a Russive Cloud service pather when meeting the related requirements of role validation and obtain is certificate	Offerentiation In the parale Human October you with scheduled support and benefits to help you in the parale Human October on meet competition; differentiation requirements through competency certification, disclated team building, and project practice
Confirmation After becoming a service partore, you can enjoy conseponding benefits and resources. In this way, you can learn more about Huawei Cloud services and build core service competencies, such as cloud migration planning and implementation, application refactoring, and managed services, and the statianable business models based on Huawei Cloud, laying a solid foundation for the subsequent Role Validation or Competency Differentiation. CK Cancel		

D NOTE

- If there is an account of your company that has already been used to join the service partner development path, you cannot join this development path.
- You cannot join the Cloud Solution Provider Program after joining this development path. Register a new account to join the program.
- **Step 6** Verify that a message, indicating that you have joined the service partner development path, is displayed. Then, click **View Details**, and choose to request role validation.

Home / Select Path	
Path selected. You have chosen to become a service partner. Completing value and the end of the end service partner. We have chosen to become a service partner. We have become a service partner. Back to Home	Benefits You can obtain according tasic benefits after selecting this path to build your own competencies. Your Benefits Wor Resources Resources Resources You read to refer to the requirements of role validation and complete the validation as soon as possible. View Requirements

Step 7 View the stage you are at now during entire partner journey and check the minimum requirements for role validation.

Home / Details		Switch Path Service Partner V
Service Partner		
Provides cloud migration consulting and implementation, O&M, and managed services based o	n Huawei Cloud.	
Partner Journey		
	2	
Selection After initian HCPN, you can apply to become a service partner and enjoy the according	Validation Become a Huswei Cloud service partner when meeting the related requirements of role	Differentiation In this phase. Huawei Cloud provides you with advanced support and benefits to belo you
benefits.	validation and obtain a certificate.	stand out in markets. You can meet competency differentiation requirements through
		competency certification, dedicated team building, and project practice.
	download	download
Development path Progress Certification History		
Selection	> Validation >>	Differentiation
Requirements	Requirements	Requirements
Basic requirements	Basic requirements	Basic requirements
Inin HCDN	Inin HCPN	Inin HCPN
JOILINGEN	JOIN NOPIN	Juintern
	Personal certification	Personal certification
	Number of employees who have earned the certification for Huawei Clo (j) 0/2 \bigcirc	Number of dedicated Huawei Cloud project managers(the project mana () 0/2 🕥
	Number of employees who have earned the certification for Huawei Clo (1) 0/2 🕚	Number of employees who have earned the certification for Huawei Clo () 0/10 \odot
	Service cases	Number of employees who have earned the certification for Huawei Clo ① 0/2 ③
	Number of projects in cloud professional services over last 12 months (1)	Competency certification
		Number of competency badges obtained for certified competencies(clo () 0/1 ()
		Service cases
		Number of projects in Huawei Cloud professional services over the last ① 2
		Business Plan
		Business plan (BP):The business plan is approved. ①
Benefits	Benefits	Benefits
Toolkit, technical documents, competency suite, and best practices ()	Toolkit, technical documents, competency suite, and best practices ()	Toolkit, technical documents, competency suite, and best practices ()
Huawei Cloud online courses ①	Huawei Cloud test coupons: Up to \$5,000 USD (1)	Technical expert support (i)
Kool abr tert pointr: 1 000 ()	Humani Claud coline courses	Numuri Cloud text courses: Up to \$10,000 USD
Available seats for training: 4 ()	KooLabs test points: 3,000 ()	Huawei Cloud online courses ()
HCCDP exam vouchers: 4 ①	Available seats for training: 10 ()	KooLabs test points: 5,000 ()
	HCCDE exam vouchers: 2 ①	Available seats for training: 18 ①
	HCCDP exam vouchers: 8 ①	HCCDE exam vouchers: 2 ①
	Partner Certificate ①	HCCDP exam vouchers: 16 ①
	Market Development Fund (MDF): Up to \$10,000 USD (1)	Partner Certificate (1)
	Eligible for being searched or displayed in Partner Finder of Huawei Clo	Market Development Fund (MDF): Up to \$15,000 USD ()
	Eligible for being invited to participate in Huawei Cloud marketing activi ①	Eligible for being searched or displayed in Partner Finder of Huawei Clo ()
		Eligible for being invited to participate in Huawei Cloud marketing activi ()
	-	
Available Partner Programs	😹 Available Partner Programs	R Available Partner Programs
KooGallery Program ()	KooGallery Program ()	KooGallery Program ()
	Service Partner Commetency Improvement Incentive Program	Service Partner Competency Improvement Incentive Program ()
	eer tree randers een derende understellen unterstelle rochten. (D	
D NOTE

Development Paths Selected (1)	Select Development Path >
Service Partner	Olifferentiation
周 Requirements	
Basic requirements	
Join HCPN	
Personal certification	
Number of employees who have earned the certification for Huawei Cloud Certified Developer Associate (HCCDA) ()	0/2 🕥
Number of employees who have earned the certification for Huawei Cloud Certified Developer Professional (HCCDP) ()	0/2 🕙
Service cases	
Certification Application View Details Quit	

- If you have joined the service partner development path by mistake, you can exit the path before role validation.
- You are not allowed to exit the development path if your current account:
 - 1. Has already joined a partner program.
 - 2. Has completed role validation.
 - 3. Has completed competency differentiation certification.
 - 4. Has requested certification for cloud software solutions.
 - 5. Has requested certification for advanced cloud software solutions.
 - 6. Has requested test coupons.
 - 7. Has requested exam vouchers.
 - 8. Has requested MDF.
 - 9. Has requested FH.

----End

2.3.2 Role Validation

After meeting the minimum requirements for role validation, you can request the role validation to obtain according business support and incentives.

Prerequisites

You have joined the service partner development path.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of role validation for service partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path >
Service Partner Selection	⊘ Differentiation
民 Requirements	
Basic requirements	
Join HCPN	
Personal certification	
Number of employees who have earned the certification for Huawei Cloud Certified Developer Associate (HCCDA) ()	0/2 🕓
Number of employees who have earned the certification for Huawei Cloud Certified Developer Professional (HCCDP) ()	0/2 🕓
Service cases	
Certification Application <u>View Details</u> <u>Quit</u>	

- 1. Individual certification (HCCDA/HCCDP):
 - Each employee participating in the certification must earn at least one Huawei Cloud developer certification. Higher-level certifications can substitute lower-level ones. The certification criteria for HCCDA, HCCDP, HCCDE, and their sub-business directions are subject to the Huawei Cloud developer certification standards specific to each region.
 - HCCDA: Collect the number of HCCDA and HCIA-Cloud Service certificates.
 - HCCDP: Collect the number of HCCDP and HCIP-Cloud Service Solutions Architect certificates.

When counting the number of certified employees at the International/European website, the following certifications can be additionally included: HCIA-Cloud Service (counted towards HCCDA certification count), HCIP-Cloud Service Solutions Architect (counted towards HCCDP certification count), and HCIE-Cloud Service Solutions Architect (counted towards HCCDE certification count).

- Certificates of a partner's employees can be shared with the partner only after the HUAWEI IDs of the employees have been associated with the partner administrator account. For details, see How Do I Bind an Individual Certificate to a Partner Account?
- **Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

Development Paths Selected (1)	Certification Application Select Development Path
Sarria Bartan	Ensure that all requirements specified in this phase are met before continuing this operation.
Selection	The file to be uploaded can be in pdf/doc/docx/ppt/pptv/xlsv/zip format. The maximum size of a single file is 2GB. The file name cannot contain the following special characters: I;?**@#\$%^&*<>]
Requirements	Dedicated Team and Employee Certification
Basic requirements	* Employment Certificate Upload
Join HCPN Personal certification	Cases Download Template
Number of employees who have earned the certifica	* Case File Upload 0/2 🕥
Number of employees who have earned the certifica Service cases	Upload a case material of practice in cloud professional 0/2 O service projects
Certification Application View Details Quit	OK Cancel

D NOTE

- After submitting the case materials, choose **Partner Information** > **Case Management** in the drop-down list of your account name to view the review status and case details.
- After passing the role validation, you can download the certificate on the details page of the service partner development path.
- If you fail the role validation, modify and complete the information based on the failure cause and submit the application again.

----End

2.3.3 Competency Differentiation

Competency differentiation enables you to explore more competencies differentiated from others and serve customers better so that you can earn customer trust and win more business opportunities.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of competency differentiation for service partners in the **Development Paths Selected** area on the **Home** page.

evelopment Paths Selected (1)	Select Development Path
Service Partner	
⊘ Selection — ⊘ Validation —	Differentiation
You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu. Complete competency differentiation of the second secon	certification to unlock more $$
Personal certification	
Number of dedicated Huawei Cloud project managers(the project managers must have Project Management Professional (PMP), International Project	Management Asso 🕕 0/2 🕓
Number of employees who have earned the certification for Huawei Cloud Certified Developer Professional (HCCDP) 🕕	0/10 🕓
Number of employees who have earned the certification for Huawei Cloud Certified Developer Expert (HCCDE) ()	0/2 🕓
Competency certification	
Number of competency baddes obtained for certified competencies(cloud migration, database, Ascend Cloud, Al platform, bio data, cloud native, app	plication modernizat (i) 0/1 (•)
Certification Application <u>View Details</u> <u>Quit</u>	

Step 4 Fulfill the requirements of the competency differentiation phase.

D NOTE

- 1. Individual certifications
 - Number of dedicated Huawei Cloud project managers with Project Management Professional (PMP), International Project Management Association (IPMA) Level C, or Huawei Certified ICT Professional (HCIP) - Project Management certificate or any other equivalent or higher-level certificate. (The eligible certificate types include PMP, IPMA Levels A, B,, and C, and HCIP-PM.)
 - HCCDP: Collect the number of HCCDP and HCIP-Cloud Service Solutions Architect certificates.
 - HCCDE: Collect the number of HCCDE and HCIE-Cloud Service Solutions Architect certificates.
 - Certificates of a partner's employees can be shared with the partner only after the HUAWEI IDs of the employees have been associated with the partner administrator account. For details, see How Do I Bind an Individual Certificate to a Partner Account?
- 2. Competency certification

At least one of the following competencies is required: cloud migration, database, Ascend Cloud, AI platform, big data, cloud native, application modernization, and SAP. Other competencies that can be certified are subject to the valid competencies released by Huawei Cloud.

For details, see **Requesting Competency Certification**.

Step 5 Click **Certification Application** after meeting the competency differentiation requirements. In the displayed dialog box, upload required materials and submit them.

	Certification Appli	cation	
Development Batha Salaat	 Ensure that all require this operation 	ments specified in this phase are met before continuing	Salact Davelonment Bath
Development Paths Selection	uno operation.		Sciece Development r attray
	The file to be uploaded can	be in pdf/doc/docx/ppt/pptx/xlsx/zip format. The	
Service Partner	maximum size of a single fil special characters: !;;?'"@#\$	le is 2GB. The file name cannot contain the following %^&*<>	
			Differentiation
Selection	Dedicated Team and Em	nployee Certification	
	+ Employment Certificate	Ipload	
You have completed validation, and			ancy differentiation certification to unlock more 🗸 🗙
Personal certification	Cases Download	I Template	
Number of dedicated Huawei Clouc	* Case File	Upload	ternational Project Management Asso (j) 0/2 🕓
Number of employees who have ea		Linkad two case materials of practices in cloud professional	0/10 🕓
Number of employees who have ea		service projects	0/2 🕓
Competency certification			
Number of competency badges obt	Business Plan Download	1 Template	. cloud native. application modernizat (i) 0/1 (i)
Certification Application	* Business Plan	Upload	
		OK Cancel	

D NOTE

- After submitting the case materials, choose **Partner Information** > **Case Management** in the drop-down list of your account name to view the review status and case details.
- After submitting the business plan, choose Partner Information > Business Plan in the drop-down list of your account name to view the review status and business plan details.
- After the competency differentiation certification is complete, you can download the certificate on the details page of the service partner development path.
- If you fail the competency differentiation certification, modify and complete the information based on the failure cause and submit the application again.

Step 6 Click **View Details** after the entire journey of the development path certification is complete to view the benefits and certificates available.

Iome / Details		Switch Path Service Partner
Service Partner Provides cloud migration consulting and implementation, OBM, and managed services based	on Huawei Cloud.	
Partner Journey Selection Arte partner 1994, you can apply to become a service partner and enjoy the according Development path Progress Certification History Selection Requirements Batic requirements Join HCPN		
Countient and anonements, comprehency waite, and best practices Ausured Cloud andire courses Ausured Cloud andire courses Ausulable scats for training 4 CCDP exam voucherse 4	Penefits Toolki, technical documents, competency suite, and best practices ① Auseric Cloud online courses 2 ① Auseric Cloud online courses ①	Penefit Insolut, technical documents, competency subie, and best practices () Honizal event support () Museue Cloud enter composes Up to \$10.000 USD () Museue Cloud enter composes Up to \$10.000 USD () Museue Cloud enter composes Up to \$10.000 USD () Museue Cloud enter composes Up to \$10.000 USD () Museue Nucchers 2 () Museue Nucchers 2 () Museue Cartificate () Museue Cartificate () Museue Constitution () Museue Developmenter And (MDF): Up to \$15.000 USD () Eligible for being searched or displayed in Partner Finder of Huasee Cloud. Miseue Constitution ()
Available Partner Programs KooGalley Program ()	Available Partner Programs KooGailery Program () Service Partner Competency Improvement Incentive Program ()	Koodallery Program O

----End

2.4 System Integrator Development Path

Digital transformation consulting and system integration partners (SIs) focus on core cloud capabilities such as digital transformation consulting, industry solution integration, and continuous customer operations. Huawei Cloud provides a wide selection of benefits for SIs to help them acquire new core competencies and build business models.

2.4.1 Role Selection

Prerequisites

You have **joined HCPN** and have been invited by Huawei Cloud to join the SI development path.

Procedure

- **Step 1** Find the email containing the invitation link sent from Huawei Cloud.
- **Step 2** Click **here** in the email to go to the login page. **Log in to Partner Center**.

Dear and an and a second and a se
HUAWEI CLOUD invites you to join System Integrator. Please click <u>here</u> to join.
Thank you for using HUAWEI CLOUD.
This is an automatically generated email. Please do not reply.
HUAWEI CLOUD Grow with Intelligence
Official website: https://www.huaweicloud.com/intl

Step 3 Click **Select This Path** on the displayed page.

Huawei Cloud invites you to join the System Integrator.
Your account is eligible to join this development path.
Select This Path

NOTE

Join HCPN before you select a development path.



Home / Select Path		
System Integrator (Si) Provides digital transformation consultation and system integration services based on Huavei Cl	oud	
Partner Journey		
	-(2)	-(3)
Selection	Validation	Differentiation
You must be invited to apply to become a system integration partner. In this phase, we provide you with resources such as online learning resources, tools, and platforms to help you meet role validation requirements.	After meeting the related requirements of role validation, you can become a Huavei Cloud SI and can obtain a certificate.	In this phase, we provide advanced support and other benefits to help you stand out in the marketplace. Once you meet the requirements of this phase, you will be an official "Huawel Cloud Advanced Cloud SI".
Invitation to Become an SI Partner		
After joining this development path you will get according resources and benefits so that you cat acquire new core competencies and build business models on Huawei Cloud faster. In this way, y	n better understand Huawei Cloud services, master core cloud capabilities, such as digital transfo ou can lay a solid foundation for the subsequent Role Validation or Competency Differentiation.	rmation consulting, industry solution integration, and continuous customer operations, and
OK Cancel		

You cannot join the Cloud Solution Provider Program after joining this development path. Register a new account to join the program.

Step 5 A message is displayed indicating that you have successfully joined this path.

Home / Select Path	
Vou have successfully joined the System Integrator Development Path. View the requirements of the subsequent certifications and complete them as soon as possible. View Detail Back to Home	Benefits Via can obtain according basic benefits after selecting this path to build your own competencies. View Benefits Resources Hussew Cloud provides you with learning and barring resources. View Resources Resources Via need to refer to the requirements of role validation and complete the walidation as soon as possible. View Requirements

Step 6 Click **View Details** to view the minimum requirements for role validation and competency differentiation.

ome / Details System Integrator (51) Provides digital transformation consultation and system integration services based on Huavei	Cloud.	Switch Path System Integrator (SI) 🗸
Partner Journey Section To the field of apply to become a system relegation partner. In this place, we grow the two weblicks of the system relegation partner in this place, we grow the two weblicks of the system relevance of the system relevanc	Validation Validation Validation National Statements of nois validation, you can become a Haaveel Cool of Statements of nois validation, you can become a Haaveel Cool of Statements Validation Validation Requirements Hadre on the invitation valuefield Hadre on the business plan and conteness. In the consensus with Haaveel Cloud on the business plan and contenes. In the consensus with Haaveel Cloud on the business plan and contenes. In the consensus with Haaveel Cloud on the business plan and contenes. In the consensus with Haaveel Cloud on the business plan and contenes. In the or e-sales valuefies contification Number of plants offerings built or competence badges obtained () Of ()	3 Differentiation An experimental for the requestered of the potentiat to help you check on a final transmission of the potentiat of the potentiat to help you check on a final transmission. To inferentiation A requiremental Extransmission Extransmission Extransmission Extransmission Concerned employee certification Our of pre-asles solution experts (parts matter and example of one of the potentiat of the logistic matter of the pre-asles solution experts (parts matter and example of one of the logistic matter of the lo
Coulds: technical documents; competency suite, and best practices () Technical expert support () Huawei Coud test cospons: Up to \$1,00005D () Huawei Coud test cospons: Up to \$1,00005D () HCDDP exam vouchers: 10 () Huawei Coud online courses () Koolabs test points:1,000 ()	Penefits Including Those for Role Selection Tacklit, tachnical documents, competency unite, and best practices () Exchnical expert support () Muarei Cloud estit coupons: Up to \$15,000USD () Muarei Cloud estit coupons: Up to \$15,000USD () Muarei Cloud estit coupons: Up to \$15,000USD () Modeb tests for trainings5 () Modeb test points: 0,000 () Muarei Clovel points: 0,000 () Elipible for bining searched or displayed in Partner Finder of Huasei Clou. () Elipible for bining invited to participate in Huarei Cloud marketing activit ()	Penefits Including Those for Role Selection Toolik, technical documents, competency unite, and best practices ① Hauseri Cloud entite coupons: Up to \$50,000.050 ① Hauseri Cloud entine courses ① Available seats for training110 ① Hauseri Cloud entine courses ① Koolable seats for training110 ① HCCDF eram vouchers: 10 ① Koolable test points0,000 ① Partner Certificate ① Market Development Find (MDF) up to \$80,000.050 ① Eigbble for being searched or dinployed in Partner Finder of Hauseri Cloud. Eigbble for being invited to participate in Hauseri Cloud marketing activit
Available Partner Programs KooGallery Program ()	🔀 Available Partner Programs KooGallery Program 🕕	R Available Partner Programs

D NOTE

Development Paths Selected (1)	Select Development Path	>
System Integrator (SI)		
⊘ Selection — ♥ Validation —	O Differentiation	
Listed in the invitation whitelist		
Business Plan		
Reach a consensus with Huawei Cloud on the business plan and customer list \oplus		
Dedicated team and employee certification		
Number of pre-sales solution experts (Experts must earn Huawei Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Architec	ctures certificate or (i) 0/4 🕓	
Competency building		
Number of joint offerings built or competence badges obtained ①	0/1 🕓	
Certification Application View Details Quit		

- You can choose to exit the path before role validation.
- You are not allowed to exit the development path if your current account:
 - 1. Has already joined a partner program.
 - 2. Has completed role validation.
 - 3. Has completed competency differentiation certification.
 - 4. Has requested certification for cloud software solutions.
 - 5. Has requested certification for advanced cloud software solutions.
 - 6. Has requested test coupons.
 - 7. Has requested exam vouchers.
 - 8. Has requested MDF.
 - 9. Has requested FH.

----End

2.4.2 Role Validation

After meeting the minimum requirements for role validation, you can request the role validation to obtain according business support and incentives.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of role validation for SI partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path	>
System Integrator (SI)		
Selection Validation	Differentiation	
Listed in the invitation whitelist		
Business Plan		
Reach a consensus with Huawei Cloud on the business plan and customer list 🕕		
Dedicated team and employee certification		
Number of pre-sales solution experts (Experts must earn Huawei Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Archiver (HCBP) certification and	nitectures certificate or (j) 0/4 🕙	
Competency building		
Number of joint offerings built or competence badges obtained $\textcircled{1}$	0/1 🕓	
Certification Application <u>View Details</u> <u>Quit</u>		

- 1. Dedicated team and employee certification
 - Number of pre-sales solution experts (The experts must earn the intermediate certification for business direction and obtain the HCIP or HCCDP certificate.)

The intermediate certification for business direction refers to Huawei Cloud Business Professional (HCBP).

The HCIP or HCCDP certificate refers to the HCIP-Cloud Service Solutions Architect or HCCDP-Solution Architectures certificate.

- Certificates of a partner's employees can be shared with the partner only after the HUAWEI IDs of the employees have been associated with the partner administrator account. For details, see How Do I Bind an Individual Certificate to a Partner Account?
- 2. Competency building
 - The competency building includes joint offering building and competency certification. Partners can apply for role validation with either one joint offering or one competency badge.
 - Joint offering: Partners can request role validation once a Huawei Cloud baseline solution successfully completes the OBP project initiation or a joint operations product is approved through the product selection decision-making process. During identity verification, the baseline solution or joint operations product must have been released. The certification assessment can consider common products available on the International and European websites.
 - The preferred directions for SI partner competency certification include digital transformation consulting and planning, public cloud continuous operations, cloud migration planning and implementation, public cloud O&M, HCS O&M, data management and analysis, database, big data, and AI platform service.
- **Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

	Certification Application	X
Development Paths Selected (1	Ensure that all requirements specified in this phase are met before continuing this operation.	Select Development Path >
System Integrator (SI)	The file to be uploaded can be in pdf/doc/docx/ppt/pptx/sisx/zip format. The maximum size of a single file is 2GB. The file name cannot contain the following special characters: I;?"@#\$%^&c*<>	O Differentiation
	Dedicated Team and Employee Certification Download Template	
Listed in the invitation whitelist Business Plan	* Employment Certificate Upload	
Reach a consensus with Huawei Cloud on	Business Plan Download Template	
Dedicated team and employee certificat Number of pre-sales solution experts (Exp	* Business Plan Upload	ion Architectures certificate or ① 0/4 ③
Competency building Number of joint offerings built or compete	Competency Building Download Template	0/1 🛇
Certification Application <u>View Det</u>	OK Cancel	

- After submitting the business plan, choose **Partner Information** > **Business Plan** in the drop-down list of your account name to view the review status and business plan details.
- Ensure that all requirements listed are met before requesting the validation.
- After passing the role validation, you can download the certificate on the details page of the SI development path.
- If you fail the role validation, modify and complete the information based on the failure cause and submit the application again.
- **Step 5** After role validation is completed, click **View Details** to view the available benefits and the certificate on the path details page.



----End

2.4.3 Competency Differentiation

Competency differentiation enables you to explore more competencies differentiated from others and serve customers better so that you can earn customer trust and win more business opportunities.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of competency differentiation for SI partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path >
System Integrator (SI)	
⊘ Selection —	Differentiation
You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu. Complete competency differentiation certific	ation to unlock more $$
Dedicated team and employee certification	
Number of pre-sales solution experts (Experts must earn Huawei Cloud Business Professional (HCBP) certification and obtain HCCDP-Solution Architectures	certificate or 🕕 0/10 🕓
Number of pre-sales solution experts (At least one of the 10 experts must earn Huawei Cloud Business Professional (HCBP) certification and obtain HCCDE-	Solution Archi 🕕 0/1 🕒
Competency building	
Number of joint offerings built or competence badges obtained ${igcar O}$	0/3 🕓
Number of competence badges obtained ①	0/2 🕓
Certification Application <u>View Details</u> <u>Quit</u>	

- 1. Dedicated team and employee certification
 - Number of pre-sales solution experts

The experts must earn the intermediate certification for business direction and obtain the HCIP or HCCDP certificate. At least one of them must have the HCIE or HCCDE certificate.

The intermediate certification for business direction refers to Huawei Cloud Business Professional (HCBP).

The HCIP or HCCDP certificate refers to the HCIP-Cloud Service Solutions Architect or HCCDP-Solution Architectures certificate.

The HCIE or HCCDE certificate refers to the HCIE-Cloud Service Solutions Architect or HCCDE-Solution Architectures certificate.

- Certificates of a partner's employees can be shared with the partner only after the HUAWEI IDs of the employees have been associated with the partner administrator account. For details, see How Do I Bind an Individual Certificate to a Partner Account?
- 2. Competency building
 - The competency building includes joint offering building and competency certification. In the competency differentiation phase, partners are required to obtain at least two competency badges.
 - Joint offering: Partners can request role validation once a Huawei Cloud baseline solution successfully completes the OBP project initiation or a joint operations product is approved through the product selection decision-making process. During identity verification, the baseline solution or joint operations product must have been released. The certification assessment can consider common products available on the International and European websites.
 - The preferred directions for SI partner competency certification include digital transformation consulting and planning, public cloud continuous operations, cloud migration planning and implementation, public cloud O&M, HCS O&M, data management and analysis, database, big data, and AI platform service.
- **Step 4** Click **Certification Application** after meeting the competency differentiation requirements. In the displayed dialog box, upload required materials and submit them.

Development Paths Selected (1)	Certification Application	Select Development Path
	Ensure that all requirements specified in this phase are met before continuing this operation.	
System Integrator (SI)	The file to be uploaded can be in pdf/doc/docx/ppt/pptv/klsx/zip format. The maximum size of a single file is 2GB. The file name cannot contain the following special characters: 1;?"@#\$%^&`<>	Differentiation
You have completed Validation, and the ben	Dedicated Team and Employee Certification Download Template	erentiation certification to unlock more $$
Requirements	* Employment Certificate Upload	
Basic requirements	Business Plan Download Template	
Join HCPN Listed in the invitation whitelist	* Business Plan Upload	
Business Plan	Competency Building Download Template	
Certification Application View Deta	Joint Offerings Upload	
	OK Cancel	

- After submitting the business plan, choose Partner Information > Business Plan in the drop-down list of your account name to view the review status and business plan details.
- After the competency differentiation certification is complete, you can download the certificate on the details page of the SI development path.
- If you fail the competency differentiation certification, modify and complete the information based on the failure cause and submit the application again.
- **Step 5** Click **View Details** after the entire journey of the development path certification is complete to view the benefits and certificates available.



----End

2.5 Learning Partner Development Path

The Learning Partner development path is focused on partners' core competencies such as training and course development. Huawei Cloud provides incentives and benefits for learning partners so that they can build profitable and sustainable business models and enable the Huawei Cloud ecosystem.

2.5.1 Role Selection

After joining HCPN, you can select a development path and obtain according benefits.

Prerequisites

You have registered a Huawei Cloud account and received an invitation from Huawei Cloud for joining the learning partner development path.

- **Step 1** Find the email containing the invitation link sent from Huawei Cloud.
- **Step 2** Click **here** in the email to go to the login page. **Log in to Partner Center**.

Dear The Real Provide ,
HUAWEI CLOUD invites you to join Learning and Empowerment Partner. Please click here to join.
Thank you for using HUAWEI CLOUD.
This is an automatically generated email. Please do not reply.
HUAWEI CLOUD Grow with Intelligence
Official website: https://www.huaweicloud.com/intl

Step 3 Click **Select** on the displayed page.

Huawei Cloud invites you to become a learning partner.
You are eligible to become a Huawei Cloud learning partner.
Select



Home / Select Path		
Learning Partner Provide training and certification service for Huawei Cloud partners and developers based on H	uawei Cloud's core content and certification as well as fundamental technologies.	
Partner Journey Pold sends you an invitation link to invite you to become a Huawei Cloud learning partner.	Validation Provide required proof materials to complete role validation.	3 Differentiation Partners can pass the competency differentiation certification by building competencies that ment the requirements of this phase. This helps faster stronger collaboration between the competent learning partners and Hauser Cloud, and to guide learning partners to become part of the Hausei Cloud accorystem enablement services.
Confirmation OK Cancel		

You cannot join the Cloud Solution Provider Program after joining this development path. Register a new account to join the program.

Step 5 Verify that a message, indicating that you have selected the learning partner development path, is displayed.

Overview / Select Path	
Path selected. You have chosen to become a learning. Complete nor waldation as soon as possible by referring to the relevant requirements. Were Celebra	Benefits Voc can obtain according basic benefits after selecting this path to build your own competencies. Vew Benefits Resources Hauward Cloud provides you with learning and braning resources. Resources Role Validation Voc need to refer to the requirements of nois validation and complete the validation as soon as possible. View Requirements

Step 6 Click **View Details** to check the minimum requirements for role validation.

Home / Details		Switch Path Learning Partner
Learning Partner		
Provide training and certification service for Huawei Cloud partners and developers based on H	uawei Cloud's core content and certification as well as fundamental technologies.	
Partner Journey		
	-2	3
Selection	Validation	Differentiation
Poin sensis you an initiation link to initia you to become a muawer close reanning partner.	Provide required proor materials to complete role valuation.	meet the requirements of this phase. This helps foster stronger collaboration between the executional learning endman and Liversi (Liver) and the mide learning endman to become
		part of the Huawei Cloud ecosystem enablement services.
	download	beoinweb
Development path Progress Certification History		
Selection	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
Requirements	Requirements	Requirements
Basic requirements	Basic requirements	Basic requirements
Listed in the invitation whitelist	Listed in the invitation whitelist	Listed in the invitation whitelist
Complete enterprise real-name authentication and join HCPN	Complete enterprise real-name authentication and join HCPN	Complete enterprise real-name authentication and join HCPN
	Have at least 2-year experience in training.	Have at least 2-year experience in training.
	Have facilities required for face-to-face and online teaching. ()	Have facilities required for face-to-face and online teaching. ①
	Have the ability to deliver training in at least two different languages an	Have at least 5 training centers or 2 exam centers. (1)
	Dedicated team and employee certification	Develop HCCDP certification coaching courses. () 2
	Dedicated instructors who have earned the instructor certification () 2	Have the ability to deliver training in at least two different languages an
	Practical training experience ①	Joint business plan development. The BPs are approved by the Huawei CL (D)
		Dedicated team and employee certification
		Dedicated instructors who have earned the instructor certification () 10
		Practical training experience ①
		Dedicated training management personnel 3
Benefits	Ø Benefits	Ø Benefits
Huawei Cloud online courses ①	Huawei Cloud online courses ()	Huawei Cloud online courses (j)
HCCDP exam vouchers: 6 ①	HCCDE exam vouchers: 5 ①	HCCDE exam vouchers: 10 ①
KooLabs test points: 500 ①	HCCDP exam vouchers: 20 ①	HCCDP exam vouchers: 40 ①
Available seats for training: 6 ()	KooLabs test points: 3,000 ()	KooLabs test points: 5,000 (j)
	Available seats for training: 25 ①	Available seats for training: 50 ()
	Toolkit, technical documents, competency suite, and best practices ${igla}$	Toolkit, technical documents, competency suite, and best practices ${iglillllllllllllllllllllllllllllllllll$
	Partner Certificate ()	Technical expert support ①
	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①	Partner Certificate ①
	Eligible for being invited to participate in Huawei Cloud marketing activit ①	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①
		Eligible for being invited to participate in Huawei Cloud marketing activit ()
		Market Development Fund (MDF): up to \$150,000 USD ①
		Authorization for ecosystem enablement development service or ecosyst ①
		KooLabs support for ecosystem enablement development service or eco $(\cb]$
R Available Partner Programs	R Available Partner Programs	Available Partner Programs
KooGallery Program ()	KooGallery Program ()	KooGallery Program ()

D NOTE

Development Paths Selected (1)	Select Development Path >
Learning Partner	
⊘ Selection S Validation	Oifferentiation
民 Requirements	
Basic requirements	
Listed in the invitation whitelist	
Complete enterprise real-name authentication and join HCPN	
Have at least 2-year experience in training.	
Have facilities required for face-to-face and online teaching. ()	
Have the ability to deliver training in at least two different languages and have at least two training branches in different countries of the region	
Certification Application	

- You can choose to exit this path before role validation.
- You are not allowed to exit the development path if your current account:
 - 1. Has already joined a partner program.
 - 2. Has completed role validation.
 - 3. Has completed competency differentiation certification.
 - 4. Has requested certification for cloud software solutions.
 - 5. Has requested certification for advanced cloud software solutions.
 - 6. Has requested test coupons.
 - 7. Has requested exam vouchers.
 - 8. Has requested MDF.
 - 9. Has requested FH.

----End

2.5.2 Role Validation

After meeting the minimum requirements for role validation, you can request the role validation to obtain according business support and incentives.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of role validation for learning partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path >
Learning Partner	
⊘ Selection — ● Validation	──
E Requirements	
Basic requirements	
Listed in the invitation whitelist	
Complete enterprise real-name authentication and join HCPN	
Have at least 2-year experience in training.	
Have facilities required for face-to-face and online teaching. (1)	
Have the ability to deliver training in at least two different languages and have at least two training branches in different countries of the region	n
Certification Application <u>View Details</u> <u>Quit</u>	

- 1. Basic requirements:
 - Having facilities required for face-to-face and online teaching. (Each authorized training site must have at least one classroom that can accommodate 20 or more trainees.)
 - Having the ability to deliver training in at least two different languages and having at least two training branches in different countries of the region.
- 2. Dedicated team and employee certification
 - Practical training experience: Instructors participating in certification must have experience in explaining project cases in the corresponding technical domain. During the trial training, instructors must explain and analyze project cases in depth.
- **Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

Development Paths Selected (1)			Select Development Path >
Learning Partner	Certification Application	×	
Selection	Ensure that all requirements specified in this phase are met before continuing this operation.		O Differentiation
Requirements	The file to be uploaded can be in pdf/doc/docx/ppt/pptx/xlsx/zip format. The maximum size of a single file is 2GB. The file name cannot contain the following special characters: Ie?"@#\$%^&e<]		
Basic requirements			
Listed in the invitation whitelist	Business Plan Download Template		
Complete enterprise real-name authentication	* Business Plan Upload		
Have at least 2-year experience in training.			
Have facilities required for face-to-face and or			
Have the ability to deliver training in at least to	OK Cancel		n
Certification Application	<u></u>		

- After submitting the business plan, choose **Partner Information** > **Business Plan** in the drop-down list of your account name to view the review status and business plan details.
- Ensure that all requirements listed are met before requesting the validation.
- After passing the role validation, you can download the certificate on the details page of the learning partner development path.
- If you fail the role validation, modify and complete the information based on the failure cause and submit the application again.
- **Step 5** After role validation is completed, click **View Details** to view the available benefits and the certificate on the path details page.

Home / Details		Switch Path Learning Partner ~
Lorming Partner		
Learning Partner Provide training and certification service for Huwei Cloud partners and developers based or	Huawei Cloud's core content and certification as well as fundamental technologies	
Partner Journey		
		0
Selection PDM sends you an invitation link to invite you to become a Huawei Cloud learning partner.	Provide required proof materials to complete role validation.	Partners can pass the competency differentiation certification by building competencies that
		meet the requirements of this phase. This helps foster stronger collaboration between the competent learning partners and Huawei Cloud, and to guide learning partners to become
		part of the Huawei Cloud ecosystem enablement services.
	download	download
Development path Progress Certification History		
Selection	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
Requirements	Requirements	Requirements
Basic requirements	Basic requirements	Basic requirements
Listed in the invitation whitelist	Listed in the invitation whitelist	Listed in the invitation whitelist
Complete enterprise real-name authentication and join HCPN	Complete enterprise real-name authentication and join HCPN	Complete enterprise real-name authentication and join HCPN
	Have at least 2-year experience in training.	Have at least 2-year experience in training.
	Have facilities required for face-to-face and online teaching. ①	Have facilities required for face-to-face and online teaching. ①
	Have the ability to deliver training in at least two different languages an	Have at least 5 training centers or 2 exam centers. ()
	Dedicated team and employee certification	Develop HCCDP certification coaching courses.
	Dedicated instructors who have earned the instructor certification (1) 2	Have the ability to deliver training in at least two different languages an
	Brastical training amaging (loint huriners also development/The RDs are approved by the Hurwei Cl.
	Fractical canning experience ()	Dedicated area and analyzed and final the
		Dedicated team and employee certification
		Dedicated instructors who have earned the instructor certification () 10
		Practical training experience (1)
		Dedicated training management personnel 3
Benefits	Ø Benefits	Ø Benefits
Huawei Cloud online courses ()	Huawei Cloud online courses ()	Huawei Cloud online courses ()
HCCDP exam vouchers: 6 (1)	HCCDE exam vouchers: 5 ()	HCCDE exam vouchers: 10 ()
Koolabs test points: 500 (])	HCCDP exam vouchers: 20 ①	HCCDP exam vouchers: 40 ①
Available seats for training: 6 ①	KooLabs test points: 3,000 ()	KooLabs test points: 5,000 ()
	Available seats for training: 25 ①	Available seats for training: 50 ①
	Toolkit, technical documents, competency suite, and best practices (])	Toolkit, technical documents, competency suite, and best practices ())
	Partner Certificate ①	Technical expert support
	Elizible for being carerbed or direlayed in Partner Einder of Humuni Clay	Partner Catificate ()
	Elisible for being institute to participate in Burguri Cloud exadering article	Flicible for being rearched or directioned in Bartner Finder of Humani Clay
	Linghove for seeing invited to participate in Huawer cloud marketing activit ()	Chigave for owing searched or applayed in Partner Finder or Huawer Clou.
		cligible for being invited to participate in Huawei Cloud marketing activit ()
		Market Development Fund (MDF): up to \$150,000 USD ()
		Authorization for ecosystem enablement development service or ecosyst ①
		Koolabs support for ecosystem enablement development service or eco ①
🗷 Available Partner Programs	🗷 Available Partner Programs	R Available Partner Programs
KooGallery Program ()	KooGallery Program ()	KooGallery Program ()

----End

2.5.3 Competency Differentiation

Build competencies that meet the requirements of this phase to complete competency differentiation certification and become part of Huawei Cloud ecosystem enablement services.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** View the requirements of competency differentiation for learning partners in the **Development Paths Selected** area on the **Home** page.

evelopment Paths Selected (1)	Select Development Path
Learning Partner	
⊘ Selection	C Differentiation
You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu. Complete c	competency differentiation certification to unlock more $$
Requirements	
Basic requirements	
Listed in the invitation whitelist	
Complete enterprise real-name authentication and join HCPN	
Have at least 2-year experience in training.	
and the second	
Certification Application <u>View Details</u> <u>Quit</u>	

- 1. Basic requirements:
 - Having facilities required for face-to-face and online teaching. (Each authorized training site must have at least one classroom that can accommodate 20 or more trainees.)
 - Having at least 5 training centers or 2 exam centers: Training centers or exam centers must have industry-recognized qualifications (such as VUE exam centers or vendor-authorized training sites) to support capability development and certification of Huawei Cloud partners and developers. In addition, partners must reach a consensus with Huawei Cloud on business plans. The exam center must have at least one exam certification IT platform and at least one exam delivery team to provide exam services related to Huawei Cloud certifications, including ecosystem exam center construction, platform interconnection, exam position management, exam invigilation service, and certificate management.
 - Developing HCCDP certification coaching courses: The course development must comply with *Huawei Cloud Developer Cooperation Content Development Process* and get approval from Huawei Cloud.
 - Having the ability to deliver training in at least two different languages and having at least two training branches in different countries of the region.
- 2. Dedicated team and employee certification
 - Joint business plan development The business plan content includes but is not limited to the following:
 - (1) Vision and three-year business objective of cooperation with Huawei Cloud

(2) Offering roadmap planning based on Huawei Cloud ecosystem enablement and certification development services

 Practical training experience: Instructors participating in certification must have experience in explaining project cases in the corresponding technical domain. During the trial training, instructors must explain and analyze project cases in depth. **Step 4** Click **Certification Application** after meeting the competency differentiation requirements. In the displayed dialog box, upload required materials and submit them.

Development Paths Selected (1)		Select Development Path >
Lumin Paters	Certification Application X	
Selection	Ensure that all requirements specified in this phase are met before continuing this operation.	Differentiation
You have completed Validation, and the benefits	The file to be uploaded can be in pdf/doc/docx/ppt/ptx/xlsx/zip format. The maximum size of a single file is 2GB. The file name cannot contain the following special characters: h;?*@#\$%^&t*<>	lation certification to unlock more $$
Requirements	Business Plan Download Template	
Basic requirements Listed in the invitation whitelist	* Business Plan Upload	
Complete enterprise real-name authentication a		
Have at least 2-year experience in training.	OK Cancel	

NOTE

- After submitting the business plan, choose Partner Information > Business Plan in the drop-down list of your account name to view the review status and business plan details.
- After the competency differentiation certification is complete, you can download the certificate on the details page of this path.
- If you fail the competency differentiation certification, modify and complete the information based on the failure cause and submit the application again.
- **Step 5** Click **View Details** after the entire journey of the development path certification is complete to view the benefits and certificates available.

Home / Details		Switch Path Learning Partner V
Learning Partner Provide training and certification service for Huawei Cloud partners and developers based on	Huawei Cloud's core content and certification as well as fundamental technologies.	
Pertner Journey Section Profile and spectral methods link to indee you to become a Hawsei Coud learning partner. Development path Progres Certification History Selection Requirements Back requirements Listed in the invitation subfield: Complete enterprise real-name authentication and join HCPN		Differentiation Section S
♥ Benefits Huavoil Cloud online courses () HCCDP evan wouherse 6 () Koolales test points: 500 () Available seats for training: 6 ()	Benefits Huserei Cloud online courses () HCCDF exem vouchers 5 () HCCDP exem vouchers 20 () McColes test points: 100 () Available seast for training: 21 () Monte test for training: 21 () Golds, testhriad documents, competency suite, and best practices () Hartner Certificate () English for bining invited to participate in Huserei Cloud marketing activit ()	Penerfit Hausei Cloud onfine courses () HCCDF seam vachers: 10 () HCCDF seam vachers: 20 () HCCDF seam vachers: 20 () Available seats for taining: 30 () Available seats for taining: 30 () Available seats for taining: 30 () Rothord adcounterts: competency suite, and best practices () Horter Certificate () Eighbe for being searched or displayed in Partner Finder of Hausei Clou() Highbe for being searched or displayed in Partner Finder of Hausei Clou() Harter Certificate () Horter Certificate () Authorization for ecosystem enablement development service or ecosyst() Kotalable support for ecosystem enablement development service or eco()
Available Partner Programs KooGallery Program ①	Available Partner Programs KooGallery Program ①	Available Partner Programs KooGallery Program ()

----End

2.6 Distributor Development Path

After joining HCPN, you can select a development path and obtain according benefits.

Prerequisites

You have joined HCPN and received the invitation from Huawei Cloud for joining the Distributor Development Path.

Procedure

Step 1 Find the email containing the invitation link sent from Huawei Cloud.

Step 2 Click **here** in the email to go to the login page. **Log in to Partner Center**.



Step 3 Click **Select Path** in the **Select Distributor Development Path** area on the displayed page.

Apply to Become a Huawei Cloud Di	stributor		
	Huawei Cloud invites you You are eligible for select the D	to become a distributor.	
Procedure ① Join HCPN Join HCPN to become a Huawei Cloud partner.	- ② Select Distributor Development	 Join Distribution Partner Progr – Choose to join the Distribution Partner Program (Distributor) and submit an application. Join Program 	

Step 4 Click **OK** on the displayed page.

Home / Select Path		
Distributor Develops resellers, and sells and delivers Huawei Cloud products and services to end customers	through the resellers.	
Pattner Journey		3 Distribute Huawei Cloud Set and shrive Huawei Cloud products and services to and outcomers through Huawei Cloud receilers and othan according incentives.
Confirmation A Huavel Cloud distributor develops and associates with Huavel Cloud resellers to grow Huave OK Cancel	Coud ecosystem and sells and delivers Huawei Cloud products and services to end customers th	rough the resellers.

Step 5 A message indicating that you have selected the Distributor Development Path is displayed. Click **Join Distribution Partner Program (Distributor)**.



You must link your email address before joining the program.

Step 6 After joining the partner program, you will become a Huawei Cloud distributor and can get started to sell and deliver Huawei Cloud products and services through resellers.

----End

2.7 Requesting Annual Review for Partner Development Path Certification

After the launch of the annual review for partner development path certification in 2024, you must submit your request before the specified date in Partner Center.

NOTE

The annual review will be initiated for the following development paths in 2024:

- Service partner development path: partners who have completed role validation and competency differentiation certification
- Learning partner development path: partners who have completed role validation
- System integrator development path: partners who have completed role validation and competency differentiation certification

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 In the Development Paths Selected area on the Home page, for the development paths which the annual review has been initiated for, click Request Annual Review after confirming that all requirements specified are met.

Development Paths Selected (3)		Select Development Path >
Software Partner	Service Partner	Learning Partner Selection
 You have completed Differentiation, and the X Requirements 	The 2024 annual review of development path certification has been initiated. Please apply for the review before December 23, 2024.	 You have completed Validation, and the ben V × Requirements
Solution At least one application and sof 1/1 🥥	Requirements Dedicated Team and Employee Certification Number of dedicated Huawei Cloud pr 2	Basic Requirements At least two years of experience in trai ① Available facilities for face-to-face and ① Joint business plan development. The ①
View Details Quit	Request Annual Review View Details	Team and Certified Instructors View Details Quit

Step 4 In the dialog box that is displayed, upload required materials and click OK.

		Request Annual Review
Development Paths Selected (3)		Ensure that all requirements specified in this phase are met before continuing this operation.
Software Partner	Service Partner	The file to be uploaded can be in pdf/doc/docx/ppt/pptx/klsx/zip format. The maximum size of a single file is 50 MB. The file name cannot contain the following special characters: \;?**@#\$%^&*<>
\oslash Selection — \oslash Validation — \oslash Differentiation	\oslash Selection — \oslash Validati	Dedicated Team and Employee Certification
🥏 You have completed Differentiation, and the $ \checkmark \times$	The 2024 annual review of d	* Employment Certificate Upload
Requirements	certification has been initiate review before December 23,	Cases Download Template
Solution At least one application and sof 1/1 📀	Requirements Dedicated Team and Employe	★ Case File Upload five case materials of practices in cloud professional service projects
	Number of dedicated Huawei C Number of employees who earr	Business Plan Download Template
View Details Quit	Request Annual Review	* Business Plan Upload
		OK Cancel

Step 5 The status changes to **In progress** after the annual review request has been submitted.

NOTE

The review result will be released around the end of January 2025.

If you need to make any changes to your certification materials during the review process, please click **Modify Materials**. The deadline for modifying the materials is subject to the time specified in Partner Center.

Step 6 Click **View Details** for the development path which you have submitted an annual review request for.

Development Paths Selected (3)		Select Development Path >
Software Partner Selection — Validation — Differentiation	Service Partner Selection · · · · · · · · · · · · · · · · · · ·	Learning Partner Selection Oralidation Validation
Requirements	certification has been initiated. Please apply for the review before December 23, 2024.	Requirements
Solution At least one application and sof 1/1 📀	Requirements Dedicated Team and Employee Certification Number of dedicated Huawei Cloud pr 2	Basic Requirements At least two years of experience in trai Available facilities for face-to-face and Joint business plan development. The
View Details Quit	In Progress Modify Materials View Details	Team and Certified Instructors <u>View Details</u> <u>Quit</u>

Step 7 Check the review progress and the uploaded materials on the **Certification History** tab page of the development path details.

Home / Details					Switch Path Service Partner +
Service Partner Provides cloud migration consulting and implementation, O&M, and managed services based on	View Certification Mate	rials	×		
	Material Name File		- 1		
Partner Journey	Employment Certificate	A dest.	- 1		
Selection	Case File				
After joining HCPN, you can apply to become a service partner and enjoy the according benefits.	Business Plan			In this phase, Huawei Cloud provides you with advanced support and benefits to help you stand out in markets. You can meet competency differentiation requirements through	
			_	download	e a cam conservy, and project produce.
Development path Progress Cetrification History					
Certification time Phase Certi	tification Type (?)	Status	Comment		Operation
Dec 02, 2024 11:46:56 Differentiation Annu	ual review	Under verification			View Certification Materials Modify Materials
May 29, 2023 15:39:00 Differentiation Differ	erentiation	Certified	ок		View Certification Materials
May 29, 2023 15:34:53 Validation Valid	dation	Certified	ок		View Certification Materials

----End

Modifying Materials

During the annual review, Huawei will provide feedback on the modifications required for the review materials via email, in-app messages, or SMS messages. Please make the necessary changes to the annual review materials based on the feedback and resubmit the review request.

Step 1 After receiving the modification notification, click **View Feedback** in the corresponding development path area.

Development Paths Selected (3)		Select Development Path >
Software Partner Selection O Inferentiation You have completed Differentiation, and the X	Service Partner Selection O Validation O Differentiation There is feedback for your annual review	Learning Partner Selection
Requirements Solution At least one application and sof 1/1	materials. View Feedback Requirements Dedicated Team and Employee Certification ① Number of dedicated Huawel Cloud pr 2 Number of demolyaces who earn profes 0 2/2 Number of employees who earn profes 0 0 10	Requirements Basic Requirements At least two years of experience in trai Available facilities for face-to-face and Joint business plan development. The
View Details Quit	In Progress Modify Materials View Details	Team and Certified Instructors <u>View Details</u> <u>Quit</u>

Step 2 In the dialog box that is displayed, check the modification comments provided by Huawei and modify the review materials before the deadline.

Development Paths Selected (3)				Select Development Path >
Software Partner	Service Partne	r	Learni	ng Partner
Selection — Ø Validation — Ø Differ	View Feedback		×	on ————————————————————————————————————
You have completed Differentiation, and the	VIEW I COUDUCK			e completed Validation, and the ben $$
Requirements	Please modify the annual re	view materials before December 23, 2024.		irements
Solution	Provided	Feedback		lirements
At least one application and sof	Dec 02, 2024 11:53:38	1.000		years of experience in trai () cilities for face-to-face and () ess plan development. The ()
View Details Quit	In Progress M	odify Materials View Details	View Det	au ^c ertified Instructors alls <u>Quit</u>

Step 3 Click **Modify Materials**, supplement the required review materials, and submit them for review.



----End

Checking the Annual Review Result

Around the end of January 2025, Huawei will notify you of the review result through in-app messages, emails, or SMS messages. You can check the annual review result in **Certification History**.

Step 1 In the Development Paths Selected area on the Home page, for the development paths which the annual review has been completed for, click View Details.

velopment Patris Selected (3)		Select Development Par
Software Partner	Service Partner	Learning Partner
\odot Selection — \bigcirc Validation — \bigcirc Differentiation	\bigodot Selection — \bigodot Validation — \bigodot Differentiation	⊘ Selection — ⊘ Validation
> You have completed Differentiation, and the $$	🥝 You have completed Differentiation, and the $$	🥑 You have completed Validation, and the ben \checkmark
Requirements	Requirements	Requirements
Solution	Dedicated Team and Employee Certification	Basic Requirements
At least one application and sof 1/1 📀	Number of dedicated Huawei Cloud pr 2 Number of employees who earn profes 2.12 Number of employees who earn work-l 10/10 Number of employees who earn expert 2.12	At least two years of experience in trai ① Available facilities for face-to-face and ① Joint business plan development. The ① Team and Certified Instructors
View Details Quit	View Details Quit	View Details Quit

- **Step 2** Check the annual review result in **Certification History** of the development path details.
 - If you pass the annual review, the certification phase of the corresponding development path remains unchanged.

Home / Details					Switch Path	Service Partner 🔹					
Service Partner Provides cloud migration consulting and implementation, O&M, and managed services based on Huawei Cloud.											
Partner Journey	scome a service pather and enjoy the according	Validation Under a related requirements of role Validation Under a related requirements of role Validation and obtain a certificate. downtoad		Concentration Note: The second provide you with advanced support and terrefits to help you stand out in markets. You can meet competency differentiation requirements through competency certification, dedicated team building, and project practice. detentiad							
Development path Progress Certification History											
	1 1000	Commonitor type ()	00000	Commont	Operation						
Dec 02, 2024 11:46:56	Differentiation	Annual review	Certified	ок	View Certification Materials View	ew Feedback					
May 29, 2023 15:39:00	Differentiation	Differentiation	Certified	ок	View Certification Materials						
May 29, 2023 15:34:53	Validation	Validation	 Certified 	ок	View Certification Materials						

• If you have failed to pass the annual review, Huawei will provide review comments, and the certification phase of the corresponding development path will be rolled back to role validation or role selection.

Home / Details				Switch Path	Service Partner 👻					
Service Partner Provides cloud migration consulting and implementation, OBM, and managed services based on Husewi Cloud.										
Partner Journey Selection Alte perspective and apply the according bencents a service partner and enjoy the according benefits.	Variation Events Ansator Advance Advance		Theremistion In the phase. Havenet Cloud prevides you with advanced support and benefits to help you stand auf a market. You can need competency differentiation requirements through competence victuation, dedicated hean building, and project practice.							
Development path Progress Certification History										
Certification time Phase	Certification Type ⑦	Status	Comment	Operation						
Dec 02, 2024 14:47:50 Differentiation	Annual review	Failed	1000000.00000000000	View Certification Materials View	Feedback					
May 29, 2023 18:19:06 Differentiation	Differentiation	Certified	OK View Certification Materials							
May 29, 2023 17:14:16 Validation	Validation	Certified	ок	View Certification Materials						

----End

3 Partner Programs

3.1 Partner Programs

Huawei Cloud partner programs help you build Huawei Cloud-based business, market and sell your offerings.

Types

Huawei Cloud provides partners with the following partner programs: Partner Customer Engagement (PCE), Partner Competency Program, Cloud Solution Provider Program, Distribution Partner Program (Distributor), Distribution Partner Program (Reseller), Carrier Partner Program, KooGallery Sales Program, and KooGallery Seller Program.

• Partner Customer Engagement

Huawei Cloud Partner Customer Engagement (PCE) is a policy framework built by Huawei Cloud to facilitate opportunity sharing between Huawei Cloud and partners. Huawei Cloud provides partners with tools and benefits for sharing opportunities to promote efficient cooperation with partners, help partner achieve business development and success, and accelerate cloud migration for customer services.

• Partner Competency Program

Huawei Cloud Partner Competency Program is intended for global partners, aiming to build a competency certification system for partners and ensure that partners can obtain corresponding returns on their investment in competency development.

• Cloud Solution Provider Program

A cloud solution provider is capable of selling and delivering Huawei Cloud services and solutions to customers and helps Huawei Cloud expand sales by providing value-added and promotion services.

• Distribution Partner Program (Distributor)

Distributors are authorized by Huawei Cloud to sell and deliver Huawei Cloud products and services to end customers through Huawei Cloud resellers. This program is an invitation only program.

• Distribution Partner Program (Reseller)

A Huawei Cloud reseller refers to a partner developed, supported, and managed by a Huawei Cloud distributor and has the pre-sales consulting, sales, and service capabilities. Resellers work with Huawei Cloud to expand the cloud service market and sell Huawei Cloud products and services to end customers.

• Carrier Partner Program

Carrier Partner Program is designed to leverage the strengths of leading global and regional carriers and provide them with a comprehensive and indepth cooperation plan based on Huawei's innovative capabilities in cloud, AI, and 5G. This program helps carriers accelerate their digital transformation and B2B business growth.

KooGallery Seller Program

KooGallery is an online transaction platform established and operated by Huawei Cloud. This program is designed to promote the joint efforts between sellers and Huawei Cloud to provide abundant, high-quality software and services for Huawei Cloud customers.

• 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.

For details about the partner programs and the benefits that you can obtain after joining the programs, see **Huawei Cloud Partner Programs**.

3.2 Partner Customer Engagement

Huawei Cloud Partner Customer Engagement (PCE) is a policy framework built by Huawei Cloud to facilitate opportunity sharing between Huawei Cloud and partners. Huawei Cloud provides partners with tools and benefits for sharing opportunities to promote efficient cooperation with partners, help partner achieve business development and success, and accelerate cloud migration for customer services.

3.2.1 Joining PCE Program

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **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 Partner Customer Engagement and click Join Now.



Step 5 Select the commitment checkbox and read and agree the agreement. Click **Submit**.



Step 6 A message is displayed indicating that you have successfully joined the program. Now, you can get started on the sharing of opportunities with Huawei Cloud.



NOTE

You can choose to add opportunities later on the **Sales** > **POs & HOs** in **Partner Center**.

----End

3.3 Partner Competency Program

Huawei Cloud Partner Competency Program is intended for global partners, aiming to build a competency certification system for partners and ensure that

partners can obtain corresponding returns on their investment in competency development.

For details about how to join this program, see **Requesting Competency Certification**.

3.4 Cloud Solution Provider Program

This program aims to help partners resell and deliver Huawei Cloud products and services as part of their overall solutions to end customers.

After the identity of a cloud solution provider expires, they can **switch to another account or register a new account and apply to join Distribution Partner Program and become a Huawei Cloud reseller**.

3.4.1 Applying to Join the Cloud Solution Provider Program

After becoming an HCPN partner, Huawei Cloud enterprise customers can apply to join the Cloud Solution Provider Program in the Partner Center.

Once a partner has joined Cloud Solution Provider Program and become a cloud solution provider of Huawei Cloud, this partner cannot use their account to purchase cloud services.

Important Notes

Enterprise customers cannot apply to join the Cloud Solution Provider Program if their Huawei Cloud accounts are in one of the following situations:

- There is already an account in the same business area specified that has joined Cloud Solution Provider Program.
- The account has already joined a development path.
- The account has joined Distribution Partner Program.
- Resources are provisioned for the account.
- The account is in arrears.
- The account has consumption records.
- The account has been associated with another partner.
- The account is an enterprise master account or member account.
- The account is being used for or has passed real-name authentication.
- The account has been preregistered by a Huawei BD.
- The account cannot purchase or provision cloud services or resources during the application for joining Cloud Solution Provider Program or after the application is approved.
- If the account has already enabled pay-per-use resources, go to the console and release the resources or register a new account before submitting your application to become a cloud solution provider.

Procedure

Step 1 Use your partner account to log in to **Huawei Cloud**.

- **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** Apply to join a partner program.
 - Select Cloud Solution Provider Program and click Join Now.



• If your current account has joined a partner development path, you cannot join this program. In this case, you can **register a new account and then apply to join the program**.



Step 5 Specify required company information, read and agree the agreement below, and click **Next**.
Thank you for joini	ng Cloud Solution Provider Program						
Solution Provider Pro	gram aims to help partners resell and delive	r Huawei Cloud products and	services as part of their overall solut	ions to end customers.			
pplication procedure							
1 Fill in Company Infom	Enter Business Qualification Info	Fill out th application	n. 4 Di	e Diligence			
asic Information							
Company Name	annered of						
	The company name must be the same as that u	sed in the registration credential fil	a. Otherwise, the certification may fail.				
- Tax Identification	In and the						
Number	Take care to enter the correct TIN to ensure suc	cessful tax processing Learn more					
Business License Registration No	P==						
Registration Credential	Upload						
File	Maximum file size: 20 MB						
	Supported file types: JPG, BMP, PNG, PDF						
Where the business is carried out	Hong Kong SAR, China	~					
Show							
egistration Address							
Country/Region	Hong Kong SAR China			_			
	An incorrect registration address will affect tax of once this application is approved. Ensure the co	alculation and invoice issuance for untry/region registered here is corr	your later transactions and cannot be mod ect. To correct the address, submit a servic	fied e			
	ticket						
State/Province	licket Hong Kong	~					
r State/Province	ticket Hong Kong	× ×					
State/Province	ticket Hong Kong Hong Kong	× ×					
r State/Province City District/County	Indext Hong Kong Hong Kong	× × ×					
State/Province City District/County Address Line 1	Indext	× × ×					
- State/Province City District/County Address Line 1 Address Line 2	Norg Kong Hong Kong Hong Kong	× × ×		_			
State/Province City District/County Address Line 1 Address Line 2	Nord King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King King	× ×					
State/Province City District/County Address Line 1 Address Line 2 Postal Code	Nord Kong Kong Kong Kong Kong Kong Kong Kong	× ×					
State/Province City District/County Address Line 1 Address Line 2 Postal Code ther Information	Note: Hang Kong Hang Kong	× × ×					
StateProvince City District/County Address Line 1 Address Line 2 Postal Code ther Information Telephone	Hang Kong Hang Kong Hong Kong	v v					
State/Province City District/County Address Line 1 Address Line 2 Postal Code Telephone Email	Note: Hong Kong Hong Kong	× ×					
State/Province City District/County Address Line 2 Address Line 2 Address Line 2 Address Line 2 Email Work with a Huawei	Note Hong Kong Hong Kong	× × -					
State/Province City District/County Address Line 2 Email Work with a Huavei acosystem manager Storev	Note Hong Kong Hong Kong	× × ×					
State/Province City District/County Address Line 2 Address Line 2 Address Line 2 Email Work with a Huawei ecosystem manager Show~	Note Hong Kong Hong Kong	× × ×					
StatePrevince City District/County Address Line 1 Address Line 2 Postal Code Postal Code City City City City City City City City	Hang Kong Hang Kong Hong Kong	v v v					
StatePrevince City DistrictCounty Address Line 1 Address Line 2 Postal Code Postal Code Email Work with a Huavei acosystem manager Storw Citate Add at lease Citate Add at lease	Hang Kong Hang Kong Hong Kong	> > > - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>					
StatePrevince City District/County Address Line 1 Address Line 2 Postal Code Postal Code Cited Information Telephone Email Work with a Huasei ecosystem manager Show Ontacts Cited Add at lease Last Name	Hang Kong Hang Kong Hong Kong Hong Kong	V V V V V V V V V	Email Mobile P	nore Office Phone	Fax	Office Address	Operation

NOTE

- By default, the business area is the registered country or region of an account. You can modify the business area when you fill in information required for joining the program.
- After joining the program, you are not allowed to modify the business area. You can view the business area of your account on the **Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled** page.
- You can have only one account for each business area.

Step 6 Enter business qualification information and click Next.

HUAWEI CLOUD Partner Pr / Joi	in Cloud Solution Provider Progra	m		
1 Fill in Company Informatio	n — 2 Enter Busines	ss Qualification Info ③	Fill out the program application.	—— ④ Due Diligence
Complete your company's busin	ness qualification information to	better provide HUAWEI CLOUD service	25.	
* Date of Establishment		tii I		
★ Registered Capital(USD)				
 Total Fixed Assets(USD) 				
* Number of Employees		•		
* Business Performance	Year	Annual Turnover(USD)	Annual Operating Profit(USD)	
	2022			
	2021			
Previous Next	Save Draft Cancel			

Step 7 Fill out the program application and click **Next**.

	Solution Provider Program	
Fill in Company Information	Enter Business Qualification Info	3 Fill out the program 4 Due Diligence
Select the Cloud Solution Provider Prog	ram partner tier.	
Standard Advanced Pres	mier Core	
Application Details		
* Have you completed the role certification fo	r a Software Partner, Service Partne	r, or System Integrator?
-Select	~	
★ What is your expected annual performance	of HUAWEI CLOUD?	
Select	~	
 How many employees do you expect to pas How many HUAWEI CLOUD customers (and 	is the Huawei Cloud Technical Profe inual performance ≿ \$1K) can you e	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
* How many employees do you expect to pas * How many HUAWEI CLOUD customers (an -Select	s the Huawei Cloud Technical Profe nual performance ≈ \$1K) can you e: ✓	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
How many employees do you expect to pas How many HUAWEI CLOUD customers (an Select tis a Carrier or Not	s the Huawei Cloud Technical Profe nual performance ≈ \$1K) can you e; ∨	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
How many employees do you expect to pas How many HUAWEI CLOUD customers (an Select ts a Carrier or Not Select	s the Huawei Cloud Technical Profe nual performance ≥ \$1K) can you er	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
 How many employees do you expect to pas How many HUAWEI CLOUD customers (an -Select * Is a Carrier or Not -Select If you select "Yes", please submit your carrier I 	s the Huawei Cloud Technical Profe inual performance ≥ \$1K) can you e:	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
How many employees do you expect to pas How many HUAWEI CLOUD customers (an Select Is a Carrier or Not Select If you select "Yes", please submit your carrier I work with a Huawei ecosystem manager?	s the Huawei Cloud Technical Profe nual performance ≥ \$1K) can you er ✓ ✓ icense. Upon approval, you vill becc	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
How many employees do you expect to pas How many HUAWEI CLOUD customers (an Select Is a Carrier or Not Select If you select "Yes", please submit your carrier I * Work with a Huawei ecosystem manager? Select	s the Huawei Cloud Technical Profe nual performance ≥ \$1K) can you e:	ssional exam? How do I participate in HUAWEI CLOUD training and certification?
How many employees do you expect to pas How many HUAWEI CLOUD customers (an -Select If you select "Yes", please submit your carrier I Work with a Huawei ecosystem manager? -Select I have read and agree to Huawei Cloud S HUAWEI CLOU	s the Huawei Cloud Technical Profe nual performance ≥ \$1K) can you e:	ssional exam? How do I participate in HUAWEI CLOUD training and certification?

NOTE

Partners with carrier qualifications can apply to be certified as cloud solution providers to enjoy benefits for the core tier.

Step 8 Complete the *HUAWEI CLOUD Partner Anti-Commercial Bribery Due Diligence Questionnaire* and click **Submit**.

WEI CLOUD Partner Pr / Join Cloud Solution	Provider Program
① Fill in Company Information	🕑 Enter Business Qualification info
	Huawei Cloud Computing Anti-Bribery Compliance Due Diligence
The local Huawei Cloud Computing Technology laws and regulations. Based on that, Huawei Ck	Co. Ltd. ("Huavei Cloud") and the company that you represent ("Partner Company") cooperate under the related contracts, partner policies and the applicable laws. Accordingly, both parties are committed to the compliance of the applicable anti-britery and conducted this Anti-Britery Compliance Due Diligence").
Partner Company's Commitmer	d.
I have been authorized by my company to answ	er the Huavel Cloud Anti-Bribery Compliance Due Diligence Questionnaire ("Questionnaire") and make this Partner Company's Commitment on behalf of my company.
/Partner Company have read the Anti-Corruptic applicable laws and regulations, code of ethics v warranties, or promises made in the Questionna	In Price for Hausee Cloud Partners. InPartner Company promite that InPartner Company understand and loow that Hauvei Cloud adheres to the principles of safeguarding integrity in operations and business ethics, and will storetly comply with all addig) adopted by the industry, and hauvei Cloud and-Todery and anti-Company memory. Hause Cloud has the right to unitateally support or terminate the upport companies on the event of any faile or despite representations, is and intrine f any is to scasse to hause U cloud instructions (the representations).
On behalf of the Partner Company, I confi	irm to have read and acknowledged the Huawei Cloud Notice on Anti-Bribery Compliance Due Diligence
HUAWEI CLOUD Partner Anti-C	ommercial Bribery Due Diligence Questionnaire
Notes:This Questionnaire will not collect and ple	asse do not provide any personal information relating to any of your employees or representatives.
 Are the Partner Company or its Executi bribery or any related crime/penalty in the 	ves being investigated by any governmental or judicial authority for bribery or any related crime/penalty? Or have the Partner Company or its Executives been penalized by any governmental or judicial authority for ine past three years?
🔿 Yes 🔘 No	
2. To the best of your knowledge, are any	of the Key Personnel(s) involved in the cooperation with Huawei Cloud Politically Exposed Persons or Close Associates of Politically Exposed Persons?
🔿 Yes 🔘 No	

Step 9 A message is displayed, indicating that your application for joining the Cloud Solution Provider Program, has been submitted successfully.

You can view the review progress on the **Requested Partner Programs** page.



----End

3.4.2 Applying for Upgrading Partner Tier

Partners are classified into four tiers: standard, advanced, premier, and core. Different requirements are set for each partner tier. Partners can request to upgrade to a higher tier when they meet the requirements.

NOTE

A cloud solution provider must ensure that there is an account of the company that has joined **Software Partner Development Path**, **Service Partner Development Path**, **System Integrator Development Path**, or **Learning Partner Development Path** and completed role validation before applying for upgrading their partner tier.

Procedure

Step 1 Use your partner account to log in to Huawei Cloud.

- **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 > Partner Programs Enrolled** in the menu on the top.
- **Step 4** Apply to upgrade the partner tier.
 - Click **Upgrade**.

Enrolled Partner Programs	
Note: All the partner programs that your company's accounts have enrolled in are displayed here. There may be no certificates available for some of partner programs. For details, see Partner Program Certificates. Contact your ecosystem manager to lea	m more about what you can do after joining a partner program.
Cloud Solution Provider Program Hong Kong SAR, China View Details Upgrade Download Certificate	

• If the tier upgrade is not allowed, click **View Reason**. **Register a new account** and then apply to join a development path. Apply to upgrade your partner tier when you enter the role validation stage.



Step 5 On the page for upgrading the tier, click **Submit** when all criteria for upgrade are met.

Enrolled Partner Programs / Upgrade							
Thanks for your Cloud Solution Provider Program upgrade req	uest.						
We look forward to further cooperation with you. After you upgrade your pather fer, you will receive higher-level support in training, technology, markeling, and services.							
Upgrade To							
Standard Advanced Premier	Core						
Application Information							
Scorecard indicator attainment							
Indicator	Last Data Collected	Current	Criteria for Upgrade	Criteria Met or Not			
Annual Revenue	Jun 10, 2024 06:27:41	\$370,000	\$360,000	• Yes			
Huawei Cloud Customers	Jun 10, 2024 06:27:41	10	10	• Yes			
Professional Certifications	Jun 23, 2024 06:27:41	5	4	Yes			
Role Validation	Jun 23, 2024 06:27:41	Software Partner	1	• Yes			
Submit Cancel							

NOTE

- If there are any criteria not met, your application may be rejected. Ensure that all criteria for upgrade are met before submitting the tier upgrade application.
- To upgrade to the core tier, a partner should request its ecosystem manager to apply for the upgrade on their behalf. After the application is approved, the ecosystem manager and the partner will receive an email notification.
- **Step 6** The system displays a message indicating that the tier upgrade application has been submitted successfully.

You can view the review progress on the **Partner Programs > Requested Partner Programs > Partner Level** page.

Requested Partner Programs / Detail				
Cloud Solution Provider				
Under review We will review your application	on or contact you within 3 calendar days.			
Partner Tier Advanced		Submitted On Jul 02, 2024 11:00	231	
Application Details				
The following shows the Scorecard indicator attainment status	s when the tier upgrade application is submitted.			
Indicator	Last Data Collected	Current	Criteria for Upgrade	Criteria Met or Not
Annual Revenue	Jun 10, 2024 06:27:41	\$370,000	\$360,000	• Yes
Huawei Cloud Customers	Jun 10, 2024 06:27:41	10	10	• Yes
Professional Certifications	Jun 23, 2024 06:27:41	5	4	• Yes
Role Validation	Jun 23, 2024 06:27:41	Software Partner	1	• Yes

D NOTE

If the tier upgrade application is rejected, fulfill the criteria required based on the rejection reason and submit the application again.

----End

3.5 Distribution Partner Program

The Distribution Partner Program is an invitation only program. After joining this program, a distributor is authorized by Huawei Cloud to sell and deliver Huawei Cloud solutions to end customers through Huawei Cloud resellers. Distributors can expand their businesses through partner development, technical support, operations support, and value-added services.

After joining the program, distributors can enjoy corresponding benefits and request related incentives.

3.5.1 Invitation for Joining Distribution Partner Program

To join the Distribution Partner Program, contact the local ecosystem manager to sent you an invitation link.

Once a partner has joined Distribution Partner Program and become a distributor of Huawei Cloud, this partner cannot use their account to purchase cloud services.

NOTE

Apply to become an HCPN partner before being invited to join the Distribution Partner Program. After you join the Distribution Partner Program, you are not allowed to join the Cloud Solution Provider Program.

Important Notes

An enterprise cannot be invited to join Distribution Partner Program if its account:

- Has joined or is joining the Cloud Solution Provider Program.
- Belongs to a customer of a reseller. Disassociate from the reseller before performing this operation.
- Has resources in use. Disable the resources on the management console.
- Has been frozen.
- The account has consumption records.

- Is in arrears. Top up the account to pay off the arrears.
- Has become an enterprise master account or member account.
- The account has a credit account.
- The account has been preregistered by a Huawei BD.
- The account is being used for or has passed real-name authentication.
- The account cannot purchase or provision cloud services or resources during the application for joining Distribution Partner Program or after the application is approved.
- If the account has already enabled pay-per-use resources, you need to go to the console and release the resources or register a new account before submitting your application to become a distributor.

Procedure

- **Step 1** Check the invitation email.
- **Step 2** Click **here** in the email.

Dear HUAWEI CLO Thank you for	UD invites you to join D r using HUAWEI CLOUD.	istribution Partner Progra	m. Please clic <mark>c here</mark> t	o join.
WD.	(163604	WX1163604	WX1163604	Ń
This is an autor	natically generated (email. Please do not re	ply.	

Step 3 Use your account to log in to **Huawei Cloud**.

HUAWE	I ID login
Phone/Email/Login ID/HUA	WEI CLOUD account name
Password	Ì
LO	G IN
Register F	orgot password?
Use Anoth	ner Account
IAM User Federated User Huawei Enterprise Partner	Huawei Website Account HUAWEI CLOUD Account
Your account and network informa your login experience. Learn more	ation will be used to help improve

Step 4 Click Partner Center in the drop-down list of your account name in the upper right corner. Choose Partner Programs > Huawei Cloud Partner Programs in the menu on the top. Find Distribution Partner Program and click Join Now.

Enter the company information, select I have read and agree to the Statement for HUAWEI ID Association with Huawei Cloud Partner, and click Next.

Thank you for jo This program is de	ining Distribution	Partner Program Cloud distributors and re	sellers. After joining th	iis program, a distribut	or is authorized by Huaw	ei Cloud to sell and de	liver Huawel Cloud so	lutions to end customers throug	h Huawel Cloud resellers
Application procedure									
Fill in Company Infor	nation (2)	Enter Business Qualification I	nfo —— ③ Fill ou	ut the program application					
asic Information									
Company Name	040114/070								
	Provide the English	company name from the bus	iness license. If there is no	English company name, fi	ll in the company name in the	e local language.			
	The company name	must be the same as that us	ed in the registration crede	ential file. Otherwise, the o	ertification may fail.				
Tax Identification	OWER LANDER								
Number	Take care to enter t	he correct TIN to ensure succe	essful tax processing. Learr	n more					
Business License	04061-0470								
Registration No. Registration	Upload								
Credential File	Maximum file size: Supported file type	20 MB s: JPG, BMP, PNG, PDF							
	(sent action	×							
Show 🗸									
anistration Addee									
egistration Addre	13								
Country/Region	Hong Kong								
	An incorrect registr modified once this submit a service tic	ation address will affect tax ca application is approved. Ensu ket.	ilculation and invoice issua re the country/region regis	ince for your later transac stered here is correct. To c	ions and cannot be prrect the address,				
State/Province	Hong Kong		•						
City	040414/02		•						
Address Line 1	CHINE AND D								
Address Line 2									
Postal Code	CHICKLASSING								
ther Information									
Telephone	040134/02								
Email	040314/02								
Work with a Huawei	No		Ŧ						
ecosystem manager Show 🗸									
ontacts									
Add Contact Person	Add at least one co	ntact person.				- (1)			
	irst Name	Position	Preferred Method	Email	Mobile Phone	Office Phone	Fax	Office Address	Operation
Last Name F		CXO / General Manager		Control 1, Name					Modify Date

Step 5 Enter business qualification information and click **Next**.

]) Fill in Company Informa	tion 2 Ente	er Business Qualification Info	③ Fill out the program application.
omplete your company's b	usiness qualification infor	mation to better provide HUAWEI CLOU	D services.
Date of Establishment	2014/07/0		
Registered Capital(USD)	142		
 Total Fixed Assets(USD) 	11,0,0		
Number of Employees	Feve	•	
Business Performance	Year	Annual Turnover(USD)	Annual Operating Profit(USD)
	2022	101,423,07	121,425,07
	2021	101,43,471	121,423,471

Step 6 Select I have read and agree to Huawei Cloud Distribution Cooperation Agreement and click Submit.

HUAWEI CLOUD Partner P / Join Distribution Partner Program
1 Fill in Company Information — 2 Enter Business Qualification Info — 3 Fill out the program application.
✓ I have read and agree to Huawei Cloud Distribution Cooperation Agreement
Previous Submit Cancel

Step 7 A message indicating that your application has been submitted successfully is displayed.



You may fail to join the program if:

- Your account has joined or is joining the Cloud Solution Provider Program.
- Your account belongs to a customer of a reseller. Disassociate from the reseller before performing this operation.
- Your account has resources in use. Disable the resources on the management console.
- Your account is frozen.
- Your account is in arrears. You can top up your account to pay off the arrears.
- Your account is an enterprise master account or member account.
- Your account has a credit account.

----End

3.6 Distribution Partner Program (Reseller)

3.6.1 Accepting a Cooperation Invitation from a Distributor and Applying to Become a Reseller

After receiving the invitation email from a distributor, click the invitation link to access the association page and perform the association operation as prompted.

Once a partner has been associated with a distributor of Huawei Cloud and become a reseller of this distributor, this partner cannot use their account to purchase cloud services.

Important Notes

The Huawei Cloud account of your company cannot be associated with a distributor in the following scenarios:

- Resources are provisioned for the account.
- The account is in arrears.
- The account has consumption records.
- The account has joined another partner development path or partner program.
- The account is added to the blacklist or yellow list.
- Another Huawei Cloud account of the same company has been associated with the distributor.
- The account has been frozen due to public security reasons, arrears, or violation.
- The account is an enterprise master account or member account.
- The account has a credit account.
- The account has been preregistered by a Huawei BD.
- The account has been associated with another partner.
- The account is being used for or has passed real-name authentication.

- The account cannot purchase or provision cloud services or resources during the application for associating with a distributor or after the application is approved.
- If you have enabled pay-per-use resources for this account, go to the **management console** to release the resources or register a new account.
- Resellers and their associated distributor must be in the same service country.

Procedure

Step 1 Check the invitation email.

In the email, click the hyperlink to switch to the association page.

Dear user,
HUAWEI CLOUD Distributor Click to submit an application) has invited you to become its reseller Click to submit an application.
If you have any questions, contact the partner POC:
Company name:
Phone:
Thank you for using HUAWEI CLOUD.
This is an automatically generated email. Please do not reply.
HUAWEI CLOUD Grow with Intelligence
Official website: https://www.huaweicloud.com/intl

Step 2 The **Dear user, Distributor has invited you to become a reseller.** page is displayed.



NOTE

If your company already has a Huawei Cloud account associated with a distributor, do not associate it again.

- If you do not have a Huawei Cloud account, click **Register and Associate**.
 - a. Sign up a Huawei Cloud account.
 - b. Sign in to Huawei Cloud.
 - c. Fill in required information on the displayed page. For details, see **Registering and Joining HCPN**.

Register and Join HCPN					
1 Fill in Business Information —	2) Specify Contact Info 3	Sensitive Relationship Filing	(4) Sign Agre	ement	
Basic Information					
* Company Name	Enter the full name of your company.	? c	ountry/Region	Hong Kong SAR, China HK	
★ Business License Registration No.	Name on the business license	* Ta	ax Identification Number	Enter the tax identification number of your co	0
* Registration Credential	Upload	* P	ayment Currency	•	0
File	Only a JPG, BMP, PNG, or PDF file of up to 20 N uploaded.	MB can be			
Legal Person	Enter the name of the legal person.	В	usiness Period	Select a year.	Long term
Registered Address					
* State/Province	•	* C	ity	•	
District/County	•	* A	ddress Line 1	Street, P.O. box, and company name	
Address Line 2	Street, P.O. box, and company name	* P	ostal Code		
More Information					
* Telephone	Enter the company phone number.	* E	mail	Enter an email.	
Company Website	Enter the website address of the company.	In	dustry	Select v	
Company Trademark	Upload	F	ax	Enter the fax number of the company.	
	Dimension guide: Square shape with a resoluti or rectangle shape with a resolution of 230 (or JPG, BMR, or PNG file of up to 4 MB can be up name cannot contain the following characters: <>	ion of 90 x 90 px ess) x 90 px. A loaded. The file !;?'*@#\$%^&*			
Company Profile	Briefly describe the industry and main business	of the company.			
	Next Save Draft Cancel			4 0/500	

D NOTE

	Registration	n Application Information
Your registration application is under review now. We will complete the review as soon as possible. Thank you for using Huawei Cloud.	Company Name Legal Person Contact Registered View All	Apr 27, 2023 15:08:23
Distributor to Be Associated Company Name Company Profile Comp	(R. 92. 19), 48, 18	AUTOMAN MER. POLITIMASCONTAGUNATIAN DA MERICO

- Huawei Cloud will review your application as soon as possible.
- If your application is rejected, modify the application based on the rejection reason and then submit it again.

d. After joining HCPN, a message indicating that you have requested to associate with a distributor is displayed. You can access Partner Center and view the association result.



- If you already have a Huawei Cloud account, click **Log In and Associate**.
 - If you have joined HCPN:

A message indicating that you have requested to associate with a distributor is displayed. You can access Partner Center and view the association result.

- If you have not joined HCPN:
 - i. Join HCPN.
 - ii. After joining HCPN, a message indicating that you have requested to associate with a distributor is displayed. You can access Partner Center and view the association result.

Application submitted.
Your application for associating with the distributor () has been submitted. Access Partner Center to view the association result.
Go to Partner Center

D NOTE

- If the association is restricted, handle it and try again.
- If you do not meet the requirements for joining HCPN, get in touch with the contact person to obtain help.
- **Step 3** Access Partner Center.

NOTE

If the association status shows that the association is in progress, wait for a while and then refresh the page.

• After association, you can view the information about the associated distributor.

erview / My Distributor		
	growcloadtisi	101
	Website	Maximup of Numerical of the desired and the
	Company Description	ACCUPATION (New Date) International Conditions, 2.2. Co. 48. ABOXEMBED BE
		 Pertrageousheasanta, Diedsstadeousheastwool, Physically,
Cooperation Infe	ormation	
Cooperation Status	In cooperation	
Start Time	Apr 26, 2023 09:46:55	
Contacts	ecies/50001	

• If the association is restricted, handle it and try again.

My Distributor
Operation restricted.
You cannot associate with the distributor due to the following reasons. Please rectify and try again.
1.A HUAWEI CLOUD account from your company has joined this partner program. Do not join the program again.
Re-associate
Note:
If you do not want to associate with a distributor, select another partner development path or join another partner program

NOTE

If you do not want to associate with a distributor, select another **partner development path** or join another **partner program**.

----End

3.6.2 Registering a New Account and Applying to Join Distribution Partner Program (Reseller)

After your identity as a cloud solution provider expires, you can switch to another account or register a new account and apply to join Distribution Partner Program and become a Huawei Cloud reseller. Contact a distributor to send you an invitation and use your new account to associate with the distributor.

Procedure

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.

Step 3 View the reminder of your identity expiration on the home page.

Step 4 Apply to become a reseller.

 Register a new account and apply to join Distribution Partner Program (Reseller).



2. Cannot invite new customers or perform operations on behalf of customers. You can only manage existing customers in the Partner Center.

3. Can use only a super administrator account to log in to the Partner Center.

You can choose to work with Huawei Cloud as a reseller. Contact a distributor to send you an invitation, and use the following account or Register a New Account to associate with the distributor and join the Distribution Partner Program (Reseller). After association, you will be managed by the distributor.

	 Deretophont Fath	Enrolled Partiler Programs
10.000	 	
	 ок	

Step 5 Enter the verification code you received.

i Registe	r a new account?	×
To ensure that th	is is you, complete the following verification.	
Email	Verify via Mobile	
Verification Code	Resend in 18 seconds	
	O The verification code has been sent to your email address and will be valid for 5 minutes.	
	OK Cancel	

NOTE

Use the email or mobile number associated with the current account for verification.





Step 7 On the **Register HUAWEI ID** page, enter required information and click **Register**.

Register HUAWEI ID			Already have an account? Log in \succ
	Country/Region	Hong Konge (Dima) 🗸	
		Caticada	
		Ø	
		Ø	
	This service requires an Internet conn about your account, region, and brows personal and identity information that y you agree to these terms as well as the Statement About HUAWEI ID and Prive	ection and needs to access information er settings, in addition to any basic rou actively upload. By clicking Register, a HUAWEI ID User Agreement and acy.	
	Re	gister	

NOTE

When registering a new account, use another email address.

Step 8 Enable Huawei Cloud services.

	Enable HUAWEI CLOUD Services
~	I have read and agree with the HUAWEI CLOUD Customer Agreement and Privacy Statement. (You can also choose to enable services later.)
~	I would like to receive updates about discounts and promotions as and when they become available.
	Enable

Step 9 Fill in required information and read and accept the agreements on the **Register and Join HCPN** page. Click **Register**.

Fill in required information, and read and accept the agreements. * Last Name First Name Preferred Method Email	Register and Join H	2PN
* Last Name First Name Preferred Method Empil	Fill in required inform	nation, and read and accept the agreements.
* First Name	★ Last Name	
Professad Method Empil	★ First Name	
	Preferred Method	Email
* Email Enter an email address.	★ Email	Enter an email address.
I have read and agree to the following agreements 《Huawei Cloud Partner Network Certification Agreement》 Register Cancel		I have read and agree to the following agreements 《Huawei Cloud Partner Network Certification Agreement》 Register Cancel

Step 10 A message is displayed, indicating that you have successfully joined the Huawei Cloud Partner Network.

Contact a distributor to send you an invitation and use the account to **associate** with the distributor as a reseller.

NOTE

Note: The association will fail if you use the account to join a development path or partner program during association.

----End

3.7 KooGallery Seller Program

KooGallery is an online transaction platform established and operated by Huawei Cloud. This program is designed to promote the joint efforts between sellers and Huawei Cloud to provide abundant, high-quality software and services for Huawei Cloud customers.

An enterprise needs to register a Huawei Cloud account and complete enterprise real-name authentication. After the real-name authentication is successful, the enterprise can register with KooGallery to become a seller.

For details about the registration process, see **Applying for Registration**.

3.8 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.

3.8.1 Applying to Join KooGallery Sales Program

Prerequisites

You have joined the Cloud Solution Provider Program.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **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.



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

Your KooGallery Sales Program application has been submitted.
We have received your application to join HCPN and look forward to working with you and supporting your business development on HUAWEI CLOUD. After your application is approved, you can quickly use your HCPN rights on the HCPN portal and Partner Center.
Completed

3.9 HMS Ecosystem Support Program

3.9.1 Applying to Join HMS Ecosystem Support Program

After becoming an HCPN partner, Huawei Cloud enterprise customers can apply to join the HMS Ecosystem Support Program in the Partner Center. Click **here** to view the benefits that HMS Ecosystem Support Program offers.

Important Notes

Enterprise customers cannot apply to join the HMS Ecosystem Support Program if their Huawei Cloud accounts are in one of the following situations:

- The consumption of the account exceeds 100 USD.
- The account has a special contract that is taking effect.
- After joining the HMS Ecosystem Support Program, do not apply for special commercial contracts. Otherwise, the account will automatically exit the program.
- After an enterprise joins the HMS Ecosystem Support Program, the consumption of an HMS partner is collected on the fifth day of each month. If the consumption meets the requirements, Huawei Cloud automatically issues cash coupons to the HMS partner.

Prerequisites

• You have registered a Huawei Developer account.

Each Huawei Developer account can be used only once to apply to join HMS Ecosystem Support Program.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **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 HMS Ecosystem Support Program and click Join Now.



Step 5 Enter your Huawei developer account.

Pa	rtner Center > Partner Program > HUAWEI CLOUD Partne > Join HMS Ecosystem Support Program
	Thank you for joining HMS Ecosystem Support Program
	Helps Internet application developers and ecosystem partners develop, test, and deploy applications faster and less expensively on HUAWEI CLOUD.
	Please provide the following details. We will verify whether you meet the requirements.
*	Huawei Developer Account (Don't have an account? Register now)
	Submit Save Draft

Step 6 Click Submit.

You can view the progress on the **Requested Partner Programs** page.

----End

3.10 Service Partner Competency Improvement Incentive Program

3.10.1 Joining Service Partner Competency Improvement Incentive Program

Overview

This program is intended to build a competency-centered service partner network, accelerate the growth of Huawei Cloud service partners, help and motivate them to pass Huawei Cloud partner competency certification, improve partners' competencies in providing Huawei Cloud services, and ultimately help them achieve business success.

Prerequisites

- 1. You have joined **Service Partner Development Path** and completed **role validation**.
- 2. You have certified at least one level-1 competency this year that is eligible for incentives.

Level-1 Competency	Appliable Region
Database	Global
Big data	Global
Data warehouse	Only for the regions in the Chinese mainland
AI platform	Only for the regions in the Chinese mainland
DevSecOps	Only for the regions in the Chinese mainland
Solution integration implementation	Only for the regions in the Chinese mainland
Public cloud O&M	Only for the regions in the Chinese mainland
Operational excellence	Only for the regions in the Chinese mainland
Application modernization	Only for the regions in the Chinese mainland
Ascend cloud service	Only for the regions in the Chinese mainland
Pangu Large Models (PanguLM)	Only for the regions in the Chinese mainland
Managed security	Only for the regions in the Chinese mainland
Industrial Digital Model Engine (iDME)	Only for the regions in the Chinese mainland
Internet of Things	Only for the regions in the Chinese mainland
Workspace	Only for the regions in the Chinese mainland
Cloud migration	Only for regions outside the Chinese mainland

Table 3-1 Eligible level-1 competency labels and applicable regions

Note: Huawei Cloud may make changes to these eligible competency labels, including adding or removing labels, but these changes will be subject to the ST decision-making minutes of Huawei Cloud Computing Global Ecosystem Dept. The PDM will then notify the partners of any changes to these eligible competency labels.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **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 Service Partner Competency Improvement Incentive Program and click Join Now.



Step 5 Ensure that the conditions for joining the program have been met and click **Submit**.



Step 6 A message is displayed indicating that you have successfully joined the program.



Step 7 After joining this program, you can apply for the **competency improvement incentive** and **exam vouchers**.

----End

Incentives and Benefits

Region	Exam Voucher	Competency Improvement Incentive	Training
International/ Europe	HCCDP certification exam vouchers: 10	\$14,000 USD	Available seats for developer certification training: 10

Description:

- 1. Partners with a level-1 competency badge must apply for incentives (such as training, exam vouchers, and cash incentives) by December 31 of the year when the competency badge was obtained. Otherwise, the incentives will become invalid.
- 2. The accounting for the incentives provided in this program is performed on a quarterly basis.
- 3. Due to the limited incentives, the distribution of the incentives for competency improvement follows a first-come, first-served principle.

3.11 Special Program for Software Partners' Ecosystems on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications

3.11.1 Joining Special Program for Software Partners' Ecosystems on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications

Overview

This program aims to inspire Huawei Cloud software partners to construct ecosystems centering on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or cloud-based HarmonyOS applications, encourage partners to build solutions using these cloud service products together with Huawei Cloud, and improve the software ecosystems and capabilities based on Huawei Cloud.

Prerequisites

You have joined **Software Partner Development Path** and completed role selection, role validation, or competency differentiation certification.

Procedure

Step 1 Use your account to log in to **Huawei Cloud**.

- **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 Special Program for Software Partners' Ecosystems on Ascend Cloud/ Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications and click Join Now.



Step 5 On the displayed page, verify that the application conditions are met and click **Submit**.



Step 6 The system displays a message indicating that you have successfully joined the program. Then, you can **submit an application for ecosystem program certification**.

----End

3.12 Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program

3.12.1 Joining Huawei Cloud System Integrator Partner Presales Solution Expert Funding Head Program

Overview

This program is designed to continuously enhance the capabilities of Huawei Cloud's system integrator (SI) partners in selling Huawei Cloud pre-sales solutions.

Prerequisites

You have been **invited by Huawei Cloud to join the SI development path** and completed **role validation/competency differentiation certification**.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **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 **Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program** and click **Join Now**.



Step 5 On the displayed page, verify that the application conditions are met and click **Submit**.

WEI CLOUD Partr	Programs / Join Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program
You might want	know: Thank you for joining Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program
Application	atails
Ensure that	e following conditions are met before applying to join this program.
✓ You are a sys	n integrator (SI) partner and have completed the role validation.
 You are a sys Submit 	n integrator (SI) partner and have completed the role validation.

Step 6 The system displays a message indicating that you have successfully joined the program. Then, you can apply for FH.

UAWEI CLOUD Partner Programs /	Join Huawei Cloud System Integrator Partner Pre-seles Solution Expert Funding Head Program
	•
	You have joined Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program successfully.
	Completed

----End

3.13 Learning Partner Funding Head Program

3.13.1 Joining Learning Partner Funding Head Program

Overview

This program is designed to create a competency-centered Huawei Cloud learning partner network and support and motivate learning partners to quickly build their own capabilities for ecosystem enablement development services.

Prerequisites

You have joined **Learning Partner Development Path** and completed role validation or competency differentiation certification.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **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 **Huawei Cloud Learning Partner Funding Head Specialized Program** and click **Join Now**.



Step 5 On the displayed page, verify that the application conditions are met and click **Submit**.



Step 6 The system displays a message indicating that you have successfully joined the program. Then, you can request **Funding Head (FH)**.



----End

3.14 Operations Related to Partner Programs

3.14.1 Querying Requested Partner Programs

In the Partner Center, you can query the partner programs that you have requested.

Procedure

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **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 > Partner Programs Requested** in the menu on the top.
- **Step 4** Click **View Details** on the **Partner Programs** tab page to view the details about a requested partner program such as status and information required for application.



D NOTE

The request review takes three working days. If you cannot obtain the result after three working days, you can click **Contact Approvers** to contact the approver to speed up the review.

If your request is rejected and you have questions about the result, you can also click **Contact Reviewer** to obtain more information.

----End

3.14.2 Querying Enrolled Partner Programs

In the Partner Center, partners can query the enrolled partner programs and download the certificates.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **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 > Partner Programs Enrolled** in the menu on the top.

View your enrolled partner programs in the Enrolled Partner Programs page.

Enrolled Partner Programs	
Note: All the partner programs that your company's accounts the main have enrolled in are displayed. There may be no certificates available for some of partner programs. For details, see Partner Programs	ed here. ram Certificates. Contact your ecosystem manager to learn more about what you can do after joining a partner program.
Cloud Solution Provider Program Advanced Upgrade	View Details Download Certificate

• Locate a row of a partner program and click **View Details** to view the program details.

• Locate a row of a partner program and click **Download Certificate** to download the program certificate.

NOTE

For more operations, contact your ecosystem manager.

----End

3.14.3 Downloading a Partner Program Certificate

You can download the certificate of the corresponding program after joining this program.

Partner Program Certificates

Program	Certificate Available	Certificate Downloading Requirement and Method
Cloud Solution Provider Program	Yes	You have joined a partner program. Download the certificate on the Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled page in Partner Center.
Distribution Partner Program	Yes	You have joined a partner program. Download the certificate on the Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled page in Partner Center.
KooGallery Program	Yes	You have joined a partner program. Download the certificate on the Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled page in Partner Center.
KooGallery Sales Program	Yes	You have joined a partner program. Download the certificate on the Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled page in Partner Center.
HMS Ecosystem Support Program	Yes	You have joined a partner program. Download the certificate on the Partner Programs > Huawei Cloud Partner Programs > Partner Programs Enrolled page in Partner Center.

Partner programs excluding those described above do not provide certificates.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **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 > Partner Programs Enrolled in the menu on the top.
- **Step 4** On the displayed page, find the target program and click **Download Certificate**.

Enrolled Partner Programs				
Note: All the partner programs that your company's accounts have enrolled in are displayed here. There may be no certificates available for some of partner programs. For details, see Plantner Program Certificates. Contact your ecosystem manager to kern more about what you can do after joining a partner program.				
Vew Vew	II Details	Al Partner Program	View Details Download Certificate	
HINS Eccosystem Support Program Vew Details Do not apply for special commercial contracts, or you will exit the program automaticaly. Vew Details Download Ca	ertificate			

----End

3.14.4 Querying Signed Agreements and Filing Sensitive Relationships

You can query and download signed agreements.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Programs > Commitments and Agreements** in the menu on the top. The **Signed Agreements** tab page is displayed by default.

Co	ommitments and Agreements								
	Signed Agreements Relationsh	p Filing Annual Revenue Goal							
						Contract No.	Enter a contract number	Search	Reset
	Contract No.	Agreement	Contracting Entity	Status 🍞	Effective Date	Expired Date	Operation		
	SOW1351CHN230214ONLINE90013598	HUAWEI CLOUD KooGallery Seller Agr	Huawei Services (Hong Kong) Co., Limi	Valid	Nov 01, 2022	Nov 02, 2023	Download View		
	SOW5531CHN230214ONLINE90013597	Huawei Cloud Solution Provider Cooper	Sparkoo Technologies Hong Kong Co.,	Valid	Sep 04, 2022	Sep 05, 2023	Download View		
	SOW5531CHN230214ONLINE90013596	Statement for HUAWEI ID Association	Sparkoo Technologies Hong Kong Co.,	Valid	Jul 07, 2022	Jul 07, 2033	Download View		
	SOW5531CHN230209ONLINE90013561	HUAWEI CLOUD Partner Certification A	Sparkoo Technologies Hong Kong Co.,	Valid	Nov 12, 2022	Nov 11, 2023	Download View		

- Click **View** in the **Operation** column to view the details about a signed agreement.
- Click **Download** in the **Operation** column to download a signed agreement.

----End

Filing Sensitive Relationships

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Programs > Commitments and Agreements** in the menu on the top. Switch to the **Relationship Filing** tab page on the displayed page.
- **Step 4** File the sensitive relationships between your company and Huawei employees and click **OK**.

C	Commitments and Agreements			
	Signed Agreements	Relationship Filing		
	* File the sensitive relation	nships with Huawei employees on behalf of your company. O File O N/A		

Step 5 A message is displayed indicating that the information you provided has been saved successfully.

----End

3.14.5 Setting an Annual Revenue Goal

You can set an annual revenue goal and submit it for approval.

NOTE

By default, the administrator can view and set an annual revenue goal. If organization members need to perform related operations, they need to apply for the permissions required.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Programs > Commitments and Agreements** in the menu on the top. Switch to the **Annual Revenue Goal** tab page on the displayed page.
- **Step 4** Enter a revenue goal and click **OK**.

Commitments and Agreements				
Signed Agreements Annual Revenue Goal				
 Specify an annual revenue goal agreed upon with the fuavest Cloud team so that they can better support your business. If the committed annual revenue escodes \$350,000 USD, you may obtain an additional rebate for annually increased revenue. Perceptiates for applying for increments in the second revenue. Patrons who have joined HCPM tess types and tables for committeements on a pain and revenue goal within the first quarter of the calendar year. Patrons who have joined HCPM tess types and tables and committeements to the annual revenue goal within the next calendar quarter after conflictions completion. The annual revenue goal you configured must be reviewed. Once being approved, the annual revenue goal you configured must be reviewed. Once being approved, the annual revenue goal cannot be modified. 				
Vear 2025 Revenue Geal(MD) Enter				
Annual Revenue Cost				

NOTE

- The annual revenue goal you configured must be reviewed. Once being approved, the annual revenue goal cannot be modified.
- If the committed annual revenue exceeds \$360,000 USD, you may obtain an additional rebate for annual revenue growth.

Step 5 The message Submit the annual revenue goal for review? is displayed. Click OK.

A Submit the annu review?	$\stackrel{\times}{}_{\rm al}$ revenue goal for		
The annual revenue goal cann approved.	The annual revenue goal cannot be modified once being approved.		
ОК	Cancel		

Step 6 The message **The revenue goal has been submitted for review. Wait for the review result.** is displayed.

On the **Annual Revenue Goal** tab page, it shows that the revenue goal is in the **Approving** state.

Commitments and Agreements						
Signed Agreements Annual Revenue Goal						
Approving The review for your revenue goal will be completed five working days.		Withdraw Contact Approver				
Year 2025	Annual Revenue Goal(USD)					
Created Jun 27, 2025 11:40:19						
Annual Revenue Goalv						

The revenue goal review will be completed within five working days. If you do not receive any response within that time, contact the approver.

----End

Other Operations

• Withdrawing the Annual Revenue Goal

Click **Withdraw** for the revenue goal in the **Approving** state, enter the reason in the displayed dialog box, and click **OK**.

• Viewing Annual Revenue Goal

On the **Annual Revenue Goal** tab page, you can filter revenue goals by year or status.

C	Commitments and Agreements								
	Signed Agreements	Annual Re	venue Goal						
	The annual revenue goal you configured must be reviewed. Once being approved, the annual revenue goal cannot be modified.								
	Year	2022							
	Revenue Goal(USD)								
		ОК							
	Annual Revenue Goal	 ∧							
	Year 🏹		Annual Revenue Goal(USD	Created	Status 7	Approved			
	2022		10.10	10, 2022 15:26:28	 Approved 	10, 2022 15:32:08			

 You can view actual performance of the annual revenue goal in the current year or past years in Partner Programs > Commitments and Agreements > Annual Revenue Goal.

Commitments and Agreements								
Signed Agreements Annual	Revenue Goal							
Year 2023		Annual Revenue Goal(US	Annual Revenue Goal(USD) 350,000.00					
Created Feb 22, 2023 15:39:04		Approved	Feb 22, 2023 15:39:04					
Completion Rate 4.74%	noe Earned/Revenue Goal 6,600.00 USD/\$350,000 once a day.	1.00 USD						
Annual Revenue Goal A								
Year 🔽	Annual Revenue Goal(USD)	Revenue Earned(USD)	Completion Rate	Created	Status 🖓	Approved		
2023	350,000.00	16,600.00	4.74%	Feb 22, 2023 15:39:04	 Approved 	Feb 22, 2023 15:39:04		
2022	10.10	-56.00	-554.45%	Oct 10, 2022 15:26:28	 Approved 	Oct 10, 2022 15:32:08		

4Partner Information Management

4.1 Changing Your Password

Change your password periodically to ensure account security.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Partner Information > Basic Information in the drop-down list of the account name in the upper right corner, and then switch to the Account Information tab page.
- **Step 4** In the **Huawei Account Information** area, click **Manage**.

sic informa	tion		
ompany Informa	tion Account Infon	Accounts	
1 HUAWEI CL	OUD has automatically gene	alled a benant name for you, because your Huavei account has been used in HUAVEI CLOUD services or violated the HUAVEI CLOUD service requirements. The account name used in HUAVEI CLOUD services is called tenant name.	
luawei Account	Information ⑦ Mana	0	
ccount Name	40,000		
fobile Number	-		
mail	1.1111		
assword			
IUAWEI CLOUD	Basic Information ⑦		
ienant Name	10.000 C		
usiness Mobile		Modify	
lumber 🕜			
lusiness Email		Modity	
ecurity	Managa		
redentials	manage		

Step 5 In the **Account & security > Security center** area, locate **Reset password** and click **RESET**.



Step 6 Verify the identity.


Step 7 Reset the password.

Enter old password	کر ا
Enter new password	6
Confirm new password	
Log out of other devices using the second	his HUAWEI ID 🛈
Your password must: Contain at least 8 characters Include both letters and numbers, I	but no spaces
Password strength Do not use the same password as you	ur other user accounts
Forgot password?	

----End

4.2 Managing Basic Information

On the **Basic Information** page, partners can modify the company and account information, view the consumption quota usage, and set preferences, notification receiving rules, and customer bill permissions.

Important Notes

Preferences, customer notification settings, customer bill settings, and consumption quota viewing are only available for cloud solution providers and distributors.

Company Information

- Viewing company information
- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner.
- **Step 4** On the **Company Information** tab page that is displayed by default, you can check the basic information, details, and contacts of your company.

asic information							
Company Information	Account Information Accounts						
The communications of the second							
The company mormat	on meters accessible to an particle accounts. Any modifications made to the company internation will be visible to an or	ner partner accounts sinunar	euosy, view vii Parine Accounts				
Change Log	0		Enrolled in HCPN:Feb 23, 2023				
Basic Information			Modify				
Company Name	And the local data and	Business License Regi					
Registration Credential	Management of the second se	Tax Identification Num	CONTRACTORISMO				
Legal Person		Business Period					
Country/Region	Pakistan	State/Province	NUMBER OF BRIDE AND ADDRESS OF BRIDE				
City	Bajaur Agency	District/County	-				
Address Line 1		Address Line 2	-				
Postal Code							
Other Information			Modily				
Telephone	TO TO DEED	Email	and intelligences				
Website	Nex Sealed and American Security Securi	Industry					
Fax		Company Description					
Lost Name		First Name	mout .				
Last Name Position	-	Preserved Method					
Email	-	Mobile Phone	-				
Work Phone		Fax	-				
Work Address	-						

----End

• Modifying the company information

The company information here is accessible to all partner accounts. Any modifications made to the company information will be visible to all other partner accounts simultaneously.

Only the master partner account can modify the company information. If the current login account is not the master account, view the master account on the **Accounts** page and contact the master account administrator to modify the company information.

Step 1 Access the Partner Information > Basic Information > Company Information page where you can modify the company logo, basic information, and contact information.

2.0	cia Information				
Da	sic mormation				
C	company Information	Account Information Accounts			
1	0.7				
	The company information	on nere is accessible to all partner accounts. Any modifications made to the company intermation will be visible to all o	ther partner accounts simular	eousy, view au Panner Accounts	
	Change Lon				Enrolled in HCPN Feb 23, 2023
	Basic Information				Modify
	Company Name	the (in) and the set	Business License Regi	Concernance and	
	Registration Credential	Management and the second statement of the second stat	Tax Identification Num	CONCINCT DESIGN	
	Legal Person		Business Period		
	Country/Region	Pakistan	State/Province	NUMBER OF BRIDE STREET	
	City	Bajaur Agency	District/County	-	
	Address Line 1		Address Line 2	44	
	Postal Code	Transit			

• Change the company logo.

Click Change Logo. On the displayed page, upload a new logo and click OK.

- Modify basic information.
 - a. Click **Modify** on the right of **Basic Information**. On the displayed page, modify the basic information about the company.

Basic Information-Company Information / Modify Basic Information						
Passe update your basic information according to the latest registration credential IBs. Any discregancies may result in manual review rejection, to please BI in the debatic carefulty.						
Basic Information						
* Company Name	and a subspace of	0	Business License	Modify		
			Registration No.			
* Registration	Upload		* Tax Identification		0	
Credential File	1 Please ensure that the registration credential file you	unload is	Number			
	complete organized and clear	also and an				
	2. Supported formats: JPG, BMP, PNG, and PDF, Maxin	rum file				
	size: 20 MB.					
Legal Person	Enter the name of the legal person.		Business Period	Select a date.	Long term	
Country/Region	Pakistan		* State/Province		/	
* City	÷		District/County		/	
* Address Line 1			Address Line 2	Apartment, suite, unit, building, floor, etc.		
* Postal Code	1003400					
	Submit Cancel					

D NOTE

Please update your basic information according to the latest registration credential file. Any discrepancies may result in manual review rejection, so please fill in the details carefully.

- **Company Name**: The company name must be the same as that used in the registration credential file (including special characters and letters).
- **Registration Credential File**: Please ensure that the registration credential file you upload is complete, organized, and clear.
- Business License Registration No.: It cannot be modified at present. Contact the ecosystem manager.
- Tax Identification Number: It is important to ensure that the TIN is accurate as it impacts tax processing. (Currently, the TIN cannot be changed for companies in Brazil.)
- b. Wait for the modification review result from Huawei.
- c. You can view the review status on the **Company Information** page.

Click **View Modification History** to view the fields you modified and the comparison before and after the modification.

Company Information Account Information Accounts The company information here is accessible to all partner accounts. Any modifications made to the company information will be visible to all other partner accounts simultaneously. Wew All Partner Accounts				
Change Logo	Modification History	×	Enrolled in HCPN:May 24, 2023	
Paula Information A Motification under miller Marc Meditation Mint	The fields that have been modified are marked in bold. You can click Compare to view the changes before and after modification.	_		
	Company Name Business License R			
Company Name	Registration Creden Tax Identification N			
Legal Parco	Legal Person Business Period			
Country/Region Hong Kong SAR China	Country/Region Hong Kong S Address Line 1 State/Province			
City Hong Kong	City District/County			
Address Line 1 ==	Address Line 1 Compare Address Line 2			
Postal Code	Postal Code			

d. If the modification is rejected, check the reason, modify the information accordingly, and submit it again.

Company Information Account Information Accounts					
In company management of a accessor or as parties accounts, Any monimizers innove to use company secondary or a use partiely accounts simulateously very or Partiel Accounts					
Change Log			Enrolled in HCPN Feb 23, 2023		
Basic Information	Modification rejected View Reason View Modification History		Modily		
Company Name	and a local data and a	Business License Regi	No. 1. Store		
Registration Credential	CARGE STRUCTURES AND ADDRESS STRUCTURES AND ADDRESS ADDRE	Tax Identification Num			
Legal Person		Business Period			
Country/Region	THEN .	State/Province	heads) distributed filter have		
City	NUCL NO.	District/County	-		
Address Line 1		Address Line 2	÷		
Postal Code	Table 1				

- Modify contact information.
 - a. On the **Basic Information** > **Company Information** page, click **Modify** on the right of the **Contact Information** area.

Other Information				Modify
Telephone	40.00080	Email	0.0.0000000000	
Website	Na hanapan ang kawa mini kapita	Industry		
Fax	10 - 10 - 10 - 10 - 10 - 10 - 10 - 10 -	Company Description		
Contact Information				Modify
Last Name	-	First Name	-	
Position	-	Preferred Method	-	
Email	-	Mobile Phone	-	
Work Phone	-	Fax	-	
Work Address	-			

b. Modify the contact information.

Basic Information-Company In	nformation / Modify Contact Information		
* Last Name		* First Name	
Position	~	* Preferred Method	Email OMobile Phone Office Phone Fax
* Email	Enter an email address.	Mobile Phone	+852(Hong ∨
Work Phone	+852(Hong V	Fax	+852(Hong ~
Work Address			
	Submit Cancel		

----End

Accounts

• Viewing accounts

- a. Choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner of Partner Center.
- b. On the **Accounts** page, you can view all partner accounts and their information.

Basic Information							
Company Information Account Inform	ation Accounts						
Name	Email	Account Type	Development Path	Enrolled Partner Programs	Status	Enrolled	Operation
hidt(me)(Master Account)		Non-BP account	Software Partner	**	Normal	Feb 06, 2025 18:52:59	Change Master Account
hid141	and the spectrum	Non-BP account	System Integrator	-	Normal	Feb 08, 2025 16:10:08	
hid13m	And the second second second	Non-BP account	Learning Partner		Normal	Feb 14, 2025 11:24:05	
hidno	An or straight and	Non-BP account	Service Partner	Service Partner Competency Im	Normal	Feb 08, 2025 11:39:46	

D NOTE

- The master account is the owner of your company's identity and can manage your company's basic information and business information.
- In normal cases, the initial account joining HCPN is considered the master account. The master account can be changed, but once changed, the original account will no longer have the ability to manage other partner accounts or key partner information.
- Changing master account
 - a. On the **Accounts** page, select the master account and click **Change Master Account** in the **Operation** column.

Basic Information							
Company Information Ac	count Information Accounts						
Name	Email	Account Type	Development Path	Enrolled Partner Programs	Status	Enrolled	Operation
hidht(me)(Master /	Account)	Non-BP account	Software Partner		Normal	Feb 06, 2025 18:52:59	Change Master Account
hid141	per consequences	Non-BP account	System Integrator	-	Normal	Feb 08, 2025 16:10:08	
hid13m	An over the second second	Non-BP account	Learning Partner	-	Normal	Feb 14, 2025 11:24:05	
hidno	and the second sec	Non-BP account	Service Partner	Service Partner Competency Im	Normal	Feb 08, 2025 11:39:46	

b. In the displayed dialog box, read the statement, and click Next.

Basic Information					
Company Information Account Information Accounts	Change Master Account				
Name Email			Status	Enrolled	Operation
ha and time)(Master Account)	Read Notes 2 Select Account 3 Verify Operation		Normal	Feb 06, 2025 18:52:59	Change Master Account
tee	Read the following statement before going to the next step. If you select another account as the master account, the current account will not be able to manage other accounts or		Normal	Feb 08, 2025 16:10:08	
r3m	modify key partner information.		Normal	Feb 14, 2025 11:24:05	
ta a successo presidente de la	Next Cancel	n	Normal	Feb 08, 2025 11:39:46	

c. Select an account as the master account and click Next.

Change Master Account	×
Read Notes 2 Select Account Select an account as the master account	3 Verify Operation
Name	Status
hi	Normal
_ hi	Normal
⊖ hi	Normal
	Previous Next Cancel

d. Verify the identity using mobile number or email address and click **Confirm**.

Read Notes —	Select Account 3 Verify Operation	
	Current Master Account Target Account	
	Changed to	
	Tel: (and) Tel: (bell)	
Verify your identity to p	proceed with the operation.	
Email Address	the spectra sector	
Verification Code	Send Code	

Account Information

• Viewing account information

On the **Basic Information** > **Account Information** page, you can check your personal information, including Huawei account information and Huawei Cloud basic information.

Basic Information			
Company Information	Account Information	Accounts	
HUAWEI CLOUD has aut	tomatically generated a tenant	name for you, because your Huavei account has been used in HUAVEI CLOUD services or violated the HUAVEI CLOUD service requirements. The account name used in HUAVEI CLOUD services is called tenant name.	×
Huawel Account Informati	on ⑦ Manage		
Account Name	10. Inc. 10.		
Mobile Number			
Email	10.00 C		
Password			
HUAWEI CLOUD Basic Info	ormation (?)		
Tenant Name	10.000		
Business Mobile Number 🕥		Modify	
Business Email 💿	1000	Modify	
Security Credentials	Manage		

NOTE

- **Huawei Account Information**: information required for registering a HUAWEI ID, such as the account name, mobile number, email address, and password
- Huawei Cloud Basic Information: information required for using Huawei Cloud services, such as the tenant name, enterprise name, authentication information, and name
- **Tenant Name**: Huawei Cloud automatically generates a tenant name for you, because your HUAWEI ID has been used in Huawei Cloud services or violated the Huawei Cloud service requirements. The account name used in Huawei Cloud services is called tenant name.

• Modifying the account information

a. On the **Account Information** page, click **Manage** next to **Huawei Account Information**.

Basic Information			
Company Information	Account Information	Accounts	
HUAWEI CLOUD has au	tomatically generated a tenant	name for you, because your Huawei account has been used in HUAWEI CLOUD services or violated the HUAWEI CLOUD service requirements. The account name used in HUAWEI CLOUD services is called tenant name.	×
Huawei Account Informat	ion ⑦ Manage		
Account Name	100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100		
Mobile Number			
Email	10.00 Sec. 10.00		
Password			
HUAWEI CLOUD Basic Infe	ormation ⑦		
Tenant Name	10.000		
Business Mobile Number 🕥	-	Modty	
Business Email 🕐	100 T (000 100	Modty	
Security Credentials	Manage		

b. On the **Account & security** page, modify the login ID, phone number, email address, and password.



D NOTE

Login ID: It is used for logging in to the Huawei ID and can be changed only once.

Password: Change your password periodically to ensure account security. For details, see **Changing Your Password**.

Viewing the consumption quota

You can choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner. View the consumption quota on the **Consumption Quota** tab page.

Basic Information
Company Information Account Information Consumption Quota Preferences Customer Notification Settings Customer Bill Settings
An expension region of the second sec
Allocated Violation
(0%) \$329.06 USD/\$0.00 USD
O Your quota has been used up. To keep your services running property, please pay off your outstanding balance as soon as possible. Repay
Allocated Cuota
Amount Due Expenditure Estimate (Untilled) Account Balance Remaining Coupon Amount
\$329.06 USD = \$329.16 USD + \$0.00 USD - \$0.00 USD - \$0.10 USD
Amount Due Total amount due, which is accumulated from all historical bills. View Details
Expenditure Estimate An amount due, which is estimated from charges incurred in the previous and current months. These charges are estimated several days before the bill is generated. View Details
(general)
Description
1 When your expenditure outla usage exceeds 80% you will reveale SMS and email notifications
2. If your expenditure quota usage reaches or exceeds 100% and you do not repay in time, HUAVEI CLOUD will notify you by SMS or email. All your resale customers will not be able to subscribe to new resources.
3. Your expenditure quote is not used for payment, it is not a payment method and does not indicate your bills or payments.
4 When your expenditure queta becomes insufficient, contact your account manager to increase your quota or pay your expenditures that have already been incurred.

D NOTE

- A consumption quota is a credit limit Huawei Cloud allocates to you. It specifies the maximum amount that you can owe to Huawei Cloud. If the quota is exceeded, your account will be restricted and all customers associated with you in the Reseller model will be restricted from purchases. It is not used for payment and does not indicate the exact amount you need to pay.
- If your expenditure quota usage exceeds 80%, you will receive SMS and email notifications.
- If your consumption quota has been used up, complete the payment in time to ensure that your customers can buy new resources. You will receive SMS and email reminders for a payment.
- The quota is not used for payment. It is not a payment method and does not indicate your bills or payments.
- If there is no sufficient quota, contact your ecosystem manager to increase the total consumption quota or make payments in advance.

Preferences

You can choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner. On the displayed page, set the email or SMS message language, time zone, and payment currency on the **Preferences** tab page.

With the language and time zone specified, the system sends notifications during the working hours in the specified time zone. The time in the SMS messages and emails is displayed based on the specified time zone.

After the payment currency is set, the system will perform settlements in the specified currency, and the selected currency will take effect for monthly bills of the next billing cycle.

Ba	asic Information								
	Company In	formation	Account Information	Consumption Quota	Preferences	Customer Notification Settings	Customer Bill Settings		
	Time Zone for Notifications								
	 You can schedule your notifications according to your time zone. By default, the system sends notifications during working hours. The time in your SIMSs or emails will be displayed based on the specified time zone. 								
	Language English								
	Time Zone	(UTC+00:00)	Casablanca	•					
	Payment Currency								
	The syThe se	stem will perform	n settlement in your selected c will take effect for monthly bills	urrency. of the next billing cycle.					
	Currency	HKD - Hong I	Kong Dollar	¥					
		Save							

Customer Notification Settings

You can choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner. On the displayed page, configure the notification receiving rules on behalf of the customers associated in the reseller model and set a unified notification receiving template for these customers on the

Customer Notification Settings tab page. Customers cannot modify the configured template by themselves.

Ba	Basic Information								
	Compa	any Information	Account Information	Consumption Quota	Preferences	Customer Notification Settings	Customer Bill Settings		
	You can configure standardized templates for messages sent to associated reseller customers. A configured template cannot be modified by customers. If you deselect Email or SMS, customers will not receive messages of this type.								
	Notifica	ation Templates		erailon records					
		Operation					Email	SMS	
	~	Finance						~	
	~	Product							
	~	Security						~	
	~	O&M						~	
	~	Campaigns						~	
	~	Filing							
	Sav	e							

NOTE

- You can enable **Configure Templates on Customers' Behalf** to perform operations on customers' behalf.
- If you have enabled the verification code function, a verification code is required.
- You can also click View Operation Records as required.

Customer Bill Settings

You can choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner. Switch to the **Customer Bill Settings** tab page and grant or revoke your reseller customers' permissions to view the **Billing** and **Cost Center** in the Billing Center. Once the permission is revoked, all reseller customers cannot view **Billing** or **Cost Center** or receive expenditure data.

Basic Information	
Company Information Account Information Consumption Que	ta Preferences Customer Notification Settings Customer Bill Settings
You can revoke your reseller customers' permissions for Billing and Cost Ce	X Iling Center and will not receive consumption data. Learn more about setting rules
Revoke Permissions to View Bills and Cost	Are you sure you want to revoke the permissions required to view Bills and Cost?
	If these permissions are not granted, no reseller customers can view Billing or Cost Center
	in the Billing Center.
	Verify your identity to proceed with the operation.
	Mobile Number 180****961
	Verification Code Send Code
	OK Canol

NOTE

- You can grant or revoke your reseller customers' permissions to view the **Billing** and **Cost Center** in the Billing Center by disabling or enabling **Revoke Permissions to View Bills and Cost**.
- If you have enabled the verification code function, a verification code is required.

4.3 Business Information Authentication

To support the business transactions between you and Huawei Cloud, you are required to complete authentication for your business information including company information and bank information.

Precautions

- Exercise caution when submitting the business information change application. Once the application is submitted, settlement cannot be performed before the application is approved.
- If you are a non-IOI partner with the same name in Huawei's supplier management system, and the bank account, Huawei signing entity, and signing currency you submitted during business information authentication are inconsistent with those in the system, that is, you are using use a new bank account, you must upload a bank confirmation letter.

NOTE

If you want to use a new bank account, perform **Step 1** to **Step 9** in **Business Information Authentication (First Time)** to download the bank confirmation letter.

• If the signing entity of a partner changes, the partner needs to perform business information authentication again.

Business Information Authentication (First Time)

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Information** > **Business Information** in the drop-down list of the account name in the upper right corner.

The Business Information page is displayed.

Step 4 Fill in the basic information, tax information, and financial contact information, select I have read and agree to Privacy Statement of Business Information Qualification, and click Next.

Your business information will be You will receive an email and an Commercial information certification Fill in Company Information Contracting Entity Contracting Entity Spark Basic Information * Company Name * Registration Country/Region	ereviewed within an hour. Once approved, the certification is completed. SMS notification after the certification is complete. If your application is rejected, you can view the reason, modify the information, and submit a new application. involves much professional financial information. O Complete the Associated Suppler Survey Complete the Associated Complete the Associated Suppler Survey Complete the Associated
Commercial information certification Fill in Company Information Contracting Entity Contracting Entity Basic Information * Company Name * Registration Country/Region Hom	Involves much professional financial information. You are recommended to ask the financial personnel of your company to fill in the information.
Fill in Company Information Contracting Entity Contracting Entity Basic Information * Company Name * Registration Country/Region	Complete the Associated Suppler Survey
Contracting Entity Contracting Entity Spark Basic Information * Company Name * Registration Country/Region	koo Technologies Singapore Pte. Ltd.
Contracting Entity Spark Basic Information Company Name Registration Country/Region	koo Technologies Singapore Pte. Ltd.
Basic Information * Company Name * Registration Country/Region	
* Company Name * Registration Country/Region	
* Registration Country/Region	
	g Kong SAR China +
* State/Province Hong	ig Kong 🗸
* City Hon	ig Kong 🗸
* Address	THE WARD AND THE
Tax Information	
* Invoice Type 0%-1	VAT-registered in Hong Kong
Tax Registration ⑦	Example:37801176-000-04-15-8
Financial Contact Information	
Fill in your company's financial contact	so that Huawei financial personnel can communicate with him or her about problems with invoice or bank information.
* Last Name	
* First Name	
* Mobile Number +852	2(Hong Kang SAR, China) 🔻
* Email	

Step 5 Fill in the bank information and click **Next**.

NOTE

- The bank name and branch name can be selected from the drop-down list box or manually entered.
- If an intermediary bank is required to facilitate international transfer and settlement of funds, enter the intermediary bank information.

Business Information								
 Your business information will be reviewed within an hour. Once approved, the certification is completed. You will receive an email and an SMS notification after the certification is complete. If your application is rejected, you can view the reason, modify the information, and submit a new application. 								
Commercial information ce	rtification involves much professional financial information. You	are recommended to ask the financial personnel of your company to fill in the information.						
✓ Fill in Company Information –) Fill in Company Information — 2 Fill in Bank Information — 3 Complete the Associated 3 Supplier Survey							
Bank Information								
* Bank Country/Region	Hong Kong SAR China(HK)]						
* Bank Name	Select the bank.	Enter the bank name if it is not on the list.Enter the name if it is not on the list.						
* Branch Name	Select the branch.	Enter the branch name if it is not on the list.Enter the name if it is not on the list.						
* Bank Account		English only						
* Bank Account Number]						
* Payment Currency 🕥	EUR]						
Intermediary Bank	equired to facilitate international transfer and settlement of funds	, enter the intermediary bank information.						
Bank Name]						
SWIFT Code]						
Bank Account Number]						
	Previous Next Cancel							

Step 6 Complete the supplier survey and click **Submit**.

Business Information							
 Your business information will be reviewed within an hour. Once approved, the certification is completed. You will receive an email and an SMS notification after the certification is complete. If your application is rejected, you can view the reason, modify the information, and submit a new application. 							
Commercial information certification involves much professional financial information. You are recom	mended to ask the financial personnel of your company to fill in the information.						
Supplier Surver	asocialed x						
Do personnel (including investors and employees) of your company involve H	uawei employees (including current Huawei employees and their major relatives and former Huawei employees)?						
2. A current Huawei employee holds a part-time position in your company							
3. A current Huawei employee's close relative is a major investor of your company.							
4. A current Huawel employee's close relative holds a position in your company.							
5. A former Huawei employee is an investor of your company or holds a position in your company							
Previous Submit Cancel							

Step 7 In the dialog box that is displayed, click **OK**.

After the application is submitted, wait for the authentication result.

NOTE

- If you are a non-IOI partner with the same name in Huawei's supplier management system, and the bank account, Huawei signing entity, and signing currency you submitted during business information authentication are inconsistent with those in the system, that is, you are using use a new bank account, you must perform **Step 8** and **Step 9** to upload a bank confirmation letter.
- The authentication for the business information will be completed within one to three hours. In some cases, Huawei business reviewer needs to review the information. Please wait for the review result.
- After the business information authentication is complete, you will receive email and text message notification. If your business information authentication request is rejected, you will see the reason. Please modify your business information and resubmit a authentication request.
- If the business information authentication failed, the system will send an authentication failure notification to you so that you can know the current authentication progress. When receiving an authentication failure notification, you can choose Partner Information > Business Information in the drop-down list of your account name to view the reason for the failure.
- **Step 8** (Optional) Click **Download bank confirmation letter template**, verify the information in the confirmation letter, and sign or stamp the letter.
- **Step 9** (Optional) Click **Submit Bank Confirmation Letter** and upload the copy of the signed or stamped confirmation letter.

Then, wait for the review result.

----End

Business Information Authentication (Again)

NOTE

• If the company name has been changed, use the master account to change the company name on the Basic Information > Company Information page and perform business information authentication again.

Step 1 On the Business Information page, click Recertificate.

Business Information								
Precautions for Completing E	Precautions for Completing Business Information							
Certified successfully	Certification time				Modify Finance Contact Information Recertificate			
Company Information Ba	ank Information							
Basic Information								
Company Name	cal_humilings a car		City	Periodicy (historican) Trian Areas				
Registration Country/Region	Pakistan		Registration State/Province	Petersky Scholasters/Total Area				
District/County	-		Registration Address	daile.				
Tax Information								
Invoice Type	PK1		Tax Registration Number	10070076406				
Firsterial Contest								
Financial Contact								
Last Name	******		Mobile Number	-10.100707340				
First Name			Email	With Digns and				

- Step 2 In the dialog box that is displayed, click OK.
- **Step 3** Modify the basic information, tax information, and financial contact information as required, and click **Next**.

- **Step 4** Modify the bank information as required and click **Next**.
- Step 5 Modify the supplier survey as required and click Submit.
- **Step 6** (Optional) Click **Download bank confirmation letter template**, verify the information in the confirmation letter, and sign or stamp the letter.

NOTE

If you are a non-IOI partner and have modified your bank information, you have to upload the bank confirmation letter.

Step 7 (Optional) Click **Submit Bank Confirmation Letter** and upload the copy of the signed or stamped confirmation letter.

----End

4.4 Case Management

NOTE

The cases are submitted during role validation and competency differentiation certification.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Information** > **Case Management** in the drop-down list of your account name in the upper right corner.
- **Step 4** View the review status of the cases submitted during role validation and competency differentiation certification.
- **Step 5** Click the name of a case material to download and view details about it.

Case Management							
The cases you have submitted during not validation and competency differentiation are displayed here.							
					Please enter a case name. Q		
Case Name	Case materials	Status	Review comments	Approver	Last Update Time		
800 A 800 A 120 A	#ROOM-been	Passed	ок	elie0200	May 29, 2023 18:19:06		
SHORE STORES	2809-00	Passed	ок	404070	May 29, 2023 18:19:06		
Enumido. Cen	1052.0	Passed	ок	104070	May 29, 2023 17:14:16		

----End

4.5 Business Plan

NOTE

The business plans are submitted during role validation and competency differentiation certification.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Information** > **Business Plan** in the drop-down list of the account name in the upper right corner.
- **Step 4** View the review status of the business plan submitted during role validation and competency differentiation certification.
- **Step 5** Click the name of a business plan to download and view details about it.

Business Plan							
The business plans you have submitted during role validation and competency differentiation are displayed here.							
					Please enter a case name. Q		
Business Plan Name	Document	Status	Review comments	Approver	Upload Time		
#Gumkbu@e1#94	#2218.000	Passed	ОК	101010	May 29, 2023 18:42:15		
BRITER/01/28754-4	R229.000	Passed	ОК	3040410	May 29, 2023 18:19:06		

----End

5 Partner Organization Management

5.1 Member Management

5.1.1 Personnel Management

5.1.1.1 Organization Members, Roles, and Permissions

This section describes how to manage organization information and create roles and users.

You can create user accounts for your employees and assign them specific roles and permissions.

NOTE

- You must create user accounts and assign them different roles on the Organization > Member Management page. Do not use IAM to create or delete users, or there will be conflicts between the IAM and Partner Center.
- User accounts that are used for accessing Partner Center must be created in **Member Management** of Partner Center. The IAM users created in the IAM console of Huawei Cloud cannot access Partner Center.

Organization Members, Roles, and Permissions

A role is a set of permissions that are combined as needed. Each role has specific permissions and an organization member can have different roles.



Example:

If organization member A has role A and role A has permission B (the role creation permission), organization member A has the permission to create roles.

5.1.1.2 Organization Member and Role Configuration Example

Company A is a partner of Huawei Cloud, and it has the following major management personnel:

One CEO, one finance specialist, two account directors (each managing four account managers), and eight account managers. The CEO has the partner account operation permissions. The finance specialist, account directors, and account managers are the organization members of company A and have their respective accounts with according permissions.



The following describes how to create accounts for the organization members in company A, as well as configure the roles and permissions accordingly.

- The Partner Center system has the following preset roles and their according permissions: administrator, finance specialist, account directors, and account managers. If the preset roles and permissions meet the permission application requirements of company A, create accounts and configure the roles and permissions for the organization members of company A by following instructions provided in **Creating a User**.
- If the preset roles and permissions do not meet the permission application requirements of company A, add roles and select permissions to be associated by following steps provided in Assigning a Custom Role to a User, and then create accounts and configure the roles and permissions for the organization members of company A by following instructions provided in Creating a User.

5.1.1.3 Creating a User

You must assign a role to a user created. After a role is assigned to a user, the user has corresponding permissions.

A user can have the default role or a custom role.

NOTE

Users you created can share the information and resources of your company.

Procedure

- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Member Management** in the menu on the top.
- **Step 4** Click **Create User** on the **Users** tab page.

nber Management					
You can now manage dedicated perso	nnel, such as inviting them to associate their HUAWEI IDs v	with your partner account, submitting dedicated personnel application	ns, and disqualifying the dedicated personnel, in Organization-Dedicated	Personnel.	
r more information, see How Do I Mana	age Organization Permissions?				
ers Roles					
Create User Export 💌			All roles All statuses	• User •	Enter User Q
Jsername	User	Mobile Number	Role	Status	Operation
(me)	1 M 100 M		Admin (super administrator)	Normal	Modify Assign Role More 💌
(me)			Admin (super administrator)	Normal Normal	Modify Assign Role More 💌

Step 5 Configure required information and click **Next**.

Member Management-Users / C	reate User
Specify User Information	——— (2) Assign Role ——— (3) Finish
Account Information	
* Username	
* Password	
* Confirm Password	
Personal Information	
* Name	
* Mobile Number	+852 (Hong Ko 🔻
* Email	
Office Phone	+852 (Hong Ko 🔻
	Next Cancel

NOTE

The username cannot be changed once it is confirmed.

Step 6 Assign roles to the new user.

Select roles from the role list and click **OK**.

Member Management-Users / Create User			
Specify User Information A	ssign Role 3 Finish		
Select a maximum of 3 roles. Selected roles	Account manager X		All role types Q
Role Name	Role Type	Role Description	Users with This Role Operation
Account manager	System-defined role	Users in this role can develop customers, and view an	3 View Details
Admin	System-defined role	Users with this role have all permissions in the Partner	1 View Details
Finance specialist	System-defined role	Users in this role can manage account top-up and wit	0 View Details
Account director	System-defined role	Users in this role can manage account managers, and \ldots	0 View Details
Previous OK Cancel			





NOTE

- Roles (maximum 3 roles) must be assigned to an organization member.
- The Admin role and other roles cannot be both assigned to a user.
- The account manager role and account director role cannot be both assigned to a user.
- By default, an account manager can only manage its own customers. A user assigned both the account manager role and other roles can manage all customers.
- After the account director role is removed from a user, the account managers are no longer managed by this user. You need to assign a new account director to these account managers.

```
----End
```

5.1.1.4 Assigning a Custom Role to a User

You must assign a role to a user created. The user can have the default role or a custom role.

NOTE

By default, you can create 10 roles as an administrator.

Procedure

- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Member Management** in the menu on the top.

Step 4 Click **Create Custom Role** on the **Roles** tab page.

mber Management						
You can now manage dedicated personn	nel, such as inviting them to associate their HUAWEI IDs with your partner account	int, submitting dedicated personnel applications, and disqualifying the dedicated personnel, in Organization-Ded	icated Personnel.			
or more information, see How Do I Manage	e Organization Permissions?					
Isers Roles						
Create Custom Role You can crea	ate 7 more custom roles. A maximum of 10 custom roles can be created.		All role type:	8	Enter a role name	
Role Name	Role Type	Role Description	Number	Operation		
Admin	System defined (No modification or deletion allowed)	Users with this role have all permissions in the Partner Center.	1	View Details	Modify Delete	
Technical engineer	System defined (No modification or deletion allowed)	Technical engineer, responsible for submitting solution building applications, tracking and processing all	1	View Details	Modify Delete	
	1000	Table Toronto	0	View Details	Modify Delete	
	-1-0-0	And and a second se	0	View Details	Modify Delete	

Step 5 Set the basic information about the new role.

Member Management-Role	s / Create Custom Role	
Basic Information		
★ Role Name		
* Role Description		
	0/32	

Step 6 Select permissions for the new role.

Overview Partner Rights D Overview Vouchers
Overview Partner Rights • Sealer Vourtiers
A 💟 Exam Vouchers
Vew Request Modfy Modfy
Koolato Test Points
s 🔤 Vard john Fand Palada

NOTE

• When you assign permissions to a role, the system will automatically assign default permissions to the role even if you select only one permission for this role.

Step 7 Click OK.

A message is displayed indicating that the operation is successful. The new role appears in the role list.

Step 8 Select a user on the **Users** tab page and click **Assign Role** in the **Operation** column.

Aember Management							
You can now manage dedicated personnel, such as inviting them to associate their HUAVEI IDs with your partner account, submitting dedicated personnel applications, and disqualitying the dedicated personnel, in Organization-Dedicated Personnel.							
For more information, see How Do I Manage Organization Perm Users Roles	issions?						
Create User Export *			All roles • All statuses • U	iser v	Enter User Q		
Username	User	Mobile Number	Role	Status	Operation		
(me)			Admin (super administrator)	Normal	Modify Assign Role More 💌		
2000 B	-		Bar 199	Normal	Modify Assign Role More +		
and the second se		1.00 M	100 gal	Normal	Modily Assign Role More +		

Step 9 Select the role you created and click **OK**.

		Username	
5			
t a maximum of 3 roles. Selected roles	Technical engineer X		All role types 🔹
Role Name	Role Type	Role Description	Users with This Role Operation
Admin	System-defined role	Users with this role have all permissions in the Partne	1 View Details
 Technical engineer 	System-defined role	Technical engineer, responsible for submitting solution	1 View Details
	1000	the second s	0 View Details
			2 View Details
			0 View Details
Total Records: 6 < 1 2	>		

----End

Other Operations

• Viewing Users Associated with a Role

In the role list, click a number in the **Number of Users** column. In the **Users with This Role** dialog box that is displayed, you can see all the users that have this role.

• Viewing Details About a Role

In the role list, click **View Details** for a role in the **Operation** column. On the **View Role Details** page that is displayed, you can see the details about the role.

• Modifying a Custom Role

In the role list, click **Modify** for a role in the **Operation** column. On the **Modify Role** page that is displayed, you can modify the role settings.

• Deleting a Custom Role

When there are no users associated with a role, you can click **Delete** for the role in the **Operation** column. Then click **OK** to delete the role.

5.1.1.5 Managing Organization Member Information

You can view details about a created user, change its password, and perform other operations.

Procedure

- Viewing details about a user
- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Member Management** in the menu on the top.
- **Step 4** Query users by configuring filters, such as role, status, name, and account name, on the **Users** tab page.
- **Step 5** You can configure to display the information you want to see.
- **Step 6** Click the name to view the details.

Member Management						
You can now manage dedicated personnel, such as inviti	ng them to associate their HUAWEI IDs with your partner accord	unt, submitting dedicated personnel applications, and disqualify	ing the dedicated personnel, in Organization-Dedicated Person	inel.		
For more information, see How Do I Manage Organization P Users Roles	ermissions?					
Create User Export *			All roles v All statuses v	User v	Enter User Q	
Username	User	Mobile Number	Role	Status	Operation	
(me)	10.000		Admin (super administrator)	Normal	Modify Assign Role More 💌	
	-		And a second	Normal	Modify Assign Role More 👻	
and the second s		10000	ALC: NOT	Normal	Modify Assign Role More 👻	

Step 7 View the user details on the displayed page.

Member Management-User	s / Details			Modify Assign Role
User Informatio	n			
Role Name		Status	Normal	
Username		Role	where starte installation	
Mobile Number	10 M T 10	Email	The second se	
Office Phone		Created By	-	
Creation Date	**			

----End

Other Operations

- Modifying a user
 - a. Query users by configuring filters, such as role, status, name, and account name, on the **Users** tab page.
 - b. Click **Modify** in the row that contains the user you want to modify.

lember Management				
You can now manage dedicated perso	nnel, such as inviting them to associate their HUAWEI IDs v	with your partner account, submitting dedicated personnel applicat	ions, and disqualifying the dedicated personnel, in Organization-Dedici	ated Personnel.
For more information, see How Do I Mana Users Roles	age Organization Permissions?			
Create User Export *			All roles 💌 All statuses	▼ User ▼ Enter User Q
Username	User	Mobile Number	Role	Status Operation
(me)	10 - 10 - 10 - 10 - 10 - 10 - 10 - 10 -		Admin (super administrator)	Normal Modify Assign Role More
and the second second			A	Normal Modify Assign Role More
100 C		1000	And the second sec	Normal Modify Assign Role More +

c. Modify the required information in the displayed dialog box and click **OK**.

Member Management-U	Jsers / Modify
Username	
* Name	
* Mobile Number	+92 (Pakistan) 🛛 🔻
* Email	
Office Phone	
* Status	Normal O Locked
	ОК

d. A message is displayed indicating that the operation is successful.

• Changing the password of a user account

Click **More** > **Reset Password** in the **Operation** column. Enter a new password and confirm it on the displayed page.

• Deleting a user

Click **More** > **Delete** in the **Operation** column. In the **Delete User** dialog box that is displayed, click **OK** to confirm the deletion.

5.1.1.6 Managing Customer Contacts

You can create customer contacts in Partner Center, and the created customer contacts will be disclosed to your customers. If you do not create any contact, your administrator account will be disclosed to your customers.

Procedure

- Step 1 Use your account to sign in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Member Management** in the menu on the top.
- Step 4 Click Create Customer Contact on the Customer Contacts tab page.

ember Manageme	ent				
You can now manage ded	icated personnel, such as inviting them to assi	ciate their HUAWEI IDs with your partner account, submit	ting dedicated personnel applications, and disqualifyin	the dedicated personnel, in Organization-Dedicated Personnel.	
For more information, see Ho Users Roles (Create Customer Contac	w Do I Manage Organization Permissions? Customer Contacts t Information on this page will be disclos	ed to your customers. You can create 5 more customer co	ntacts/Maximum allowed 5 customer contacts. If you	io not create any co	
Role Name	Position	Mobile Number	Email	Office Phone	Operation
			No data available.		

Step 5 Enter the customer contact information and click **Save**.

ber Management-Cu	stomer Contacts / Create Customer Contact	
1 This informati	on will be disclosed to your customers.	
★ Role Name		
* Position	Select	
* Mobile Number	+852(Hong Ko 🔻	
* Email		
Office Phone		
	Save	

Step 6 A message is displayed, indicating that the customer contact has been created successfully.

NOTE

- After customer contacts are added, customers can see the contact information on the **My Partner** page in **My Account**.
- A partner can create a maximum of five customer contacts.

----End

5.1.2 An Organization Member Logging In to the Partner Center

If you are an organization member, you need to log in to the Partner Center from the **IAM User Login** page.

D NOTE

User accounts that are used for accessing Partner Center must be created in **Organization Management** of Partner Center by the administrator. The IAM users created in the IAM console of Huawei Cloud cannot access Partner Center.

Procedure

- **Step 1** Go to the homepage of the **Huawei Cloud official website**.
- Step 2 Click Log In.



Step 3 Click IAM User.

Log in to HUAWEI ID
Phone number/Email address/Login ID/Original HU
Password
LOG IN
Register Forgot password
Use Another Account Use Another Account IAM User Huawei Official Website Huawei Enterprise Partner Federated User HUAWEI CLOUD Account

Step 4 Enter the login information and click **Log In**.

IAM User Login						
Tenant name or HUAWEI CLOUD account nan	ne					
IAM user name or email address						
IAM user password	Ø					
Log In						
Forgot Password 🔽 Re	member me					
Use Another Account: HUAWEI ID Federa	ted User					

Table 5-1 Login information

Parameter	Description
Tenant name or Huawei Cloud account name	Enter the account name of the partner. Obtain the account name from the administrator.
IAM username or email address	Enter the IAM username or email address. Obtain the IAM account name from the administrator.
IAM user password	Enter the initial password provided by the administrator.
	The organization member needs to change the password upon the first login.

----End

5.2 Dedicated Personnel

You can invite your employees to associate their HUAWEI IDs with your partner account. After association, they can maintain their personal qualification information on a regular basis. If you have already chosen a development path, you can submit dedicated personnel application for members who meet specific qualifications.

• Association between HUAWEI IDs and the partner account is one of the prerequisites for you to apply for benefits, such as exam vouchers and Funding Head (FH), for your employees.

5.2.1 Administrator

5.2.1.1 Inviting a Member

You can invite a member for association via mobile number, email address, or login ID.

NOTE

You can invite up to 100 members each day.

Prerequisites

- You have joined HCPN and a partner development path (Service Partner Development Path, System Integrator Development Path, or Learning Partner Development Path) or a partner program (Distribution Partner Program or Cloud Solution Provider Program).
- The HUAWEI IDs of the invited members must meet the following conditions:
 - a. The HUAWEI ID has not been authenticated as an enterprise user.
 - b. The HUAWEI ID is not associated with another partner.
 - c. The real-name authentication has been completed (only for the Chinese mainland website).
 - d. The HUAWEI ID is not a Huawei Cloud partner account.
 - e. The HUAWEI ID has not been associated with three partners within the past year.

Procedure

- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Dedicated Personnel** in the menu on the top.
- **Step 4** Click **Invite** on the tab page that is displayed by default.

Dedicated Personnel Process	Flow							
Process Flow Invitation Disqualification								×
Invite Member Click Invite, enter the login ID of an organizz send Them an invitation.	ation member, and	2 View Association In the status of the association between the Hull media metadem and your account in triming Membra metadem.	AWEI ID of the HS and check ver invited in	3 Submit Dedicated Personne Select the members, specify the d program they have joined, and uplo	I Application evelopment path or partner ad the required materials.	Review F View the ap	Results pproved dedicated personnel in Dedicated Person	nel.
Dedicated Personnel Invited Membe	15						LL Show Over	view 🛩
Invite				Start Date -	End Date	ŧ	Login Enter an login ID	Q
Login ID	Name	Mobile Number	Email Address	Status 🍞	Inv	rited \$	Operation	
No. of California		1077101	2010 Coljector	Disassocia	ited 200	24/05/26 19:14:08	Invite Again	
NUM AND ALL AND			1-24	Disassocia	ited 200	24/01/19 17:16:34	Invite Again	

NOTE

You can re-invite those members who have been disassociated or whose association expired.

Step 5 In the displayed dialog box, specify the mobile number, email address, or login ID of a member or import login IDs of multiple members in a batch. After the verification for the mobile number, email address, or login ID succeeds, click **OK**.

automatica succeeds.	lly verifies the login ID	you entered, and will send an invitation	on link (valid for seven days) after t	he verificatio
Add	Batch Import	⑦ Download Import Template		
A maximun	n of 20 members can b	e invited at a time. You can invite 100) more members today.	
No.	Mobile Number/En	nail Address/Login ID	Verification R	Ope
1	Mobile V	+852(Hon ∨		Delete
prom	ise and agree that befo	re inviting the employees of my com	pany to associate their HUAWEI ID	s with my
accour	nt, I have obtained their sibility for any negative	r consent to the data collection descri e impacts or complaints, or any loss o	ibed above. Our company shall ass aused to Huawei Cloud.	sume all

D NOTE

- You can invite a member for association via mobile number, email address, or login ID. If you choose to send the association invitation via mobile number or email address, and there are multiple accounts associated with the mobile number or email address, you have to select the account you want to invite.
- You can use the template to import login IDs of multiple members in a batch and send invitations to them.
- Huawei Cloud will send an in-app message and email to the verified HUAWEI ID. The member who received the message and email can click the link in the message or email to associate its HUAWEI ID with your partner account.
- The member must complete association within seven days because the link is valid for only seven days. After the link becomes invalid, you can re-invite the member.

Step 6 Wait for the confirmation of the invited member.

Check the status of the invited member on the **Invited Members** tab page.

• If the member did not receive the link, you can invite the member again.

----End

Status description

Status	Description
Invited	You have successfully sent an invitation to a member but the member has not completed the HUAWEI ID association.
Expired	The invitation link is valid for seven days. Within the seven days, if the invited member does not click the link for association, the link will become invalid. After the link becomes invalid, you can re-invite the member.
Associated	The HUAWEI ID of a member account is associated with your partner account.
Disassociated	The HUAWEI ID of a member account is disassociated from your partner account.
Dedicated personnel under review	You have submitted a dedicated personnel application for a member who has associated it HUAWEI ID with your partner account, and the application is under review.
Dedicated personnel rejected	The dedicated personnel application you submitted has been rejected.
Disqualification approved	Your application for disqualifying a dedicated personnel has been approved.
Disqualified by Huawei	A dedicated personnel has been disqualified by Huawei.

Viewing the Dedicated Personnel Data Dashboard

We provide statistics on the number of invited members and the number of dedicated personnel. These statistics show the trends in association and disassociation of members' personal HUAWEI IDs and help partners understand the application statuses and regional distribution of dedicated personnel.



(1) The statistics are presented through a line graph, illustrating the associations and disassociations of members' personal HUAWEI IDs.

(2) You can filter the corresponding data by clicking on the metric statistics. If you want to view all the data, clear the filters.

(3) The distribution of all dedicated personnel is based on the base locations maintained by them. You can view the certification details of specialists on the **Learning > Learning & Certification** page.

5.2.1.2 Viewing Personal Qualification Information

After a member associates it HUAWEI ID with your partner account, you must notify the member of regularly maintaining its personal qualification information, including employment information, certificates, training, and projects, to ensure that the information is complete, authentic, and valid.

Procedure

- Step 1 Use your account to sign in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Dedicated Personnel** in the menu on the top.
- **Step 4** Select a member in the **Associated** state on the **Invited Members** tab page and click **View Details** in the **Operation** column.

Dedicated Personnel	ocess Flow								
Process Flow									×
Invitation Disqualification									
1 Invite Member Cick Invite, enter the login ID of an or send them an invitation.	rganization member, and	2 View Association View the status of the association between th invited member and your account in Invited M the qualification information uploaded by the e details.	e HUAWEI ID of the lembers and check member invited in	Submit Dedic Select the memb program they have	ated Personnel Application ers, specify the development path o re joined, and upload the required m	r partner naterials.	Review Re View the app	sults	н.
								h 2hun 2und	
Dedicated Personnel Invited M	embers							LL Show Overvie	ew V
Invite					Start Date - End Date		Ē	Login 💌 Enter an login ID	Q
Login ID	Name	Mobile Number	Email Address		Status 🖓	Invited \$		Operation	
					 Associated 	2024/12/31 1	8:02:02	View Details More 👻	
10.000			regional.		Disassociated	2024/01/19 1	7:16:34	Invite Again	
In a second second			A Trajación		 Expired 	2024/01/15 1	7:11:03	Invite Again	

Step 5 View the qualification information, including employment information, certificates, training, and projects, of this member on the displayed page.

Dedicated Personnel 7 View Det	alls		
Details			
Associated			Submit Dedicated Personnel Application Cancel Association
Name		Login ID	industrial.
Mobile Number	-	Email Address	1. Company
Invited	2023/12/08 10:16:22		
Employment Information	Certificates Training Projects		
Position	Project Manager	Base Location	Hong Kong SAR China
Start Date of Engagemen	2022/12/01	Employment Proof	and and a second se
Start Date of Engagemen	2023/06/01	Date of Engagement Into	2023/12/01-2023/12/31

----End

5.2.1.3 Submitting a Dedicated Personnel Application

Verify the qualifications of members and submit dedicated personnel applications for the members who meet the requirements of the corresponding development path (Service Partner Development Path, System Integrator Development Path, or Learning Partner Development Path).

NOTE

- Confirm the specific requirements of each development path for dedicated personnel with Huawei in advance.
- Dedicated personnel application is not available for Distribution Partner Program and Cloud Solution Provider Program.

Prerequisites

- 1. The members have associated their HUAWEI IDs with the partner account, and no dedicated personnel applications have been submitted for them. (The dedicated personnel application can be submitted again for those who have just been disgualified as dedicated personnel.)
- 2. The **Base Location** field in the personal information of the members has been specified.

Procedure

- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Organization > Dedicated Personnel in the menu on the top.
- **Step 4** Select a member in the **Associated** state on the **Invited Members** tab page and click **More** > **Submit Dedicated Personnel Application** in the **Operation** column.

licated Personnel	rocess Flow					
rocess Flow						2
witation Disqualification						
Invite Member Click Invite, enter the login ID of an o send them an Invitation.	organization member, and	View Association View Association between Invited member and your account in invite Invited member and your account in invite the qualification information uploaded by t detarts.	the HUAWEI ID of the d Members and check he member invited in	Submit Dedicated Personnel Application Select be members, specify the development path or par program they have joined, and upload the required mater	ther View the lats.	Results approved dedicated personnel in Dedicated Personnel.
edicated Personnel Invited In	Aembers			Start Date End Date	Ē	± Show Overview ∽
Login ID	Name	Mobile Number	Email Address	Status 🖓	Invited 😝	Operation
ing, Representation			-	Associated	2025/03/19 14:55:43	View Details More
10,000,000	11.0		101100-001	 Dedicated personnel under review 	2023/12/13 08:00:00	Submit Dedicated Personnel Application pplication

NOTE

- You can submit a dedicated personnel application again for those members in the **Dedicated personnel rejected**, **Disqualification approved**, and **Disqualified by Huawei** statuses.
- You can select multiple members at a time and submit dedicated personnel applications for them in a batch.
- **Step 5** Specify the information of the member you invite to become a dedicated personnel, including the name and the development path or partner program the member has joined, and upload the required materials.

pecify the information of the member you invite to ad upload the required materials.) Add	become a dedicated personnel, including th	e name and the development path or partner program the memb	oer has joined,
Member Information (?)	Development Path/Partner Program	Materials (?)	Oper
Login ID Login Address	Select a path or program.	Upload 1. Up to 10 files can be uploaded. Maximum size for a single file: 50 MB 2. Files can be uploaded in DOC, DOCX, XLS, XLSX, ZIP, RAR, JPG, BMP, PNG, GIF, or PDF format.	Delete
NOTE

- Select members who have already associated their HUAWEI IDs with your account, whom you disqualified as a dedicated personnel, or who have been disqualified by Huawei as a dedicated personnel.
- Confirm with Huawei about the materials required for the application to become a dedicated personnel.

Step 6 Click OK.

Step 7 Check the review status of the dedicated personnel application.

 You can check the review progress of an application by status in the Invited Members tab, or click View Details in the Operation column to view the application information and review progress on the details page.

edicated Personnel / View Details			
Details			
Dedicated personnel under review Submit Dedicated Personnel Application Mar 10, 2023 15:01:41			Cancel Application Cancel Application Review by Business Reviewer Under review
Name -	Login ID	100 March 100 March 100	
Mobile Number	Email Address	100 Transport and	
Invited 2025/03/19 14:55:43			
Materials Reviewed In Dedicated Personnel Application Alachment			
Employment Information Certificates Training Projects			
Position Solution Architect	Base Location	Hong Kong SAR China	
Start Date of Engagemen 2022/03/01	Employment Proof	wated field	
Start Date of Engagemen 2023/04/01	Date of Engagement Into	2024/11/01-2024/11/30	
Onboarding Time 2023/02/01			

NOTE

If you need to modify the submitted application information or materials, cancel the application, modify it, and submit it again.

- If the application is rejected, modify the application based on the given rejection reason and submit it again.
- You can find the member on the **Dedicated Personnel** tab page after the application is approved.

edicated Personnel / View Deta	alis		
Details			
Normal			Disquality
Name	-	Login ID	No. Appendix to
Mobile Number	-	Email Address	"gene"
Development Path/Partne	Software Partner	Invited	2023/12/14 15:18:41
Materials Reviewed in Attachment	Dedicated Personnel Application		
Employment Information	Certificates Training Projects		
Position	Business Developer	Base Location	Hong Kong SAR China
Start Date of Engagemen	2023/11/26	Employment Proof	1946
Start Date of Engagemen	2023/12/05	Date of Engagement Into	-

----End

Table 5-2 Stat	us description
----------------	----------------

Status	Description
Normal	The dedicated personnel application is approved, and the member is in the normal state.
Disqualification under review	The application you or Huawei submitted for disqualifying a dedicated personnel is under review.
Disqualification rejected	The application you or Huawei submitted for disqualifying a dedicated personnel has been rejected.
Disqualification (by Huawei) under review	The application Huawei submitted for disqualifying a dedicated personnel is under review.

5.2.1.4 Disqualifying a Dedicated Personnel

For members who no longer meet the requirements of dedicated personnel, you can disqualify them as dedicated personnel, specify the reason, upload the required materials, and submit them to Huawei for review.

NOTE

• You can only disqualify the dedicated personnel in the **Normal** or **Disqualification rejected** state.

Procedure

- **Step 1** Use your account to sign in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Dedicated Personnel** in the menu on the top.
- **Step 4** Select dedicated personnel that can be disqualified and click **Disqualify** in the **Operation** column.

Dedicated Personnel	Process Flow								
Process Flow									×
Invitation Disqualification	n								
				(3)			-(4)		
Invite Member		View Assoc	tiation	Submit Dedica	ted Personnel App	lication	Review Re	sults	
Click Invite, enter the login ID send them an invitation.) of an organization member, and	View the statu invited member the qualification details.	s of the association between the HUAWEI ID ar and your account in Invited Members and c in information uploaded by the member invite	of the Select the membe heck program they have d in	rs, specify the developn a joined, and upload the	tent path or partner required materials.	View the app	roved dedicated personnel in Dedicated Per	sonnel.
Dedicated Personnel Im	vited Members							<u>业</u> Show Or	rerview ~
Invite					Start Date - End D	ate	Ē	Login • Enter an login ID	Q
Login ID	Name	Mobile Number	Email Address	Development Path/Partner	Status 🖓	Approved \$		Operation	
100.000 MINUT			at any second	Service Partner	 Normal 	2024/02/01 09:16:1	9	View Details Disqualify	
print, dog. or \$10000, pr			inf and plantame	Service Partner	 Normal 	2024/01/25 14:30:4	0	View Details Disqualify	
We describe they			100-100 (0.00 and	Software Partner	Normal	2024/01/09 11:13:3	3	View Details Disqualify	

Step 5 Specify the reason and upload the required materials in the displayed dialog box, and click **OK**.

E.

Basic	Information		
Name		Account	10 Operation (1997)
Mobile I	Num	Email	Topperson .
Reason	Specify the reason for	disqualifying the memb	er as dedicated personnel.
Reason	Specify the reason for	disqualifying the memb	er as dedicated personnel. 0/500

Step 6 The system displays a message indicating that the operation is successful, and the status changes to **Disqualification under review**.

You can click the status to view the review progress.

Dedicated Personnel			
Process Flow			×
Invitation Disqualification			
Tavite Member Invite Member Cick Inde, ends the login ID of an organization member, and send them an invitation	2 View Association Were the status of the association between the HUAWEII to of the inverted memory and your account in invited Memory and Check the qualification information upleaded by the memory invited in details.	3 Submit Dedicated Personnel Application Select the members, specify the development path or partner program they have poined, and upload the required materials.	Comparison of the approved dedicated personnel in Dedicated Personnel.
Dedicated Personnel Invited Members			llı Shov Overview →
Login ID Name	Mobile Number Email Address Development	Path/P 🝸 Status 🏹 🕡 Remeet Dark	ELogi V Enter an login ID Q
inclugionale -	Service Partner	r Disqueiffcation under review Mar 19, 2025 Review by Bu	15.13.16 Details Cancel Application

D NOTE

- You can cancel the disqualification application if needed.
- If the disqualification application has been rejected, modify it based on the given rejection reason and submit it again.
- **Step 7** You can find the member on the **Invited Members** tab page after the disqualification application is approved, and the status changes to **Disqualification approved**.

cess Flow								
Disgualification Disgualification Invite Member Click Invite, enter the login ID of an- send them an invitation.	organization member, and	2 View Association View the status of the association between invited member and your account in invited the equilication information uploaded by the details.	the HUAWEI ID of the Members and check a member invited in	3 Submit Dedicated Personnel Applica Select the members, specify the developmen program they have joined, and upload the rec	tion t path or partner uured materials.	Review R View the ap	lesults proved dedicated personnel in Dedicated Pers	onne
cated Personnel Invited N	fembers						业: Show Ov	ervi
cated Personnel Invited M	fembers			Start Date - End Date			Show Ov Account There an account name	ervie
tated Personnel Invited M www. Cogin ID	Aembers Name	Mobile Number	Email Address	Start Date – End Date Status V • Disquilfication appro	Invite ved 2023/	₫ \$ 12/14 16:33:50	Account Filer an account name Operation View Details More +	ervi
cated Personnel Invited N	tembers Name	Mobile Number	Email Address	Start Cate – End Cate Status 77 • Dequalification appro- • Destated personnel	ved 2023/ rejected 2023/	d ¢ 12/14 16:33:50 12/14 15:18:41		ervi

D NOTE

- After a member is disqualified as dedicated personnel, you can disassociate the HUAWEI ID of this member from your partner account. After disassociation, the information of this HUAWEI ID will not be shared with your company.
- You can submit dedicated personnel application again for the members whom you disqualified as dedicated personnel

----End

5.2.1.5 Canceling Association

After a member associates its HUAWEI ID with your partner account or has been disqualified as a dedicated personnel, you can cancel the association between the HUAWEI ID and your partner account. After the association is canceled, the qualification information of this member will not be shared.

Procedure

- Step 1 Use your account to sign in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Organization** > **Dedicated Personnel** in the menu on the top.
- Step 4 Select a member in the Associated or Disqualification approved state on the Invited Members tab page and click More > Cancel Association in the Operation column.

cess Flow						
tion Disqualification						
(1)				-3		
nvite Member		View Association		Submit Dedicated Personnel Application	Review	v Results
Click Invite, enter the login ID of an send them an invitation.	organization member, and	View the status of the association between th invited member and your account in Invited h the qualification information uploaded by the details.	he HUAWEI ID of the Members and check member invited in	Select the members, specify the development path or part program they have joined, and upload the required materia	ter View the	approved dedicated personnel in Dedicated Personn
cated Personnel Invited	Members					业 Show Overv
cated Personnel Invited I	Members			Start Date - End Date	Ē	tugn ▼ Enter an login ID
cated Personnel Invited I vite	Members	Mobile Number	Email Address	Start Date – End Date Starts: 🏹	invited \$	tugn ▼ Enter an login ID Operation
Cated Personnel Invited I vite	Members Name	Mobile Number	Email Address	Etant Date – End Date Status V • Associated	E Invited 0 2024/12/31 18:02:02	Show Overv Login
icated Personnel Invited I	Members Name	Mobile Number	Email Address	Bart Date - End Date Status V Associated Bassociated	Envited © 2024/12/31 18:02:02 2024/01/19 17:16:3	Show Overv Logn Enter an logn 1D Operation Vew Details More = Submit Dedicated Personnel Application

Step 5 Confirm the association cancellation in the displayed dialog box.

Cancel the association?	×
The HUAWEI ID of this member will be disassociated from your account if you cancel the association.	
Yes No	

Step 6 The system displays a message, indicating that the operation is successful.

NOTE

- You cannot directly disassociate the HUAWEI ID of a dedicated personnel from your partner account. **Disqualify the dedicated personnel** and then perform the disassociation.
- The information of the disassociated HUAWEI ID will not be shared with the company.
- You can invite members again after disassociation.

----End

5.2.2 Members

5.2.2.1 Accepting the Invitation from a Partner

You must associate your HUAWEI ID with the partner account within seven days of when receiving the invitation from a partner. Otherwise, the invitation link will become invalid.

Prerequisites

Your HUAWEI ID must meet the following conditions before being associated with the partner account:

1. The HUAWEI ID has not been authenticated as an enterprise user.

- 2. The HUAWEI ID is not associated with another partner.
- 3. The real-name authentication has been completed (only for the Chinese mainland website).
- 4. The HUAWEI ID is not a Huawei Cloud partner account.
- 5. The HUAWEI ID has not been associated with three partners within the past year.

Procedure

Use the HUAWEI IDs of your employees to perform the following operations.

- **Step 1** Use your HUAWEI ID to sign in to **Huawei Cloud**.
- **Step 2** Click **Unread Messages** in the drop-down list of your account in the upper right corner.



Step 3 Check the message you received for HUAWEI ID association and click the link in the message.





Associate HUAV	WEI ID with	Partner Account
HUAWEI ID	••• •••••••••••••••••••••••••••••••••••	Partner Account
Confirm whether to associate y After the association, the follow	our HUAWEI ID with ti	he account of 中国你我他有限公司. he shared with the company:
 Your personal name, login ID Your learning and exam reco), mobile number, and rds and certificates in	email address Huawei Cloud Developer Institute
✓ I have read and agree to th Cloud Partner 1.0	e Statement for HUAV	VEI ID Association with Huawei
	Associate Now	

NOTE

- After the association, the following information will be shared with your company:
 - 1. Your personal name, login ID, mobile number, and email address.
 - 2. Learning and exam records and certificates in Huawei Cloud Developer Institute.
- If the invitation link expired, contact the administrator of your company to resend an invitation link.
- **Step 5** A message is displayed, indicating that the association is successful. Click **Go to Partner Center**.

Associate HUAWEI ID with Partner Account
Associated
Associated
Add your employment, project, and certificate details in Partner Center.
Go to Partner Center Back to Message Center

NOTE

You may receive multiple invitations from different partners. When you click the link in an invitation and associate the HUAWEI ID, other invitations will automatically become invalid.

Step 6 Go to Partner Center and maintain personal qualification information on a regular basis according to the process flow.

----End

5.2.2.2 Filling in Employment Details

After associating your HUAWEI ID with the partner account, you can refer to the process flow in Partner Center to maintain your employment information to ensure the information is authentic and valid.

NOTE

• Provide information about your current employment, upload employment certificates, and specify your base location.

Procedure

Use the HUAWEI IDs of your employees to perform the following operations.

- Step 1 Use your HUAWEI ID to sign in to Huawei Cloud.
- **Step 2** Choose **Partners > More Support > Partner Center** in the menu on the top.



Step 3 Fill in employment details.

Welcome to Current HUAWEI II Company Name Mobile Number Dedicated Personnel	no Partner Center.		Partner Account Email Address	m.unificae arlanaaruu	
1 Fill in Employ Fill in the inform your position an	ment Details 2 ation about your company, including d base location.	Learning & Training Broaden your skilled by signing up for courses or participating in training. Online Courses Ed. In Person Training Ed	Hands-on Practice Get Hands-on experience with Haaveel Cloud servic units (Kotalas list) points from Haaveel Cloud. Koolate Cl	Exams & Cettification Taba cetification exam using exam voichers from Hause Cold complete cetifications required in development path or pathet program. Career Centification (§ Enter Centificate Details	6 Project Participation Provide statist about ram y leaver Cloud project you Inver participate, including project names, initiation time and delivery time, and your role in the projects.
Employment Informa Edit Position Start Date of Engageme Enrolment Date Date of Engagement In	ation Projects Certificates	Training	Base Location Employment Proof Start Date of Engagemen	-	

Step 4 Click **Edit** in the **Employment Information** tab, provide required information, and upload the required materials.

Welcome to Partner Center.	Modify		x
Company Name	mouny		
Mobile Number	Position	Select 💌	
Dedicated	Start Date of Engagem	Select a date.	
Personnel	Start Date of Engagem	Select a date.	
		Upload	
Fill in Employment Details Fill in the information about your company, including Broaden your shillse	* Employment Proof	A DOC, DOCX, XLSX, ZIP, JPG, BMP, PNG, GIF, or PDF file of up to 20 MB can be uploaded. The file name cannot contain the following special characters: $1_{\{7}^{**} \oplus F \% \land \&^n < s\}$	n 5 Project Participation using exam vouchers from Provide details about any Huawei Cloud projects you
your position and base location. participating in traini	* Enrollment Date	Select a date.	te certifications required in a have participated, including project names, initiation time program. time and delivery time, and your role in the projects.
		Countr	Enter Certificate Details
	* Base Location	The base location is the same as the social insurance registration place. Once	
Employment Information Projects Certificates Training	Date of Engagement Int	Start Date - End Date	
Edit Position –		OK Cancel	
Start Date of Engagemen		Employment Proof	
Enrollment Date		Start Date of Engagemen	
Date of Engagement Into			

NOTE

The base location should be the same as the social insurance registration place. Please be careful when specifying it, as it cannot be manually changed after submission. If you need to make changes, please contact the ecosystem manager.

Step 5 Click **Edit** to modify the employment information you provided.

Welcome to Partner Center. Current HUAWEI ID Company Name Mobile Number Dedicated Personnel	Pather Account Inc. The
1 Fill in Employment Details 2 Learning & Trailing 3 Hands-on Practice Fill in the Information about your company, including your proton and base location. Encedem your silibret by signing up for courses or using Collable test proton and base location. 3 Hands-on Practice Online Courses (2) In Person Training (2) Kooclass (2)	A Exars & Centrification A Exars & Centrification A Tails certification exame using exam vouchers hom Hauseel Cloud any Hauseel Cloud project yeu Hauseel Cloud is complete certifications regrese in a development path or pather program. Career Certification (3) Exter Centricate Details
Employment information Projects Certificates Training Eat	Bare Location Hong Kong SAR China Employment Proof Start Date of Engagemen 20230409

----End

5.2.2.3 Providing Project Details

After associating your HUAWEI ID with the partner account, you can refer to the process flow in Partner Center to maintain your project information to ensure the information is authentic and valid.

NOTE

• Provide details about any Huawei Cloud projects you have participated in last 24 months, including project names, initiation time and delivery time, and your role in the projects.

Procedure

Use the HUAWEI IDs of your employees to perform the following operations.

Step 1 Use your HUAWEI ID to sign in to **Huawei Cloud**.

Step 2 Choose **Partners > More Support > Partner Center** in the menu on the top.

HUAWEI	HUAWEI CLOUD	Activities	Products	Solutions	Pricing	KooGallery	Partners	Developers	Support	About Us	(Q Contact Us Documentation	Console	· · · · · ·
	Become a Part	:ner >												×
	Choose Your Partner Pat	hs >		Join Pro	grams >			Trainir	ng and Suppo	rt		More Support		
	Software Partner Devel Become a software partne	lopment Path r	I	Partner Leverage build up	Competer partner tra competency	icy Program ining and certifica	tions to	Sign U Select cloud I	Jp for Traini the right learr mowledge an	1g ning path and sharper d skills	n your	Partner Center Manage, build, and grow your part Huawei Cloud	nerships with	
	Service Partner Develop Become a service partner Learning Partner Devel	oment Path opment Path		Cloud S Sell Hua portfolio	olution Pre wei Cloud se	ovider Program ervices as part of <u>j</u>	rour	Get Co Attend corresp cloud o	ertified on H tailor-made o conding cloud expertise	uawei Cloud ourses and get the certification to build	up your			
	Become a training partner System Integrator Deve Become a system integrato	elopment Pat	h	Distribu Become cloud bu	ation Partn a distributor sinesses	er Program	ers to grow	Get Si Get as suppor	upport sistance and g t engineers ar	uidance from our clo nd subject matter exp	ud erts			
	, ,			Carrier Leverage transforr	Partner Pro innovative mation and l	ogram capabilities for di business growth	gital	Open Use op for you	APIs en APIs to cus ir unique need	stomize the Partner C	lenter			
				KooGali Sell offer	lery Seller rings on Koc	Program Gallery								

Step 3 Provide project details.

Current HUAWEI IE	Partner Center.							
Company Name	1.000			Partner Account	10,700,000			
Mobile Number				Email Address	107100-000	=		
Dedicated Personnel	no							
1 Fill in Employr Fill in the information of the second se	ment Details 2	Learning & Training Breaden your skilleet by signing up for courses or participating in training. Online Courses (2) In-Person Training (2)	3 Hands-on Prac Get hands-on exp using KooLabs te KooLabs [2]	tice erience with Huawei Cloud service It points from Huawei Cloud.	4 Exams & C s Take certific Huawei Clou developmen Career Certi	Certification ation exams using exam vouchers from ad to complete certifications required in t path or partner program. fircation [3] Enter Certificate Details	- 5 n	Project Participation Provide details about any Huawel Cloud projects yo have participated, including project names, initiation time and delivery time, and your role in the projects
Employment Informa	tion Projects Certificates	Training						
Edit								
Position				Base Location				
Start Date of Engageme	in			Employment Proof	-			
Enrollment Date	-			Start Date of Engagemen				



Welcome to Partner Center.			v		
Current HUAWEI ID:	Add		~		
Company Name	Add a project you v	vere engaged in over the last 24 months.		6-87t	
Mobile Number	* Project Name			.com	
Dedicated NO Personnel	* Delivery Sta	Select a date.			
	* Delivery En	Select a date.			
	Project Period	-			
1 Fill in Employment Details 2 Learning & Training Fill in the information about your company, including your position and base location. Broaden your skillset by signing u participating in training.	* Role	Project Manager Other		Certification	5 Project Participation Provide details about any Huawei Cloud projects you have participated, including project names, initiation
Online Courses 👩 In-Person Tra	Remarks			ent path or partner program. ertification ES Enter Certificate Details	time and delivery time, and your role in the projects.
		0/50	0		
Employment Information Projects Certificates Training		OK Cancel			
Add					
Project Name Delivery Start Time	Delivery End Time	Project Period	Role	Ope	ration
		No data available.			

Step 5 View the added project in the **Projects** tab.

Welcome to Partner Center. Current HUAWEIID Company Name Mobile Number Dedicated Personnel			Partner Account Email Address	n-mja az	
(1) Fill in Employment Details (2) Fill in the Information about your company, including your position and base location.	Learning & Training Broaden your skillest by signing up to participating in training. Online Courses [2] In-Person Training	3 Hands-on I Get hands-o using KooLa KooLabs @	Practice n experience with Huawel Cloud services bs test points from Huawel Cloud.	4 Exams & Certification Take certification exams using exam vocihers from Hauwel Cloud to complete certifications required in a development path or pather program. Cereer Certification (S. Erker Certificate Details	S Project Participation Provide didata about any Houseet Cloud projects you have participated, including project names, initiation time and delevery time, and your role in the projects.
Employment Information Projects Certificates Add Project Name	Training Delivery Start Time 2024/11/01 2024/03/01	Delivery End Time 2025/05/31 2024/06/01	Project Period 7. fmonths 3. fmonths	Role PM Project Manager	The data is synchronized from Cloud Eccosystem Workplace and you are not allowed Lopensayer Fysie have to modify the data

NOTE

- You can modify or delete the project.
- You are not allowed to perform any operations on projects generated by Huawei. To modify the projects, contact the ecosystem manager.

----End

5.2.2.4 Entering Certificate Details

After associating your HUAWEI ID with the partner account, you can refer to the process flow in Partner Center to maintain your certificates to ensure the certificate information is authentic and valid.

NOTE

- Career certificates and other certificates need to be manually uploaded.
- The certificates you upload must be valid, and they will be review by Huawei. You can check the review status in the **Certificates** tab.
- You do not need to manually upload the developer certificate and professional certificate. The data has already been synchronized from Developer Institute and is displayed in the **Certificates** tab.

Procedure

Use the HUAWEI IDs of your employees to perform the following operations.

Step 1 Use your HUAWEI ID to sign in to **Huawei Cloud**.

Step 2 Choose **Partners > More Support > Partner Center** in the menu on the top.



Step 3 Enter certificate details.

Welcome to Partner Center. Current HUWVE10 Company Name Mobile Number Dedicated Personnel no		Partner Account Email Address	nalite a'anaara	
Fill in Employment Details Fill in the information abod your company, including your position and base location.	Learning & Training Broaden your skillest by signing up for courses or participating in training. Online Courses (2) In-Person Training (2)	3 Hands-on Practice Get hands-on experience with Husevel Cloud services using Koolube call being bein	Exams & Certification Take certification exams using exam vouchers from Hauree Cloud to complete certifications required in a development path or pather program. Career Certification (2) Enter Certificate Datate	5 Project Participation Provide details about any Huawel Cloud projects you have participated, including project names, initiation time and delivery time, and your role in the projects.
Employment Information Projects Certificates Edit Position - Start Date Engagement. In Outer of Engagement. In	Training	Base Location - Engloyment Proof - Start Date of Engagemen		

Step 4 Click **Add** in the **Certificates** tab and provide the certificate information.

Welcome to Partner Center.		
Current HUAWEI ID	Add	
Company Name	c-87t	
Mobile Number	* Individual C Select com	
Dedicated no Personnel	Upad A JPG, BM2 PHG, GIF, or PDF Rie of up to 20 MB can be updated. The life name cannot contain the following special detectors: \\/P+v-j\/P*g#SM_M	
Fill In Employment Details 2 Learning & Training	* Certification 5 Project Participation	
Fill in the information about your company, including Broaden your skillset by signing up	* Certification Science Provide details about any Huawei Cloud proje	ts you
your position and base rocation. participating in training. Online Courses (2) In-Person Tra	* Effective Date Select a date.	jects.
	* Expiration D Select a date.	
Employment Information Projects Cettificates Training	Cancel	
Certificate No. Individual Certific 7 Certification Item	Effective Date Expiration Date Status 🖓 Review Comment Operation	
	(1) No data available.	

Step 5 The certificate you added will be reviewed by Huawei. You can check the review status in this tab.

Welcome to Partner Center, Current HUAWEI ID Company Name Mobile Number Dedicited Persone ID		Pa	rtner Account	aaana di Mgaxaa		
Fill in Employment Details Fill the Information about your company, including your position and base location.	Learning & Training 3 Broaden you skilled by Upring up for courses or participaning in training Online Course (2) In Person Training (2)	Hands-on Practice Get hands-on experience with Huawe using KooLabs test points from Huawe KooLabs [2]	Cloud services Tak ai Cloud. Huz dev Car	ams & Certification execrtification exams using exam v avec Cloud to complete certification velopment path or partner program. reer Certification (2) Enter Certifica	ouchers from Provi s required in a have time te Details	ect Participation bie details about any huawei Cloud projects you participated, including project anamei, initiation and delivery lime, and your role in the projects.
Employment Information Projects Certificates	Training					
Certificate No. Individual Certific 7	Certification Item	Effective Date	Expiration Date	Status 🖓	Review Comment	Operation
Career certification	HCIA-Cloud Service	2024/11/01	2025/11/30	 Under review 	-	View
Others	Certified Kubernetes Administrator certification	2024/03/01	2025/04/30	Approved	ок	View Modity Delete
Career certification	HCIP-Cloud Service Solution Architect	2024/03/01	2025/04/30	 Approved 	ок	View Modify Delete

NOTE

Any modification to an approved certificate must be submitted for review.

----End

5.2.2.5 Viewing Training Details

After associating your HUAWEI ID with the partner account, you can refer to the process flow in Partner Center to maintain your training information to ensure the information is authentic and valid.

NOTE

The training records (including course and exam records) generated in Developer Institute will be synchronized to and displayed in Partner Center on the following day. You can view the training details in the **Training** tab.

Procedure

Use the HUAWEI IDs of your employees to perform the following operations.

Step 1 Use your HUAWEI ID to sign in to Huawei Cloud.

Step 2 Choose **Partners > More Support > Partner Center** in the menu on the top.

HUAWEI CLOUD Activities Products Solutions Pricing KooGallery Partners Developers Support About Us Q Contact U	Js Documentation Console
Become a Partner >	×
Choose Your Partner Paths > Join Programs > Training and Support More Support	t
Software Partner Development Path Partner Competency Program Sign Up for Training Partner Cent	er
Become a software partner Leverage partner training and certifications to Select the right learning path and sharpen your Managed build up competency cloud knowledge and skills Huawel Cloud	, and grow your partnerships with
Service Partner Development Path	
Become a service partner Cloud Solution Provider Program Get Certified on Huawei Cloud	
Sell Huawei Cloud services as part of your Attend taliormade courses and get the portfolio corresponding cloud certification to build up your cloud expertise cloud expertise	
Become a training partner Distribution Partner Program	
Provide a real and a	
System Integrator Development Path cloud businesses to grow Get assistance and guidance from our cloud	
Become a system integrator partner support engineers and subject matter experts	
Carrier Partner Program	
Leverage Innovative capabilities for digital Open APIs	
transformation and business growth Use open APIs to customize the Partner Center for your unique needs	
KooGallery Seller Program	
Sell offerings on KooGallery	

Step 3 View the course and exam records in the **Training** tab.

Welcome to Partner Center. Current HUAWEI ID Company Name Mobile Number Dedicated Personnel		Parliner Account Email Address	unt menseen me
(1) Fill in Employment Details Fill in the information about your company, including your position and base location.	Learning & Training Broaden your skillet by signing up for courses or participating in training. Online Courses (3) In-Person Training (3)	3 Hands-on Practice Get hands-on experience with Huawel Cloud servic using Kotit alle test points from Huawel Cloud Kodilate (5)	Exame & Certification S Project Participation Take certification examt using exam vacates from Hauve Could to complete certifications required in development path or partier program. Caver Certification 25 Entre Certificate Details
Employment Information Projects Certificates	Training		
The learning and exam records generated in Huawei Cloud	Developer Institute for this member will be synd	chronized and displayed in Partner Center on the follow	ollowing day.
Course Name Cou	irse Type	Progress/Score	Status Learning/Examination Time

----End

6 Partner Learning Management

6.1 Partner Training and Certification Guide

6.1.1 Overview

HCPN Partner Training and Certification helps you understand and master the capabilities of designing, deploying, and maintaining infrastructure and applications on HUAWEI CLOUD. We provide you free basic videos to learn basic knowledge and deepen technical capabilities. In addition, we also provide offline authoritative technology certifications and rich learning resources for you to get to learn about HUAWEI CLOUD.

6.1.1.1 Helpful Links

- Training and Certification website: https://www.huaweicloud.com/intl/enus/partners/training/
- Career Certification Official Website: https://edu.huaweicloud.com/intl/enus/certifications/
- Official website of the Global Certification Examination Center: https:// home.pearsonvue.com/huawei

6.1.2 Role-Based Partner Learning and Professional Accreditation

You can master HUAWEI CLOUD services through the HCPN partner learning paths, no matter you are a business or technology professional. Learn about all partner training courses for different roles using the paths provided in the following passages.

6.1.2.1 Target Audience

Training and certification plays an important role in building partner capabilities. The HUAWEI CLOUD training and certification system helps partners cultivate professionals required for deploying clouds, improving partner's skills.

Business Professonal	Technical Professional	Professional Service
 Get to know HUAWEI CLOUD and its advantages, HUAWEI CLOUD TCO, basic cloud services and industry solutions. Learn about how to build services based on HUAWEI CLOUD and how to use HCPN resources to suit customers' needs. 	 Get to know HUAWEI CLOUD features and core services, and SA responsbilities. Learn how to design architectures and how to select HUAWEI CLOUD services suiting cusomters' needs. 	 Get to know HUAWEI CLOUD services and solutions. Learn how to use HUAWEI CLOUD tools to improve efficiencly of service delivery.

6.1.2.2 Learning Paths

HUAWEI CLOUD offers you three learning paths. You can pick one to learn about the training courses suitable for your role.



6.1.2.3 Online Learning and Exam

You can log in to **Huawei Cloud** official website to learn online. The detailed operations are shown in the following figures.

HUAWEI CLOUD Activities Products Solutions Pricing	Documentation KooGallery Partners Developers Support	About Us Search Q Contact Sales After-Sales Console
628 628	Guide you through competency certification Distribution Partner Program Expand businesses with your resellers in authorized regions	Sell and deliver Huawel Cloud services and solutions Carrier Partner Program Leverage Huawel Cloud imposite capabilities for digital transformation and business growth
Partners Huawei Cloud aims to build an open, cooperature, and win-win cloud ecosystem and	KooGallery Program Provide you the platform to market and sell your products and solutions	KooGallery Sales Program Authorize you to sell and deliver KooGallery products
helps you quickly integrate into the local ecosystem	HMS Ecosystem Support Program Provide you support to develop, test, and deploy on Huawei	
Become a Partner > Partner Center >	Cloud	
	Training and Support	
	Sign Up (http://www.second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/second.com/se	Get Certified on Huawei Cloud Attend tailor-made courses and get the according cloud certification to build up your cloud knowledge and expertise
	Get Support Get assistance and guidance from our cloud support engineers and subject matter experts	Open APIs Use open APIs to customize the Partner Center for your unique needs
	FAQ Get answers to frequently asked questions	

Business Accre	Professional editation	TCO and Cloud Economics Accreditation	HCIA-Cloud Service Certification	
uawei Cloud Business Professiona is series of accreditations is for salespeople to vices, and industry-specific solutions of Huaw Errolt Now	L o understand the value pro vei Cloud.	positions, advantages, TCO, cloud		
	Hua	wei Cloud Technical Profe	ssional	
Technical Professional Accreditation	Hua TCO and Clo Accre	awei Cloud Technical Profe	ervice Certification HCIP-Cloud Service Solu Architect Certificatio	utions

6.1.2.4 Taking Exams

Huawei Cloud has two professional accreditation exams: Business Professional Exam and Technical Professional Exam.

Entries of the exams corresponding to Huawei Cloud Business Professional and Huawei Cloud Technical Professional are provided at the bottom of each course page. The total score is 100 and the passing score is 80. Passing an exam indicates that you have passed the corresponding professional accreditation.

Links to the professional accreditation exams:

- Business Professional Exam
- Technical Professional Exam

6.1.3 Career Certification

Huawei Cloud Certification will be granted to qualified Huawei Cloud business professionals to recognize their technical knowledge and skills required to design, deploy, and operate applications on Huawei Cloud infrastructure. Passing Huawei Cloud Certification proves that you have technical capabilities in a certain domain and are officially recognized by Huawei Cloud. In addition, you can improve your organization's skills in using Huawei Cloud services to meet the requirements on HCPN partners. Learn more

6.1.3.1 Certification System

Expert	HCIECloud Service Solutions Architect	HCIE-Cloud Service Developer	HCIECloud Service Administrator
Professional	HCIPCloud Service Solutions Architect	HCIP-Cloud Service Developer	HCIPCloud Service Administrator
Associate		HCIA-Cloud Service	
<u> </u>	Architect	Developer	Administrator

6.1.3.2 Certification Paths

01	Step 1: Take the online HUAWEI CLOUD courses The online courses provide basic information on HUAWEI CLOUD practices and prepare you for your exams.
02	Step 2: Read the exam information and sample exam questions Exam Code: H13-811 Exam Duration: 90 min Pass/Total Score: 600/1000 points Question Type: Single Choice + Multiple Choice + True/False. Sample exam questions enable learners to assess their knowledge, learn question types, and prepare for exams.
03	 Step 3: Schedule an exam Log in to the Huawei-certified examination platform Pearson VUE and schedule your exam. You will then receive information about the location and time of your exam.
04	Step 4: Get the certificate Candidates who pass the exam can download a digital certificate after one working day.

6.1.3.3 Online Learning

HUAWEI CLOUD provides hierarchical training and certification for different users and products, helping you improve professional skills and grab new opportunities. Currently, solution architect training courses are provided, and the courses targeted for developers and O&M personnel will be released later.

- HCIA-Cloud Service
- HCIP-Cloud Service Solutions Architect

6.1.3.4 Schedule and Take the Exam



6.1.3.4.1 Registering an Account (Skip This Section If You Already Have One)

Visit the Huawei official website and **register an account**. This account is used to log in to the exam platform and obtain the e-certificate.

6.1.3.4.2 Scheduling an Exam

Before scheduling an exam, log in to Pearson VUE to complete your personal information. You can schedule an exam with either of the following methods:

- 1. Website
 - a. Log in to Pearson VUE to make an exam appointment.



b. After you click Login, the Huawei ID login page is displayed. Enter the username and password created in Registering an Account (Skip This Section If You Already Have One) (skip this step if you have an account) to log in to the Huawei website.

Sign In with Unipo	rtal ID
Email address, mobile number, account name, o	or W3 account
Password	0
Remember Account Name	Login via SMS
Login	
Register Forgot Password Chang	e Password
Click to get more help?	

c. After login, you will be asked to confirm the information and then redirected to the Pearson VUE exam platform to schedule an exam and pay for the exam.

NOTE

If your personal name is inconsistent with your identity certificate, click **Edit** and return to Huawei official website for modification. Otherwise, you cannot take the exam.

d. Supplement other required information and click **Submit**.

This step is required only when you register on Pearson VUE for the first time. (Skip this step if you have completed additional information.)

	Learning ~ Certifica	ition ~ ICT Acad	demy ~ Learning Partner ~	More ~	Search All	
Home > Overvie	ew > Schedule an exam					
ersonal Infor ve submit the exa count , otherwise ;	"mation * Your ID NO. and name m m registration before so that your name o you can't take the exam. Make sure the p	ust be exactly the same as can't be edited online, ple rovided email address is a	the one in the identification that is presented a ease <mark>Submit the Case</mark> to deal it.Don ^e t register t vailable so that you can receive our notification	at the exam center, or he exam with Third-p n email about downlo	you will not be able to take the e: arty accounts such as face book o ading the electronic certificate.	kam. If y r linkin Edit
Huawei Certifica	tion Examination Appointment Guide: htt	ps://forum.huawei.com/en	terprise/en/huawei-certification-examination-	appointment-guide/tl	nread/789961-911	
Huawei Certifica Please contact y	tion written exam is delivered by Pearson our invigilator or Huawei local training m	VUE, please click <mark>Here</mark> for anager	the examination process. If you were invited b	y Huawei to take the	exam and have an authorization C	ode
* User ID		* Last Name		* First Name		
* E-mail	1 ¹¹ and in partners on	* Phone Number	486 100700227	* Country of Resid		
* ID Type	2	* ID NO.		* Examee Identity		
am Informatio	n Please enter and select	 * Exam 	Please enter and select ••••	* Exam Code	Automatically Matched	
* Language	Please select	•				
* Language railable Coupon - As per the Huav register your ID information aff + I have read and exam fee. The information Pearson VUE (is and related serv	Please select (No coupons available) vei certification management regulations information when you apply for Huawei tert It has been submitted. Learn more a agreed to Huawei Privacy Policy , I know s you provide is for the purpose of this ex a business of NCS Pearson, Inc.) for the trices about Huawei Certification exams. T	Huawei shall verify the ID certification exam voucher, bout Huawei's regulations that my personal informat am and certificate issuance stated purpose of handlin he information may be trai	information for candidates taking Huawei cert schedule Huawei certification exam, or bind F about identity verification. ion will be stored on a server in China. After su only. You hereby authorize Huawei Company g your registration, scheduling you for a test d nsmitted outside your country, region or comp	ification exams. There luawei certificate. Ple ubmission, you will en to transfer your Huav ate and time, adminis any and accessed, sto	Flore, to use the required services, ase noted that you cannot modifi ter the Pearson VUE exam platforr wei User ID, first name, last name, r tering the test, processing your te rered and processed outside the co	please fy the II m and p and ema st result untry.

D NOTE

- The items marked with asterisks (*) are mandatory. Please enter correct information.
- Use your name spelling the same as that on your identity certificate. Otherwise, you cannot take the exam. If the spellings are different, supplement the personal information and contact Pearson VUE customer service for modification.
- Ensure that the provided email is available. Otherwise, you cannot receive the emails about exam confirmation and e-certificate download.
- If you need to change your personal information after submitting it, log in to Pearson VUE and click **My Profile** for modification. If you need to change your name, contact Pearson VUE customer service.
- e. Read and agree to the Huawei certification policy.
- f. Select the nearest test center based on the search result on the displayed **Find a test center** page and click **Next**.

D NOTE

- The system displays the test centers by distance. You can view the location of each test center in the map on the right. If you want to search for other test centers, enter an address in the search bar. Click **Search**, and then test centers nearest to the address will be displayed in the sequence of distance.
- Five test centers will be displayed on the page. If you want to view more test centers, click **Show more**. More test centers will be displayed in the sequence of distance. Click **Test Center Information** to view the phone number and transportation guide.
- You can select three exam centers at the same time and check the opening date and time of each exam center.
- g. Select the exam date and time, and click **Book this appointment**.
- h. Confirm the payment of exam fees in **Cart** and click **Proceed to Checkout**.

NOTE

- After joining the HCPN, you can obtain a certain number of vouchers based on your HCPN partner tier. For details, contact the Huawei Cloud ecosystem manager.
- **Pay by Voucher**: Click **Add Voucher/Promo Code**, enter the voucher number, and click **Apply**. On the displayed page, the total order amount is USD 0.00. Click **Next**. The **Submit Order** page is displayed.
- **Pay by Credit Card**: Enter your credit card information in the specified text boxes and ensure that you have enabled the online payment function for your credit card. You can find the required information on both front and rear sides of your card. The security code is the last three digits of the white signature on the rear side. The default billing address is the examinee's office or residential address. If the cardholder is not yourself, the billing address should be changed to the cardholder's office or residential address. After entering the above information, click **Next**.

2. Customer service

Find contact information of **Pearson VUE customer service** of your region. Dial the phone number and ask a customer service representative to schedule an exam for you. Call the customer service center and ask the customer service representative to reserve the exam for you.

Customer service

We encourage you to schedule/purchase your exam online. Get started by logging in to your web account on the <u>Huawei</u> website. If you have any trouble, contact us or see our <u>frequently asked questions</u>.

Contact us:

Americas region

Asia-Pacific region

Europe, Middle East, Africa (EMEA) region

3. Test Center

- a. Log in at https://home.pearsonvue.com/huawei and click **Find a test center**.
- b. In the search box, enter an address in English or Chinese and click Search. The test centers nearest to the address will be displayed in the sequence of distance. You can view the location of each test center in the map on the right. Select Country/Region, Province, and City from the drop-down menu. Click Search to view exam centers in the city.
- c. Five test centers will be displayed on the page. If you want to view more test centers, click **Show More**. More test centers will be displayed in the sequence of distance.
- d. Click **Test Center Information** to view the phone number and transportation guide.
- e. You can also contact the exam administrator, tell the administrator your scheduled exam and date, pay the exam fees, and ask the administrator to schedule the exam for you.
- f. To schedule an exam on the current day, you need to confirm with the exam administrator whether he/she can schedule it for you.

6.1.3.4.3 Take The Exam

After the appointment, you need to take the exam on the scheduled date at the selected test center.

6.1.3.4.4 Get The Certificate

If you pass Huawei Certification, you will receive an email informing you of downloading the electronic certificate one day after the exam date. To download the electronic certificate, log in to Huawei training and certification website using your personal account, choose **My Huawei** > **Training and Certification** > **My Certificates**, and click the name of the target certificate.

6.1.3.5 Validity Period of Certification

With the development of HUAWEI CLOUD technologies, Huawei Certification content will be updated and optimized irregularly. To ensure that the professional capabilities of certified personnel match the latest trend in the public cloud domain in real time, certified personnel need to receive re-certification within the validity period of the certificate. The re-certification requirements are as follows:

- The validity period of the certificate is 3 years.
- Your certificate validity period will be updated if you take a certification exam of the same or a higher level before the certificate expires.
- Your certificate will expire if you do not receive re-certification within the validity period. To obtain the certification again, you need to take an exam of the same effect as the expired certificate.

7 Partner Build Management

7.1 Creating a Cloud Software Solution

Prerequisites

You have joined the software partner development path.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Build > Cloud Software Solutions in the menu on the top. Click Create Cloud Software Solutions on the page displayed by default.



Step 4 Specify solution details and click **Next**.

Cloud Software Solutions / Create Clo	ud Software Solutions
1 Specify Solution Details —	2 Specify Contact Info
Solution Information	
* Solution Name	
* Version	Enter your version,only numbers or . ,Format: 1.0
* Industry	-Salect- V
* Segment	-Salect- V
* Product Type	-Salect- V
* Solution/Target Customers	Describe the target customers and typical customer references.
	0/1,000
* Solution/Service Application Scenarios	Describe your requirements, pain points, and solution benefits.
	0/1,000
* Cloud Transition Mode	✓
* Deployed on Public Cloud	~ ~
	Select the deployed platforms if you choose "Yes"
Materials	
Upload Description ⑦	
Software copyright	Upload
	The software copyright statement is required when the software copyright owner is not consistent with the solution certification subject. Download Template
* Solution Introduction	Upload Download Template
* Certification Materials	Upload Download Template
	Include "Foundational Technical Review Form", business success cases in PDF, and other proof and supporting documents.
Remarks	
	0/1,000
Next Save Draft	Cancel

Step 5 Enter the contact information and click Certify.

Cloud Software Solutions / Create Clou	d Software Solutions	
Specify Solution Details —	2 Specify Contact Info	
* Business Contact]
* Phone Number	+852(Ho V]
* Email Address]
Huawei Contact Available	-Select V	If you select Yes, provide a Huawei contact and corresponding phone number.
Previous Save Draft	Certify Cancel	

Step 6 A message is displayed indicating that the solution has been successfully submitted for certification.



Step 7 After the solution has been submitted for certification, you can click **View Details** in the **Operation** column on the **Cloud Software Solutions** page to check the review progress.

Cloud Software Solutions /	View Details			
Progress				
Certification Appli Feb 13, 2025 19:59	ication			 Certified Pending
1 Authentic	ation under review The solution is being reviewed. Please wait.			
Contraction Contraction Contraction	cal review			Business review Pending
Submission Time	Feb 13, 2025 19:59:13			
Solution Information	Contacts			
Solution Description	nc			
Solution Name	And these definitions of the later.	Version	1.0	
Industry	Energy	Validity Period	-	
Segment	Coal	Product Type	Others	
Solution/Target Custo	NUMBER OF STREET	Solution/Service Appl	Insulant Innois Application Committee	
Cloud Transition Mode	SaaS	Deployed on Public C	No	
Deployed on Cloud P	-			
Materials				

NOTE

A cloud software solution will be valid for 12 months as of the date when this solution is validated and approved.

----End

Re-certifying a Cloud Software Solution

Partners can initiate the re-certification process for a cloud software solution 60 days before its expiration. The solution will be valid for an additional year from the date of successful re-certification.

1. On the **Cloud Software Solutions** page, select a solution that is about to expire or has expired, and click **Recertify** in the **Operation** column.

Cloud Software Solutions							
All Certified							
Solution Name	Scheme Sources	Version	Industry	Status	Validity Period ③	Last Updated	Operation
~	Create	11	Construction	 Certified 	Sep 07, 2023 - Sep 08, 2025	Sep 07, 2023 10:27:17	Download Certificate
~	Create	1	Agriculture, forestr	 Certified 	Mar 30, 2023 - Mar 30, 2025	Mar 29, 2023 18:50:55	Recertify Download Certificate
^	Create	1	Energy	 Certified 	Mar 17, 2023 - Mar 18, 2025	Mar 17, 2023 13:50:11	Recertify Download Certificate
Certification Applications							
Application ID	Version	Status		Submitted	Revie	ewed	Operation
zTPdqu2aygnLLwU3VJd	1	 Certified 		Mar 17, 2023 13:46:26	Mar 17	7, 2023 13:50:11	

- 2. On the displayed page, you are only allowed to modify the solution version and materials.
- 3. Enter the contact information and click **Certify**.

Downloading a Solution Certificate

If the solution you submitted for certification is approved, you can download corresponding certificate on the **Certified** tab page.

ud Software Solutions							
I Certified							
Solution Name	Scheme Sources	Version	Industry	Status	Validity Period ③	Last Updated	Operation
	Create	1.0	Energy	 Certified 	Feb 13, 2025 - Feb 13, 2026	Feb 13, 2025 20:04:47	Download Certificate
Certification Applications							
Application ID	Version	Status		Submitted	Revie	wed	Operation
mw2NYtEL15XjipbVy6o	1.0	Certified		Feb 13, 2025 19:59:13	Feb 13	, 2025 20:04:47	

7.2 Advanced Cloud Software Solutions

7.2.1 Creating an Advanced Cloud Software Solution

Prerequisites

You have joined the software partner development path.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Build > Advanced Cloud Software Solutions in the menu on the top.
- **Step 4** Click **Create Advanced Cloud Software Solutions** on the page displayed by default.

Advanced Cloud Software Solutions	Ecosystem Program Sot	tware Solutions					
Create Advanced Cloud Software Solutions							Enter a solution name. Q C
Solution Name	Scheme Sources	Version	Industry	Status 🖓	Validity Period ③	Last Updated	Operation
~	Create	3.8.8	Agriculture, forestry	Falled	-	Dec 12, 2024 15:53:14	Resubmit Delete
~	Create	2.0	Agriculture, forestry	 Certified 	Oct 31, 2024 - Oct 31, 2025	Oct 31, 2024 17:59:58	Download Certificate
~	Create	1.0	Construction	 Draft 	-	Oct 30, 2024 10:21:34	Certify Delete
	Create	001	Agriculture, forestry	Authentication under	-	Mar 27, 2024 17:25:30	

Step 5 On the displayed page, enter solution information, upload solution materials, and click **Next**.

Advanced Cloud Software Solutions / C	Zreate Advanced Cloud Software Solutions
1 Specify Solution Details —	2 Specify Contact Info
Solution Information	
* Solution Name	
* Version	Enter your version, only numbers or . , Format: 1.0
★ Industry	-Select-
* Segment	-Salect- V
* Product Type	-Select- V
* Solution/Target Customers	Describe the target customers and typical customer references.
	0/1,000
* Solution/Service Application Scenarios	Describe your requirements, pain points, and solution benefits.
	0/1,000
* Cloud Transition Mode	~ ·
* Deployed on Public Cloud	×
	Select the deployed platforms if you choose "Yes"
Materials Upload Description ⑦	
Software copyright	Upload
	The software copyright statement is required when the software copyright owner is not consistent with the solution certification subject. Download Template
* Solution Introduction	Upload Download Template
* Certification Materials	Upload Download Template
	Include "Foundational Technical Review Form", business success cases in PDF, and other proof and supporting documents.
Remarks	
	0/1,000
Next Save Draft	Cancel

Step 6 Enter the contact information and click **Certify**.

Advanced Cloud Software Solutions / C	reate Advanced Cloud Software Solutions	
Specify Solution Details —	2 Specify Contact Info	
* Business Contact]
* Phone Number	+852(Ho V]
* Email Address]
Huawei Contact Available	No	If you select Yes, provide a Huawei contact and corresponding phone number.
Previous Save Draft	Certify Cancel	

Step 7 A message is displayed indicating that the solution has been successfully submitted for certification.



Step 8 After the solution has been submitted for certification, you can click **View Details** in the **Operation** column on the **Advanced Cloud Software Solutions** page to check the review progress.

dvanced Cloud Software S	olutions / View Details			
Progress				
Certification Appli Feb 14, 2025 10:34	ication			 Certified Pending
i Authentic	ation under review The solution is being reviewed. Please wait.			
Le Technic Under r	al review			Business review Pending
Submission Time	Feb 14, 2025 10:34:46			
Solution Information	Contacts			
Solution Descriptio	'n			
Solution Name	ALCONTRACTOR AND A CONTRACTOR	Version	1.0	
Industry	Energy	Validity Period		
Segment	Coal	Product Type	Office Software	
Product Sub-Type	Cloud disk	Solution/Target Custo	Teleford's permanent	
Solution/Service Appl		Cloud Transition Mode	SaaS	
Deployed on Public C	No	Deployed on Cloud P		
Materials				

NOTE

An advanced cloud software solution will be valid for 12 months as of the date when this solution is validated and approved.

----End

Re-certifying an Advanced Cloud Software Solution

Partners can initiate the re-certification process for an advanced cloud software solution 60 days before its expiration. The solution will be valid for an additional year from the date of successful re-certification.

1. On the **Advanced Cloud Software Solutions** page, select a solution that is about to expire or has expired, and click **Recertify** in the **Operation** column.

vanceu ciouu sonware solutions									
Create Advanced Cloud Software Solutions							Enter a solution name.	Q	С
Solution Name	Scheme Sources	Version	Industry	Status 🗑	Validity Period (2)	Last Updated	Operation		
V	Create	100	Construction	Failed	1	Apr 16, 2025 15:33:31	Resubmit	Delete	
~	Create	110	Education	Authentication under		Jun 03, 2024 10:01:34			
~	Create	111	Energy	Failed		Jun 03, 2024 10:00:21	Resubmit	Delete	
~ ==	Create	1	Energy	Expired	Mar 30, 2023 - Mar 30, 2025	Mar 29, 2023 19:01:50	Recertify	Download Co	ertificate
~	Create	ĭ	Construction	Expired	Mar 25, 2023 - Mar 26, 2025	Mar 25, 2023 11:38:16	Recertify	Download Co	artificate

- 2. On the displayed page, you are only allowed to modify the solution version and materials.
- 3. Enter the contact information and click **Certify**.

Downloading a Solution Certificate

If the solution you submitted for certification is approved, you can click **Download Certificate** in the **Operation** column to download the corresponding solution certificate.

Create Advanced Cloud Software Solutio	ns					Ente	r a solution name. Q
Solution Name	Scheme Sources	Version	Industry	Status 🖓	Validity Period ③	Last Updated	Operation
anager.	Create	3.8.8	Agriculture, forestry	Failed		Dec 12, 2024 15:53:14	Resubmit Delete
1003000000	Create	2.0	Agriculture, forestry	Certified	Oct 31, 2024 - Oct 31, 2025	Oct 31, 2024 17:59:58	Download Certificate
time to a final state of the st	Create	1.0	Construction	Draft	-	Oct 30, 2024 10:21:34	Certify Delete

7.2.2 Ecosystem Program Software Solution Certification

Ecosystem program software solution certification consists of admission certification and technical certification.

Admission certification: Once your software product or solution is initiated, you can apply for admission certification. Upon approval, you can gain access to the relevant ecosystem program and its associated benefits.

Technical certification: After the software or solution is built and released, you can submit an application for technical certification. After the technical certification review, the software or solution gets the advanced cloud software certification and the corresponding ecosystem program certification, and you can gain access to the associated benefits.

Prerequisites

- 1. You have joined Special Program for Huawei Cloud Software Partners' Ecosystems on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications.
- 2. A baseline solution has been initiated.

7.2.2.1 Admission Certification

Once your software product or solution is initiated, you can apply for admission certification. Upon approval, you can gain access to the relevant ecosystem program and its associated benefits.

NOTE

If no solution is available, you can **create a baseline solution**.

Procedure

Step 1 Use your account to log in to Huawei Cloud.

- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Build > Advanced Cloud Software Solutions** in the menu on the top.
- Step 4 Select the Ecosystem Program Software Solutions tab and click Certify.

Advanced Cloud Software Solution	s Ecosystem Program Softwar	re Solutions				
Certify					Enter a solution name	0 C (0
Solution Name	Scheme Sources 7	Ecosystem Program 🖓	Status 🗑	Validity Period ③	Last Updated 😔	Operation
CONTRACTOR NO.	Baseline solution	Ascend Cloud/Pangu Large Model	Admission certification under review	-	Jun 19, 2025 10:47:14	
and the second sec	Baseline solution	Ascend Cloud/Pangu Large Model	• Admission certification approved ⑦	Jun 12, 2025 - Jun 12, 2026	Jun 12, 2025 17:36:17	

Step 5 On the displayed page, specify the ecosystem program certification information.

Advanced Cloud Software Solutions - E	Ecosystem Program Software Solutions / Certify
Specify Ecosystem Program Certification Info	2 Specify Contact Info
Select Solution	
* Scheme Sources	Baseline solution
* Solution Name	Eligible solutions are limited to Baseline Solutions successfully initiated.
Key Industry	-
Deployed on Public Cloud	No
Select Ecosystem Program	
* Ecosystem Program	Ascend Cloud/Pangu Large Model V
Upload Materials ⑦	
* Admission Materials	Upload Download Template
	Next Save Draft Cancel

D NOTE

- Eligible solutions are limited to baseline solutions successfully initiated.
- Ecosystem programs:
 - Ascend Cloud/Pangu Large Models:
 - 1. Applications and software solutions built based on Ascend Cloud, Ascend-based Huawei Cloud Stack infrastructure, or Pangu Large Models
 - 2. AI platform tool software built based on Ascend Cloud or Ascend-based Huawei Cloud Stack infrastructure
 - Kunpeng Cloud: Applications and software solutions built based on Kunpeng Cloud services
 - GaussDB:
 - 1. Applications and software solutions built based on GaussDB
 - 2. Database tool software built based on GaussDB
 - Migration of HarmonyOS applications to the cloud:
 - 1. HarmonyOS applications, atomic services, and solutions built based on Huawei Cloud services

2. HarmonyOS application cloudification tools built based on Huawei Cloud services

Step 6 Enter the contact information and click **Certify**.

Specify Ecosystem		
Program Certification Info	specity Contact into	
* Business Contact		
* Phone Number	+852(Ho V	
* Email Address		
Huawei Contact Available	-Select-	If you select Yes, provide a Huawei contact and corresponding phone number.
	Previous Save Draft Certif	Cancel

Step 7 The system displays a message indicating that your admission certification application has been submitted successfully.

Advanced Cloud Software Solutions - Ecosystem Program Software Solutions / Certify
Solution submitted successfully.
according proceeding workshows and according to the second
Vew Cestant Campietad

- **Step 8** View details about the solution certification application.
 - Admission certification under review

You can click the solution name on the **Ecosystem Program Software Solutions** tab to check the review progress on the certification details page.

orress				
Admission Certification	1	 Technical Certification 		 Certification Su
Jun 19, 2025 10:47:08	8			
Admission ce	ertification under review We will review your application a	is soon as possible and notify you of the result via email and in-app message.		
Submit/Res	submit	Program Admission Review		Admission Result Confirmation
Jun 19, 202	25 10:47:12	Under review		Pending
Industry	fail on	Scheme Sources Deployed on Public	Baseline solution	
industry		Cloud		
rtification Program				
system Program Asi	cend Cloud/Pangu Large Model			
ntact Info				
iness Contact	1000	Phone Number	and income	
ail Address		Huawei Contact Available		
100				

• Admission certification rejected

If your admission certification application is rejected, modify the certification information based on the review comments and submit the application again.

Progress Admission Certification Jun 19, 2025 1047-08	Technical Cetification	Certification Succeed
Admission certification rejected Modify the application based on the comments and submit it again.		Resubmit Delete
Approval Time Jun 23, 2025 15:26:32	Comment	
Admission Certification Details		
Solution for Certification		
Solution Name	Scheme Sources Baseline solution	
Key Industry	Deployed on Public No Cloud	
Certification Program		
Ecosystem Program		
Contact Info		
Business Contact	Phone Number	
Email Address	Huavel Contact mm Available	
1.040		
Admission Materials		

• Admission certification approved

After your admission certification application is approved, you can request **Test Coupons**.

hranced Claud Software Solutions - Ecosystem Program Software Solutions / • • • • • •						
Progress						
 Admission Certil Jun 12, 2025 13 	ication 0 Ti 103:56	echnical Certification	 Certification Succeed 			
•	A					
Admissi	on certification approved This solution has passed the admission certification review. You can now require the solution in the solution of t	- the lat				
Approval Time	Jun 12, 2025 17:30-17	Comment	ок			
Admission Certific	ation Details					
Solution for Cert	ification					
Solution Name		Scheme Sources	Baseline solution			
Key Industry		Deployed on Public Cloud				
Certification Pro	gram					
Ecosystem Program	Against Case (Case (Case) Case)					
Contact Info						
Business Contact		Phone Number	TC 10000			
Email Address	New York of Lett.	Huawei Contact Available				
10,000						
Admission Materials	Mangha diliting and					

----End

7.3 Baseline Solutions

Collaborate with Huawei Cloud to develop and promote solutions to the market.

7.3.1 Creating a Solution

Create a solution in Partner Center and specify the details about the solution.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Build > Baseline Solutions** in the menu on the top.
- **Step 4** Click **Create** on the displayed page.



- **Step 5** On the displayed page, specify the details, upload the project initiation report and feature list, and click **Save**.
 - If a solution is saved as a draft, you can view, edit, or delete it on the **Baseline Solutions** page.
 - If the solution information required is specified, and the feature list uploaded is verified, you can directly **submit a project initiation application**.

Solution / Create Solution				
Basic Information				
* Solution Name 🕐	Enter			
	Naming rule: Partner brand + The common name of a se Management Solution.	egmented scenario or the name of a core product	+ The common name of a segmented category + The solution name. Example: B	interprise Management International XingDou Enterprise
1010 0 1 1				
* Solution Content	Select			
Target Markets/Custome	rs			
* Key Region	Select			
* Target Customer	Enter			
	Enter one or more customer company names. Separate is company names with commas (,).	nultiple customer 0/1,000		
Deployment Information				
beployment mornation				
* Deployed on Public Cloud	Select Select Select the public cloud platforms if you choose "Yes"			
Partner Business Contact	5			
Specify at least one partner bu	isiness contact.	Email	Mobile (Optional)	
1			+852(Hong K V Enter a mobile number	Delete
🕒 Add				
Huawei Contacts				
* Huawei Contact Available	Select			
	Specify at least one Huawei contact if you choose "Yes".			
Initiation Information				
* Report Materials	Upload Attachment Download Template			
	up to 10 mes can be uploaded, with each file of up to 50	/ MD in the format of DOC, DOCX, XLSX, ZIP, JPG, B	איזי, איזיס, סור, איד, אידן, and איז איז דוופ name cannot contain the following s	pecial characters: IS () @#\$36 ^8(<>
* Feature List	Upload Attachment Download Template Supported format: XLSX. The attachment cannot contain	non-oublic information assets (including but not	imited to key source codes, compartmentalized codes, and full sets of product.	or platform source codes), unauthorized software or tools or
	encrypted RMS files.	men passes mornation assess (mouding but not	in measure cours, comparimentation cours, and full sets of product i	or precision sensible sources), amenutionized sortwell® of tools, of
	Submit Save Cancel			

NOTE

- Solution Name
 - Naming rule: Solution name = Partner brand + Core product name + Common name + Solution. You can refer to the partner-led baseline solutions in the Solution zone at https://www.huaweicloud.com/intl/en-us/solution/industrydirectory.html.

Note that the common name can be a full name, abbreviation, or acronym, which directly describes the quality, functions, usage, and other characteristics of a solution, such as ERP, enterprise management, digital marketing, and energy consumption management.

- The solution name must be the same as that in the project initiation materials.
- Feature List
 - Upload attachments based on the template. The attachment cannot contain nonpublic information assets (including but not limited to key source codes, compartmentalized codes, and full sets of product or platform source codes), unauthorized software or tools, or encrypted RMS files.
 - Once the feature list is uploaded, the system will automatically verify it. You can proceed to submit your solution once the verification is successful.
- **Step 6** The system displays a message indicating that the solution has been saved as a draft.

----End

7.3.2 Jointly Initiating a Project

After you submit a project initiation application in Partner Center, Huawei reviews the application. The review result and meeting information will be automatically synchronized to you.

Submitting an Application for Project Initiation

Step 1 Go to Build > Baseline Solutions page, select a solution in the Initiation draft state and click Edit in the Operation column.

Baseline Solutions						
Process Flow						×
E ,	<u>8</u>					
Create Solution	Jointly Initiate Project	Jointly Design and Verify Solution	Create Joint Sales Offering	Develop Configurator	Promote Solution GTM	
Specify the basic solution details	Receive solution feasibility check from Huawei	Design and verify the solution on InnoStage Workbench	Create the corresponding joint sales offering on InnoStage Workbench	Develop a configurator based on the offering and on the business strategy	Complete solution go-to- market (GTM) and view the released solution on the official website	
Create				Solution Name	Enter Solution Name	Q
Solution Name	Baseline Solution ID	Solution Content 🖓	Status 🖓		Operation	
and the second sec		Delivery services, Operation and	maintenance servic Initiation draft		Edit Delete	
Independent Contraction of Contracti		Software,Hardware	Initiation comple	ted		
And a second		Software	 Initiation completion 	ted		
and a second sec		Software, Hardware, Professional	Services - Consultin • Initiation rejected	3	Re-initiate Project Delete	

Step 2 On the displayed page, confirm the entered information, verify that the verification for the feature list uploaded is successful, and click **Submit**.

lution / Modify Solution	
Basic Information	
* Solution Name 🕐	11 (Jack)
	Naming rule: Partner brand + The common name of a segmented scenario or the name of a core product + The common name of a segmented category + The solution name. Example: Enterprise Management International XingDou Enterprise Management Solution.
* Solution Content	Delivery services X Provide American Am
Target Markets/Custome	15
* Key Region	China X Southern Africa Region X
* Target Customer	ranzerodomania erario: - sil.
	Centra one or more customer company names. Separate multiple customer 22/1.000 company names with commas ().
Deployment Information	
* Deployed on Public Cloud	Yes view and the second
	Safect the public cloud platforms it you choose "Yes"
* Cloud Platform	🗌 AWS 💟 Azure 💟 GCP 💟 Alibaba Cloud 💟 Tencent Cloud 💟 Huawei Cloud 💟 Others
Specify at least one partner bu SN Na	iners contact. me Email Mobile (Optional)
1	***@huuawei.com +852(Hong K *) 180****678 Delete
🕑 Add	
Huawei Contacts	
* Huawei Contact Available	Yes •
	Specify at least one Huawei contact if you choose "Yes".
SN Na	me Email (Optional) Mobile (Optional)
1	+832(Mong K * Delote
() Add	
Initiation Information	
* Report Materials	Upload Attachment Download Template
	Up to 10 files can be uploaded, with each file of up to 50 MB in the format of DOC, DOCX, XLSX, ZIP, IPG, BMP, PMG, GIF, PDF, PMF, and PPTX. The file name cannot contain the following special characters: $b_{1}^{each} \otimes b_{2}^{each} \otimes b_{1}^{each} \otimes b_{2}^{each} \otimes b_{2}^{each$
* Feature List	Upload Attachment Download Template
	Supported format: XLSX. The attachment cannot contain non-public information assets (including but not limited to key source codes, compartmentalized codes, and full sets of product or platform source codes), unauthorized software or tools, or encrypted RMS files.
	Submit Save Cancel

D NOTE

The name cannot be edited for the solution in the **Initiation draft** state. To modify the solution name, delete the solution and create a new one.
Step 3 The system displays a message indicating that the solution has been successfully submitted.

Solution / Modify Solution
Solution submitted.
We will review the solution as soon as possible and notify you of the review result via email. You can check the review progress on the details page.
Vew Detail: Rack
Solution Building Guide
Too verve created a volution and submitted a project minimum application, versite follow me instructions for any future action.
Create Solution Jointly Initiate Project Solution Solution Create Solution Create Solution Create Solution Solution

NOTE

Once you have created and submitted a solution, you can easily access and view its details.

----End

Checking the Project Initiation Review Progress

• Initiation reviewing

On the **Baseline Solutions** page, click the name of a solution in the **Initiation reviewing** state and check the review progress.

Solution / View Details						
Progress						
 Create Solution — Dec 05, 2024 16:37: 	Jointly Initiate Project Dec 05, 2024 16:55:12	 Jointly Design and Verify Soluti Pending 	on — Crea Pend	ite Joint Sales Offering	 Develop Configurator Pending 	 Promote Solution GTM Pending
i Project init	iation under review Your application will be reviewed a	s soon as possible.				
Prelimin Dec 05, 3	ary Review by Solution Owner 2024 17:03:18	Initiation Revi Ongoing	ew Meeting Information Synchronia	zed by Operations Specialist		 Project Initiation Final Review Pending
Updated	Dec 05, 2024 16:55:12					
Initiation Review M	leeting Information					
Торіс	1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-		Time	$h_{12}(1) \ge 0.000000 \ (n_{1}(1))$	0.0.0	
Attendees	10		Meeting Link	No. of the Association of the	a president de la companya de la com	William I
Remark	Second Control of the Second Second					
Solution Details	Jointly Initiate Project Jointly Design and Verify	olution Develop Configurator	Promote Solution GTM			
Basic Information						
Solution Name	house of the second sec		Solution Content	Software,Hardware,Professional	Services - Consulting Services	
Baseline Solution ID						
Target Markets/Cu	stomers					

NOTE

The Huawei's operations specialist will synchronize the initiation review meeting information to you. Please check the information in time.

• Initiation rejected

If the project initiation application is rejected, you can check the review comments, modify the solution based on the comments, and submit the solution again.

Solution / View Details						
Progress						
 Create Solution — Dec 05, 2024 16:37 	• Jointly 259 Dec 05	2024 16:55:12	Jointly Design and Verify Solution Pending	Create Pendi	e Joint Sales Offering Develop Configura ng Pending	o Promote Solution GTM Pending
Project ini	tiation rejected Modify	the solution based on the review comments	and submit the project initiation a	application again. View Details		Submit Again Delete
Prelimi Dec 05,	nary Review by Solution Owner , 2024 17:03:18		Dec 05, 2024 17	Please check and refer to the revie comments of to continuously impro solution.	ew ons Specialist	Project Initiation Final Review Dec 05, 2024 17:11:23
Updated	Dec 05, 2024 17:11:23			[Review Comments]		
Solution Details	Jointly Initiate Project	Jointly Design and Verify Solution	Develop Configurator	Promote Solution GTM		
Basic Information						
Solution Name	100000-0000-000			Solution Content	Software,Hardware,Professional Services - Consulting Services	
Baseline Solution ID						
Target Markets/Cu	ustomers					
Key Region	Hong Kong			Target Customer	100 CONTRACTOR STOCKED	
Deployment Infor	mation					
Deployed on Public C.	Yes			Cloud Platform	AWS,Alibaba Cloud,Tencent Cloud,Huawei Cloud	
Partner Business C	Contacts					

• Initiation completed

Once the solution is approved, the project initiation process is considered complete.

Solution / View Details							
Progress							
 Create Solution — Oct 10, 2024 21:47: 	Jointly Ir Oct 10, 2	nitiate Project • •	Jointly Design and Verify Solution Pending	Cre Per	rate Joint Sales Offering	 Develop Configurator —— Pending 	 Promote Solution GTM Pending
Initiation c	ompleted You have compl	leted project initiation for your solution.					
Oct 10,	ary Review by Solution Owner — 2024 22:10:37		Oct 10, 2024 22:	Meeting Information Synchron 10:58	ized by Operations Specialist		Oct 10, 2024 22:11:20
Updated	Oct 10, 2024 22:11:21						
Solution Details	Jointly Initiate Project	Jointly Design and Verify Solution	Develop Configurator	Promote Solution GTM			
Report Materials							
Report Materials	$(1,1,1,1,\dots,n) \in \mathbb{R}^{n} \setminus \{0,1\} \setminus \{0,1\}$			Feature List	terraph.c.		
Initiation Review N	leeting Information						
Торіс	Tank .			Time			
Attendees				Remark			

8 Competency Certification

Huawei Cloud partner competency certification (referred to as competency certification) is a process in which partners perform self-check on their competencies and provide proofs based on Huawei Cloud competency standards, and earn the certification by the Huawei Cloud partner competency certification team or a third-party organization authorized by Huawei Cloud.

8.1 Requesting Competency Certification

You can request competency certification in the Partner Center.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Competencies > Competency Certification in the menu on the top.

Select a competency and click **Certify** on the page displayed by default.

Competency Certification		
Competency Certification Certification Results	Certification History	
Scenario-specific Competencies		
Level-1 Competency: Cloud Migration	Service Competency	Certify Documents

NOTE

Click **Documents** to view the competency certification guide.

Step 4 Upload the *Huawei Cloud Partner Competency Assessment Form* and proof materials and click **Submit** on the displayed page.

Competency Certification - Certification Application
Certification Details ⑦
Cloud Migration Service Competency
Materials Required
Fill in the Huawei Cloud Partner Competency Assessment Form and upload it. We will verify whether you meet the relevant requirements based on the information you provide. Download Template
If the certification for this level-1 competency fails, a freeze period of six months starts. During this period, certification application cannot be submitted.
Assessment Form Upload an EXCEL file of up to 50 MB, and the file name cannot contain the following special characters: 1;?"@#\$%^&*<>
Proof Materials Upload an RAR or ZIP file of up to 1 GB, and the file name cannot contain the following special characters: E;?"@#\$%^&*<>
Ensure that there is no sensitive information, such as business secrets or personal privacy, in the materials you provided for competency certification.
Submit Cancel

Step 5 You can view the review progress of a certification application on the certification application details page in **Certification History**.

Preliminary Review Jun 26, 2024 15:26:13	 Technical Review Pending 	 Comprehensive Review Pending
rials		Summarize the preliminary review results Pending
xisx		
	Profinituary Broview Jun 26, 2024 15:26613	Prefininary Review Ann 24, 2024 152613 Pending

----End

NOTE

- If you pass the certification, a badge will be generated in Partner Center. You can view and download it.
- If you fail the certification for a level-1 competency, you will be unable to apply for certifying this competency for six months.

Updating Certification Materials

If the materials you submitted for competency certification are rejected, update the materials based on the review comments and submit all required materials for certification.

- **Step 1** Choose **Competencies** > **Competency Certification** in the menu on the top.
- **Step 2** Find the competency in the **Materials** to be updated state and click the name of competency.

mpetency Certification					
Badge Download					
Competency Certification Certification Results	Certification History				Enter a competency name.
Level-1 Competency	Requested	Result	Validity Period	Approved	
 DevOps Support (Hardware Competency) 	Aug 08, 2023	 Under review 	-	-	
Cloud Migration (Service Competency)	Dec 08, 2022	 Materials to be updated 	-		
Cloud Migration (Service Competency)	Dec 01, 2022	 Approved 	Dec 01, 2022 -Dec 01, 2024	Dec 01, 2022	
V DevOps Support (Hardware Competency)	Oct 27, 2022	Approved	Oct 23, 2022 -Oct 31, 2023	Oct 27, 2022	

Step 3 Download the assessment form containing the review comments of experts.

Progress Cardination Application In 26, 2024 1526 13 Technical Review Pending Comprehensis Pending Comprehensis Pending Comprehensis Pending Image: State 13 as under preliminary review The materials have not passed the preliminary review, Please complete rectification based on the approval comments in the attachment and <u>submit all cardinactor</u> Update Materials Image: State 13 as under preliminary review The materials are not submitted within 30 calendar days, the materials will be suspended for six months Devineed Comment Certification Details Image: State 13 as under preliminary review Service Completer Update Materials				
Certification Application An 26, 2024 152613	nress			
Contractation Application Annota, 2024 1526-13 Preding Pre	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
Materials under preliminary review The materials have not passed the preliminary review. Please complete rectification based on the approval comments in the attachment and <u>submit all certification</u> anaterials within 30 calendar days. If the materials are not submitted within 30 calendar days, the materials will be suspended for six months Ownedsed Comment Certification Details Certification Benice Completery	Jertification Application Jun 26, 2024 15:26:13	 Preliminary Review Jun 26, 2024 15:26:13 	Technical Review Pending	 Comprehensive Revie Pending
Partification Details Cloud Migration Service Competition replication Information sessement from Partification Information Information replication Information Information 	Materials under preliminary review	The materials have not passed the preliminary review. Please complete recti materials within 30 calendar days. If the materials are not submitted within 3	fication based on the approval comments in the attachment and <u>submit</u> 0 calendar days, the materials will be suspended for six months Downlo	all certification Update Materials ad Comments
	ification Details ⑦			
epyleation Information equelled 202409026 1926 13 sessment Form a stor	Cloud Migration Service Competency			
equation 2022409026 15 28 13 issessment Form a star star star star star star star st	lication Information			
sessment Form	iested 2024/06/26 15:26:13			
oof Materials 😔	ssment Form 🖻	xilix		
	f Materials			

NOTE

In case the materials fail the preliminary or technical review, you have 30 calendar days to revise and resubmit them. If you miss this deadline, the certification process will terminate, and you will be unable to apply for certifying this competency for six months.

Step 4 Modify the materials based on the review comments.

Upload all required materials and click Submit.

Competency Certification	- Certification / Certification Application
Certification Deta	alis 💿
Close	ud Migration Service Competency
Materials Require	ad
Fill in the Huawei Clo	ud Partner Competency Assessment Form and upload it. We will verify whether you meet the relevant requirements based on the information you provide. Download Template
If the certification for t	this level-1 competency fails, a freeze period of six months starts. During this period, certification application cannot be submitted.
Assessment Form	Upload Upload an EXCEL file of up to 50 MB, and the file name cannot contain the following special characters: 1:,7"@#\$%^8*~>
	Huawei Cloud+Cloud+Migration+Competency+Self-Assessment.xisx X
Proof Materials	Upload an RAR or ZIP file of up to 1 GB, and the file name cannot contain the following special characters: 1;7"@#\$%^&*~
	tar X
Ensure that there is	no sensitive information, such as business secrets or personal privacy, in the materials you provided for competency certification.
Submit	Cancel

----End

8.2 Querying Competencies Certified

You can query the competencies certified and the competency badges obtained and download the badges.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Competencies** > **Competency Certification** in the menu on the top.

The Competency Certification page is displayed.

Step 4 Select the **Certification Results** tab and view the results of your certification for level-1 competencies (including the level-2 competencies) and the validity period of the certified competencies.

Competency Certification		
Badge Download		
Competency Certification Certification Results Certification History		Enter a level-1 competency. Q
Level-1 Competency	Effective Time	
✓ Database	Jul 01, 2021 -Dec 09, 2024	
V HCS 08M	Feb 01, 2023 -Feb 01, 2025	
✓ Cloud Management	May 01, 2022 -Jul 01, 2023	
✓ Data Analysis Platform	Oct 27, 2022 -Oct 31, 2023	
Cloud Migration (Service Competency)	May 02, 2022 -Feb 01, 2023	

• Click **Download**. On the displayed page, you can download the badges and view the downloads.

tency Certification	/ Download
Competency Ba	dge
ou can use badges	s to promote your products and services involved in the partner programs. You can also use them in marketing materials, event materials, and ousness cards to demonstrate that your products or solutions are powered by HUAV
adge Preview	
6	
Data Analysi Application Plat	is Platform C-book negrationarroot and the second s
DevOps S Datab	Support C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-
"DIE	The remaining and sensery the Darage
HUAWEI	CLOUD HUAWEI CLOUD HUAWEI CLOUD
COMPE	TENCY COMPETENCY COMPETENCY
Where to Use C	ompetency Badges
Where to Use Co select scenarios wh * Scenarios	ompetency Badges here you vant to use the competency badges. Websites Marketing materials Event materials Email marketing
Where to Use Co Belect scenarios wh	ompetency Badges arre you want to use the competency badges. Websetes Marketing materials Event materials Email marketing Notes
Where to Use Conservations where the scenarios	ompetency Badges Here you want to use the competency badges. Vebsites Marketing materials Event materials Email marketing Notes 1, If you want to use the competency badges in other scenarios, such as outdoor and media ads, contact your
Where to Use Co select scenarios wh * Scenarios	ompetency Badges Inter you want to use the competency badges. Webootes Marienting materials Email marketing Notes I. If you want to use the competency badges in other scenarios, such as outdoor and media ads, contact your ecosystem manager to submit an application.
Where to Use Co select scenarios wh	
Where to Use Co select scenarios who	
Where to Use Co select scenarios wh & Scenarios	ompetency Bladges here you want to use the competency bladges. Webstes Marketing materials Notes 1. If you want to use the competency bladges in other scenarios, such as outdoor and media ads, contact your ecosystem manager to submit an application. 2. The competency bladges build on additional products. If have read and agree to HUAWEI CLOUD Partner Competency Bladge Usage Guide.
Vhere to Use Cri Relect scenarios wh	ompetency Badges tere you want to use the competency badges. Websites Marketing materials It you want to use the competency badges in other scenarios, such as outdoor and media ads, contact your ecosystem manager to submit an application. 1. If you want to use the competency badges in other scenarios, such as outdoor and media ads, contact your ecosystem manager to submit an application. 2. The competency badges cannot be used on social media materials and promotional products. Image to HLWNEI CLOUP Partner Competency Badge Usage Guide. CK Cancet
Vhere to Use Cr belect scenarios wh & Scenarios	
Where to Use Cr. elect scenarios wh * Scenarios	ompetency Badges tere you want to use the competency badges. Wotestes Marketing materials Notes 1. If you want to use the competency badges in other scenarios, such as outdoor and media ads, contact your ecosystem manager to submit an application. 2. The competency badges cannot be used on social media materials and promotional products. If I have read and agree to HUAWE! CLOUD Partner Competency Badge Usage Guido. If Cancel

Step 5 Select the **Certification History** tab and view the certification history of all level-1 competencies and according level-2 competencies included.

Competency Certification					
Badge Download					
Competency Certification Certification Results	Certification History				Enter a competency name. Q
Level-1 Competency	Requested	Result	Validity Period	Approved	
 HCS Planning and Delivery 	Oct 27, 2022	 Approved 	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
 Cloud MigrationService Competency 	Jan 02, 2022	Approved	May 02, 2022 -Feb 01, 2023	May 02, 2022	
✓ DevOps Support	Oct 27, 2022	 Approved 	Oct 23, 2022 -Oct 31, 2023	Oct 27, 2022	
 Cloud Management 	Jan 01, 2022	Approved	May 01, 2022 -Jan 31, 2023	May 01, 2022	
✓ Data Analysis Platform	Oct 27, 2022	Approved	Oct 27, 2022 -Oct 31, 2023	Oct 27, 2022	
V HCS 08M	Oct 27, 2022	Approved	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
 Cloud Consulting and Planning 	Oct 27, 2022	Approved	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
✓ Database	Oct 01, 2022	Approved	Oct 20, 2022 -Jul 30, 2023	Oct 01, 2022	
 Application Platform Service 	Oct 27, 2022	Approved	Oct 27, 2022 -Oct 31, 2023	Oct 27, 2022	
V Cloud O&M	Jan 01, 2022	Approved	May 11, 2022 -Jan 31, 2023	May 01, 2022	

----End

9 Partner Benefit Request

9.1 Test Coupons

The test coupons are issued to partners for the purpose of training as well as solution and tool building, testing, verification, and migration. The upper limit of this benefit shown in the table on the official website is specific for partners. If a partner has multiple service solutions or application and software solutions, the partner can request this benefit multiple times, but the total amount must not exceed the specified limit for this benefit.

Prerequisites

• Test coupons for software partners:

Partners have joined **Software Partner Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

• Test coupons for service partners:

Partners have joined **Service Partner Development Path** and meet the relevant requirements of the role validation or competency differentiation phase.

• Test coupons for system integrator (SI) partners:

Partners have joined **System Integrator Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

 Special Program for Software Partners' Ecosystems on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications: You have passed the admission certification for an ecosystem program software solution, and the solution has not been released.

Requesting Test Coupons

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.

Step 3 Choose **Benefits** > **Test Coupons** in the menu on the top.

Step 4 On the **Coupons Request** page that is displayed by default, select the desired test coupon and click **Request** in the **Operation** column.

Test Coupons											
• You may want to know: FAQs About Test Coupons, Operation	n Guide on Test Coupons										
You can only apply for benefits that fall within the quota range	e of the current phase.										
Test coupons are valid for three months after they are issued. For details about other restrictions, go to Billing Center-Coupons.											
					出。Show Overview ~						
Coupons Request Request History											
Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation						
∧ Software Partner											
Test Coupons(Role Selection)	3,000.00	3,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						
Test Coupons(Role Validation)	15,000.00	15,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						
Test Coupons(Differentiation)	50,000.00	50,000.00	Multiple requests are allowed within the quota	Jan 01, 2025–Dec 31, 2025	Request						
Service Partner											
Test Coupons(Role Validation)	5,000.00	5,000.00	Multiple requests are allowed within the quota	Jan 01, 2025–Dec 31, 2025	Request						
Test Coupons(Differentiation)	10,000.00	10,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						
∧ System Integrator											
Test Coupons(Role Selection)	3,000.00	3,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						
Test Coupons(Role Validation)	15,000.00	15,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						
Test Coupons(Differentiation)	50,000.00	50,000.00	Multiple requests are allowed within the quota	Jan 01, 2025-Dec 31, 2025	Request						

NOTE

You can only request test coupons within the corresponding quota of the current certification phase.

Step 5 On the displayed page, select the solution used for the request, specify the required information, read and select the **Notes**, and click **Submit**.

Test Coupons / System Integra	tar-Test Coupons(Rale Selection) / Request
Specify the following deta	ails and submit the request.
Basic Information	
Benefit Quota(USD)	3,000.00
Issued Amount(USD)	0.00
Remaining Amount(USD)	3,000.00
* Amount Requested(USD)	The final amount issued may differ slightly from what is shown here.
* Description	Enter a request reason.
	0/1,024 //
★ Introductory Materials	Upload 1. Up to 10 files can be uploaded. Maximum individual file size: 50 M; 2. Supported formatis: ppt.pdx,doc,doc.uits.size.put.pit.gdt.pdf; 3. The Bit mame cannot contain the following characters: 1; ?@e#Fiv&ik ~-j
* Resource Configuration	Configure the required resources using the price calculator on the official vebole. Save and share the generated price ist and paste the shareable link in the text box below. How Do I Obtain the Resource Configuration List? Paste the shareable link here. Otherwise, your request may be rejected.
+ Natas	1. The test coupons can only be used for trainings as well as solution building, testing, verification, and migration.
× notes	2 You cannot submit different test coupon applications for the same solution of the same version in different development paths. The resource configurations must be confirmed with PDM and PSA.
	Submit Cancel

D NOTE

- Amount Requested: The amount in a single request for test coupons provided in the Special Program for Software Partners' Ecosystems on Ascend Cloud/Pangu Large Models, Kunpeng Cloud, GaussDB, or HarmonyOS Applications cannot exceed 50% of the benefit quota.
- Resource configuration: Configure the required resources using the price calculator on the official website. Save and share the generated price list and paste the shareable link in the text box. For details, see **How Do I Obtain the Resource Configuration List?**
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

\bigcirc
Request submitted.
Your application will be reviewed as soon as possible. The result will be sent to you via email.
View Details Completed

NOTE

- You can view the request status in **Request History**.
- If your request has been rejected, modify the request based on the comments and submit it again.

----End

Viewing Issued Test Coupons

Test coupons are valid for three months of when they are issued. You can access **Billing Center** > **Promotions** > **Coupons** on the Huawei Cloud official website to check the validity period, face value, and usage restrictions of the test coupons obtained.

- **Step 1** Use the partner account to log in to **Billing Center**.
- **Step 2** Choose **Promotions** > **Coupons** in the navigation pane on the left.
- **Step 3** You can check the test coupons you have obtained and their validity period, face value, and usage restrictions.

😑 🌺 HUAW	EI CLOU	JD Console			O. Search for cloud service	s, documents, shor	Resources	Billing E	Enterprise To	ols Service Tic	ets Q	⑦ ⊕ Inti-EN	i internationali	
Billing Center		Coupons										③ Help Cente	er Activate Coupon	
Overview														
Orders Resource Packages	~	For more information, see Using Cash Coupons. 1. Cash coupons can be used only to purchase Hu 2. Yearly/monthly coupons are only used for yearly	name, teoring was not see and the second products. They cannot apply to KooSallery products. Why a Cash Coupon Cannot be Used by they cannot apply to KooSallery products. Why a Cash Coupon Cannot be Used? ably coupons are only used for yash/hombly subcoptions, while pay per use products. Mare ************************************											
Funds Management Billing	Š	Export	end condens as out in the conditional in and his boundary and to his his her are become.											
Promotions	^	Available (1) Used Up Expire	total Credit Available:	\$2,500.00 USD										
Discounts		Q. Add filters or enter a cash coupon ID, and pr	ress Enter.											
Contracts		Cash Coupons/ID	Balance (USD)	Face Value (USD)	Minimum Order	Validity Period		F	Products		Billing Mor	de	Remarks	
Export History		HUAWEI CLOUD Experience Coupon CP250214071824RCEM	2,500.00	2,500.00	No limit	Feb 14, 2025 15:18:24 May 31, 2025 23:59:56	GMT+08:00 GMT+08:00	3	isable for specific	products; not u	month subs	scription; pay	exclusive to partner a	
Cost Center	ß	< Total Records: 1												

----End

Other Operations

- Viewing request history
 - a. Check the request history of a test coupon on the **Request History** tab page.

Coupons							
You may want to know: FAQs Abo	ut Test Coupons, Operation Guide on Test Co	upons					
You can only apply for benefits that	t fall within the quota range of the current pha	ise.					
Test coupons are valid for three m	onths after they are issued. For details about o	other restrictions, go to Billing Center-Coupons.					
							di Shaw Oyonday
	1 Patron						III SHOW OVERVIEW
upons Request Request	History						III SHOW OVERVIEW
upons Request Request	History				Request Time	Start Date - End Date	
upons Request Request	History				Request Time	Start Date — End Date	
upons Request Request	History Benefit	Development Path/Partner Pro 7	Amount Requested(USD)	Status 🖓	Request Time	Start Date – End Date	Operation
Request ID. BITAArWaWavjUmY3ZJX	History Benefit Test Coupons(Role Validation)	Development Path/Partner Pro 7	Amount Requested(USD) 2,000.00	Status 77 Pending approval	Request Time	Start Date End Date Requested @ Feb 14, 2025 15:12:40	Operation
Approximation and a second sec	History Benefit Test Coupons(Role Validation) Test Coupons(Role Selection)	Development Path/Pather Pro Service Pather System integrator	Amount Requested(USD) 2,000.00 1,500.00	Status 😨 Pending approval Rejected	Request Time	Start Date - End Date Requested ⊖ Feb 14, 2025 15:12:40 Feb 14, 2025 11:53:43	Operation

- b. If your request has been rejected, modify the request based on the review comments and submit it again.
- Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupon usage in the current account.

Test Coupons													
You may want to know: FAOs About Test Coupons, Operation Gi You can only apply for benefits that fail within the quota range of Test coupons are valid for three months after they are issued. Fo	uide on Test Coupons the current phase. r details about other restric	tions, go to Billing Center-Cou	pons.										
												业 Hide Ov	verview ~
Test Coupon Quota	2025 ~	Statistics										ALL 🗸	2025 ~
\$23,000,00 Text Coupen Quits (2)		\$2,500.00 Test Coupons Issued 2.5k 2k 1.5k 1.5k										• Test C	coupons Issued
• Used \$2,500.00 10.87%		500											
• Remaining \$20,500.00 89.13%		0jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

9.2 Exam Vouchers

Exam vouchers are provided by Huawei Cloud to partners and can be used to offset the costs of Huawei Cloud certification exams. Partner employees can enhance their abilities in developing, practicing, and building applications based on Huawei Cloud services and tools through certification learning and exams, keeping pace with cloud technology advancements.

Prerequisites

• Exam vouchers for software partners:

Partners have joined **Software Partner Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

• Exam vouchers for service partners:

Partners have joined **Service Partner Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

• Exam vouchers SI partners:

Partners have joined **System Integrator Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

• Exam vouchers for learning partners:

Partners have joined **Learning Partner Development Path** and meet the relevant requirements of the role selection, role validation, or competency differentiation phase.

- Exam vouchers for cloud solution providers: Partners have joined Cloud Solution Provider Program.
- Exam vouchers for distributors: Partners have joined **Distribution Partner Program (Distributor)**.

Requesting Exam Vouchers

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Exam Vouchers in the menu on the top.
- **Step 4** On the **Exam Vouchers** tab page, select the exam voucher you want to request and click **Request** in the **Operation** column.

xam Vouchers										
• You may want to know: FAO: Alvaul Esam Vouchers, Operation Quide on Esam Vouchers • You can only spoly for benefits that fail within the quods range of the current phase. • After the HCCCX exam vouchers are issued, remind voucher uses to view the vouchers on the Billing Canter-Promotions-Coupons page and reideem the vouchers within seven calendar days. Once redeemed, they are valid for one year. • After the HCCX exam vouchers are issued, remind he voucher uses to view the vouchers on the Haureel Tailer/Later Center-MV Voucher page. The vouchers are valid for one year. • After the HCCX exam vouchers are issued, remind he voucher uses to live the vouchers on the Haureel Tailer/Later Center-MV Voucher page. The vouchers are valid for one year.										
Exam Vouchers Request History						A Show Overview >				
					Enter a benefit name.	Q				
Benefit	Quota	Remaining	Multiple Requests	Validity Period	Operation					
Software Partner										
HCCDP exam vouchers (Role Validation)	6	6	Multiple requests are allowed within the quota	Jan 07, 2025 –Dec 31, 2025	Request					
HCCDE exam vouchers (Role Validation)	2	2	Multiple requests are allowed within the quota	Jan 07, 2025 - Dec 31, 2025	Request					
∧ Service Partner										
HCCDE exam vouchers (Role Validation)	2	2	Multiple requests are allowed within the quota	Feb 14, 2025 -Dec 31, 2025	Request					
HCCDP exam vouchers (Role Validation)	8	8	Multiple requests are allowed within the quota	Feb 14, 2025 -Dec 31, 2025	Request					
∧ System Integrator										
HCCDP exam vouchers (Role Selection)	10	10	Multiple requests are allowed within the quota	Feb 14, 2025 -Dec 31, 2025	Request					

Step 5 Specify the voucher users, read and select the promise, and click **Submit**.

Exam Vouchers / Reques	st									
§ Specify the vocable user information first.										
Basic Information										
Phase	Role Validation			Quota	8					
Remaining	8			Vouchers Is	sued This Year 🕜 0					
Voucher Users										
Notes : 1. A voucher user must	t associate its HUAWEI ID with your p	partner account. How Do I Invite a Mem	ber for Association?							
 The HUAWEI ID of a If you have any question 	a voucher user must be linked to an e stions about the voucher type, contac	mail. What is the Process for Linking a t your ecosystem manager. The vouche	HUAWEI ID to an Email? In type can be HCIA, HCIP, or HCIE. A	voucher user must provide the	Huawei uniportal account(authenticat	ed with the real name).				
No.	Voucher Type	Voucher Name	Personal Name/Huawei ID	Huawei ID	Mobile Number	Email	Uniportal Account	Operation		
1	-Select- V	-Select- V	-Select- V	-	-	-		Delete		
🕑 Add										
I promise that the	voucher users added here are emplo	yees of my company and that all inform	ation provided is authentic and I unde	stand that the information prov	ided will be only used for requesting e	xam vouchers for career certific	ation and developer certification.			
Cuburt C										

- If the name of a person selected during exam voucher application cannot be found, ask the person to maintain its information in My Account > Basic Information > HUAWEI CLOUD Tenant Information on the Huawei Cloud management console by referring to the operations in Maintaining Exam Voucher User Information.
- The voucher user must be a member who has already associated its HUAWEI ID with your partner account and linked an email to its HUAWEI ID. For details, see **Dedicated Personnel**.
- HCIA, HCIP, or HCIE exam voucher users must register a uniportal account in Huawei Talent and complete real-name authentication.
- HCCDA, HCCDP, or HCCDE exam voucher users do not need to enter uniportal accounts.

Step 6 A message indicating that your request has been submitted is displayed.

Request submitted.	
The review will be completed as soon as possible during the period open for voucher request.	
Back	

NOTE

- You can view the request status in **Request History**.
- If your request has been rejected, modify the request based on the comments and submit it again.

----End

Viewing Issued Exam Vouchers

The partner administrator account applies for exam vouchers, and the exam vouchers will be distributed to voucher users' personal accounts after the applications are approved. The way to view the vouchers varies depending on the voucher type.

Viewing HCCDX exam vouchers

Voucher users can log in to the Huawei Cloud management console and access **Billing Center > Promotions > Coupons** to view the exam vouchers they obtained.

HCCDX exam vouchers must be redeemed within seven days of when they are issued. Once redeemed, they are valid for one year.

- Step 1 Use the HUAWEI ID to log in to Billing Center.
- Step 2 Choose Promotions > Coupons in the navigation pane on the left.
- **Step 3** You can check the exam vouchers you obtained and their face value and validity period.

= 🌺 HUAWE	I CLOU	JD	Console			Q. Search for cloud s	services, documents, shor	Resources	Billing Enterpris	e Tools	Service Tickets	\$ @	⊕ IntI-EN	internation.
Billing Center		C	oupons										③ Help Center	Activate Coupon
Overview Orders Resource Packages Funds Management Billing Promotions Coupons	> > < <	For non-information, see Using Calif Compose. 1. Solih Compose can be used forty to purchase Heaved Could products. They cannot apply to Kool allary periods. UNIY 3 Calif Coupon Cannot Be Used? 2. Yead/investily compose are only used for yead/investily solutionplane, while pay per use products. Expert Available (1) Used Up Expert Total Crist Available: \$2550 00 USD.										More~		
Discounts			Q. Add filters or enter a cash coupon ID, and pres	s Enter.										
Contracts			Cash Coupons/ID	Balance (USD)	Face Value (USD)	Minimum Order	Validity Period		Products		Bil	ling Mode	Ro	emarks
Export History			HUAWEI CLOUD Experience Coupon CP250214071824RCEM	2,500.00	2,500.00	No limit	Feb 14, 2025 15:18:24 May 31, 2025 23:59:59	GMT+08:00 GMT+08:00	usable for	specific produc	ts; not u mo	inth subscriptio	on; pay ex	clusive to partner a
Cost Center	α,	<	Total Records: 1											10 ~ (1)

----End

• Viewing HCIX exam vouchers

Voucher users can log in to the Huawei Talent platform and access **My Voucher** > **Coded voucher** to view the issued exam vouchers and corresponding usage methods.

Exam vouchers are valid for one year of when they are issued. After the vouchers are issued, they cannot be replaced, and their validity period cannot be extended.

- **Step 1** Use the uniportal account to log in to **Huawei Talent**.
- **Step 2** Click **User Center** in the drop-down list of the account in the upper right corner and click **My Voucher**.

Huawei Talent			()	⊕ ≑ EN	8
WHUAWEI Learning V	Certification \vee ICT Academy \vee	Learning Partner \vee More \vee		Search All	User Center My Course
Home > User Center					My Information
User Center ⑦					Identity Verification
My Course	My Competition	My Information	E	My Voucher	Logout
My Certificate	My Exam	My Classes	Zo	Voucher Appl	ication
Notice					

Step 3 Access **Coded voucher** to view the issued exam vouchers.

ome > User Center	Learning \lor Certification \lor ICT Academy \lor Learning Partner \lor More \lor > My Voucher	Search All
Coded voucher	Digital voucher	Exam Voucher Record
 Exam Method: Exam Method: Exam Method: When using a The voucher cod Guidance of using a 	Onsite: Only VUE or HCIE Lab exams can be reserved. Online. Only exams on SHIXIZHI platform can be reserved. Please contact the local Huawei exam contact person to schedu coded voucher to schedule an exam, you can directly select the required voucher. You do not need to enter the voucher code of the coded voucher cannot be used to schedule an exam. ing the exam vouchers: <u>https://e.huawei.com/en/latent/news/#/details?consultationId=4679</u> oucher status is "Occupied" j please view the exam reservation record in User Center > My Exams and continue to make th	led exam. de of the coded voucher. he reservation, or wait 24
6. If your exam v hours for the sys	tem to automatically cancel the pending order and then make the reservation again.	
6. If your exam v hours for the sys All (0)	tem to automatically cancel the pending order and then make the reservation again. Available (0) Unavailable (0)	

----End

Other Operations

• Viewing Request History

On the **Benefits** > **Exam Vouchers** page, select the **Request History** tab page and view the request history.

Exam Vouchers • You may want to know: FAQs • You can only apply for benefit • After the HCCDX exam vouch • After the HCIX exam voucher	xam Vouchers vou can only apply for benefits that I within the quote sets for an Exam Vouchers vou can only apply for benefits that I within the quote sets go of the correct phase. After the IVCCC sum vouchers are issued, remind voucher users to work the work the southers on the Billing Center-Promotions-Coupons page and indexem the vouchers within server calendar days. Choce redeemed, they are valid for one year. After the IVCCC sum vouchers are issued, remind voucher users to work the work the southers to the Hauset Table User Center MV Voucher case. The vouchers are valid for one year.								
								<u>di</u>	Show Overview ~
Exam Vouchers Reques	t History					Requested Start Date -	End Date	Enter a be	nefit name. Q
Request ID.	Used By	Benefit	Development Path/Part	Phase	Vouchers Request	Status 🖓	Review Comment	Requested	Operation
JTY5NzpWfosBddislhR	per l	HCCDE exam vouchers	Service Partner	Competency Differe	1	 Under review 	-	Feb 14, 2025 15:58:08	
Tx7NwLPLFTQukpSAsDZ	940 -	HCCDP exam vouchers	Learning Partner	Role Validation	1	 Rejected 	ACTIVITY.	Feb 14, 2025 15:51:36	Resubmit
v8ZNQEQylrcu3xYeRGe	**	HCCDP exam vouchers	Software Partner	Competency Differe	1	 Approved 	ок	Feb 14, 2025 15:51:12	
pyuqNcC5JgxjvqZzhBz	10	HCCDP exam vouchers	Learning Partner	Role Validation	1	Issued	ок	Feb 14, 2025 15:47:17	
A2T8Zj9lbT3iC6JNSOc	-	HCCDE exam vouchers	Service Partner	Competency Differe	1	 Under review 	-	Feb 14, 2025 15:50:40	

• Viewing the statistics of exam vouchers

Click **Show Overview** on the **Exam Vouchers** page to show the statistics of the exam vouchers in the current account.



9.3 Market Development Fund (MDF)

Market Development Fund (MDF) is a special fund only for marketing activities to help partners achieve sales and market goals.

HCPN partners who have completed **business information authentication** can apply for an MDF quota corresponding to their partner tiers. For details about the MDF quota, see **How Much MDF Can I Get?**

MDF application prerequisites:

Software Partner

Partners have joined **Software Partner Development Path** and meet the requirements of the role validation or competency differentiation phase.

Service Partner

Partners have joined **Service Partner Development Path** and meet the requirements of the role validation or competency differentiation phase.

SI Partner

Partners have joined **System Integrator Development Path** and meet the relevant requirements of the role validation or competency differentiation phase.

• Learning Partner

Partners have joined **Learning Partner Development Path** and meet the relevant requirements of the competency differentiation phase.

- Cloud Solution Provider Partners have joined Cloud Solution Provider Program.
- Distributor
 Partners have joined Distribution Partner Program (Distributor).

9.3.1 Submitting an MDF Application

Partners can apply for MDF before activities.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Market Development Fund (MDF) in the menu on the top.
- **Step 4** On the MDF Quota tab page that is displayed by default, click **Submit Application**.

arket Development Fund (MDF) 🗇 🛛 🐵	Process Flow			🗋 Usage Guideline
Operation guides: Submitting Application, Requesting FAQs: How Much MDF Can I Get?, Why is the MDF F You must complete business information authenticatio	Reimbursement, Mailing Invoice, Viewing Payment Progress ozen When I Apply for It? How Do I Unfreeze It?, Key Points for MDF I before submitting MDF reimbursement requests.	Jee?, Which Activities is MDF Applicable To?, What MDF Application Mat	erials Are Needed?	
Process Flow				×
Submit Application(3)	Request Reimbursement	(1) Mail Invoice(0)	View F	Payment Progress(0)
Apply for an MDF quota before	Request MDF reimbursement	after Issue an invoice based	on the View t	he payment progress of
holding an activity.	the activity ends.	invoicing information and Huswei.	mail it to	Huawei.
				ili Show Overview ~
MDF Quota Application History				
				Enter a benefit name. Q
Benefit Name Qu	ta(USD) ⑦ Remaining(USD) U	ed(USD) Multiple Requests Allowed or Not	Validity Period ⑦	Operation
Software Partner(Competency Differentia	ion)			
Marketing Development Fund 15,	00.00 15,000.00	Multiple requests are allowed within	Feb 10, 2025 - Dec 31, 2025	Submit Application

Step 5 Specify the required information of the activity plan, select I have read and agree to Market Development Fund Payment Agreement, and click Next.

Describe Activity Plan 2 Sp	pecify Activity Objectives3 Enter Activity Budget			
If there are any changes to key information s	such as the expected start date, city, target audience, or activity type,	the activity application should be submitted again before the activity is executed.		
Basic Information				
* Associated Solution	Select			
* Activity Name		* Organizer	Select v	
* Activity Type	Select ~	* Intended Audience	Select v	
* Participated by Huawei's Peer Vendors	Ves 💿 No	Ecosystem Manager	NOTION AND	
* Expected Start Date	Select a date.	* Expected End Date	Select a date.	
Reimbursement Application Deadline	Apply for reimbursement within 90 days after the activity ends.	* Location	Country/Region V State/Province V City	~
* Address				
* Background & Purpose	Please fill in the background and purpose of this activity.			
+ Anenda/Plan	Discon fill in the anenda or colocituits of this politicity		0/1,000 &	
	r rease in in the agenua of schedure of this activity.			
			0/1,000 %	
Attachment	Upload Only JPG, BMP, PNG, GIF, PDF, DOC, DOC?	K, PPT, PPTX, XLSX, and ZIP files can be uploaded, and the maximum size of a s	single file is 50 MB. The file name cannot contain the following characters	:1;;?"@#\$%^&*⇔
* Estimated Number of Participants				
Support Personnel				
SN Type	Name Pos	ition Phone	Email	Action
1 -Select-	×	*852(Hong ~		Delete
∋ Add				
I have seed and serve to Martin Development	net Fund Baument Annoment			

NOTE

- If there is any change to the key activity information including activity type, target audience, expected start date, and location, you need to re-initiate an MDF application before the actual activity.
- MDF applications must be submitted at least 10 working days before the activity. Specify the reason if the applications are submitted after this deadline.

Step 6 Specify the activity objectives and click Next.

Partner Benefits - Market Development Fund (MDF) / 5	Software Partner - Marketing Development Fund / Submit MDF Application	
Describe Activity Plan 2 Specific	ty Aditvity Objectives	
If there are any changes to key information such	h as the expected start date, city, target audience, or activity type, the activity application should be submitted again before the activity is executed.	
* In Brief		
		0/1,000 &
* In Detail	Item Objective	
	Type of customers re V	
	Media views 0	
	Customers developed 🗸	
	Leads (1)	
	Estimated revenue amount of opportunities ⑦ USD	
	Previous Noni Save Darit Cancel	

NOTE

- Lead: A specific customer's potential intention of buying specific products or solutions in a certain time period, which may eventually create business opportunities.
- Opportunity: Customers intend or plan to purchase or obtain products, services, and solutions that are available, and they have already had preliminary investment plans or budgets. The customers are very likely to purchase the products, services, and solutions within one year or a shorter period, or are in the initial phase of the procurement plan, such as top-level design, requirement planning, bidding document preparation, etc.

Step 7 Enter the activity budget and click **Submit**.

Partner Benefits - Market D.	. / Distribution Partner Progra / Submit MDF Applicat	on							
1 Describe Activity Plan -) Describe Activity Plan ———— (2) Specify Activity Objectives ———— 🚯 Enter Activity Budget								
Marketing Develop	ment Fund								
Program	Distribution Partner Program		Max MDF Quote(USD)	30000.00					
Quota Used(USD)	0.00		Validity Period	2023/01/01-2023/12/31					
Activity Budget									
SN	Item	MDF Used	Budget Amount (Tax Included	Remarks		Operation			
1	•	Ŧ				Delete			
🕣 Add					Total	Amount with MDF Used (Tax Included)	0 USD		
						Amount with No MDF Used (Tax Included)	0 USD		
						Total Budget (Tax Included)	0 USD		
Previous	ubmit Save Draft Cancel								

NOTE

- MDF reimbursement is not supported if the estimated MDF amount for this activity is 0. Please confirm whether none of the expense items will use MDF, to avoid impacting MDF quota allocation.
- If **Amount with MDF Used (Tax Included)** exceeds the MDF quota, you cannot submit the application. Contact the ecosystem manager to increase the quota and try again.
- If the activity specified in the current application is similar to that in an application already submitted, review it carefully to avoid submitting a duplicate application.

Step 8 A message confirming whether to submit the application is displayed. Click **OK**.

Step 9 A message, indicating the application has been submitted, is displayed.



NOTE

If your application is rejected, modify the required information based on the comments and submit it again.

----End

Other Operations

• Canceling an Application

You can cancel the MDF applications in the **MDF application being reviewed** or **MDF application approved** state. Then, you can modify or delete the application.

• Viewing MDF Application Details

Click the name of an activity on the **Application History** tab page to view the application details including review status and activity details.

• Viewing the statistics of MDF

Click **Show Overview** on the **Market Development Fund (MDF)** page to view the MDF statistics of the current account.

Market Development Fund (MDF)			
For more information,see MDF FAQ_MDF Guide			
Complete business information authentication before requesting MDF reimbursement.			
Process Flow			×
		🛋	
Submit Application(0)	Request Reimbursement(1)	Mail Invoice(1)	View Payment Progress(0)
Apply for an MDF quota before	Request MDF reimbursement after	Issue an invoice based on the	View the payment progress of
noiding an activity.	the activity ends.	Invoicing Information and mail it to Huawel.	Huswel
			止 Hide Overview 🥎
MDF Quota 2023 v	Statistics		* 2023 *
	\$10,451.00 \$451.00	\$0.00	
	MDF Eligible for Issuance MDF Eligible for Reimbursement	MDF Paid by Huawei	MDF Eligible for Issuance MDF Eligible for Reimbursement MDF Paid by Huawei
C25 000 00	1w		
\$35,000.00 Tatal Queta	8000		
	cono.		
	0000		
	4000		
• Used \$451.00 1.29%	2000		
 Remaining \$34,549.00 98,71% 	0		

9.3.2 Requesting Reimbursement

You can apply for MDF reimbursement after activities.

- You must complete **business information authentication** before submitting an application for MDF reimbursement.
- When a cloud solution provider or a distributor requests the distribution of benefits, the system will automatically check for any overdue bills up until the date of the request. If there are any overdue bills, all benefits will be frozen, and the cloud solution provider or distributor will not be able to make any request for the benefit distribution. The benefits will be automatically unfrozen once there are no more overdue bills.

They need to **pay** the bills and try again.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Market Development Fund (MDF) in the menu on the top.
- **Step 4** Select the **Application History** tab, select an activity in the **MDF application approved** state, and click **Request Reimbursement** in the **Operation** column.

ket Development Fund (MDF) 💮 🐵 🖻	racess Flow		💾 Usage Guideli
Operation guides: Submitting Application, Requesting R FAQs; How Much MDF Can I Get2, Why Is the MDF Fir You must complete business information authentication	timbursement, Mailing Invoice, Viewing Payment Progress zen When I Apply for It? How Do I Unfreeze It?, Key Points for MDF Use?, Which Activitie before submitting MDF reimbursement requests.	is Is MDF Applicable To?, What MDF Application Materials Are Needed?	
rocess Flow			×
(F)			
Submit Application(2)	Request Reimbursement(1)	Mail Invoice(1)	View Payment Progress(0)
Apply for an MDF quota before	Request MDF reimbursement after	Issue an invoice based on the	View the payment progress of
holding an activity.	the activity ends.	involcing information and mail it to Huawei.	Huawei.
			⊥ Show Overview ~
IDF Quota Application History			
		Application Time Start Date - End Date	Activity N Enter an activity name. Q
Activity Name/No. Activity Type 😨	MDF Amount (Tax Included)(U Benefit Name	Program/Path 🖓 Status 😨 App	lication Time Operation
Partner discussion and	enablement 10,000.00	MDF application appro Jan	31, 2023 16:36:27 Request Reimbursement Cancel Application

Step 5 Describe the activity information and click **Next**.

Market Development Fund (MDF) $^{\rm /}$ Distribution Partr	ner Program - Marketing Development Fund / Request Reimbursement			
Describe Activity O Information	rovide Activity Summary ③ Specify Actual Expenses	- (4) Upload Activity Materials		
Basic Information				
Activity Name 🕐	0.000210101	Activity No.	v3c9bcfnmvmjluxg6qi	
* Actual Start Date	Apr 21, 2023	* Actual End Date	Apr 28, 2023	
* Delayed Reimbursement Proof	Upload		and a second for the sub-shall a second fit and a	and Device Marcel Device for the deleveral
	reimbursement application deadline has passed. Contact your i reimbursement and upload it as an attachment.	cosystem manager to obtain the email that contains the ap	proval comments from the authorized approver of huawei Ci	ud budget mgmt Dept for the delayed
	Only JPG, BMP, PNG, GIF, PDF, ZIP, and RAR files can be uploaded, a	nd the maximum size of a single file is 20 MB. The file name	e cannot contain the following characters: !;?'*@#\$%^&*<>	
* Location	Angola v Bié v Chitembo	▼ * Address	sargerinin/H	
* Agenda/Plan	The number and applicable standing the particular way long to the standard standard standard standard standard standards.	a den manger to don't to emerting vortices the operation of	Servers for the server of gappy of gappy therein and	-
Participants				262/1,000
* Actual Number of Participants	20			
Support Personnel				
SN Type	Name	Position F	Phone Email	Action
1 -Select-	•			Delete
Add				
Next Save Draft Cancel				

NOTE

- If there are outstanding bills for the billing cycle which the activity belongs to. Please **pay the bills** and try again.
- Delayed reimbursement: Apply for reimbursement within 90 days of when the activity ends. Otherwise, Huawei Cloud has the right to reject the application. You must submit the application again within 45 days of when the application is rejected. In a case where a delayed reimbursement is required, contact the ecosystem manager within the reimbursement period to obtain the approval email from the relevant director and upload it as an attachment.

Step 6 Specify the activity summary and click **Next**.

Describe Activity Information	Provide Activity Summary (3) Specify Actual Expenses	(4) Upload Activity Materials	
★ In Brief	$T = - \sin h \sin h \sin h \sin^2 $		
			65/1,000
★ In Detail	Item	Objective	
	Customers reached	6	
	Media views	0	
	Developed customers •	1	
	Leads 🕐	0	
	Estimated revenue amount of opportunities (2)	3,422.00 USD	
	Previous Next Save Draft Cancel		

Step 7 Specify the actual expenses and click **Next**.

Describe Act Information	tivity ② Provide Activity Summary	(3) Specify Actual Expenses	(4) Upload Activity Materials							
Activity B	Activity Budget									
SN	ltem	MDF Used	amount(USD)	Remarks						
1	Design	Yes	100	100						
					Total	Amount with MDF Used (Tax Included)	100.00 USD			
						Amount with No MDF Used (Tax Included)	0.00 USD			
						Total Budget (Tax Included)	100.00 USD			
							Hide 🔨			
Actual Ex	rpenses									
SN	ltem	MDF Used	amount(USD)	Remarks		Operation				
1	Transp 🔻	No v	22.00	Doub.		Delete				
🕀 Add					Total	Expense with MDF Used (Tax Included)	0.00 USD			
						Expense with No MDF Used (Tax Included)	22.00 USD			
						Total Expense (Tax Included)	22.00 USD			
Previou	us Next Save Draft Cancel									

NOTE

• If **Amount with MDF Used (Tax Included)** exceeds **MDF Quota**, you cannot submit the application. Contact the ecosystem manager to increase the quota and try again.

Step 8 Upload activity materials and click Submit.

\odot	Operative Activity Operative Activity Summary Information Operative Activity Summary								
	Upload activity materials as required. If multiple files need to be sploaded, compress them before upload.								
	SN	Material Type	Material Template	Attachment	Description	Operation			
	1	Third-Party Involces (?)		×		Upload Clear			
	2	Activity Summary Report	Template of MDF Marketing Activity S	×		Upload Clear			
	3	Ads Photos		×		Upload Clear			
	Previous	Submit Save Draft Cancel							

- **Step 9** A message confirming whether to submit the application is displayed. Click **OK**.
- **Step 10** A message indicating that the application has been submitted successfully is displayed.

Submitted.	
Your application will be reviewed as soon as possible. The result will be see	ent to you via email.
View Details Completed	

NOTE

- Click View Details to view the review progress and activity details.
- If your reimbursement application is rejected, modify the application based on the comments and submit it again.
- You must issue an invoice and mail it to Huawei within 15 days after your reimbursement application is approved.

Step 11 View the review progress of the reimbursement application.

 Click an activity name or ID on the Application History tab page and view the review progress on the displayed page.

Market Development Fund (MDF) / Details				
warehouse 1					
1 MDF reim	bursement being reviewed 📋 🕨	MDF Amount Requested (Tax Included)(USD) 2000.00			
Huawei's review	r progress				
Cosystem 2024-01-16	Manager Review	Service review		— ⊘ Financial review ———	 Review by the expense approver
Progress					
 Submit Applicati Apr 03, 2023 09: 	ion 32:12	 Request Reimbursement Nov 17, 2023 15:36:04 	•	Send Invoice	 Receive Payment from Huawei Pending
MDF Application Det	tails Reimbursement Application	Details			
Basic Information					
Activity Name	*****		Activity No.	v3c9bcfnmvmiluxa6ai	
Organizer	Partner		Activity Type	Advertising and brand campaign	
Intended Audience	Customers		Participated by	No	
			Huawei's Peer		
			Vendors		
Ecosystem Manager	400		Responsible	Rep Office	
			Department		
Expected Start Date	Apr 21, 2023		Expected End Date	Apr 28, 2023	
Reimbursement	Jul 27, 2023		Location	Angola Blé Chitembo	

----End

9.3.3 Mailing Invoice

Partners must issue invoices based on the invoicing information and mail them to Huawei after their reimbursement applications are approved.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Market Development Fund (MDF) in the menu on the top.
- **Step 4** Select the **Application History** tab, select an activity in the **MDF reimbursement approved** state, and click **View Invoicing Information** in the **Operation** column.

	(iii)	1000001100					
For more information,	see MDF FAQ_MDF Guide						
Complete business in	formation authentication before requesting MDI	reimbursement.					
rocess Flow							
	.			<u></u>			
	Submit Application(1)	Request Reimbursement(1)		Mail Invoice(2)		View Payment Progress(0)	
Ap	ply for an MDF quota before	Request MDF reimbursement after	Issue	an invoice based on the		View the payment progress of	
	holding an activity.	the activity ends.	invoicin	ig information and mail it to Huawei.		Huawer.	
						止 Show	Overview
OF Quota Appl	lication History						
			Application Time	Start Date - End Date	Activity N	a • Enter an activity name.	Q
Activity Name/No.	Activity Type 🛛	MDF Amount (Tax Included)(USD) Benefit Name	Program/Path 🖓	Status 😨	Application Time	Operation	
	Partner discussion and enablement	200.00		MDF reimbursement app	Jan 31, 2023 14:31:51	View Invoicing Information	

Step 5 On the displayed page, check the supplier information and invoice amount, and click **Print**.

Manually fill in the invoice number on the printed file.

Note: The invoice number can be found on the invoice you issued.

Mari	et Development Fund (MDF)				
	Send the Invoicing Information and the invoice to H Address:	uawei at:			
	NAMA C		Huawei Supplier Invoicing Information		
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In
				-	Jan 16, 2023 18:21:39
	Bank Name	Bank Account	Contract No.	Payment Terms	
	* Invoice No.	* Payment Requisition No.	* Payment Option	* Reconciliation Period	* MDF Amount Payable(USD)
			Bank transfer		
			Print		

Step 6 Mail the invoicing information form and the invoice to Huawei.

----End

9.3.4 Viewing Payment Progress

After mailing the invoice to Huawei, a partner can view Huawei's payment progress on the Application History tab page.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Market Development Fund (MDF) in the menu on the top.
- Step 4 Click View Payment Progress in Process Flow.

Click the activity name or number on the displayed **Application History** tab page.

For more information,see MDF FAQ_MDF Guide Complete husiness information suthentication hefore recreation MD	E raimbureamant		
· Complete address information data metallion active requesting mo	nemonisemen.		
rocess Flow			
.			
Submit Application(1)	Request Reimbursement(1)	Mail Invoice(2)	View Payment Progress(0)
Apply for an MDF quota before holding an activity.	Request MDF reimbursement after the activity ends.	Issue an invoice based on the invoicing information and mail it to Huawei.	View the payment progress of Husawei.
DF Quota Application History			th Show Overview
		Application Time Start Date - End Date	Activity Na • Enter an activity name. Q.
Activity Name/No. Activity Type 🖓	MDF Amount (Tax Included)(USD) Benefit Name	Program/Path 🖓 Status 🏹	Application Time Operation

Step 5 On the displayed page, you can view the payment progress.

----End

9.4 Funding Head (FH)

Funding Head (FH) is a subsidy Huawei Cloud provides to partners for their efforts in the achievement of specific business goals. It is implemented according to the agreements between the two parties.

9.4.1 Cloud Solution Provider Program/Distribution Partner Program (Distributor) – FH for BD/SA

9.4.1.1 Qualification Confirmation

You can apply for FH only after your qualification is approved and related agreement is signed.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Funding Head (FH)** in the menu on the top.
- **Step 4** On the **Qualification Confirmation** tab, select the benefit and click **Confirm Qualification**.

ding Head (FH) ⑦ Process Overvie	BW				🖺 Usage Guid
Operation guides: Funding Head for pre-sales e FAQs: Can I Submit Multiple FH Applications in You must complete business information authen	ngineers, BDISA incentives for full-time employees the Same Period7, What Compliance Requirements Does a trication before submitting FH payment requests.	in FH Application Need to Mee	r.		
rocess Overview					;
(,					
Confirm Qualification(0)	Dedicated Personnel Information Maint	enance	Incentive Application(1)	Payment Request(0)	Mailing Invoice & Payment Progress(0)
You can apply for FH only after your	Notify your employees to regularly	Sele	act eligible recipients and apply	Request payment on a calendar	Mailing Invoices, View Huawei's
qualification is approved.	maintain their personal qualification information and submit dedicated personnel applications for eligible employees.		for FH for them.	quarterly basis.	payment progress.
					di Show Overview ~
You have incentives to confirm. Please complete	lete the confirmation as soon as possible.				
confirm Qualification Request History					
Benefit Name	Requirement	Status	Requested	Effective Time	Operation
∧ Distribution Partner Program					

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

Funding Head (FH) / Confirm Qualification	
Information	
Development Path/Partner Program	Distribution Partner Program
Benefit Name	BD/SA Incentives for full-time employees
Requirement Met	Ves
	V I have read and agree to the Letter of Commitment on Funding Head for Huawei Cloud GrowCloud Partners
	Submit Cancel

Step 6 A message, indicating that the request has been submitted, is displayed.

Request submitted.
Completed

Step 7 Click **View Dedicated Personnel** and maintain their personal qualification information to ensure the accuracy of the incentives.

-

Fun	ding Head (FH) / Details				
	BD/SA Incentives f	or full-time employees			
	Approved	You must notify the dedicated personnel of maintaining their information in a timely manner before the end of each month.			View Dedicated Personnel
	Reviewed	Nev 30, 2023 17 28 31	Comment	Approve	
	Information				
	Benefit Name	BD/SA Incentives for full-time employees	Development	Distribution Partner Program	
	Requirement Met	Yes	Requested	Nov 30, 2023 17:28:31	

- After your qualification is approved, you must notify the dedicated personnel of maintaining their personal qualification information in a timely manner before the end of each month.
- The personal qualification information includes position, employment information, and certificates. For details about how to maintain the information, see **Dedicated Personnel**.

----End

9.4.1.2 Incentive Reconciliation

At the beginning of each quarter, Huawei Cloud will generate incentives based on the number of eligible recipients and relevant requirements. And you will receive an email notification of incentive reconciliation. You have to check and confirm the incentives and number of recipients and provide required proof materials.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Funding Head (FH)** in the menu on the top.
- **Step 4** On the **Request History** tab, select the incentive and click **Reconcile**.

iding Head (FH) ⑦ @ Process Overview				🗅 Usage Guidelin
Operation guides: Funding Head for pre-sales engin FAQs: Can I Submit Multiple FH Applications in the You must complete business information authentical	eers, BD/SA incentives for full-time employees Same Period?, What Compliance Requirements Does an FH Application tion before submitting FH payment requests.	Need to Meet?		
Process Overview				×
(7)				
Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(1)	Payment Request(0)	Mailing Invoice & Payment Progress(0)
You can apply for FH only after your	Notify your employees to regularly	Select eligible recipients and apply for FH for them.	Request payment on a calendar quarterly basis.	Mailing Involces, View Huawei's payment progress.
qualification is approved.	information and submit dedicated personnel applications for eligible employees.			
quaincation is approved.	information and calend detacted personnal applications for eligible employees.			ش Show Overview ~
quancation is approved.	ntormation and subort indication personnal applications the religible employees.			à Show Overview ∼
Qualification is approved	reformation and subort deducated persional applications the religible employees:			à Stow Overview ∼
Qualification is approved You have incentives to confirm. Presse complete Confirm Qualification Request History	information and accord reductant persional applications to include employees:		Reconciliation Period	Stor Overview ~
Qualification is approved Tou have incentives to confirm. Please complete Confirm Qualification Request History Application ID Benefit Name	Information and south reducting personal applications to religible employees: the confirmation as soon as possible.	Eligible Recipie Incestive amount (Tax.	Reconciliation Period	Show Overview ~ Start quarter C Qensition

- **Step 5** Check the incentives on the incentive details page.
 - Confirm incentives.

a. Check the information, select the incentive recipients, and click **Confirm**.

unding Head (FH) - Incentive Reconciliation /	Reconcile				
Progress					
Confirm Qualification Dec 30, 2024 16:40:00	Incentive Application Dec 31, 2024 09:36:16	 Payment Re Pending 	quest o t	Send Invoice Pending	 Receive Payment from Huawei Pending
Pending reconciliation Qui	arterly Incentive (Tax Included)(USD) 3,000.00	Reconcile the incentive before 2025/3/28, or it will expire.			
Overview					
Benefit Name FH for BD/SA		Development	Pat. Distribution Partner Program		
Reconciliation Pe 2024Q3					
Appraisal Information					
Since the third quarter after you have	re received the FH benefit, the guarterly FH amount or	ranted cannot exceed 10% of your guarterly C			
Quarterly CORE Revenue (2) \$ 500,00	10.00 USD	MBO S	core 88		
Select Incentive Recipients Selected:3/10 ⑦					
HUAWEI ID ③	Personal Name 💿	On-the-job duration/Quarter ③	Monthly Funding Amount (Tax Included)(MBO Score	Incentive amount (Tax Included)(USD)
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
		3months	\$ 124.00 USD	88	\$ 0.00 USD
Total Records: 20 10 🗸 🗧	1 2 >			Tot Quarterly Revenue from Cor	tal Guarterly Incentive (Tax Included) \$ USD re Products 10% (Tax Included) \$50,000.00 USD
					Confirm Report Problem

NOTE

- The number of recipients selected cannot exceed half the number of dedicated personnel invested.
- b. In the displayed dialog box, confirm the eligible recipients and click Next.

View	v Eligible Recipients	(2) Upload Proof Ma	aterials		
No.	HUAWEI ID 🕐	Personal Name (On-the-job duration	MBO Score	Incentive amount (Tax Included)(.
1			3months	100	\$ 18,000.00 U
2	1000		3months	100	\$ 18,000.00 U

c. Upload the required proof materials and click **OK**.

View Eligible Recipients	Opload Proof Materials
Employment Certificate	Upload
	Please provide relevant documents that can prove the employment relationship.
	1. Up to 10 files can be uploaded. Maximum individual file size: 50 MB.
	2. Supported formats: doc,docx,xls,xlsx,zip,rar,jpg,bmp,png,gif,pdf.
	3. The file name cannot contain the following characters: I:;?""@#\$%^&*<>
Proof of Qualified New	Upload
Customers	Provide proofs showing that the number of qualified new customers developed by an eligible recipient in a quarter is gr
	than or equal to three.
	1. Up to 10 files can be uploaded. Maximum individual file size: 50 MB.
	2. Supported formats: doc,docx,xls,xlsx,zip,rar,jpg,bmp,png,gif,pdf.
	3. The file name cannot contain the following characters: I:;?""@#\$%^&*<>
Report and Summary	Upload
	Provide the HCIX or HCCDX certificates of the eligible recipients and the output of business development such asd
	report, weekly report, and case summary.

D NOTE

- 1. **Employment Certificate**: Provide proof of documents clearly showing the employment relationships.
- 2. **Proof of Qualified New Customers**: Provide proof materials showing that the number of qualified new customers developed by each incentive recipient in a quarter is greater than or equal to three.
 - 1. Qualified new customers of a Huawei Cloud distributor refer to qualified new customers associated with all Huawei Cloud resellers managed by this distributor.
 - 2. Qualified new customers of a Huawei Cloud solution provider refer to their associated qualified new customers.
 - 3. A customer whose monthly expenditure reaches \$1,000 USD for the first time will be considered a qualified new customer.
 - 4. The identity of the qualified new customer takes effect as of the month when the monthly expenditure reaches \$1,000 USD for the first time and remains valid for 12 calendar months.
- 3. **Report and Summary**: Provide the HCIX or HCCDX certificates of the eligible recipients and the output of business development such as daily report, weekly report, and case summary.

• Report a problem.

a. If you have any questions about the incentives, you can click **Report Problem** to submit your feedback to Huawei and wait for Huawei to handle it.

 \times

Re	nort	Pro	blem
110	port	110	Diciti

Reconciliation	2024Q3		
Period 🕐			
Benefit	FH for BD/SA		
Quarterly Total	0.00		
Incentive (Tax			
Included)(USD)			
* Feedback			
			1
			0/500
	Confirm	Cancel	
	Contirm	Cancel	

b. After your feedback has been handled, you can click **View Feedback** on the **Incentive Reconciliation** tab page to check the handling result.

Funding Head (FH) ⑦ 🐵 Process Overview								
You might want to know: FAQ, Funding Head Operation Guide To request FH payment, you must complete business information authentication								
Process Overview	View Feedb	ack	×					×
Confirm Qualification(0) Dedicated Person	Reconciliation Period ⑦	2024Q3		Payment Request		Mailing Invoice & Pa	yment Progre	rss(0)
You can apply for FH only after your Notify your qualification is approved. Initiatin the interaction	Benefit Name	FH for BD/SA		Request payment on a ca quarterly basis.	lendar	Mailing Invoices payment	, View Huawei's progress.	
personnel :	Quarterly Total Incentive (Tax	0.00						
	Included)(\$)							
	Status	Handled					业 Show O	iverview ~
You have incentives to confirm. Please complete the confirmation as soon as pos	Feedback	and the Association						
Confirm Qualification Incentive Reconciliation(1) Payment Requ	Result	Reject						
	Handled	Dec 23, 2024 10:39:54		Rec	onciliation Period	Start quarter - End quarter		
Incentive ID Reconciliation Period ⑦ Benefit Name 🏹	Comment	DOWER AND A DESCRIPTION OF A DESCRIPTION		Status 🖓 🛛	Senerated ⑦	Operation		
NLRNx7rjUxUkaA2vdx 2024Q3 FH for BD/SA	L			Problem handled	Nov 27, 2024 13:00:	26 Reconcile Vie	w Feedback	
JQM23H21DW2XX7EDIOs 2024Q2 FH for BD/SA	0100.00	on Former Frogram Former of St		Preliminary review passed	lul 18, 2024 15:27:4	4		

Step 6 After you have confirmed the incentives, Huawei will review the incentives and notify you of the result via email.

NOTE

- If there is any information changed for the dedicated personnel, re-upload the proof materials on the incentive details page.
- If your request is rejected, modify the required information based on the comments and confirm the incentive again.

----End

9.4.1.3 Payment Request

Request payment on a calendar quarterly basis after the incentives of a quarter are finalized.

Prerequisites

- To request FH payment, you must complete **business information authentication**.
- When a cloud solution provider or a distributor requests the distribution of benefits, the system will automatically check for any overdue bills up until the date of the request. If there are any overdue bills, all benefits will be frozen, and the cloud solution provider or distributor will not be able to make any request for the benefit distribution. The benefits will be automatically unfrozen once there are no more overdue bills.

They need to **pay** the bills and try again.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Funding Head (FH) in the menu on the top.
- **Step 4** On the **Request History** tab, select the reconciliation period and click **Request Payment**.

					🕒 Usage Gu
Operation guides: Funding FAQs: Can I Submit Multip You must complete busine	ng Head for pre-sales engine iple FH Applications in the Si ress information authenticatio	ers, BD/SA Incentives for full-time employees ame Period?, What Compliance Requirements Does an FH Applicatio in before submitting FH payment requests.	n Need to Meet?		
Process Overview					
Confirm Qu	ualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(1)	Payment Request(0)	Mailing Invoice & Payment Progress(0)
You can apply for qualification	r FH only after your n is approved.	Notify your employees to regularly maintain their personal qualification information and submit dedicated	Select eligible recipients and apply for FH for them.	Request payment on a calendar quarterity basis.	Mailing Invoices, View Huawer's payment progress.
		personnel applications for eligible employees.			
		personnal applications for eligible employees.			≜ Show Overview
• You have incentives to	o confirm. Please complete th	personnel applications for eligible employees:			曲. Show Overstew
You have incentives to Confirm Qualification	confirm. Please complete th Request History	personnel applications for eligible employees: e confirmation as soon as possible.			≜ Show Overdew
You have incentives to Confirm Qualification	confirm. Please complete th Request History	personnel applications for eligible employees:		Reconciliation Field	▲ Show Overview Start quarter — End quarter (())
You have incentives to Confirm Qualification Application ID	confirm. Please complete th Request History Benefit Name 🍞	personni applications for digitale employees.	d Eligible Recipie Incentive amount (Tax.	Racconcilation Faired Status ▽ Request Time	Show Overview Start quarter Operation

Step 5 In the displayed dialog box, confirm the information and click **Submit**.

Request Paymen	t			×
Payment Applicatio	Benefit Name	Reconciliation Period	Development Path/	Incentive amount (T
MXoUR0zUmPy5d9	BD/SA Incentives for			16,200.00
		Submit Cancel	Total Total Incentive A	mount USD16,200.00

- **Step 6** Your request will be reviewed by Huawei. The review result will be sent to you via email.
- **Step 7** On the **Payment Request** tab page, click the payment application number to switch to the application details page and view the application details and review progress.

Funding Head (FH) / Details				
Progress				
Confirm Qualification Jul 18, 2024 15:27:36	Incentive Application Jul 18, 2024 15:27:44	Payment Request Nov 21, 2024 09:51:23	 Send Invoice 	 Receive Payment from Huawel Pending
Under review Quarterly Incentive(Tax Included	ł)(USD) 1,111.00			
Review by Ecosystem Manager Under review	Review by Ecosystem Director		Review by Financial Reviewer Pending	Review by Budget Approver
	i unun g		i shong	renang
Overview				
Benefit Name FH for BD/SA		Development Pat	Distribution Partner Program	
Reconciliation Pe 2024Q2				
Information				
Payer -		Method	Bank transfer	
Amount(USD)		Paid	-	
Appraisal Information				
Since the third quarter after you have received the FH benef	it, the quarterly FH amount granted cannot exceed 10% of your qu	arterly		
Quarterly CORE Revenue ⑦ \$ 0.00 USD		MBO Score	100	

D NOTE

If your request has been rejected, modify required information based on the comments and try again.

----End

9.4.1.4 Mailing Invoice and Viewing Payment Progress

After the payment request is approved, you need to issue an invoice based on the invoicing information provided and mail the invoice to Huawei.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.

Step 3 Choose **Benefits** > **Funding Head (FH)** in the menu on the top.

Step 4 On the **Request History** tab, select an approved payment request and click **View Invoicing Information** in the **Operation** column.

5 1 7 -				🗋 Usage Guidelin
Operation guides: Funding Head for pre-sales engine FAQs: Can I Submit Multiple FH Applications in the S You must complete business information authentically	neers, BD/SA Incentives for full-time employees Same Period?, What Compliance Requirements Does an FH Application tion before submitting FH payment requests.	Need to Meet?		
Process Overview				×
(,				
Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(1)	Payment Request(0)	Mailing Invoice & Payment Progress(0)
You can apply for FH only after your qualification is approved.	Notify your employees to regularly maintain their personal qualification information and submit dedicated personnel applications for eligible employees.	Select eligible recipients and apply for FH for them.	Request payment on a calendar quarterly basis.	Mailing Invoices, View Huawer's payment progress.
				≜ Show Overview >
You have incentives to confirm. Please complete the second s	the confirmation as soon as possible.			≜ Show Overview ~
You have incentives to confirm. Please complete the complete the completer in the comp	the confirmation as soon as possible.			≜ Show Oversidew ~
You have incentives to confirm. Please complete to Confirm Qualification Request History	the continuation as soon as possible.		Recordition Field	▲ Show Overview ~ Start quarter — End quarter
You have incentives to confirm. Please complete I Confirm Qualification Request Hotory Application ID Benefit Name Y	The confirmation as soon as possible.	Eligible Recipie Incentive amount (fax.	Reconcilation Period	≜ Show Overview → Start quarter = End quarter (目) C Operation

Step 5 Mail the invoice.

On the displayed page, check the information, and click **Print**.

Mail the invoicing information form and the invoice to Huawei.

Fund	unding Head (FH) / Imvolking Information					
	Send the Invoicing Information and the Invoice to Huavei at: Addressing and the Invoice to Huavei at: The fields with an asterick (*) are mandatory.					
	Heaveri Supplier Invoicing Information					
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In	
	hanalog 0	2000	1949-1949	005-12H 1128809803899.com	Jun 13, 2023 10:29:41	
	Bank Name	Bank Account	Contract No.	Payment Terms		
	Instance and	10	FXN-20230208			
	* Invoice No. 🕐	* Payment Requisition No.	* Payment Option	* Reconciliation Period	* FH Amount Payable(Tax Included)(USD)	
	Th++6222106279101060000001 Between 2022-04 5000.00					
			Print			

NOTE

The settlement currency is the one you entered during business information authentication.

Step 6 View payment progress.

Click **Mailing Invoice & Payment Progress** in **Process Overview** to check the payment progress.

----End

9.4.2 System Integrator Partner Pre-sales Solution Expert Funding Head Program

9.4.2.1 Qualification Confirmation

You can apply for FH only after your qualification is approved and related agreement is signed.

Prerequisites

You have joined Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Funding Head (FH) in the menu on the top.
- Step 4 On the Confirm Qualification tab, select Pre-sales Solution Expert Funding Head under Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program and click Confirm Qualification in the Operation column.

ling Head (FH) ⑦ @ Process Ove	rview			🖺 Usage Gi
Operation guides: Funding Head for pre-sale FAQs; Can I Submit Multiple FH Applications You must complete business information aut	s engineers, BD/SA Incentives for full-lime employees in the Same Period?, What Compliance Requirements Does ar hentication before submitting FH payment requests.	FH Application Need to Meet?		
rocess Overview				
4				,
Join an FH Program	Confirm Qualification(0)	Dedicated Personnel Information I	Maintenance Incentive Applica	tion(0) Mailing Invoice & Payment Progress(0)
Join the program before applying for the incentives.	You can apply for FH only after your qualification is approved.	Notify your employees to regu maintain their personal qualitri information and submit dedic personnel applications for elly employees.	Jarly Select eligible recipient sation for FH for ther and gible	s and apply Mailing Invoices, View Husner's n. payment progress.
nofeen Qualification Descuel Lister				ilis Show Overview
request histor	y			
Benefit Name	Requirement	Status Requ	ested Effective Time	Operation
∧ Huawei Cloud System Integrator I	Partner Pre-sales Solution Expert Funding Head Pro	gram		

Step 5 In the displayed dialog box, confirm the incentive you request, read and agree to the agreement, and click **Submit**.

Funding Head (FH) / Confirm Qualification	
Information	
Development Path/Partner Program	Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program
Benefit Name	Pre-sales Solution Expert Funding Head
Requirement Met	Yes
	✓ I have read and agree to the ⟨
	Submit Cancel

Step 6 The system displays a message indicating that the FH qualification confirmation application has been submitted. Click **Completed**.



Step 7 Check the review status and application details on the **Details** page. Click **View Dedicated Personnel** and notify the dedicated personnel to maintain their personal qualification information to ensure the accuracy of the incentives.

Funding Head (FH)-Confirm C	In the set of the set					
Pre-sales Solution	Pre-sales Solution Expert Funding Head					
Approved	O Approved					
Reviewed	May 27, 2025 06:14:17	Comment	Approve			
Information						
Benefit Name	Pre-sales Solution Expert Funding Head	Development Path/Partner Program	Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program			
Requirement Met	Yes	Application Time	May 28, 2025 14 52:32			

----End

9.4.2.2 Maintaining Information of Dedicated Personnel

The personnel whom Pre-sales Solution Expert Funding Head is applied for must be dedicated personnel of an SI partner, and their information must be maintained at the end of each month to ensure the accuracy of the incentives.

Procedure

- **Step 1** Invite a member to associate their personal HUAWEI ID with your partner account.
 - Inviting a Member: Send an association invitation to a member.
 - Accepting the Invitation from a Partner: The member accepts the invitation and associates their HUAWEI ID with the partner account.
- **Step 2** Maintain certificate information of the member. For details, see **Entering Certificate Details**.

Welcome to Partner Center. Current HUWER ID Company Name Mobile Number Dedicated Personnel		Parti	ner Account			
Fill in Employment Details Fill in the information about your company, including your position and base location.	Learning & Training 3 Broaden your silition by signing up for courses or participating in training Online Courses (2) Its Person Training (2)	Hands-on Practice Get hands-on experience with Huawel C using Koot abs test points from Huawel R Koot abs Ed	loud services Cloud. Haaved Career	s & Certification ritification exams using exam vou Cloud to complete certifications ment path or partner program. Certification [2] Enter Certificate	chers from Provide required in a have p time ar Details	t Participation details about any Huawel Cloud projects you tricipated, including project names, initiation d delivery time, and your role in the projects.
Employment Information Projects Certificates	Training					
Certificate No. Individual Certif 🖓	Certification Item	Effective Date	Expiration Date	Status 🗑	Review Comment	Operation
Career certification	HCIA-Cloud Service	2024/11/01	2025/11/30	Under review	-	View
Others	Certified Kubernetes Administrator certification	2024/03/01	2025/04/30	Expired	ок	View

Step 3 Submit a dedicated personnel application. For details, see **Submitting a Dedicated Personnel Application**.

ocess Flow			
vitation Disqualification	Submit Dedicated Personnel Application	×	
Invite Member	Specify the information of the member you invite to become a dedicated personnel, including the name and the development path or partner program the men and upload the required materials.	nber has joined,)ew Results
Click Invite, enter the login ID of an organization mem send them an invitation.	Member Information () Development Path/Partner Progr Materials ()	Operation	the approved dedicated personnel in Dedicated Personnel.
	Login D bic Email Addrem Email Addrem	Delete	
	PG, BMP, PNG, GIF, or PDF format.		ili Show Overview
edicated Personnel Invited Members	ox	Cancel	
Invite			Enter an login ID
Login ID Name	Mobile Number Email Address Status 🖓	Invited 😝	Operation

Step 4 Contact your ecosystem manager to complete the pre-sales solution expert rating and capability evaluation.

----End

9.4.2.3 Submitting an FH Request

Once your dedicated personnel meet the **requirements for incentive recipients**, you can submit an FH request.

NOTE

- You must complete **business information authentication** before submitting an FH request.
- You can only submit an FH application once a month.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Funding Head (FH) in the menu on the top.
- Step 4 On the Confirm Qualification tab, select Pre-sales Solution Expert Funding Head under Huawei Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program and click Request in the Operation column.

ding Head (FH) ⑦ @ Process Overview	N			🗋 Usage Guide
Operation guides: Funding Head for pre-sales en FAQs: Can I Submit Multiple FH Applications in th You must complete business information authenti	gineers, BD/SA incentives for full-time employees te Same Period?, What Compliance Requirements Does an i cation before submitting FH payment requests.	"H Application Need to Meet?		
Process Overview				×
Ę				
Join an FH Program	Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(2)	Mailing Invoice & Payment Progress(0)
Join the program before applying for the incentives.	You can apply for FH only after your qualification is approved.	Nobly your employees to regularly maintain their personal qualification information and submit dedicated personnel applications for eligible employees.	Select eligible recipients and apply for FH for them.	Mailing Invoices, View Huawer's payment progress.
				≜. Show Overview ×
You have incentives to confirm. Please complete the complete co	te the confirmation as soon as possible.			
Confirm Qualification Request History				
Benefit Name	Requirement	Status Requested	Effective Time	Operation
∧ Huawei Cloud System Integrator Part	ner Pre-sales Solution Expert Funding Head Prop	jram		
Step 5 Select incentive recipients, upload proof materials, and click Submit.

Funding Head (FH)-Request History / Request		
Basic Information Benefit Name Pre-sales Solution Expert Funding Head	Development Path/Pa	Par Huawel Cloud System Integrator Partner Pre-sales Solution Expert Funding Head Program
Calculation Information ● A partner's incentive anount equals the sum of all recipients' incentives. Total incentive = ∑ A partner's incentive amount equals the sum of all recipients' incentives. ✓ View incentive rules	X 4① X WorkStree baseline X 100%	
Recipient Type	Baseline (USI	ISD/Month)
Senior pre-sales solution expert	Refer to the	e incentive limit standards of each region (country).
Principal pre-sales solution expert	Senior Pre-S	Sales Solution Expert Credit * 1.2
Select Incentive Recipients Select from the following eighte personnel: You can only submit an FH application once a month. Selected: 1 / 1 C Expert Account Expert Account	Requests Submitted	incentive Recipient Type 💿 incentive Amount (Fac Included)(USO)
	0	Senior pre-sales solution 🗸 120,000.00
		Total Total Amount(Tax Included) \$ 120,000 0
Upload Proof Materials ⑦		
* Employment Cartificate Union User Example		
Provide proof of documents clearly showing the employm	ent relationships with pre-sales engineers.	
×		
* Project Materials Upload Download Template X		

NOTE

- The incentive recipients include senior pre-sales solution experts and principal pre-sales solution experts.
- Rules for selecting an incentive recipient type:
 - If you selected incentive recipient type "Senior pre-sales solution expert" in your first request, there is no restriction on the recipient type in the second request.
 - If you selected incentive recipient type "Principal pre-sales solution expert" in your first request, you must select the same type in the second request.
- Proof materials: Upload the following proof materials using the template.
 - 1. Employment certificate: Provide proof of documents clearly showing the employment relationships with pre-sales solution experts.
 - 2. Project materials.
- **Step 6** The system displays a message indicating that your FH request has been submitted. Please wait for approval.

F	H Incentive appli	cation submitted.	808-84	
	View Details	Completed		



• Request under review:

Click the application ID on the **Request History** tab page to switch to the details page and check the application details and review status.

Funding Head (FH)-Request History / Incentive Details					
Progress					
Confirm Qualification May 26, 2025 15:28:06	Dedicated Personnel Information Maintenance	Incentive Appli May 29, 2025	cation 17:49:56	Send Invoice Pending	 Receive Payment from Huawei Pending
Request under review Incentive Amount (Tax In	cluded)(USD) 120,000.00				
Incentive application/re-application Nay 29, 2025 17/49/58 Under	v by operations specialist - Review by Ecosystem Pending	n Manager 🔗 Review by Business Re Pending	viewer 🔗 Review by Business owner Pending	 Review by Financial Reviewer Pending 	Review by Budget Approver Pending
Basic Information					
Benefit Name Pre-sales Solution Expert Funding Head		Development Path/Partner Program	Huawei Cloud System Integrator Partne	r Pre-sales Solution Expert Funding Head P	rogram
Reconciliation 2025M5 Period					
Calculation Information					
A partner's incentive amount equals the sum of all recipients' ince	intives.				
Total Incentive $= \sum A partner's incentive amount equals the sum$	of all recipients' incentives. x 4 (i) x Workforce base	eline x 100%			
 View incentive rules 					
Finalized Recipients					
No Name	Account	Requests Submitted	Incentive Recipient Typ	0	Incentive Amount (Tax Included) (\$)
1 analysis and a state of the second s	100000.0000.000.000	1	Senior pre-sales solution	expert	120,000.00
Proof Materials				Tota	Total Amount(Tax Included) \$ 120,000.00
Employment Certificate		Project Materials			

• Request rejected:

If your request has been rejected, modify the request information based on the review comments and submit it again.

ding Head (FH)-Request History / Incentive Details				
Confirm Qualification May 26, 2025 15:28:06	sonnel Information Maintenance	May 29, 2025 17	on e Send Invoice 49:56 Pending	 Receive Payment from Hu Pending
Request rejected Incentive Amount (Tax Included)(USD) 120,	000.00			Resubmit
Approval Time May 29, 2025 17:56:23		Comment	10000001100. Autor/0800	
Basic Information				
Benefit Name Pre-sales Solution Expert Funding Head		Development Path/Partner Program	Huawei Cloud System Integrator Partner Pre-sales Solution Expe	ert Funding Head Program
Reconciliation 2025M5 Period				
Calculation Information				
A partner's incentive amount equals the sum of all recipients' incentives.				
Total Incentive = \sum A partner's incentive amount equals the sum of all recipien	Is' incentives. χ 4 (i) χ . Workforce baseline χ	100%		
 View incentive rules 				
Finalized Recipients				
No Name Account	R	equests Submitted	Incentive Recipient Type ③	Incentive Amount (Tax Included) (
i manageringeringeringeringeringeringeringerin	1		Senior pre-sales solution expert	120,000.0
Proof Materials				Total Total Amount(Tax Included) \$ 120,00
Employment Certificate	Projec	t Materials		

• Request approved:

After your FH request is approved, you can click the application ID on the **Request History** tab to view details.

rograss					
Confirm Qualific May 26, 2025 1	ation 4:52:32	Dedicated Personnel Information	Maintenance Incentive Apr May 28, 202	elication e Send Invoice 5 11:42:10 Pending	 Receive Payment from Hi Pending
Request	approved Incentive Amount (Tax	Included)(USD) 4.00			
oproval Time	May 28, 2025 12:02:59		Comment	ок	
asic Informatio	n				
anefit Name	Pre-sales Solution Expert Funding Hea	d	Development Path/Partner Program	Huawei Cloud System Integrator Partner Pre-sales Solution E	xpert Funding Head Program
econciliation priod	2025M5				
alculation Info	rmation				
A partner's incer	tive amount equals the sum of all recipient	ts' incentives.			
tal Incentive =	A partner's incentive amount equals th	e sum of all recipients' incentives. X 4	① X Workforce baseline X 100%		
View incentive ru	les				
inalized Recipi	ents				
No Name		Account	Requests Submitted	Incentive Recipient Type ③	Incentive Amount (Tax Included)
1 1000	1.00	1989-000	2	Principal pre-sales solution expert	2
	1. The second	1000,00	2	Principal pre-sales solution expert	2
2					

----End

9.4.2.4 Mailing Invoice and Viewing Payment Progress

After your FH request is approved, you need to issue an invoice based on the invoicing information provided and mail the invoice to Huawei. After mailing the invoice to Huawei, you can view Huawei's payment progress on the **Request History** tab page.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Funding Head (FH)** in the menu on the top.
- **Step 4** On the **Request History** tab, select the incentive pending payment by Huawei and click **View Invoicing Information** in the **Operation** column.

nding Head (FH) ⑦ 🐵 Pr	ocess Overview				🗋 Usage Guideline
Operation guides: Incentive for pre FAQs: Can I Submit Multiple FH A You must complete business inform	-sales solution experts of system i oplications in the Same Period?, W nation authentication before subm	integrator (SI) partners, Incentive for dedicated pe Vhat Compliance Requirements Does an FH Appl Ming FH payment requests.	isonnel of learning partners lication Need to Meet?		
Process Overview					×
<pre>Pice</pre>	0				
Join an FH Progr	am	Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(1)	Mailing Invoice & Payment Progress(1)
Join the program before a the incentives.	splying for	You can apply for FH only after your qualification is approved.	Notify your employees to regularly maintain their personal qualification information and submit dedicated personnel applications for eligitite employees.	Select eligible recipients and apply for FH for them.	Mailing Involces, View Huswer's . payment progress.
					高. Show Overview ~
Confirm Qualification Reque	st History				
				Reconciliation Period	Start month – End month
Application ID Ben	efit Name 🖓 👘 Deve	elopment Path/ 🍸 📔 Reconciliation Perio	d Eligible Recipie Incentive amount (Tax 51	tatus 😨 Request Time	Operation

Step 5 Mail the invoice.

On the displayed page, check the supplier information and invoice amount, and click **Print**.

Manually fill in the invoice number on the printed file.

Fund	ing Head (FH) / Invoicing Information				
(Send the Invoicing Information and the invoice to Hu Address: The fields with an asterisk (*) are mandatory.	avei at: new flock control (All' of The Signature Singapore All)	Mingoredheekser teljeteourtud	deriversions () trainstation	
	NUM		Huawei Supplier Involcing Information		
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In
	tanai juji ji	25661	algady at the	005-104 14440-00000000000000000000000000000	Jun 13, 2023 10:29:41
	Bank Name	Bank Account	Contract No.	Payment Terms	
	Disk store and	10	FXN-20230208		
	*Invoice No. (2)	* Payment Requisition No.	* Payment Option	* Reconciliation Period	* FH Amount Payable(Tax Included)(USD)
		Th++4525210127012104010001001	Industrie	2023-04	50000.00
			Print		

NOTE

- You can find the invoice number on the invoice you issued.
- If your invoice is rejected by Huawei Cloud, modify the invoice based on the review comments and submit it again.

Step 6 View payment progress.

After mailing the invoice to Huawei, you can click the application ID on the **Request History** tab to view Huawei's payment progress.

----End

9.4.3 Learning Partner Funding Head Program

9.4.3.1 Qualification Confirmation

You can apply for Instructor Cultivation Fund for your instructors only after your qualification is approved and related agreement is signed.

Prerequisites

You have joined the Learning Partner Funding Head Program.

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Funding Head (FH)** in the menu on the top.
- **Step 4** On the **Confirm Qualification** tab, select **Instructor Cultivation Fund** under **Huawei Cloud Learning Partner Funding Head Specialized Program** and click **Confirm Qualification** in the **Operation** column.

nding Head (FH) ⑦ 🐵 Process Overvie	w				🕒 Usage Guidelin
Operation guides: BD/SA Incentives for full-time FAGs: Can I Submit Multiple FH Applications in th You must complete business information authent	employees he Same Period'), What Compliance Requirements Does an f lication before submitting FH payment requests.	'H Application Need to Meet?			
Process Overview					×
·					
Join an FH Program	Confirm Qualification(0)	Dedicated Personnel In	formation Maintenance	Incentive Application(0)	Mailing Invoice & Payment Progress(0)
Join the program before applying for the incentives.	You can apply for FH only after your qualification is approved.	Notify your emplo maintain their per information and a personnel applic	yees to regularly conal qualification ubmit dedicated titons for eligible	Select eligible recipients and apply for FH for them.	Mailing Invoices, View Huawer's payment progress.
		angoo			ili. Show Overview 👻
Confirm Qualification Request History					
Benefit Name	Requirement	Status	Requested	Effective Time	Operation
A Huawei Cloud Learning Partner Fund	ling Head Specilized Program				
Instructor Cultivation Fund	joined Huawei Cloud Learning Partner Funding Hea	 Eligible for request 		May 01, 2025 - Dec 31, 2025	Confirm Qualification

Step 5 In the displayed dialog box, confirm the incentive you request, read and agree to the agreement, and click **Submit**.

ding Head (FH) / Confirm Qualification	
Information	
Development Path/Partner Program	Huawei Cloud Learning Partner Funding Head Specilized Program
Benefit Name	Instructor Cultivation Fund
Requirement Met	Yes
	V I have read and agree to the (Informed Consent Letter on Huawei Cloud Funding Head-Huawei Cloud System Integrator Partner)
	Submit Cancel

Step 6 The system displays a message indicating that the FH qualification confirmation application has been submitted. Click **Completed**.

Maintain the information of dedicated personnel in **Organization** > **Dedicated Personnel** and apply for the incentive benefit.

\checkmark
Request submitted.
Please maintain the information of dedicated personnel in Organization > Dedicated Personnel every month and apply for FH on the Qualification Confirmation page.
Completed

----End

9.4.3.2 Maintaining Information of Dedicated Personnel

The personnel whom Instructor Cultivation Fund is applied for must be dedicated personnel of a learning partner and have obtained the instructor certificate for training courses of HCCDP or HCCDE.

Procedure

Step 1 The partner administrator invites a member to associate their personal HUAWEI ID with the partner account.

- Inviting a Member: Send an association invitation to a member.
- Accepting the Invitation from a Partner: The member accepts the invitation and associates their HUAWEI ID with the partner account.
- **Step 2** The member must obtain the instructor certificate for training courses of HCCDP or HCCDE and ensure that the certificate is valid during the FH application period. The certificate does not need to be manually uploaded. After the certification exam is passed, the certificate information will be automatically synchronized from Developer Institute.

For details, see **Entering Certificate Details**.

Welcome to Partner Center. Current HUAWE ID Company Name Mobile Number Dedicated Personnel		Partr	er Account		
Fill in Employment Details Fill in the information about your company, including your position and base location.	2 Learning & Training Broaden your skillset by signing up for courses or participating in training. Online Courses () In Pleson Training ()	Hands-on Practice Get hands-on experience with Huawe using Koot.abs test points from Huaw Koot.abs (2)	Exams & Certification Take certification exame Cloud services Cloud. Cloud Complet development path or part Career Certification 22 E	saling exam vouchers from e certifications required in a ner program. Inter Certificate Details	Project Participation Provide details about any Hussel Cloud projects you have participated, including project names, initiation time and delivery time, and your role in the projects.
Employment Information Projects Certificates	Training				
Certificate No. Individual Certi 😨	Certification Item	Effective Date	Expiration Date Status 🖓	Review Comment	Operation
tearts france or factors	with other Review	2024/11/01	025/11/30 • Under review	-	View
anna anna		2024/03/01	2025/04/30 Expired	ок	View

Step 3 The partner administrator submits a dedicated personnel application. For details, see **Submitting a Dedicated Personnel Application**.

cess Flow						
Intion Disqualification		Submit Dedicated Personnel A Specify the information of the member you invite and upload the required materials.	pplication to become a dedicated personnel, includir	g the name and the development path or partne	imes ar program the member has joined,	sults
Click Invite, enter the login ID of a	an organization men	Member Information ③	Development Path/Partner Progr	Materials ③	Operation	roved dedicated personnel in Dedicated
		Login ID Mobile Number Email Address	Learning Partner Service Partner Learning Partner	Upload 1. Up to 10 files can be uploaded, Maximum single file: 50 MB 2. Files can be uploaded in DOC, DOCX, XL PG, BMP, FNG, GIF, or PDF format.	Delete size for a .SX, ZIP, J	业 Show Overview
cated Personnel Invited	d Members				OK Cancel	.ogi ✓ Enter an login ID (
Login ID	Name	Mobile Number	Email Address	Status 🖓	Invited 🖯	Operation
No. and the second		100-100		Associated	2024/12/31 18:02:02	View Details More 🗸

----End

9.4.3.3 Submitting an FH Request

Instructor Cultivation Fund can be applied for the dedicated personnel of a learning partner who meet the **application conditions**.

NOTE

- You must complete **business information authentication** before submitting an FH request.
- You can only submit an FH application once a month.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Funding Head (FH)** in the menu on the top.
- **Step 4** On the **Confirm Qualification** tab, select **Instructor Cultivation Fund** under **Huawei Cloud Learning Partner Funding Head Specialized Program** and click **Request** in the **Operation** column.

ling Head (FH) ⑦ @ Process	Overview				🕒 Usage Gui
Operation guides: BD/SA Incentives for fi FAQs: Can I Submit Multiple FH Applicati You must complete business information	ul-time employees ions in the Same Period?, What Compliance Requirements Does a authentication before submitting FH payment requests.	n FH Application Need to Meet?			
rocess Overview					
.			. 🔷		
Join an FH Program Join the program before applying the incentives:	Confirm Qualification(i) for You can apply for FH only with your qualification is approved.	Dedicated Pe Notify maintu inform perso	rsonnel Information Maintenance y our employees to regularly ain their personal qualification mation and submit dedicated annel applications for eligible employees.	Incentive Application(0) Select eligible recipients and apply for FH for them.	Mailing Invoice & Payment Progress(0) Mailing Invoice. Yeve Huswel's payment progress.
onfirm Qualification Request His	story				L Show Overview
Benefit Name	Requirement	Status	Requested	Effective Time	Operation
A Huawei Cloud Learning Partner	r Funding Head Specilized Program				

Step 5 Select incentive recipients, upload proof materials, and click **Submit**.

ng Head	I (FH)-Request Hist	ory / Request							
Basic II	nformation ame Inst	ructor Cultivation Fund		De Pa Pr	evelopment Hua ath/Partner rogram	sawei Cloud Learning Partner	Funding Head Specifized Program		
- leule	41 m 1 m 6 m m m m m m								
aicuia	tion informati	on							
	armer's incentive	amount equais the sum of all recipient	is incentives.						
otal Ince	entive = $\sum A p$	artner's incentive amount equals the sum	of all recipients' incentives. X Limit of m	onthly fund amount for a specific country or reg	gion () x 2				
elect	ncentive Recip	ients							
elect fro	im the following elic	ible personnel. You can only submit an FI	H application once a month						
olocto	+ 0/F		r oppresson once a monal.						
electe	1. 0/0								
	Name	Login ID	Individual Certification Type	Certification Item	Certifi	ficate No.	Expiration Date	Incentive Amount (Tax Inclu	ided) (USD
	Name	Login ID	Individual Certification Type 讲版认证	Certification Item HCCDP - Solution Architectures	Certifi	ficate No.	Expiration Date Nov 14, 2023 - Nov 14, 2025	Incentive Amount (Tax Inclu	ided) (USC
	Name	Login ID	Individual Certification Type 讲阅认证 讲阅认证	Certification Item HCCDP - Solution Architectures HCCDP - Solution Architectures	Certifi	ficate No.	Expiration Date Nov 14, 2023 - Nov 14, 2025 Nov 14, 2023 - Nov 14, 2025	Incentive Amount (Tax Inclu	oded) (USC 0.0 8,000.0
	Name	Login ID init, init filmed ing mathematical and initial and mathematical and initial mathematical and initial mathematical and initial	Individual Certification Type #গচ্চমের্ট #গচ্চমের্ট #গচ্চমের্ট	Certification Item HCCDP - Solution Architectures HCCDP - Solution Architectures HCIE-Cloud Service Solutions Architect	Certifi	ficate No.	Expiration Date Nov 14, 2023 - Nov 14, 2025 Nov 14, 2023 - Nov 14, 2025 Nov 14, 2023 - Nov 14, 2025	Incentive Amount (Tax Incl	oded) (USE 0.0 8,000.0 8,000.0
	Name	Login ID Ind, Say Shart ing Ind, Say Shart ing Ing, Say Shart	Individual Certification Type 研想认证 研想认证 研想认证	Certification Item HCCDP - Solution Architectures HCCDP - Solution Architectures HCIE-Cloud Service Solutions Architect HCCDP - Solution Architectures	Certifi	ficate No.	Expiration Date Nev 14, 2023 - Nev 14, 2025	Incentive Amount (Tax Inch	ided) (USC 0.0 8,000.0 8,000.0 0.0
	Name	Login ID Ind , And Tables 19 Ind , Andrey All Ann Ind, Andrey All Ann Ind, Andrey All Ann	Individual Certification Type iHHBULE HHBULE HHBULE HHBULE HHBULE	Certification Item HCCDP - Solution Architectures HCCDP - Solution Architectures HCIE-Cloud Service Solutions Architect HCCDP - Solution Architectures HCCDP - Solution Architectures		ficate No.	Expiration Date Nov 14, 2023 - Nov 14, 2025 Nov 14, 2025 - Nov 14, 2025	Incentive Amount (Tax Inch	nded) (USE 0.0 8,000.0 8,000.0 0.0
	Name	Login ID Inc., RepOsal Tay Inc., Analogo al Tata Inc., Analogo al Tata Inc., RepOsal Tata Inc., RepOsal Tata	Individual Certification Type 94153.42 94153.42 94153.42 94153.42 94153.42 94153.42	Certification Item HCCDP - Solution Architectures HCCDP - Solution Architectures HCIE-Cloud Service Solutions Architect HCCDP - Solution Architectures		ficate No.	Expiration Date Nev 14, 2023 - Nev 14, 2025	Incentive Amount (Fax Inch	ided) (USE 0.0 8,000.0 8,000.0 0.0 0.0

D NOTE

- You can only submit an FH application once a month for eligible recipients.
 - 1. The recipients must be dedicated personnel of a learning partner (you).
 - 2. The recipients must obtain the instructor certificate for training courses of HCCDP or HCCDE and ensure that the certificate is valid during the FH application period.
 - 3. A certificate of an instructor can only be used for apply for FH once.
- Proof materials
 - 1. Employment certificate: Provide proof of documents clearly showing the employment relationships with your employees.
- **Step 6** The system displays a message indicating that your FH request has been submitted. Please wait for approval.

FH Incentive appli	cation submitted.	
View Details	Completed	N-101.

Step 7 View the review status of the incentive application.

• Request under review:

Click the application ID on the **Request History** tab page to switch to the details page and check the application details and review status.

Confirm Qualification May 26, 2025 15:28:06	Dedicated Personnel	Information Maintenance	Incentive Appli May 29, 2025	cation 17:49:56	 Send Invoice Pending 	 Receive Payment from Pending
Request under review Ince Incentive application/re-application May 29, 2025 17:49:58	ntive Amount (Tax Included)(USD) 120,1 n (Review by operations speci Under review	ellist 🔗 Review by Ecosyst Pending	em Manager — ⊘ Review by Business Rev Pending	viewer 💛 Review by Business ov Pending	ner 🧼 ⊘ Review by Financial Reviewer Pending	Review by Budget Approver Pending
sic Information						
efit Name Instructor Cultivation Fu	nd		Development Path/Partner Program	Huawel Cloud Learning Partner Fu	nding Head Specifized Program	
onciliation 2025M6 od						
culation Information						
A partner's incentive amount equals the s	um of all recipients' incentives.					
il Incentive = \sum A partner's incentive am	ount equals the sum of all recipients' ince	ntives. X Limit of monthly fund an	nount for a specific country or region (i) x 2			
lo Name	Login ID I	ndividual Certification Type	Certification Item	Certificate No. Ex	piration Date	Incentive Amount (Tax Included)
	and contemporations of the	The last	start many substarts	No	v - Nov	81

• Incentive application rejected

If your request has been rejected, modify the request information based on the review comments and submit it again.

nding Head (FH)-Request History / In	centive Details						
Progress Confirm Qualification Jun 09, 2025 15:37:14	Dedicated I	Personnel Information Maintenance		Incentive Applicat Jun 25, 2025 14:	tion :28:37	 Send Invoice Pending 	 Receive Payment from Huav Pending
Request rejected	Incentive Amount (Tax Included)(USD) 8	000.00					Resubmit
Approval Time Jun 25, 202	5 15:03:22		C	omment	Frank (mail.com	Anima Anning Association Program	
Basic Information Benefit Name Instructor Cu	ultivation Fund		Di Pa Pr	evelopment ath/Partner ogram	Huawei Cloud Learnin	Parlner Funding Head Specifized Program	
Reconciliation 2025M6 Period							
Calculation Information A partner's incentive amount of Total incentive = \sum A partner's i Finalized Recipients	equals the sum of all recipients' incentive	s. ents' incentives. χ Limit of monthly fund	amount for a specific country or reg	jion (j) x 2			
No Name	Login ID	Individual Certification Type	Certification Item	Ce	ertificate No.	Expiration Date	Incentive Amount (Tax Included) (USD
1	he, colory attain.	of the set	WITH AND ADDRESS			Nov - Nov	8,000.00
Proof Materials Employment Certificate							Total Total Amount/Tax Included) \$8,000

• Incentive application approved

After your FH request is approved, you can click the application ID on the **Request History** tab to view details.

0		Annual lafe matter Malatanaa		In case the second		Quality last	Develop Develop (in the
May 26, 2025 14:	on • Dedicated F 52:32	resonnel information Maintenance		May 28, 2025	11:42:10	Pending	 Receive Payment from Hui Pending
🔗 Request a	pproved Incentive Amount (Tax Included)(USD)	4.00					
pproval Time	May 28, 2025 12:02:59			Comment	ок		
lasic Information							
enefit Name	Instructor Cultivation Fund			Development Path/Partner Program	Huawei Cloud Learn	ing Partner Funding Head Specilized Program	
econciliation eriod	2025M6						
alculation Inform	nation						
A partner's incent	tive amount equals the sum of all recipients' incentive	s.					
	A notesta insoftius amount equals the arm of all rasis	ents' incentives. X Limit of monthly fund	amount for a specific country or	region (i) x 2			
stal Incentive = >	A partier's incentive amount equals the sum of an recipi						
atal Incentive = ∑	ts						
atal Incentive = ∑ inalized Recipier No Name	ts	Individual Certification Type	Certification Item		Certificate No.	Expiration Date	Incentive Amount (Tax Included) (USD

----End

9.4.3.4 Mailing Invoice and Viewing Payment Progress

After your FH request is approved, you need to issue an invoice based on the invoicing information provided and mail the invoice to Huawei. After mailing the invoice to Huawei, you can view Huawei's payment progress on the **Request History** tab page.

Procedure

Step 1 Use your account to log in to **Huawei Cloud**.

Step 2 Click **Partner Center** in the drop-down list of your account name in the upper right corner.

Step 3 Choose **Benefits** > **Funding Head (FH)** in the menu on the top.

Step 4 On the **Request History** tab, select the incentive pending payment by Huawei and click **View Invoicing Information** in the **Operation** column.

unding Head (FH) ⑦ Process Overview				Usage Guidelines
Operation guides: Incentive for pre-sales solution expert FAQs: Can I Submit Multiple FH Applications in the Sam You must complete business information authentication	s of system integrator (3I) partners. Incentive for dedicated pr e Period?, What Compliance Requirements Does an FH App before submitting FH payment requests.	arsonnel of learning partners lication Need to Meet?		
Process Overview				×
·				
Join an FH Program	Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Application(1)	Mailing Invoice & Payment Progress(1)
Join the program before applying for the incentives:	You can apply for FH only after your qualification is approved.	Notify your employees to regularly maintain their personal qualification information and submit dedicated personnel applications for eligible employees.	Select eligible recipients and apply for FH for them:	Mailing Invoices, View Haaver's payment progress.
Confirm Qualification Request History				▲ Show Overview ×
			Reconciliation Period	Start month — End month
Application ID Benefit Name 🖓	Development Path/ 🗑 Reconciliation Perio	od Eligible Recipie Incentive amount (Tax S	tatus 🖓 Request Time	Operation
D5CJyujUc4ymVupcmDI Instructor Cuttivation Fun	d Huawei Cloud Learning 2025M6	2 8,000.00	Pending payment by Huawei Jun 26, 2025 17:19	58 View Invoicing Information

Step 5 Mail the invoice.

On the displayed page, check the supplier information and invoice amount, and click **Print**.

Manually fill in the invoice number on the printed file.

Fund	nding Head (FH) / Inveicing Information									
(Send the Invoicing Information and the invoice to Huave' at: Address and the Invoice To Huave' at: Address and I for the To-To-To-To-To-To-To-To-To-To-To-To-To-T									
	Humei Humei Supplier Invoicing Information									
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In					
	banal pip B	20860	1949-1989	005-11H 11080999034pp.com	Jun 13, 2023 10:29:41					
	Bank Name	Bank Account	Contract No.	Payment Terms						
	Disk store and	10	FXN-20230208							
	* Invoice No.	* Payment Requisition No.	* Payment Option	* Reconciliation Period	+ FH Amount Payable(Tax Included)(USD)					
		Th++402021012707010104000000001	Indonesia	2023-04	50000.00					
			Print							

NOTE

- The invoice number can be found on the invoice you have issued.
- If your invoice is rejected by Huawei Cloud, modify the invoice based on the review comments and submit it again.

Step 6 View payment progress.

After mailing the invoice to Huawei, you can click the application ID on the **Request History** tab to view Huawei's payment progress.

rogress						
Confirm Qualification Jun 09, 2025 15:37:14	 Dedicated 	Personnel Information Maintenance	 Incenti Jun 26 	ve Application 2025 17:19:58	 Send Involce 	Receive Payment from Hu Pending
Pending payment b	y Huawei Incentive Amount (Tax Incl	uded)(USD) 8,000.00				
asic Information						
enefit Name Instructor	Cultivation Fund		Developm Path/Path Program	er Huawei Cloud Lean	ning Partner Funding Head Specilized Program	
teconciliation 2025M6 Veriod						
Calculation Information						
A partner's incentive amount	t equals the sum of all recipients' incentiv	es.				
otal Incentive = \sum A partner	s incentive amount equals the sum of all recip	pients' incentives. X Limit of monthly fund	amount for a specific country or region (i)	x 2		
inalized Recipients						
No Name	Login ID	Individual Certification Type	Certification Item	Certificate No.	Expiration Date	Incentive Amount (Tax Included) (US
	the product of the	Instructor Certification	HCCDP - Solution Architectures	Aug. 1000	Nov 14, 2023 - Nov 14, 2025	8,000
1						

----End

9.5 Sales Performance Incentive Fund (SPIF)

SPIF is a fund created to motivate partner employees to actively promote the sales of Huawei Cloud products and solutions.

9.5.1 Submitting an Application

Submit an application and upload the signed and sealed commitment letter.

Prerequisites

Before applying for this benefit, contact your partner sales manager and sign the SPIF commitment letter offline.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Sales Performance Incentive Fund** in the menu on the top.
- **Step 4** On the **Application Submission** tab page that is displayed by default, find the SPIF benefit and click **Submit Application** in the **Operation** column.

Complete business information authentication before app	Operation Guide lying for SPIF			
ocess Flow				
F	^			¥
Submit Application	Specify Eligible Recipients	Confirm SPIF(0)	Issue SPIF(0)	Acknowledge Receipt(0)
Upload application materials and maintain the list of SPIF recipients.	Specify employees eligible for SPIF before the 14th day of the first month of each quarter.	Check the sales performance of each eligible recipient and the corresponding SPIF amount.	Huawei issues SPIF.	Check the issued SPIF and upload the certificate of receipt.
lication Submission				
Benefit	Requirement	Status	Application Time	Operation
 Cloud Solution Provider Program 				

Step 5 On the displayed page, upload the signed and sealed *Registration Form and Letter* of Commitment for Huawei Cloud Partner SPIF Program and click **Submit**.

Sales Performance Incentive Fund / Sul	ales Performance Incentive Fund / Submit Application						
Benefit Name	Sales Performance Incentive Fund						
Development Path/Partner Program	Cloud Solution Provider Program						
Issued As 🥎	Cash						
Requirement Met	⊘ Yes						
Application Materials	Select File						
	Please upload the signed and sealed Registration Form and Letter of Commitment for Huawei Cloud Partner SPIF Program.						
	1. Up to 10 files can be uploaded. Maximum individual file size: 50 MB.						
	2. Supported formats: doc,docx,xls,xlsx,zip,rar,jpg,bmp,png,gif,pdf.						
	3. The file name cannot contain the following characters: I:;?"@#\$%^&*<>						
	Submit Cancel						

NOTE

The way SPIF is issued depends on which Huawei rep office you are working with. If you have any questions, please reach out to your Huawei contact.

Step 6 A message is displayed indicating that the application has been submitted successfully.

We will review your application as soon as possible and notify you of the result via SMS and email.



- **Step 7** View the application details.
 - **Under review**: You can view the review progress on the application details page.

s Performance Incentive Fund /	Details			
Progress				
Submit Application Jul 24, 2024 15:44:36	 Specify Eligible Recipients Pending 	Confirm SPIF Pending	 Issue SPIF Pending 	 Acknowledge Receipt Pending
1 Under review				
Enrollment/Re-er	nroll Incentive	Review by Business Reviewer		Review by Budget Approver
Jul 24, 2024 15%	44:36	Under review		Pending
Application Information				
Benefit Name	Sales Performance Incentive Fund	Development Path/Partner Program 0	Cloud Solution Provider Program	
Requirement Met	Yes	Issued As C	Cash	
Application Materials	10.000 CO.000 CO.000 CO.000			

• **Rejected**: If your application has been rejected, modify the application based on the review comments and submit the application again.

les Performance Incentive Fund	/ Details			
Progress				
Submit Application Jul 24, 2024 15:44:36	 Specify Eligible Recipients Pending 	 Confirm SPIF Pending 	 Issue SPIF Pending 	 Acknowledge Receipt Pending
Rejected				Resubmit
Approval Time	Jul 24, 2024 15:53:02	Comment	alle-2004	
Application Information	n			
Benefit Name	Sales Performance Incentive Fund	Development Path/Partner Program	Cloud Solution Provider Program	
Requirement Met	Yes	Issued As	Cash	
Application Materials				

• Approved: After your application has been approved, you need to maintain the list of SPIF recipients.

 Specify Eligible Recipients Pending ber account to each SPF recipient specified in the application and in 	Confirm SPIF Pending nvte them to associate their personal HUAWEI ID Comment	E Issue SPIF Pending Ds with your partner account. OK	Acknowledge Re Pending Maintain Recipient List
ber account to each SPIF recipient specified in the application and in	nvite them to associate their personal HUAWEI ID Comment	Ds with your partner account.	Maintain Recipient Lis
	Comment	ОК	
tive Fund	Development Path/Partner	r Program Cloud Solution Provider Program	
	Issued As	Cash	
	tive Fund	the Fund Development Path-Purton Issued As	the Fund Development Path/Pather Program Cloud Solution Provider Program Issued As Cash



9.5.2 Maintaining Recipient List

After your application is approved, you need to maintain the list of SPIF recipients online for the subsequent SPIF applications in each quarter.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Sales Performance Incentive Fund** in the menu on the top.
- **Step 4** On the **Application Submission** tab page that is displayed by default, find the SPIF benefit and click **Maintain Recipient List** in the **Operation** column.

Sales Performance Incentive Func	Process Flow				
You may want to learn more about SPIF FAQs and SF Complete business information authentication before	PIF Operation Guide applying for SPIF				
Process Flow					×
()	<u></u>			*	
Submit Application	Eligible Recipients	Confirm SPIF(0)	Issue SPIF(4)	Acknowledge Receipt(0)	
Upload application materials and maintain the list of SPIF recipients.	Specify employees eligible for SPIF before the 14th day of the first month of each quarter.	Check the sales performance of each eligible recipient and the corresponding SPIF amount.	Huawei issues SPIF.	Check the issued SPIF and upload the certificate of receipt.	
Application Submission Eligible Recipients	Confirmation and Issuance				
Benefit	Requirement	Status	Application Time	Operation	
 Cloud Solution Provider Program 					
Sales Performance Incentive Fund	Enrolled Cloud Solution Provider Program	Approved	Jul 24, 2024	View Details Maintain Recipient List	

Step 5 Click **Add** on the displayed page. In the displayed **Add** dialog box, select the accounts of desired account managers and click **OK**.

If you are unable to locate the person you are looking for, you can **create an account** for them in **Organization** > **Member Management**.

Sales Performance Incentive Fund / Maintain Recipient List				
Perform the following operations: Step 1: Click Add to add recipients. Step 2. Click Select Individual HUAWEI ID in the Operation column to select Individual HUAWEI IDs to	Add		×	
Application Materials docx	You ca unable them. I	n view all the account managers in your current login account. If you are to locate the person you are looking for, you can create an account for How Do I Create an Organization Member Account?		
. ⊙ Add	Selected2/3	Enter an organization member account.	λ	Login ID 🔹 Please enter Q
Organization Member Account Pole Login ID		Organization Member Account Role		Operation
	~	Account manager	011	Operation
		Account manager		
		Account manager		
		CKCancel		
Save				

Step 6 Click **Select Individual HUAWEI ID** in the **Operation** column to select individual HUAWEI IDs for the accounts selected in the previous step.

If the HUAWEI ID you want to select is not listed, you can **invite the corresponding person to associate their HUAWEI ID with your partner account** in **Organization** > **Dedicated Personnel**.

Sales Performance Incentive Fund / Maintain Recipient List						
Perform the following operations: Step 1: Click Add to add recipients. Step 2. Click Select Individual HUAWEIID in the Operation column to s	elect individua	Select Individual HU	WEI ID			×
Application Materials		If the HUAWEI ID you wai HUAWEI ID with your par	nt to select is not listed ner account. How Do	I, you can invite the corresponding I Invite a Member to Associate with	person to associate their h My Partner Account?	
				Login ID 👻 Pieas	e enter Login ID Q	
⊙ Add		Login ID	Name	Mobile Number	Email	Login ID 👻 Please enter Q
Organization Member Account Role	Login I	hid			.com	Operation
Account manager	-	O hid			com	Select Individual HUAWEI ID Delete
Account manager	-		05	Canad		Select Individual HUAWEI ID Delete
Save			Comm	Canter		

Step 7 After the SPIF recipients have been added and the corresponding HUAWEI IDs have been selected for them, click **Save**. A message is displayed indicating that the recipient list has been updated successfully.

Sales Performance Incentive Fund / Maintain R	ecipient List									
Perform the following operations: Step 1: Click Add to add recipients. Step 2. Click Select Individual HUAWEI ID	Pricem the tablesing operations: Start CL Club Area and Angelenet. Start CL Club Area and Angelenet. Start 2. Club Stell Individual HUAVEI ID In the Operation column to select individual HUAVEI ID for them.									
Application Materials										
• Add						Login ID • Please enter Q				
Organization Member Account	Role	Login ID	Name	Mobile Number	Email	Operation				
have been and the second se	Account manager	va. Na pilovale			201-026g/k.cm	Select Individual HUAWEI ID Delete				
Accessible control of	Account manager	10			An exception of	Select Individual HUAWEI ID Delete				
Cancel										

Step 8 On the **Application Submission** tab page, click **View Details** in the **Operation** column to view the list of recipients and the change records.

If there is any change to the list, click **Maintain Recipient List** and update the list.

Performance	e Incentive Fund / Details							
rogress								
Submit A Jul 24, 20	Application 124 15:44:36		 Specify Eligible Recipients Pending 		 Confirm SPIF Pending 		 Issue SPIF Pending 	 Acknowledge Recei Pending
🕑 Apj	proved Please assign	an organization member acc	ount to each SPIF recipient specifie	I in the application and invite them to asso	ciate their personal HUAWEI IDs v	with your partner account.		Maintain Recipient List
pproval Time	iut e	4, 2024 15:55:37			Comment	ок		
pplication	n Information							
enefit Name	Sale	s Performance Incentive Fun	d		Development Path/Partner Pr	rogram Cloud Solution F	rovider Program	
equirement N	Met 🥑	res			Issued As	Cash		
oplication Ma	aterials							
ecipient L	ist							
No	Organization Member	Account	Role	Login ID	Nam	e	Mobile Number	Email
1	to the Designation		Account manager	hid,				com
2	in the line of the second		Account manager	hid				m
hange Histor	ry Hide 🔨							
Changed								Operation
Jul 24, 2024	16:06:12							View List

----End

9.5.3 Specifying Eligible Recipients

You need to specify the eligible SPIF recipients for this quarter.

If your first SPIF application gets approved in a quarter, you can specify or modify the eligible recipients throughout the quarter. Otherwise, you have to specify or modify eligible recipients for this quarter during the period from the 1st day to the 14th day in the first month of this quarter.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Sales Performance Incentive Fund in the menu on the top.
- Step 4 Switch to the Eligible Recipients tab page and click Specify.



NOTE

- If there are no recipients available for selection, maintain the list of recipients.
- If you do not specify the eligible recipients at the beginning of a quarter, you will be deemed to have given up the SPIF for this quarter, and the system will not generate any SPIF data.
- **Step 5** On the displayed page, click **Specify Eligible Recipients**. In the displayed dialog box, select the recipients and click **OK**.

nciliation Period 2024Q3	s	pecify Eligible Recipien	ts					×			
		1 The following lists the eligible rec	ipients you have m	aintained. If you have not	updated it, please	maintain the recipient list.					
Specify Eligible Recipients	Se	elected2/2				Organization Member Account	▼ Please enter	0	mber Account	 Please enter 	
anization Member Account	Role							~		Operation	
		Organization Member Acco.	Role	Login ID	Name	Mobile Number	Email				
			Account m	10.00			1000				
			Account m	-			1.110				
				ок	Cancel						

NOTE

After you have specified eligible recipients for this quarter, the SPIF amount will be calculated for each recipient in the following quarter based on their performance.

Step 6 Confirm the selected recipients. The system will display a message indicating that the recipients have been successfully specified.



Step 7 In the application details, you can see the eligible recipients you specified.

ogress						
Submit Application	Spec	ify Eligible Recipients	Cont	irm SPIF	Issue SPIF	Acknowledge
Jul 24, 2024 15:44	1:36 Pend	ing	Pend	ling	Pending	Pending
	drairai nasan ni mai ha					
tails Eligib	le Recipients					
tails Eligib	e Recipients	Rote	Login ID	Name	Mobile Number	Email
allis <u>Eligib</u> onciliation Period	en en untre di rini pa e Recipients . Organization Menber Account	Role Account manager	Login 10	Name	Mobile Number	Email

9.5.4 Fund Information Confirmation

At the beginning of each quarter, Huawei Cloud will generate corresponding fund information for the eligible recipients you selected and their sales revenue. You need to verify the personnel information and fund amount, and submit the necessary materials to request the fund.

NOTE

You must complete **business information authentication** before submitting a fund request.

• When a cloud solution provider or a distributor requests the distribution of benefits, the system will automatically check for any overdue bills up until the date of the request. If there are any overdue bills, all benefits will be frozen, and the cloud solution provider or distributor will not be able to make any request for the benefit distribution. The benefits will be automatically unfrozen once there are no more overdue bills.

They need to **pay** the bills and try again.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Benefits > Sales Performance Incentive Fund in the menu on the top.
- **Step 4** On the **Confirmation and Issuance** tab page, select a fund and click **Request** in the **Operation** column.

Sales Performance Inc	centive Fund ⑦ 🐵 Proc	ess Flow							
• You may want to learn more abo • Complete business information a	out SPIF FAQs and SPIF Operation Guid authentication before applying for SPIF	0							
Process Flow									×
E,	ę	- 🔥		~					
Submit Applica	ation	Eligible Recipients	(Confirm SPIF(11)		Issue SPIF(2)	Acknowledge Receipt(0)	
Upload application materials list of SPIF recip	and maintain the Specificity Specific S	y employees eligible for SPIF before the day of the first month of each quarter.	Check the sa recipient and	les performance of the corresponding	l each eligible SPIF amount.		Huawel issues SPIF.	Check the issued SPIF and upload the certificate of receipt.	
Application Submission El	ligible Recipients Confirmation	in and Issuance							
							Rec	conciliation Period Start quarter - End quarter	
Fund ID	Benefit Name	Development Path/Partner Progr	Reconciliation Period	Issued As	Eligible	Total Quarterly	Status 🔽	Generated	
SA&CZbVVgI2XKA2SO4S	Sales Performance Incentive Fund	Cloud Solution Provider Program	2024Q3	Cash	2	4,000.00	Eligible for application	Nov 25, 2024 15:40:00 Request	
DGYKEFR7qP5XPQ6VJm2	Sales Performance Incentive Fund	Cloud Solution Provider Program	2024Q2	Cash	0	900.00	Fund application approved	Oct 27, 2024 03:41:32 View Invoicing Inform	ation

Step 5 On the displayed page, confirm the fund information, upload required proof materials, and click **Submit**.

Sales Performance Incenti	ve Fund / Confi	rm SPIF										
Huawel has confirm	ned the quarterly	incremental sales reve	enues and total fund amount th	iat have been g	penerated. Please request the fi	und as soon as possible.						
Basic Information												
Benefit Name	Sales Per	formance Incentive Fu	ind			Development Path/Par	Cloud Solution Provid	er Program				
Reconciliation Period	2024Q3					Issued As	Cash					
Calculation												
1 The maximum full	nd amount for a	single salesperson	in a single quarter cannot ex	ceed \$6,000 U	SD, and that for a single part	ner in a single quarter cannot exceed \$6	60,000 USD. The actual	fund amount will be	capped at the ma	odmum alle	owed.	
Total quarterly fund an	nount for a sales	person = \sum Quar	terly incremental sales revenu	e of the sales p	erson (i) x Rebate(10%)							
		2										
Fund Details												
Organization Mem	er Account	Role	Login ID	Name	Mobile Number	Email Address	Revenue T	Revenue Pr	Quarterly I	Rebate	Fund Amount (Incl. T	ax) (USD) 🕜
tale contaction		Account manager	N. All March (M.	100			50,000.00	40,000.00	10,000.00	10%		1,000.00
tele contentil		Account manager	NUMBER OF STREET	100			60,000.00	30,000.00	30,000.00	10%		3,000.00
											Total Total Fund Amount (Incl. Tax)	\$4,000.00 USD
											Total Quarterly Fund Amount (Incl. Tax)	\$4,000.00 USD
Proof												
Employment	Select File											
Certificates	Provide proof o Up to 10 files o	documents clearly s an be uploaded, with e	showing the employment related of up to 50 MB in the t	tionships and format of doc, do	positions of employees. acc;xlsx;zip.jpg,bmp,png,gif,pdf	.ppt,pptx,msg. The file name cannot contai	n the following special c	haracters: I:;?"@#\$	%^&*⇔			
Project Materials	Select File											
	Provide proof o	documents demons	trating the employees' leadir	ng role in deve	loping the project.							
	Up to 10 files c	an be uploaded, with e	each file of up to 50 MB in the t	format of doc, di	xxx,xlsx,zip.jpg,bmp,png,gif,pdf,	.ppt,pptx,msg. The file name cannot contai	n the following special c	haracters: I:;?"@#8	56^&*<>			
	Submit	Cancel										

NOTE

Proof materials include:

- Employment Certificates: Provide proof of documents clearly showing the employment relationships and positions of employees.
- Project Materials: Provide proof of documents demonstrating the employees' leading role in developing the project.
- **Step 6** Your request will be reviewed by Huawei. The review result will be sent to you via email.
- **Step 7** Check the review status of the fund request.
 - Fund application under review:

Click the ID of the fund in the **Fund application under review** state on the **Confirmation and Issuance** tab page to switch to the details page and check the request details and review status.

Sales Performance Incentive Fund / Details							
Progress							
Submit Application Jul 23, 2024 20:09:12	Eligible Recipients Nov 26, 2024 17:21:55	Confirm SPIF Nov 27, 2024 10:27:14		Issue SPIF Pending			 Acknowledge Receipt Pending
Fund application under review Total Quar	terly Fund Amount (Incl. Tax) (USD) 7,000.00						Cancel Application
Under review	Pending	of SPIF Amount	Pending	Financial Reviewer			Pending
Details Eligible Recipients Fund Application a	and Receipt Acknowledgment						
Basic Information							
Benefit Name Sales Performance Incentive Fund		Development Path/Par.	Cloud Solution Provid	er Program			
Reconciliation Period 202402		Issued As	Cash				
Calculation							
The maximum fund amount for a single salesperson in a	single quarter cannot exceed \$6,000 USD, and the	at for a single partner in a single quarter cannot exceed	1 \$60,000 USD. The actual	lund amount will be capped at th	e maximum allowed.		
Total quarterly fund amount for a sales person $= \sum$ Quarterly	incremental sales revenue of the sales person (j)	K Rebate(10%)					
Fund Details							
Organization Member Acco Role Login ID	Name Mobile Numbe	r Email Address	Revenue This Quart	Revenue Previous Qua	irterly Incremen F	Rebate Fun	d Amount (Incl. Tax) (USD)
Account man	- Ball representation		30,000.00	0.00	30,000.00 1	0%	3,000.00
Account man	- 100		40,000.00	0.00	40,000.00 1	0%	4,000.00
					Total (?)	Total Fund A	mount (Incl. Tax) \$7,000.00 USD
Supporting Document					Total	Quarterly Fund A	mount (Incl. Tax) \$7,000.00 USD
Employment Certificates		Project Materials	100				
Real Provide State							

• Fund application rejected:

If your request has been rejected, modify the request information based on the review comments and submit it again.

ales Performance Incentive Fund / Detai	ls										
Progress											
Submit Application Jul 23, 2024 20:09:12		Eligible Rec Nov 26, 203	apients		Confirm SPIF Nov 27, 2024 10:27:14		(Issue SPIF Pending			Acknowledge Receipt Pending
Fund application rejection	ted Total Quarte	arly Fund Amount (Incl. Tax) (I	JSD) 7,000.0)							Resubmit
Approval Time Dec 02, 2024 10:27:	23				Comment						
Details Eligible Recipients	Fund Applicat	ion and Receipt Acknowle	edgment								
Basic Information											
Benefit Name Sales Per	formance Incentive Fi	und			Development Path/Par.	Cloud Solution	Provider Program				
Reconciliation Period 2024Q2					Issued As	Cash					
Calculation											
The maximum fund amount for a	a single salesperson	in a single quarter cannot e	xceed \$6,000 (ISD, and that for a single par	tner in a single quarter cannot exceed	\$60,000 USD. The	actual fund amount will	be capped at the m	aximum allowed.		
Total quarterly fund amount for a sales	person = \sum Qua	rterly incremental sales reven	ue of the sales p	erson (i) x Rebate(10%)							
Fund Details											
Organization Member Account	Role	Login ID	Name	Mobile Number	Email Address	Revenue	T Revenue Pr	Quarterly I	Rebate	Fund Amount	(Incl. Tax) (USD) 🕜
halo contendi	Account manager	No. of the state of	140		•	40,0	0.00 0.00	40,000.00	10%		4,000.00
	Account manager	The second second second	and the			30.0	0.00 0.00	30.000.00	10%		3.000.00

• Fund application approved:

After your request is approved, click the fund ID on the **Confirmation and Issuance** tab page to view the details.

Performance Incentive Fund / De	tails										
ogress											
Submit Application Jul 23, 2024 20:09:12		Eligit Feb 1	ble Recipients - 15, 2024 22:43:1	16	•	Confirm SPIF		• Issu Pen	9 SPIF		Acknowledge Pending
Fund application ap	proved To	tal Quarterly Fund Amount (Inc	:I. Tax) (USD)	1,000.00 Check the	involcing information, issu	an invoice, and mail it to	Huawei.				View Invoicing Information
roval Time Nov 20, 2024 11:	28:25					Comment	ок				
ails Eligible Recipient	s Fund Aj	pplication and Receipt Ack	nowledgment								
sic Information											
nefit Name Sales	Performance Ince	ntive Fund				Development Path/Par	Cloud Solution Prov	vider Program			
conciliation Period 20230	3					Issued As	Cash				
Iculation											
The maximum fund amount fo	or a single sales	person in a single quarter ca	nnot exceed \$6	6,000 USD, and that for a	single partner in a single	quarter cannot exceed	60,000 USD. The actua	al fund amount will be cap;	ed at the maximum allowed		
al quarterly fund amount for a sai	les person = 5	Quarterly incremental sales	revenue of the	sales person (i) 🗴 Reba	ate(10%)						
nd Details	-										
rganization Member Acco	Role	Login ID	Name	Mobile Number	Email Address		levenue This Quart	Revenue Previous	Quarterly Incremen	Rebate	Fund Amount (Incl. Tax) (US
100.000	Account man	the standard state			1.000		70,000.00	60,000.00	10,000.00	-	1,
 Total Records: 11 	< 1 2 <mark>3</mark>	>							Total (Total Ouarterl	Fund Amount (Incl. Tax) \$11,000 y Fund Amount (Incl. Tax) \$1,000
pporting Document											

----End

9.5.5 Fund Issuance

After the fund request is approved, you need to issue an invoice based on the invoicing information provided and mail the invoice to Huawei.

After Huawei completes the payment, you need to distribute the fund of the current quarter to the corresponding eligible recipients.

Procedure

Step 1 Use your account to log in to **Huawei Cloud**.

- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Sales Performance Incentive Fund** in the menu on the top.
- Step 4 On the Confirmation and Issuance tab page, select a fund in the Fund application approved state and click View Invoicing Information in the Operation column.

es Performance Ir	ncentive Fund 💿 🐵 Prod	cess Flow							
You may want to learn more a	about SPIF FAQs and SPIF Operation Gui	te							
Complete business information	on authentication before applying for SPIF								
rocess Flow									×
Ę	·	- ^		~					
Submit App	lication	Eligible Recipients		Confirm SPIF(4)			Issue SPIF(1)	Acknowledge Receipt(0)	
Upload application materia list of SPIF re-	ials and maintain the Speci cipients. 140	ty employees eligible for SPIF before the a day of the first month of each quarter.	Check the sal recipient and t	les performance of the corresponding \$	each eligible SPIF amount.		Huawei issues SPIF.	Check the issued SPIF and upload the certificate of receipt.	
pplication Submission	Eligible Recipients Confirmation	on and Issuance							
							R	econciliation Period Start quarter - End quarter	
					Elicible	Total Quarterly	Status V	Generated	
Fund ID	Benefit Name	Development Path/Partner Progr	Reconciliation Period	Issued As	Cingione			operation + operation	_
Fund ID 0/5u8q3OahOTFOJF/18	Benefit Name Sales Performance Incentive Fund	Development Path/Partner Progr Cloud Solution Provider Program	Reconciliation Period 2024Q1	Cash	11	900.00	Fund application approved ⑦	Oct 22, 2024 03:41:32 View Invoicing Inform	ation

Step 5 Mail the invoice.

On the displayed page, check the information and click **Print**.

Fill in the invoice number and mail the invoicing information form and the invoice to Huawei.

Sale	s Performance Incentive Fund. / View Invoicing Information				
	Send the Invoicing Information and the invoice to Huawei a Address: Recipient Phone Number If you have any questions about the invoicing information,	t:			
	NUMARE	Supp	Huawei Ilier Involcing Information		The fields with an asterisk (*) are mandatory.
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In
					Nov 29, 2024 11:12:01
	Bank Name	Bank Account	Contract No.	Pøyment Terms	
			-		
	* Invoice No. (2)	* Payment Requisition No.	* Payment Method	* Reconciliation Period	* Amount Payable(Tax Included)(undefined)
			Bank transfer		
			Print		

NOTE

- The settlement currency is the one you entered during business information authentication.
- If your invoice is rejected by Huawei Cloud, modify the invoice based on the review comments and submit it again.

Step 6 View payment progress.

On the **Confirmation and Issuance** tab page, select a fund in the **Pending payment by Huawei** state, click the fund ID, and check the payment progress on the details page.

es Performance Incentive Fund / D	etails									
Progress										
Submit Application Jun 30, 2024 23:59:59		Eligib Nov 2	e Recipients 0, 2024 17:03:4	6	Confirm SPIF Nov 20, 2024 18:04:3	15	• Issue 5	SPIF		Acknowledge Receipt Pending
Pending payment b	y Huawei ∣ ⊺	otal Quarterly Fund Amount (Ir	cl. Tax) (USD)	60,000.00						View Invoicing Information
Details Eligible Recipien	ts Fund Ap	plication and Receipt Ack	nowledgment							
Basic Information										
Benefit Name Sales	Performance Incer	tive Fund			Development Path/Pa	ar Cloud Solution Provi	der Program			
Reconciliation Period 20240	23				Issued As	Cash				
Calculation										
1 The maximum fund amount t	for a single salesp	erson in a single quarter car	inot exceed \$6	.000 USD, and that for a single	e partner in a single quarter cannot exce	ed \$60,000 USD. The actua	I fund amount will be capped	d at the maximum allowed.		
Total quarterly fund amount for a sa	ales person = \sum	Quarterly incremental sales	evenue of the s	ales person 🛈 🗴 Rebate(10	96)					
Fund Details		-								
Organization Member Acco	Role	Login ID	Name	Mobile Number	Email Address	Revenue This Quart	Revenue Previous	Quarterly Incremen	Rebate	Fund Amount (Incl. Tax) (USD)
10.000	Account man	10.000 million and				160,000.00	100,000.00	60,000.00	10%	6,000.00
NUMBER OF STREET	Account man	10.700 (Copies)				160,000.00	100,000.00	60,000.00	10%	6,000.00

Step 7 The payment is completed.

After Huawei completes the payment, you need to distribute the fund of the current quarter to the corresponding eligible recipients and upload the receipt acknowledgement.

Progress											
 Submit Application Jun 30, 2024 23:59:59 		 Eligible Reci Jul 05, 2024 	15:00:02		 Continn SHIF Nov 20, 2024 11:42:38 		•	ssue SPIF	0:01		Pending
Payment completed by	Huawei Total	Quarterly Fund Amount (Incl.	Tax) (USD) 1,000.00	Ensure that the funds have b	een distributed to the respectiv	e recipients and upload (roof of receipt ackr	owledgement.		View Invo	cing Information
Dataile Elinible Deciniente	Fund Applicati	ion and Deceint Acknowle	doment								
Eligitore receiptenta	T und Applicati	on and receipt realitione	symon								
Basic Information											
Benefit Name Sales Per	formance Incentive Fu	und			Development Path/Par	Cloud Solution Provid	er Program				
Reconciliation Period 202401					Issued As	Cash					
Calculation											
Calculation The maximum fund amount for a	single salesperson	in a single quarter cannot ex	:ceed \$6,000 USD, and	that for a single partner in a sin	gle quarter cannot exceed \$6	0,000 USD. The actual	und amount will be	capped at the ma	kimum allowed.		
Calculation The maximum fund amount for a Total quarterly fund amount for a sales	single salesperson person = \sum Quar	in a single quarter cannot ex	cceed \$6,000 USD, and	that for a single partner in a sin	igle quarter cannot exceed \$6	0,000 USD. The actual 1	und amount will be	capped at the ma	rimum allowed.		
Calculation The maximum fund amount for a Total quarterly fund amount for a sales	single salesperson person = \sum Quar	in a single quarter cannot ex rterly incremental sales revenu	cceed \$6,000 USD, and e of the sales person (i	that for a single partner in a sin	igle quarter cannot exceed \$6	0,000 USD. The actual !	und amount will be	capped at the ma	ximum allowed.		
Calculation The maximum fund amount for a Total quarterly fund amount for a sales Fund Details	single salesperson person $= \sum$ Quar	in a single quarter cannot ex rterly incremental sales revenu	cceed \$6,000 USD, and e of the sales person (j	that for a single partner in a sin) χ Rebate(10%)	igle quarter cannot exceed \$6	0,000 USD. The actual 1	und amount will be	capped at the ma	ximum allowed.		
Calculation The maximum fund amount for a Total quarterly fund amount for a sales Fund Details Organization Member Account	single salesperson person = \sum Quar Role	in a single quarter cannot e: terly incremental sales revenu Login ID	cceed \$6,000 USD, and e of the sales person (Name Mobil	Sthat for a single partner in a sir.) x Rebate(10%) ile Number Email A	ngle quarter cannot exceed \$4 ddress	0,000 USD. The actual I	und amount will be Revenue Pr	capped at the max	kimum allowed. Rebate	Fund Amount	Incl. Tax) (USD)
Calculation The maximum fund amount for L Total quarterly fund amount for a sales Fund Details Organization Member Account	reson = \sum Quar Role Account manager	in a single quarter cannot e ferly incremental sales revenu Login ID	xceed \$6,000 USD, and e of the sales person (Name Mobil	I that for a single partner in a sir) x Rebute(10%) Ile Number Email A	ngle quarter cannot exceed Sf	0,000 USD. The actual 1 Revenue T 160,000.00	Revenue Pr 100,000.00	Quarterly I 60,000.00	kimum allowed. Rebate	Fund Amount (Incl. Tax) (USD) (

----End

9.5.6 Uploading Receipt Acknowledgement

After receiving the fund from Huawei, you need to distribute the fund to the corresponding recipients and upload the receipt acknowledgment.

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Sales Performance Incentive Fund** in the menu on the top.
- **Step 4** On **Confirmation and Issuance** tab page, select the fund already paid by Huawei and click **Uploading Receipt Acknowledgement** in the **Operation** column.

Sales Performance Ince	entive Fund 🕐 🔍 Proc	tess Flow								
• You may want to learn more abou • Complete business information au	tt SPIF FAQs and SPIF Operation Guid uthentication before applying for SPIF	ie								
Process Flow										×
Submit Applicat Upload application materials a tist of SPIF recipie	fion ind maintain the Specif inds. 14th	Eligible Recipients ry employees eligible for SPIF before the day of the first month of each quarter.	Check the s recipient and	Confirm SPIF(1) les performance o the corresponding	e) f each eligible SPIF amount.		Issue SPIF(1) Huawel issues SPIF.	Chec	Acknowledge Receipt(3) the issued SPIF and upload the certificate of receipt.	
Application Submission Ellig	gible Recipients Confirmation	on and Issuance								
								Reconciliation Period	Start quarter - End quarter	
Fund ID	Benefit Name	Development Path/Partner Progr	Reconciliation Period	Issued As	Eligible	Total Quarterly	Status 🖓	Generated ‡	Operation	
SPIF202412130785	Sales Performance Incentive Fund	Cloud Solution Provider Program	2022Q4	Cash	2	100.00	Fund application approved	⑦ Dec 13, 2024	17:00:00 View Invoicing Information	tion
SPIF202412057884	Sales Performance Incentive Fund	Cloud Solution Provider Program	2024Q3	Cash	2	4,000.00	 Payment completed by Huar 	Wei ⑦ Dec 05, 2024	20:20:00 Upload Receipt Acknow	wledgeme
SPIF202411267404	Sales Performance Incentive Fund	Cloud Solution Provider Program	2024Q2	Cash	2	7,000.00	 Payment completed by Huar 	wei ⑦ Nov 26, 2024	17:25:00 Upload Receipt Acknow	wledgeme

Step 5 On the displayed page, confirm the fund information, upload the receipt acknowledgement, and click **Submit**.

Sales Performance Inc	entive Fund / Uplo	ad Receipt Acknowle	dgement									
Ensure that the	funds have been d	stributed to the respect	ive recipients and upload pro	oof of receipt ack	nowledgement.							
Basic Informat	ion											
Benefit Name	Sales Pe	rformance Incentive Fu	ind			Development Path/Par	Cloud Solution Provid	ier Program				
Reconciliation Per	iod 2024Q2					Issued As	Cash					
Fund Details												
Organization M	ember Account	Role	Login ID	Name	Mobile Number	Email Address	Revenue T	Revenue Pr	Quarterly I	Rebate	Fund Amount (Incl. Tax)	(USD) ⑦
10.000		Account manager	10,000,00,00	1000	-	•	40,000.00	0.00	40,000.00	10%		4,000.00
And specific		Account manager	$(a_1,a_2,a_3,a_4,a_5,a_1,a_2,a_1,a_2,a_3,a_2,a_3,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4$	8.04		•	30,000.00	0.00	30,000.00	10%		3,000.00
										Total	Total Fund Amount (Incl. Tax) S Total Quarterly Fund Amount (Incl. Tax)	7,000.00 USD
Upload Receip	t Acknowledgen	nent										
Receipt Acknowledgement	Select Fik Kindly provide Up to 10 files Submit	the requisite documen can be uploaded, with Cancel	tation substantiating the rece each file of up to 50 MB in the X	Hpt of the fund di	stributed to the eligible recipien occydisk,zip.jpg.bmp.png.gif.pd	ts. f.ppt.ppt.cmsg. The file name cannot con	lain the following special c	haracters: L;7″@≇	\$%^&*~>			

- **Step 6** Your uploaded receipt acknowledgement will be reviewed by Huawei. The review result will be sent to you via email.
- **Step 7** View the review status of the uploaded receipt acknowledgement.
 - Receipt acknowledgement under review:

Click the ID of the fund in the **Fund application under review** state on the **Confirmation and Issuance** tab page to switch to the details page and check the receipt acknowledgement uploaded and review status.

Performance Incentive Fund / Detail	IS									
rogress										
ogicis .										
Submit Application		 Eligible Reci 	ipients		Confirm SPIF		•	Issue SPIF		Acknowledg
Jul 23, 2024 20:09:12		Nov 25, 202	4 15:31:24		Dec 06, 2024 16:	14:01		Nov 21, 2024 20:0	0:01	Dec 18, 2024
		1. Talai Constato Ford A	married (Send Travi	4000.00						
Receipt acknowledgen	sent under review	Total Quarterly Pund An	nount (incl. Tax)	(03D) 4,000.00						
Review by Ecosystem	Manager									Review by Business Re
Under review										Pending
stails Eligible Recipients	Fund Applicati	on and Receipt Acknowle	dgment							
isic Information										
nofit Name Sales Per	formanco Incontivo Eu	ind			Development Pa	billion Claud Solution Prov	ider Program			
	office incentive i u				Dereityment e		iver i rogiani			
conciliation Period 2024Q3					Issued As	Cash				
alculation										
The maximum fund amount for a	a single salesperson	in a single quarter cannot e	xceed \$6.000 t	USD, and that for a single p	artner in a single guarter cannot	xceed \$60,000 USD. The actua	al fund amount will b	e capped at the ma	iximum allowe	d
	-			~						
tal quarterly fund amount for a sales	person = \sum Quart	enty incremental sales revenu	ie of the sales p	Jerson (j) x Rebate(10%)						
and Details										
rganization Member Account	Role	Login ID	Name	Mobile Number	Email Address	Revenue T	Revenue Pr	Quarterly I	Rebate	Fund Amount (Incl. Tax) (U
	Account manager	10,0,00070000	100			60,000.00	30,000.00	30,000.00	10%	
						50.000.00	40,000.00	10,000.00	10%	
and the second se	Account manager	No. of Street, eds.	1000							
	Account manager	iti, pilitania, pi			w.					
	Account manager	N., office A., etc.	148						Total	Total Fund Amount (Incl. Tax) \$4,00
pporting Document	Account manager	in philosophy and	141		w w				Total	Total Fund Amount (Incl. Tax) \$4,00 Total Quarterly Fund Amount (Incl. Tax) \$4,00
upporting Document	Account manager	W. additionals, pri-	-41		Project Materials	800.000			Total	Total Fund Amount (Incl. Tax) \$4,00 Total Quarterly Fund Amount (Incl. Tax) \$4,00
Ipporting Document ployment Certificates knowledge Receipt	Account manager	ni, pilikuda, pil	141		Project Materials	-			Total	Total Fund Amount (Incl. Tax) \$4,00 Total Quarterly Fund Amount (Incl. Tax) \$4,00

• Receipt acknowledgement rejected:

If your receipt acknowledgement has been rejected, modify the information based on the review comments and submit it again.

Sales Performance Incentive Fund / Detail	Is										
Progress											
Jul 23, 2024 20:09:12		Feb 15, 2024	22:43:16		Nov 17, 2024 17:22:36		•	Pending		•	Pending
Receipt acknowledgen	nent rejected	Total Quarterly Fund Amount (ind. Tax) (USD)	1,000.00							Resubmit
Approval Time Dec 16, 2024 15:30:	26				Comment	the state inclusion		And an an an an an			
Dataile Elinible Deciniente	Fund Applicat	ion and Deceint Acknowler	lament								
Ligiore Recipienta	- una Applicat	for and receipt Advisories									
Basic Information											
Benefit Name Sales Per	formance incentive Fu	und			Development Path/Par	Cloud Solution Provis	der Program				
Reconciliation Period 2023Q3					Issued As	Cash					
Calculation											
The maximum fund amount for a	a single salesperson	in a single quarter cannot ex	ceed \$6.000 U	5D, and that for a single partr	ner in a single guarter cannot exceed \$	60.000 USD. The actual	fund amount will be	e capped at the ma	ximum allower	1	
Total quarterly fund amount for a color.		dartu incremental color revenue		rran () y Bahata(10%)							
rotal qualitery fund amount for a sales	person - Z cash	teny incremental sales revenue	e oi une caleo pe	Netale(1016)							
Fund Details											
Organization Member Account	Role	Login ID	Name	Mobile Number	Email Address	Revenue T	Revenue Pr	Quarterly I	Rebate	Fund Amount	(Incl. Tax) (USD) 🕐
N-40081	Account manager	10. 200 AUG 10.	1000	100000		79,999.99	69,999.99	10,000.00			1,000.00
1,000	Account manager	10,0000000				70,000.00	60,000.00	10,000.00			1,000.00

• Fund accepted:

After your receipt acknowledgement is approved, click the fund ID on the **Confirmation and Issuance** tab page to view the details.

rompee											
rogress											
Submit Application		Eligible Recip	vients		Confirm SPIF		•	ssue SPIF		Acknow	fedge R
JUI 23, 2024 20:09:12		NOV 25, 2024	10.31.24		Dec 00, 2024 10.14.01			NOV 21, 2024 20:0		Dec 11,	2024 04
	Constants Front Law										
Award Accepted 101al	r quarteny Fund Amo	ount (Incl. Tax) (USD) 4,00									
Details Eligible Recipients	Fund Applicatio	on and Receipt Acknowled	igment								
sasic Information											
lenefit Name Sales Perform	mance Incentive Fun	ıd			Development Path/Par	Cloud Solution Provid	er Program				
Reconciliation Period 2024Q3					Issued As	Cash					
Reconciliation Period 2024Q3					Issued As	Cash					
Reconciliation Period 2024Q3					Issued As	Cash					
Reconciliation Period 2024Q3 Calculation The maximum fund amount for a sin	ingle salesperson in	n a single quarter cannot ex	ceed \$6,000 t	JSD, and that for a single p	Issued As	Cash \$60,000 USD. The actual 1	und amount will be	e capped at the ma	ximum allowe	ed.	
Reconciliation Period 2024G3 Calculation The maximum fund amount for a size total quarterly fund amount for a sales pen	ingle salesperson in rson $= \sum$ Quarte	n a single quarter cannot ex arly incremental sales revenue	ceed \$6,000 l	JSD, and that for a single person () x Rebate(10%)	Issued As partner in a single quarter cannot exceed	Cash \$60,000 USD. The actual !	und amount will be	e capped at the ma	ximum allowe	ed.	
Reconciliation Period 2024Q3 Zalculation The maximum fund amount for a sile otal quarterly fund amount for a sales pen fund Detailis	ingle salesperson in rson $= \sum$ Quarte	n a single quarter cannot ex arly incremental sales revenue	ceed \$6,000 l	JSD, and that for a single poerson ① x Rebate(10%	Issued As partner in a single quarter cannot exceed)	Cash \$60,000 U SD. The actual !	und amount will be	e capped at the ma	ximum allowe	ed.	
Leconcilation Period 2024Q3 Leconcilation The maximum fund amount for a sile total quarterly fund amount for a sales per fund Details	ingle salesperson in rson = ∑ Quarte	n a single quarter cannot ex arly incremental sales revenue	ceed \$6,000 l	JSD, and that for a single parson () X Rebate(10%	Issued As	Cash \$60,000 USD. The actual t	und amount will be	a capped at the ma	dmum allowe	ed.	
teconclision Period 2024Q3 Salculation The maximum fund amount for a sales per rund Details Organization Member Account	ingle salesperson in rson = \sum Quarte Role	n a single quarter cannot ex arly incremental sales revenue Login ID	ceed \$6,000 t e of the sales p Name	JSD, and that for a single p berson ① x Rebate(10% Mobile Number	Issued As partner in a single quarter cannot exceed) Email Address	Cash \$60,000 USD. The actual to Revenue T	und amount will be Revenue Pr	Quarterly I	ximum allowe Rebate	ed Fund Amount (Incl. Tax) (USD)
econciliation Period 202403 calculation The maximum fund amount for a site otal quarterly fund amount for a sate per und Details Organization Member Account	ngle salesperson in rson = ∑ Quarte Role Account manager	n a single quarter cannot ex arly incremental sales revenue Login ID	ceed \$6,000 t e of the sales p Name	JSD, and that for a single p berson ① x Rebate(10% Mobile Number	Issued As partner in a single quarter cannot exceed) Email Address	Cash \$60,000 USD. The actual ! Revenue T 60,000.00	und amount will be Revenue Pr 30,000.00	Quarterly I 30,000.00	Rebate	ed. Fund Amount (Incl. Tax) (USD) 3.0
Accountiation Period 202403 Calculation The maximum fund amount for a site vand Details Organization Member Account	ingle salesperson in rson = \sum Quarte Role Account manager Account manager	n a single quarter cannot ex arly incremental sales revenue Login ID	occeed \$6,000 l a of the sales p Name	JSD, and that for a single poerson ① x Rebate(10% Mobile Number	Issued As partner in a single quarter cannot exceed 0 Email Address	Cash \$60,000 USD. The actual to Revenue T 60,000.00 50,000.00	und amount will be Revenue Pr 30,000.00 40,000.00	Quarterly I 30,000.00	Rebate 10%	ed. Fund Amount (Incl. Tax) (USD) 3,0 1,0
Accordination Period 202403 Calculation The maximum find amount for a sile biol quarking fund amount for a sile rund Details Organization Member Account	ngle salesperson in rson = ∑ Quarte Role Account manager Account manager	n a single quarter cannot ex arly incremental sales revenue Login ID	ceed \$6,000 to	JSD, and that for a single parson ① X Rebate(10% Mobile Number	Issued As partner in a single quarter cannot exceed) Email Address ©	Cash \$60,000 USD. The actual Revenue T 60,000 00 50,000.00	und amount will be Revenue Pr 30,000.00 40,000.00	Quarterly I 30,000.00 10,000.00	Rebate	ed Fund Amount (Incl. Tax) (USD) 3,0 1,0
According Period 202403 calculation) The maximum and amount for a side per- fund Details Organization Member Account 1 intervention Control Cont	ngle salesperson in rson = ∑ Quarte Role Account manager Account manager	n a single quarter cannot ex nry incremental sales revenue Login ID	ceed \$6,000 to	USD, and that for a single performance of the single performance of th	Issued As partner in a single quarter cannot exceed) Email Address Compared on the second Compared on the second	Cash 560,000 USD. The actual 860,000 USD. The actual 60,000 00 50,000 00	Revenue Pr 30,000.00 40,000.00	Quarterly I 30,000.00 10,000.00	Rebate 10% 10% Total	ed Fund Amount (Incl. Tao Total Fund Amount (Incl. Tao Total Cauthon Cond. Tao)) (USD) 3,0 1,0
Accordination Period 202403 calculation The measurement for a sale participation of the sales per- rund Details Organization Member Account provide a sales of the provide account of the prov	ingle salesperson in rson = ∑ Ouarte Role Account manager Account manager	n a single quarter cannot ex sny incremental seles revenue Login ID	Name	USD, and that for a single series () X Rebate(10%) Mobile Number	Issued As	Cash \$60,000 U.S.D. The actual to Revenue T 60,000.00 50,000.00	und amount will be Revenue Pr 30,000.00 40,000.00	Quarterly I 30,000.00	Rebate 10% Total	Pund Amount (Incl. Tay) Total Fund Amount (Incl. Tac) Total Guartery Fund Amount (Incl. Tac)) (USD) 3.0 1.0 54,000.1

----End

9.6 Competency Improvement Incentive

The competency improvement incentive is provided to improve partners' competencies in providing Huawei Cloud services.

9.6.1 Requesting the Competency Improvement Incentive

As a service partner, once you have completed the role validation and certified an **eligible level-1 competency** in the current year, you can request the competency improvement incentive.

Prerequisites

You have joined the **Service Partner Competency Improvement Incentive Program**.

NOTE

- Partners with a level-1 competency badge must apply for incentives (such as training, exam vouchers, and cash incentives) by December 31 of the year when the competency badge was obtained. Otherwise, the incentives will become invalid.
- A level-1 competency label can only be used by the same partner to apply for the incentive once.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Benefits** > **Competency Improvement Incentive** in the menu on the top.
- **Step 4** On the **Benefit Request** tab page that is displayed by default, select the benefit you want to request and click **Request** in the **Operation** column.

ompetency Im	provement Incentive	Process Flow					
 You might want to kr 	ow: FAQs on Competency Improvement	t Incentives. Operation Guide to Con	petency Improvement Incentives				
Complete business i	nformation authentication before applyin	g for the incentive.					
Process Flow							×
	Ę		E		•		
	Enrolled		Submit(1)	Mail II	nvoice(0)	View Payment Progress(0	0
Yo	u have already enrolled in the program.	S	elect a certified competency to apply for incentives.	Issue an invo invoicing inform Hit	ice based on the lation and mail it to lawel.	View the payment progress o Huawei.	r
Benefit Request	Request History						
Benefit Name	L	evel-1 Competency ③	Quota(USD)	Multiple Requests Allowed or Not	Status 🏹	Effective Time (2)	Operation
 Service Part 	ner Competency Improvement Ir	ncentive Program					
Competency In	provement Incentive E	Database	14,000.00	No	Available for request	Sep 05, 2024 -Dec 31, 2024	Request

Step 5 On the displayed page, read and agree to the Informed Consent and click Submit.

Competency Improvement Incentive / Apply	
Request Incentive	
Benefit Name	Competency Improvement Incentive
Development Path/Partner Program	Service Partner Competency Improvement Incentive Program
Level-1 Competency	Database
Quota(USD)	14,000.00
Amount Requested This Time (Incl. Tax)(USD)	14,000.00
	I have read and agree to 《Informed Consent Letter on Huawei Cloud Service Partner Competency Improvement Incentive Program 2024》
	Submit Cancel

NOTE

The incentive quota for each level-1 competency is fixed and cannot be split across multiple requests. You must apply for the entire amount in a single request.

Step 6 Your request will be reviewed by Huawei. The review result will be sent to you via email.

Submitted.
We will review your application as soon as possible and notify you of the result via SMS and email.
View Details Completed

----End

Viewing the Review Status of the Incentive Application

• Incentive application under review

Access the application details and check the review progress.

Competency Improvement Incentive / Details				
Progress				
Submit Oct 24, 2024 20:25:01		 Send Invoice Pending 		 Receive Payment from Huawei Pending
Incentive application under review	Amount Requested This Time (Incl. Tax)(USD) 14,000.00	We conduct quarterly reviews and payments for competency improvement incentive	es. Please be patient while waiting for the process.	Cancel Application
Incentive application/re-application	Review by Business Reviewer	Review by the Operation Specialist	Review by Financial Reviewer	Review by Budget Approver
Oct 24, 2024 20:25:02	Under review	Pending	Pending	Pending
Application Information				
Request No.	GnRmLM9UB0EBnrLOtqZ	Benefit	Competency Improvement Incentive	
Level-1 Competency	Database	Development Path/Partner Program	Service Partner Competency Improvement Incentive Program	
Quota(USD)	14,000.00	Amount Requested This Time (Incl. Tax)(USD)	14,000.00	

• Incentive application rejected

If your application has been rejected, modify the application based on the review comments and submit it again.

• Incentive application approved

Once your application has been approved, check the invoicing information, issue an invoice, mail it to Huawei, and wait for the payment from Huawei.

Competency Improvement Incentive / E	etails					
Progress						
Submit Oct 24, 2024 20:25:01		 Send Invoice Pending 				 Receive Payment from Huawei Pending
Incentive application ap	proved Amount Requested This Time (Incl. Tax)(USD) 14,000.00					View Invoicing Information
Approval Time Oct 25	2024 11:17:31		Comment	ок		
Application Information						
Request No.	GnRmLM9UB0EBnrLOtqZ		Benefit		Competency Improvement Incentive	
Level-1 Competency	Database		Development Path/Partn	er Program	Service Partner Competency Improvement Incentive Program	
Quota(USD)	14,000.00		Amount Requested This	Time (Incl. Tax)(USD)	14,000.00	

Canceling a Request

You can cancel the request you submitted before it is approved. After the request is canceled, you can modify the request and submit it again.

1. Canceling a request: On the **Request History** tab page, click **Cancel Application** in the **Operation** column.

You might want to know: FAOs on Competency Complete business information authentication b	Improvement Incentives. Opera afore applying for the incentive.	ation Guide to Competency Impr	wement Incentives					
Process Flow	he	Cancel the a The canceled appli Request No. OnRmLM9UB0E	application? atton can be modified. Level-1 Competency BnrLO Database	Amount Requested T Status 14,000.00 • Incer	×		View Payment Progress View the payment progress Huzavel.	5(0) s of
Benefit Request History		_	ок	Cancel		Requested	Start Date Ford Date	
Request No. Benefit	Lev	el-1 Competency 🖓	Development Path/Partner Pro	Amount Requested This Time (Incl. T	fax) Status 🍞	Requested	Start Date — End Date Requested \$	Operation
GoRmi M9UB0EBori OtoZ Competenc	v Improvement Incent Date	abase	Service Partner Competency Imp	14 000 00	Incentive at	plication under review	Oct 24, 2024 20:25:01	Cancel Applicatio

2. Modifying the request: On the **Request History** tab page, click **Edit** in the **Operation** column to modify a canceled incentive request and then submit it again.

ompetency Improven	nent Incentive 🗇 🛛 👁	Process Flow						
 You might want to know: FAQs or Complete business information a 	n Competency Improvement Incentives, uthentication before applying for the inc	 Operation Guide to Competency Impr centive. 	ovement Incentives					
Process Flow								×
	←				e			
Eni You have alrea pro	rolled dy enrolled in the gram.	Sub Select a certific apply for	mit(1) d competency to incentives.	Mail Invoice(0) Issue an invoice based o invoicing information and n Huawei.	n the nail it to	View Payment Progree View the payment progree Huawei.	:\$(0) as of	
Benefit Request Request F	listory							
					Requested	Start Date - End Date		1 C
Request No.	Benefit	Level-1 Competency 7	Development Path/Partner Pro	Amount Requested This Time (Incl. Tax)	Status 🖓	Requested \$	Operation	
GnRmLM9UB0EBnrLOtqZ	Competency Improvement Incen	Database	Service Partner Competency Im	14,000.00	Canceled	Oct 24, 2024 20:25:01	Edt	

9.6.2 Mailing Invoice

After the payment request is approved, you need to issue an invoice based on the invoicing information provided and mail the invoice to Huawei.

Procedure

Step 1 On the **Request History** tab page, select an approved request and click **View Invoicing Information** in the **Operation** column.

• You might want to know: FAQs on	Competency Improvement Incentives,	Operation Guide to Competency Impr	ovement Incentives					
Complete business information aut	hentication before applying for the inco	entive.						
Process Flow								
- E)		.			
Enro	lied	Sut	omit(0)	Mail Invoice(1)		View Payment Progr	ress(0)	
You have alread prog	y enrolled in the ram.	Select a certifi apply for	ed competency to r incentives.	Issue an invoice based o invoicing information and r Huawei.	in the nail it to	View the payment prog Huawei.	gress of	
Benefit Request Hi	story							
					Requested	Start Date - End Date		
Request No.	Benefit	Level-1 Competency 🍞	Development Path/Partner Pro	Amount Requested This Time (Incl. Tax)	Status 😨	Requested ¢	Operation	

Step 2 On the displayed page, check the information and click **Print**.

Fill in the invoice number and mail the invoicing information form and the invoice to Huawei.

Com	petency improvement incentive / View Invoicing Information	n								
	Orest the himotopic telemation and the mode to Hauses at Advess Prove Number Prove Number Tyou have any Questions about the himotopy information and decryptons.									
	NULAWEE	Supp	Huawei Ilier Invoicing Information		The fields with an asterisk (*) are mandatory.					
	* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In					
		-			Oct 25, 2024 11:28:56					
	Bank Name	Bank Account	Contract No.	Payment Terms						
	* Invoice No. 🕐	* Payment Requisition No.	* Payment Method	* Reconciliation Period	* Amount Payable(Tax Included)(undefined)					
			Bank transfer							
			Print							

D NOTE

If your invoice is rejected by Huawei Cloud, please re-issue it and mail it to Huawei again.

----End

9.6.3 Viewing Payment Progress

After mailing the invoice to Huawei, you can view Huawei's payment progress in Partner Center.

Procedure

Step 1 On the **Request History** tab page, select a benefit in the **Pending payment by Huawei** state and click the request number.

Many and add second to the same FAC			and the second second second				
You might want to know: FAC	s on Competency Improvement Incentives	, Operation Guide to Competency Impl	rovement Incentives				
Complete business informati	n authentication before applying for the in-	centive.					
ocess Flow							
			-				
				4F.)	8	G	
	Enrolled	Sub	mit(0)	Mail Invoice(1)		View Payment Progres	s(0)
You have a	ready enrolled in the	Select a certific	ed competency to	Issue an invoice based o	n the	View the payment progres	s of
	program.	apply for	incentives.	invoicing information and m Huawei.	sail it to	Huawei.	
nefit Request Reque	st History						
nefit Request Reque	st History						
nefit Request Reque	st History				Requested	Start Date — End Date	Ē
nefit Request Reque	st History Benefit	Level-1 Competency 7	Development Path/Partner Pro	Amount Requested This Time (Incl. Tax)	Requested	Start Date - End Date	Operation

Step 2 You can view the payment progress on the request details page.

----End

10 Opportunity Management

Manage partner-originated opportunities (POs) and Huawei-originated opportunities (HOs) to further drive your engagement with Huawei Cloud, grow your business, and accelerate cloud migration for your customers.

10.1 Opportunity Sharing

10.1.1 Partner-Originated Opportunities (POs)

10.1.1.1 Creating an Opportunity

After joining the **Partner Customer Engagement (PCE)** program, you can create opportunities in Partner Center and share them with Huawei Cloud.

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 Choose Sales > Opportunity Management > Opportunity Sharing in the menu on the top.
- **Step 4** Click **Create** on the **Partner-Originated** tab page that is displayed by default.

ortunity Sna	aring (2) Process	Flowchart							0	Usage Guidel
You may want to know	w: What Can I Get from Sharin	g Opportunities with Huawei Cloud? H	low Do I Get the Opportunitie	as Shared by Huawei Cloud? Learn more						
ocess Flowchart										×
	.			þ		0				
	Join PCE Program		Share & Receive Or	aportunities	Undate Oppo	tunities		Close Opport	unities	
Inin the PCE Proof	rom hafora sharing or receiving	share you	connortunities with Husewei C	Yourd or receive onnorthimities Under	te the information of opportunities t	sunnert customer development	Deliver the project	ris and enter the operat	tions and maintanance	stone for
out the Four rogin	turn berbie bruing or recenting	opportunition. Othere you	shared by Uneurol	Cloud		support customer actoroginent.	Denver are projet	the opportun	zies	ougo tot
			bilared by Huawei							
rtner-Originated	Huawel-Originated		sileted by Huave							
rtner-Originated	Huawel-Originated		snared by huave						à Show Ov	erview ~
rtner-Originated	Huawei-Originated		sideled by fluare		Submitted A	~]	Opportunity Name	✓ Enter an opp	<u>ش</u> Show Ov ortunity name.	erview ~ Q @
create Opportunity Name	Huawei-Originated	Status 🖓	Customer Company	Estimated Opport (e) Estim	Submitted A	⊲] ed Order ⊖ Submitted	Opportunity Name	∞ Enter an opp ast Updated ⊖	Show Ov orfurity name. Operation	erview ~ Q @
rtner-Originated Create	Huawei-Originated	Status 🖓 In review	Customer Company	Estimated Opport () Estim 1.00	Submitted A nated GMV (\ominus Estimat 1.00 2025/06	→) rd Order ⊕ Submitted 22 Jun 12, 202	Opportunity Name e L 25.13:57:50 Ji	✓ Enter an opp ast Updated ⊕ un 12, 2025 13:57:50	the Show Over orturity name.	erview ×
rtner-Originated Create	Huawel-Originated	Status ∵ e in review • To be updated	Customer Company	Estimated Opport () Estim T.00 16.00	Submitted A nated GMV ((c) Estimation 1.00 2025/00 16.00 2025/00	→] ed Order ⊖ Submitted 22 Jun 12, 202 06 Jun 10, 203	Opportunity Name	✓ Enter an opp ast Updated iun 12, 2025 13:57:50 un 10, 2025 10:24:00	A Show Ov orfurity name. Operation Update	erview ~ Q

Step 5 Fill in required information, such as customer company information, opportunity information, contact information, and Huawei local sales team information, and click **Submit**.

rtunity Sharing-Partner-Originated 7	Create									
Customer Details										
* Customer Company Name	E	nter the full name of th	e customer							
Huawei Cloud Account (?)	П	he customer company	name must match. If							
* Country/Region	-	Select								
* State/Province	-	Select								
* City	-	Select								
Industry	-	Select								
Company Website		nter the URL of the cus	tomer company's							
Opportunity Details										
* Opportunity Name		Customer company nar	ne-Customer service system	Cloud migration						
					0/100					
* Presales Activity Completed ⑦			•							
* Opportunity Type ⑦		Select	•							
* Opportunity Description (?)	1 1	he description should in Customer requirement	nclude the following details a s	comprehensively	as possible:					
	3. 4. PI	Identification of custon Customer budget and lease provide at least 5	rer decision-makers project plan on the customer 0 words or more.	side						
+ Delivery Model		Select			0/1,000					
Humuni Cloud Servicer Involued	0									
Barther Drimen: Meed from Museu	ei Claud	Architecture Validation	Transaction Summer	Ricing Ar	reistance 🗌 Technical	Concultation	Total Cost of Ourparchip Assass	nont 🗌 Vicibility No k	Info Permined	
 Partiel Printary Need for Pidaw O 		Olher					Total Goal of Childrand Assess	vialonity-No I	elp requied	
* Estimated Opportunity Value		Other		Unit 10.000 US	3D					
* Estimated Transaction GMV (2)				Unit 10 000 US	30					
+ Estimated Manthly Hussel Claud	Rustained			Unit 10,000 US	20					
Revenue ⑦]						
* Estimated Order Placement Time	S	elect a date.	=							
Requirement Label ③		KooGallery B	aseline solution							
Attachment		Upload								
	Up 1 XLS	to 10 files can be uploa SX, ZIP, JPG, BMP, PN	ided, with each file of up to 5 G, GIF, PDF, PPT, and PPTX	MB in the format The file name ca	of DOC, DOCX, nnot contain the					
	follo	wing special character	s: I;;?"@#\$%^&*⇔							
0										
Add at least one contact person.										
No. Cor	ntact Name		Position		Mobile Number				Key Decision Maker	Operation
1					+852(Hong K 🔻				-Select- *	Delete
€ Add										
Partner Sales Contacts	he local sales own	er for the conortunit	w.							
No. Cor	ntact Name	or the opportunit	Position		Mobile Number					Operation
1					+852(Hong K +					Delete
• Add										
-										
Huawei Local Sales Team Info	ormation									
* Already Contact with Huawei Loca	al Sales	Select	*]						
Team (PSM/BD)	If yo	ou select "Yes', specify	me information of at least on	Huawei contact.						
Submit Save as Draft	Cancel									

NOTE

- **Partner Sales Contacts**: Enter the contact information of the local sales owner of the opportunity.
- Huawei Local Sales Team Information: Specify whether you have already contacted Huawei local sales team (PSM/BD).
- You can choose to click **Save as Draft** to save the entered opportunity information without submitting it.
- You can view, modify, or delete the opportunity in the **Draft** state on the **Sales** > **Opportunity Management** > **Opportunity Sharing** > **Partner-Originated** tab page.
- **Step 6** A message is displayed indicating that you have successfully submitted the opportunity.

Opportunity submitted.
The opportunity information has been synchronized to Huawei Cloud. You can view the progress of this opportunity in its details.
View Details Complete

NOTE

• After the opportunity is submitted, the opportunity information will be synchronized to Huawei Cloud. You can view the latest updates in the opportunity details.

Step 7 View the review status.

• You can click an opportunity name to switch to the details page of the opportunity and view its review status.

SAMROOD					
a In review	The opportunity you shared will be reviewed as soon as possible				
•	1 The appartunity yes and an in second second second second				
Submission time M	ar 08, 2024 11:36:19				
Progress					
Submit PO	Review Opportunity	(Huawei) Accept Opportunity	Update Opportunity	Sign Contract	 Close Opportunity
Mar 08, 2024	On going	Not started	Not started	Not started	Not started
Opportunity Informat	Ion Customer Contacts Partner Sales Contacts				
Opportunity Informat Customer Details Customer Company Name	Ion Customer Contacts Partner Sales Contacts		Huawei Cloud Account	-	
Opportunity Informat Customer Details Customer Company Name Country/Region	on Customer Contacts Partner Sales Contacts		Haareei Cloud Account State/Province	- Jerge	
Opportunity Informat Customer Details Customer Company Name Country/Region City	Customer Contacts Partner Sales Contacts		Huarrei Cloud Account StateProvince	- Janja	
Opportunity Informat Customer Details Customer Company Name Country/Region City Opportunity Detai	Customer Contacts Partner Sales Contacts		Huasel Claud Account StateProvince	- Jangu	
Opportunity Informat Customer Details Customer Company Name Country/Region City Opportunity Detail Opportunity ID	Customer Contacts Partner Sales Contacts		Hansel Cloud Account StateProvince Opportunity Name	- Jerga	
Opportunity Informat Customer Details Customer Company Name Country/Region City Opportunity Detail Opportunity ID Opportunity Type	Customer Contacts Partner Sales Contacts		Huarver Cloud Account StateProvince Opportunity Name Decorption @	- Лекри Славителя 1. Нойвен-тощиториць о д. 47 имбли	SUMPLY AND MADE
Opportunity Informat Customer Details Customer Company Name Country/Region City Opportunity Detail Opportunity ID Opportunity ID Opportunity Type Customer's Interests	Customer Contacts Partner Sates Contacts		Husees Dirud Account StateProvince Opportunity Name Decorption ⑦ Respirement Label ⑦		RUMARZY ANDONA

• If the opportunity is rejected, modify the opportunity based on the rejection reason and submit it again.

cash/1001					
Rejected	Reason				Edit
Last Updated Oct	16, 2023 11:16:34				
Progress					
 Submit PO Sep 20, 2023 	Review Opportunity Oct 16, 2023	 (Huawei) Accept Opportunity Not started 	 Update Opportunity Not started 	 Sign Contract Not started 	 Close Opportunity Not started
Opportunity Informa					
Customer Details	tlion Customer Contacts Partner Sales Contacts				
Customer Details Customer Company Name	ation Customer Contacts Partner Sales Contacts		Huawei Cloud Account	-	
Customer Details Customer Company Name Country/Region	ation Customer Contacts Partner Sales Contacts		Huawei Cloud Account State/Province	- halay	
Customer Details Customer Company Name Country/Region City	tion Customer Contacts Partner Sales Contacts		Huawei Cloud Account State/Province	- faing	
Customer Details Customer Company Name Country/Region City Opportunity Deta	anni Customer Contacts Partner Sales Contacts		Huawei Cloud Account StateProvince	- İndeş	
Customer Details Customer Company Name Country/Region City Opportunity Deta Opportunity ID	Ition Customer Contacts Partner Sales Contacts		Huawei Cloud Account State/Province Opportunity Name	- Aning particit	
Customer Details Customer Company Name Country/Region City Opportunity Detail Opportunity ID Opportunity Type	Ition Customer Contacts Partner Sales Contacts		Haareel Cloud Account StatesPrevence Copertunity Name Description ①	- facing	Minute State

----End

10.1.1.2 Updating an Opportunity

After the submitted opportunity is approved, you need to keep updating its information until it is closed.

NOTE

In the phase of opportunity update or contract signing, you have to update the opportunity at least once every 14 calendar days.

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 Choose Sales > Opportunity Management > Opportunity Sharing in the menu on the top.
- **Step 4** Select the opportunity you want to update on the **Partner-Originated** tab page and click **Update** in the **Operation** column.

ortunity Shar	ing ⑦ 🐵 Process Flow	chart							
You may want to know: 1	What Can I Get from Sharing Op	portunities with Huawei Cloud? H	low Do I Get the Opportunities	Shared by Huawei Cloud? Lear	m more				
ocess Flowchart									
	F					<u></u>			
	Join PCE Program		Share & Receive Opt	portunities	Up	date Opportunities		Close Oppor	tunities
Join the PCE Progra	m before sharing or receiving op	portunities. Share you	r opportunities with Huawei Cle shared by Huawei (oud or receive opportunities Cloud.	Update the information	on of opportunities to support of development.	ustomer Deliver the	e projects and enter the opera the opportur	ations and maintenance stage t nities.
artner-Originated	Huawei-Originated								
Create	Huawel-Originated						Opportunity	Name 👻 Enter an opp	IL Show Overview
Create Dpportunity Name	Deportunity Type 7	Status 7	Customer Company N	Estimated Opportu ¢	Estimated GMV (U \$	Estimated Order Pl \$	Opportunity Submitted \$	Name 👻 Enter an opp	the Show Overview ortunity name. Q
Create Dpportunity Name	New	Status 🔽 In review	Customer Company N	Estimated Opportu \$ 1,111.00	Estimated GMV (U \$ 22.00	Estimated Order Pl \$ 2024/07/25	Opportunity Submitted \Rightarrow \overline{y} Jul 25, 2024 10:38:25	Name I Enter an opp Last Updated Jul 25, 2024 10:38:25	th Show Overview ortunity name. Q Operation ≎
Create	Opportunity Type Image: Composition of the type New New	Status 💟 e In review Approved - To be acc	Customer Company N	Estimated Opportu ¢ 1,111.00 321.00	Estimated GMV (U \$ 22.00 654.00	Estimated Order Pl ¢ 2024/07/25 2024/07/24	Opportunity Submitted \$ \$ Jul 25, 2024 10.38.25 Jul 23, 2024 11.01.48	Enter an opp Last Updated Jul 25, 2024 10:38 25 Jul 23, 2024 11:17:34	ult Show Overview orlunty name. Q Operation ≎
Create Dpportunity Name	Huawei-Originated Opportunity Type Opportunity Type New New Continuously operated	Status V in review Approved - To be acc In review	Customer Company N	Estimated Opportu \$ 1,111.00 321.00 10,000.00	Estimated GMV (U ¢ 22.00 654.00 200.00	Estimated Order PL \$ 2024/07/25 2024/07/24 2024/07/19	Opportunity Submitted	Name Enter an opp Last Updated Jul 25, 2024 10:38:25 Jul 23, 2024 11:17:34 Jul 19, 2024 15:24:42	the Show Overview odunity name. Q Operation ≑
Create	Huawei-Originated Opportunity Type New New Continuously operated Continuously operated	Status 🔽 In review Approved - To be acc In review To be updated	Customer Company N	Estimated Opportu ¢ 1.111.00 221.00 10.000.00 0.00	Estimated GMV (U ¢ 22.00 654.00 200.00 -	Estimated Order PL ¢ 2024/07/25 2024/07/24 2024/07/19 2023/10/23	Opportunity Submitted	Name Enter an opp Last Updated Jul 25, 2024 10:38:25 Jul 23, 2024 11:17:34 Jul 19, 2024 15:24:42 Jun 18, 2024 17:24:31 Jun 18, 2024 17:24:31	L: Show Overview ortunity name. Q Operation ¢
Create Opportunity Name	Huavei-Originated Opportunity Type O New New Continuously operated Continuously operated New New	Status V Approved - To be acc In review Approved - To be updated Approved - To be updated	Customer Company N	Estimated Opportu 0 1,111.00 321.00 10,000.00 0.00 111.00	Estimated GMV (U ¢ 22.00 654.00 200.00 - -	Estimated Order PL © 2024/07/25 2024/07/24 2024/07/19 2023/10/23 2024/05/29	Osportunity Submitted \$ \$\frac{1}{2}\$ Jul 25, 2024 10 38 25 Jul 23, 2024 11 01:48 Jul 23, 2024 11 01:48 Oct 23, 2023 14:53:20 May 20, 2024 10:49:43	Name Enter an oppo Last Updated Jul 25, 2024 10 38:25 Jul 23, 2024 11:17:34 Jul 19, 2024 15:24:42 Jun 18, 2024 17:24:31 May 28, 2024 11:152	It: Show Overview ortunity name. Q Operation \$

Step 5 Describe the update in the displayed dialog box and click **OK**.

Update	X
Opportunity Name	Caretoda
Customer Company Name	Investor Pethen
★ Description	0/1,000
Attachment	Upload Up to 10 files can be uploaded, with each file of up to 50 MB in the format of DOC, DOCX, XLS, XLSX, ZIP, RAR, JPG, BMP, PNG, GIF, PDF, PPT, and PPTX. The file name cannot contain the following special characters: !:;?''@#\$%^&*<>
	OK Cancel

Step 6 A message is displayed indicating that the opportunity has been successfully updated.

NOTE

- You can view the update history of an opportunity in the **Opportunity Updates** area on the details page of the opportunity.
- You can also view the updates provided by Huawei in the **Opportunity Updates** area.

----End

Other Operations

• Viewing Opportunity Overview

Click **Show Overview** on the **Partner-Originated** tab page to view the number of opportunities created, estimated opportunity value, and opportunity conversion in last 1 month, last 6 months, or last 12 months.



10.1.2 Huawei-Originated Opportunities (HOs)

10.1.2.1 Accepting an Opportunity

After joining the **PCE program**, you can accept opportunities shared by Huawei.

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 Choose Sales > Opportunity Management > Opportunity Sharing in the menu on the top.
- **Step 4** Click the name of the opportunity to be accepted on the **Huawei-Originated** tab page to switch to the opportunity details page.

You may want to know: What C	an I Get from Sharing Opportunities wit	h Huawei Cloud? How Do I Get the	Opportunities Shared by Huawei Cloud? Lea	m more				
rocess Flowchart								
•			=				۲.	
Join F	CE Program	Share & F	Receive Opportunities	Upda	te Opportunities	Close	e Opportunities	
Join the PCE Program befor	re sharing or receiving opportunities.	Share your opportunities wi	th Huawei Cloud or receive opportunities	Update the information	of opportunities to support customer levelopment	Deliver the projects and enter t	the operations and maintenant opportunities	ce stage
riner-Originated Huan	wel-Originated						L Show O	vervie
ntner-onginated Huan	wel-Originated					Opportunity Name	L Show Or	vervie Q
Opportunity Name	Opportunity Type 🍞	Status 7	Customer Company Name	Shared ≑ 77	Acceptance Time (2) \$	Opportunity Name ▼ Enter	IL Show Or er an opportunity name.	Q
Opportunity Name	Opportunity Type 文 New	Status 77 To be accepted	Customer Company Name	Shared ‡ 77 Nov 20, 2023 16:44:15	Acceptance Time 🕜 💠 0 minutes	Opportunity Name Enter Last Updated Ty Nev 20, 2023 16:44:15	Show Or if an opportunity name. Operation Accept Reject	Q
Opportunity Name	Opportunity Type 7	Status 77 To be accepted To be updated	Customer Company Name	Shared © 7 Nov 20, 2023 16:44-15 Oct 16, 2023 18:03:42	Acceptance Time (2) ¢ 0 minutes Nov 02, 2023 11.45 05	Opportunity Name Entra Last Updated Nov 20, 2023 16.44.15 Nov 20, 2023 11.45.06	the Show Or er an opportunity name. Operation Accept Reject Update	Q
Opportunity Name	Opportunity Type 7	Status V To be accepted To be updated To be updated	Customer Company Name	Shared © Nov 20, 2023 16 44 15 Oct 16, 2023 18 03 42 Oct 11, 2023 11 18 45	Acceptance Time (2) ¢ 0 minutes Nev 02, 2023 11.45.06 Oct 11, 2023 11.19.04	Opportunity Name Entities Last Updated \$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$	tr an opportunity name. Operation Accept Reject Update Update	Q
Opportunity Name	Opportunity Type Ty New New New New	Status To be accepted To be updated To be updated To be updated	Customer Company Name	Shared Image: Control of the state sta	Acceptance Time (2) ¢ 0 mm/se Nev 62, 2023 11.45 96 Oct 11, 2023 11.19 04 Sep 25, 2023 10.17, 14	Opportunity Name C Drive Last Updated 5 7 Nov 20, 2023 16 44 15 Nov 02, 2023 16 44 15 Nov 02, 2023 11 45 96 Nov 01, 2023 10 45 90 Nov 01, 2023 10 45 90 Nov 01, 2023 10 43 18	Estaw Or an opportunity name. Operation Accept Reject Update Update	Q

Step 5 Accept or reject the opportunity.

- Accepting the opportunity
 - a. View the opportunity information. If there is no problem with the opportunity, click **Accept**.

Opportunity Sharing-H	uawei-Originated / Details					
HQ from HP	é No.3					
1 To b	e accepted After accepting this opportuni	ty, update the opportunity in a timely manner.				Accept Reject
Customer Comp	any Brownin University			Opportunity Type	New	
Shared	Jun 03, 2024 10:30:49			Acceptance Time	left2days 23 hours later	
Progress (Huawei) In Nov 21, 202	itiate Opportunity Sharing	Accept Opportunity On going	 Update Opportunity Not started 		Sign Contract Not started	 Close Opportunity Not started
Opportunity	Details					
Customer Comp	any Barry			Opportunity ID	OPP-H0231121447345	
Opportunity Nar	te HCI Basto Alle Tell. 1			Opportunity Type	New	
Estimated Oppo Value (Unit:10,0	rlunity 10000 00			Customer's Interests		
USD)						
Description	ren (y) Hill hann Hollings I sharend salar parlowe			Unering 🕐 Huawel Sales Contact Name	and a	
Contact Number	ramacon					

b. Click **Accept** in the displayed dialog box.

Accept		×
Accept the following opport the progress in a timely man	unity? After accepting the o mer.	pportunity, you must update
Opportunity Name	Opportunity Type	Customer Company
12-2694942-0454	New business	OIL DEMONSTRATION DAMES
	Accept No	

c. A message is displayed indicating that you have accepted the opportunity.

NOTE

After accepting the opportunity, update the opportunity information in a timely manner.

- Rejecting the opportunity
 - a. If there is any problem with the opportunity information, click **Reject**.

Opp	ortunity Sharing-Huawei-O	iginated / Details				
	NO from HIV No.1					
	1 To be acce	oted After accepting this opportunity, update the opportunity	y in a timely manner.			Accept Reject
	Customer Company	Disercit Valuer		Opportunity Type	New	
	Shared	Jun 03, 2024 10:30:49		Acceptance Time	left2days 23 hours later	
	Progress					
	 (Huawei) Initiate Op Nov 21, 2023 	ortunity Sharing Accept Opportunity On going	 Update Opportunity Not started 		 Sign Contract Not started 	 Close Opportunity Not started
	Opportunity Details					
	Customer Company Name	Trace Indian		Opportunity ID	OPP-H0231121447345	
	Opportunity Name	HO Benn-for the 1		Opportunity Type	New	
	Estimated Opportunity	10000		Customer's Interests	-	
	Value (Unit:10,000					
	Requirement Label (?)	50		Offering (?)		
	Description	Hill have Millike Laborati sills partner		Huawei Sales Contact	test.	
				Name		
	Contact Number	- INFORCED				

b. Specify the rejection reason and click **Reject**.

+ Reason		
× 1/683011		
		0/1.00
		0/1.00
Reject the following oppor	tunity?	
Reject the following opport	tunity? Opportunity Type	Customer Company
Reject the following opport	Opportunity Type New business	Customer Company

NOTE

- If you fail to accept the opportunity within three work days, it will be automatically rejected.
- You must specify the rejection reason if you reject an opportunity.

----End

10.1.2.2 Updating an Opportunity

After accepting an opportunity shared by Huawei, you need to keep updating its information until it is closed.
D NOTE

In the phase of opportunity update or contract signing, you have to update the opportunity at least once every 14 calendar days.

Procedure

- Step 1 Use your partner account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 Choose Sales > Opportunity Management > Opportunity Sharing in the menu on the top.
- **Step 4** Select the opportunity you want to update on the **Huawei-Originated** tab page and click **Update** in the **Operation** column.

-									
Ор	portunity Sharing @	 Process Flowchart 							
0	· You may want to know: What Can	I Get from Sharing Opportunities with H	luawel Cloud? How Do I Get the Oppor	tunities Shared by Huawei Cloud? Lea	rn more				
	Process Flowchart								×
	-	<		e				6	
	Join PCI	E Program	Share & Recei	ve Opportunities	Update C	opportunities	Close O	pportunities	
	Join the PCE Program before s	haring or receiving opportunities.	Share your opportunities with Hu shared by k	awei Cloud or receive opportunities	Update the information of op	oportunities to support customer	Deliver the projects and enter the one	operations and maintenance stag	e for
	Partner-Originated Huawe	I-Originated							
								1 Show Overvie	w ~
							Opportunity Name 👻 Enter an	n opportunity name. Q	0
	Opportunity Name	Opportunity Type 🖓	Status 🗸	Customer Company Name	Shared \ddagger ∇	Acceptance Time (2) 🔅	Last Updated 💠 🍞	Operation	
		New	 To be accepted 		Nov 20, 2023 16:44:15	0 minutes	Nov 20, 2023 16:44:15	Accept Reject	
		New	To be updated		Oct 16, 2023 18:03:42	Nov 02, 2023 11:45:06	Nov 02, 2023 11:45:06	Update	
		New	To be updated		Oct 11, 2023 11:18:45	Oct 11, 2023 11:19:04	Nov 01, 2023 10:45:00	Update	
		New	To be updated	1000	Sep 25, 2023 10:17:08	Sep 25, 2023 10:17:14	Nov 01, 2023 10:43:18	Update	
	Table 1	New	To be updated	The second second	Oct 11, 2023 11:23:33	Oct 11, 2023 11:23:52	Oct 11, 2023 11:36:59	Update	

Step 5 Describe the update in the displayed dialog box and click OK.

Update		×
Opportunity Name	Carmoda	
Customer Company Name	Invest Weben	
* Description	0/1,0	/
Attachment	Upload Up to 10 files can be uploaded, with each file of up to 50 MB in the format of DOC, DOCX, XLS, XLSX, ZIP, RAR, JPG, BMP, PNG, GIF, PDF, PPT, and PPTX. The file name cannot contain the following special characters: I:;?"@#\$%^&*<>]	
	OK Cancel	

Step 6 A message is displayed indicating that the opportunity has been successfully updated.

NOTE

You can view the update history of an opportunity in the **Opportunity Updates** area on the details page of the opportunity.

----End

Other Operations

• Viewing Opportunity Overview

Click **Show Overview** on the **Huawei-Originated** tab page to view the number of opportunities shared by Huawei, estimated opportunity value, and opportunity conversion in last 1 month, last 6 months, or last 12 months.



11 Cloud Solution Providers

11.1 Transaction Models

11.1.1 Overview

Huawei Cloud solution providers are qualified to resell Huawei Cloud to end customers. Cloud solution providers can provide customers with products and services based on Huawei Cloud and obtain benefits and incentives from Huawei Cloud.

Cloud solution providers can develop customers in reseller model.

 Reseller model: Associated customers deal with cloud solution providers (cloud solution providers issue invoices to and collect payments from customers), and Huawei Cloud makes a settlement with cloud solution providers (Huawei Cloud issues invoices to and collects payments from cloud solution providers).

11.1.2 Reseller Model

Developing Customers

If a cloud solution provider associates customers in the reseller model, the cloud solution provider can provide the customers with products and services based on Huawei Cloud. For details about how cloud solution providers develop customers, see **Customer Development**.

Controlling the Budget

Cloud solution providers can **set a monthly budget for their reseller customers**. In this way, they can manage customer's monthly expenditures to reasonably set a budget.

The budget is calculated based on the prices listed on the official Huawei Cloud website. The budget will restore in the next month. Cloud solution providers can view their customers' monthly budget usage down the customer details page.

If the expenditure of a customer exceeds a certain percentage of its monthly budget, the cloud solution provider will receive an alert notification. The partner can **adjust customer's monthly budget** or **freeze the customer account**. After the account is frozen, the customer cannot buy, renew, or change resources, and provisioned resources may become unavailable, but still incur fees.

If a customer's expenditure exceeds the budget, Huawei Cloud will restrict customer's purchase of yearly/monthly and reserved instances, but not the provisioning of pay-per-use resources. To restrict the provisioning of pay-per-use resources, cloud solution providers need to freeze customer's account. For details, see Freezing a Customer Account.

NOTE

After a customer associates with a partner, the customer account is frozen by default. The customer cannot purchase products or services until the partner unfreezes the customer account and sets a monthly budget for the customer.

Purchasing Huawei Cloud Products

The expenditures displayed on Billing Center for a solution provider's customer are calculated based on list prices. These figures are used as a reference for resource usage. They do not represent the money spent. The actual expenditures of a customer are provided in the customer bills that are generated by their solution provider for settlement.

Querying Customer Expenditures

After customers purchase Huawei Cloud products and services, their partners can query the customers' expenditures in the partner center.

For details, see Viewing a Customer's Orders and Viewing Customer Expenditures.

Customers expenditure summary is not the partner bill and cannot be used as the basis for partners' settlement, payment, or billing.

NOTE

- The expenditure summary data has a latency. The actual expenditure data is subject to the expenditure details.
- The expenditure summary and details are collected based on Beijing time (GMT+08:00).
- The expenditure summary and details do not include the tax.

Partner Bills

Before 12:00 on the fifth day of each month (Beijing time), Huawei Cloud generates partner bills, bill details, and invoices of the last month. Partners settle the bills with Huawei Cloud.

For details about partner bill fields, see **Partner Bill Description**. For details about how partners pay bills, see **Payment**.

NOTE

• Only after a reseller customer is associated with a partner, its expenditures can be rolled into the partner's bill.

The monthly bill details of a cloud solution provider contain the expenditure details of each customer. The partner can rate its customers based on the bill details, generate the bills for the reseller customers, settle with the reseller customers, and generate the invoices for the reseller customers.

The settlement rules between the cloud solution provider and its reseller customers are defined by the cloud solution provider.

Revenues and Incentives

Huawei Cloud calculates the revenues of a cloud solution provider based on the incentive policy and distributes incentives to the cloud solution provider accordingly. For details about the partner revenue and incentive policies, consult the ecosystem manager of the region.

For details about how a cloud solution provider applies for its incentives, see **Applying to Issue Incentive Earnings**.

11.2 Leads and Opportunities

11.2.1 Leads and Opportunities

11.2.1.1 Business Opportunities

11.2.1.1.1 Adding an Opportunity

You can create and modify opportunities and specify the progress of opportunities.

Precautions

- A customer manager can create opportunities for their preregistered customers or associated customers, and the opportunities belong to the customer manager.
- Customer manager directors can only view opportunities.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, choose Sales > Leads and Opportunities > Opportunity Management. The Business Opportunities tab is displayed by default.
- **Step 4** Click **Add Opportunity**. On the displayed page, select a preregistered customer or an associated customer to create an opportunity. Click **Next**.
 - Preregistered customers

Opportunity Management-Business Opportu Opportunity Management-Business Opportu Opportunity Management-Business Opportu	nities / Add Opportunity r Basic Information (3) Provide	Detailed Information — (4	Complete Revenue Information			
Select a preregistered customer or an a Preregistered Customers	ssociated customer. Associated Customers				Customer Name V	Q
Customer Name ®	Mobile Number ®	Email ®	Int 25, 2024 14:15:46 GMT+08:00	Expiration Date Rem	arks Account Manager 💿	
Next Cancel		Gddaan		angeny en troopy		

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name** to show or hide the complete content of customer names.

• Associated customers

Select a prenegistered outcomer or an associated outcomer.											
Preregistered Customers	Associated Customers				Custor	ter Name 🗸 🗸					
Customer/Account Name 🐁	Customer Level	Mobile Number 💿	Association Type 🛛	Associated On 🛛	Custom Tag	Account Manager 🐵					
	VO	-	Reseller	Jun 11, 2024 19:50:15 GMT+08:00	-	-					
id and the	VO	-	Reseller	Jan 22, 2024 18:53:44 GMT+08:00	-	-					
	V0	**	Reseller	Jan 22, 2024 18:52:50 GMT+08:00	**						
	V0	**	Reseller	Jan 22, 2024 17:34:07 GMT+08:00	**	**					
	V0		Reseller	Jan 22, 2024 17:33:50 GMT+08:00	**	**					
	V0		Reseller	Jan 22, 2024 17:30:09 GMT+08:00	**						
	V0		Reseller	Sep 07, 2023 10:20:10 GMT+08:00							
	V0	-	Reseller	Sep 08, 2023 09:31:24 GMT+08:00	-	-					
The Renal House	V0	-	Reseller	Sep 08, 2023 09:22:31 GMT+08:00	-	-					
	V0	-	Reseller	Aug 16, 2023 10:31:13 GMT+08:00	zhangshufenhk01	-					

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 Enter basic information and click **Next**.

Opportunity Management	Business Opportunities / Add Opportunity				
 ✓ Select Customer — 	Enter Basic Information	3 Provide Detailed Information	(4) Complete Revenue Information		
Basic Information	n				
* Opportunity					
Name					
Industry	-Select V	Select a sub-Industry			
Service	Select V				
System					
★ Opportunity Type	New ⑦ Continuous operations ⑦)			
★ Win Probability	-Select V				
* Development	-Select V				
Phase					
Testing Project	🔿 Yes 💿 No				
* Bidding Project	🔿 Yes 💿 No				
Previous	Next Cancel				

Step 6 Specify the detailed information and click **Next**.

Cloud Migration		
Estimated Expenditures on Cloud ⑦	USD/year	
Technical Exchange	Select V	
Test Details	Select V	
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Microsoft Google Other	
Use of Peer Vendor's Cloud Services	-Select- V	
Opportunity Operations Background		
	0/1,000 &	
Progress Details		
	0/1,000 /	
Risk & Request		
	0/1.000	

Step 7 Specify the revenue information and click **Submit**. A message indicating the opportunity has been successfully added is displayed. You can click **View Details** or **Go to Business Opportunities**.

Opportunity Management-Business Opportunities / Add Opport	tunity	d Information	- 4 Complete Revenue Information
Estimated Monthly Devenue/(ISD)			-
Estimated Deadline	Select a date.	(iii)	
Service Period	Select	~	
Major Products	Select	\checkmark	
Estimated Monthly Revenue from Major Products(USD)			
Previous Submit Cancel			
nes Opportunities / Add Opportunity			
		dded	
The information of the business	opportunity added has been synchronized to HUAWEI C	LOUD. Please keep it updated if there i	s any progress.

All fields on the **Complete Revenue Information** page are mandatory.

----End

Other Operations

- Modifying an opportunity: Click **Modify** in the **Operation** to modify the opportunity. The development phase cannot be modified.
 - Change the basic information as needed and save the changes.

Dasic mornauon	Other Information	Revenue Info	rmation
Opportunity Name	2448		
Industry	Select	~	Select a sub-Industry
Service System	Select	~	
★ Opportunity Type	New ⑦ Continuous	operations ⑦)
Win Probability	25% Modify		
Development Phase	Potential business opportunities	Modify	
Testing Project	🔵 Yes 💿 No		
	No		

- Change the information on the **Other Information** tab page, and save the changes.

Opportunity Management-Business Opportunit	ties / Modify
Basic Information Other Inform	nation Revenue Information
Cloud Migration	
Estimated Expenditures on Cloud ⑦	USD/year
Technical Exchange	- Modify
Test Details	- Modify
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Microsoft Google Other
Use of Peer Vendor's Cloud Services	-Select V
Opportunity Operations	
Background	
	0/1 000 4
Progress Details	- Modify
Risk & Request	
	0/1,000
Save	

- Change the information on the **Revenue Information** tab page, and save the changes.

Эр	portunity Management-Business Opportunities / Modify	
	Basic Information Other Information Re	evenue Information
	Estimated Monthly Revenue(USD)	75,522.00
	Estimated Deadline	2024/07/31
	Service Period	3 months
	Major Products	IaaS
	Estimated Monthly Revenue from Major Products(USD)	444.00
	Save	

 Specifying progress for an opportunity: Click Specify Progress in the Operation column. In the displayed dialog box, specify Development Phase, Win Probability, Technical Exchange, Test Details, and Progress Details. The progress details you have specified will be displayed in the Progress Details area on the Opportunity Management > Business Opportunities > Details page.

Specify Progress		×
★ Development Phase	Select	
★ Win Probability	Select	
Technical Exchange	Select	
Test Details	Select	
Progress Details		
	0/1,000	
	OK Cancel	

11.2.1.1.2 Querying an Opportunity

You can query your associated customers and the related opportunity information such as **Industry**, **Opportunity Type**, **Win Probability**, **Development Phase**, **Estimated Monthly Revenue**, and **Last Updated**.

Precautions

- Customer managers can only view their own opportunities.
- Customer manager directors can view the opportunities of all their customer managers.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, choose Sales > Leads and Opportunities > Opportunity Management. The Business Opportunities tab is displayed by default.
- **Step 4** You can configure search criteria as needed to view opportunities.

You can query opportunities by opportunity name, customer name, customer account name, and account manager.

Business Opportunities	Business Opportunities Opportunity Sharing 🕥										
Add Opportunity									Opportunit *	Enter an opportunity na	me Q
Opportunity Name	Customer Name®	Account Name	Industry	Opportunity Type	Win Probability	Development P 7	Estimated Monthly Reven	Account Manager®	Last Updated 👙	Operation	
100		LONG M		New	25%	Potential business	75,522.00		Jul 26, 2024 14:21:	Specify Progress Mo	dify
8	C****4	NAMES OF	IT & Communicati	New	50%	Solution communi	121,212.00		Mar 25, 2024 15:4	Specify Progress Mo	dify

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name** to show or hide the complete content of customer names.

Step 5 Click an opportunity name to go to its details page where you can view opportunity details and customer information.

Opportunity Management-Bu	Ippontunity Management Business Opportunities / Details							
2398	NEL							
Potential b	Potential business apportunities Keep in bush with the oustomer to promote the business development. Specify Progress Modify							
Potential business opportunities	② Opportunity confirmation ③ Solution communication	(4) Business no	gotiation (5 Contract signed 6 Revenue recognition				
Opportunity ID	1e74ef979dbf47448a3ab3f480588fce		Creation Date	Jul 26, 2024 14:21:32 GMT+08:00				
Last Updated	Jul 26, 2024 14:21:32 GMT+08:00							
Customer Informatio	n		American Marrie					
Mobile Number	- 0		Fmail	ni2024****@163.com @				
Account Manager	@							
Basic Information	Other Information Revenue Information							
Opportunity Name	8.09		Industry					
Service System	**		Opportunity Type	New				
Win Probability	25%		Development Phase	Potential business opportunities				
Testing Project	No		Bidding Project	No				
Progress Details								
Time	Development Phase	Win Probability		Technical Excha Test Details	Progress Details			

- On the **Basic Information** tab page, you can view **Opportunity Name**, **Industry**, **Service System**, **Opportunity Type**, **Win Probability**, **Development Phase**, **Testing Project**, and **Bidding Project**.
- On the **Other Information** tab page, you can view the cloud migration and opportunity operations of the customer.
- On the **Revenue Information** tab page, you can view the **Estimated Monthly Revenue, Estimated Deadline, Service Period, Major Products**, and **Estimated Monthly Revenue from Major Products**.

----End

11.2.2 Customer Development

11.2.2.1 Pre-registering Customers

Customer pre-registration is a mechanism provided by Huawei Cloud for cloud solution providers to register customers in advance to seize customer development opportunities. This mechanism prevents conflicts between partners and between partners and Huawei Cloud.

A partner can pre-register potential customers. Within the validity period of preregistration, the partner can send invitation links to pre-registered customers for them to register and associate with the partner.

Except for **sending emails**, partners can **send hyperlinks and QR codes** to invite potential customers.

Prerequisites

Reserve your mobile number or email address in the Partner Center before preregistering a customer. Add a mobile number or email address on the **Partner Information** > **Basic Information** > **Account Information** page.

Constraints

1. A customer cannot be pre-registered by a partner if the customer:

- Is registered with Huawei Cloud (Chinese mainland website).
- Has been associated with a partner.
- Has been pre-registered by another partner.
- Is a consumer cloud user.
- Has signed contracts with Huawei Cloud.
- Has cash expenditure records and has not been pre-registered by the Huawei Cloud direct sales team.
- Has been associated with an enterprise master in the unified accounting model.

If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:

- Directly preregister the customer. Then, the system will display the failure cause.
- Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. A partner can submit a request for manual pre-registration review if the customer:
 - Has registered for more than seven days or has cash expenditure records and has been pre-registered by the Huawei Cloud direct sales team.
 - Registers in a country that is inconsistent with the location where the partner develops business.
 - Belongs to the Huawei Cloud online sales team.

NOTE

- 1. If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:
 - Directly preregister the customer. Then, the system will display the failure cause.
 - Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. The manual pre-registration review will be completed within two working days.
- 3. The maximum number of customers allowed in the pending review and preregistered statuses is capped at 100. Once this limit is reached, no pre-registrations are allowed.
- 4. The validity period of pre-registration is 15 days. A pre-registered customer cannot be pre-registered by another partner until the current validity period has expired.
- 5. Ensure that the email address provided for pre-registering a customer is consistent with the email address that was used by the customer for account creation. Email inconsistency will lead to a customer invitation failure. Double check the email address before preregistration.

Procedure

Step 1 Sign in to **Huawei Cloud** as a partner.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** On the **From Partner Center** tab page, click **Preregister Customer**.

Customer Development Revealed Revea					
An account manager can generate an invitation link or a GR code to invite customers. Customers associated using the link or GR code will be automatically assigned to this account manager. In the reseter model, if the customer invited has subscribed to resources before, you can freeze the customer's account and resources to prevent new fees from being generated by those resources. You can preceipter customer in advance in Parther Center and send invitation links via email to invite them for association.					
From Partner Center By Link or QR Code History Records Enterprise Information					
Customer Full Name Email Email					
Preregistered Customers 1 () Preregister Customer Delete Invite					
Customer Full N Mobile Na 💩 Email 💩 Customer Name/A					
✓ Image: Height and the state of the state					

Click a next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/ Account Name** to show or hide the complete content of customer names.

Step 5 Enter the full name, email address, and mobile number of the customer, select whether to send an invitation link, and click **OK**.

Preregister Cust	omer	\times
Ensure that the customer preregistration validity per	details are accurate. Invite customers to complete registration within the 15-day iod. View preregistration requirements	
* Customer Full Name		
* Email		
Mobile Number	This email address is required for registration with HUAWEI CLOUD. +852(Hong K	
Sending Invitation Link	◯ Yes ◯ No	
	OK Can	cel

D NOTE

- The email address can contain only letters, digits, underscores (_), hyphens (-), and periods (.).
- If **Sending Invitation Link** is set to **Yes**, once a customer is preregistered, the system will automatically send an invitation link to the customer.
- If **Sending Invitation Link** is set to **No**, once a customer is preregistered, you need to **send an email** or **send a hyperlink and QR code** to invite them for association.
- Regardless of whether you select **Yes** or **No** for **Sending Invitation Link**, the association type is Reseller.
- **Step 6** (Optional) If a partner still wants to pre-register a customer who does not meet the pre-registration conditions, the partner needs to submit a manual review request.
 - 1. In the dialog box that is displayed, click **Continue**.

This customer cannot be directly preregistered due to the following reasons.				
Click Continue and provide more c preregistration requirements	ustomer information for manual review. View			
The application causes of the laster	NE 12 INTERNET REPORTS			
Continue	Modify Registration Information			

- 2. In the displayed dialog box, fill in the required information and click **Submit**.
- 3. You can query the preregistered customer by full name, mobile number, or email on the **From Partner Center** tab page. If the status of the customer changes to **Pre-registered**, it indicates that the preregistration is successful. Then, you can invite the customer for association.

NOTE

For customers in the **Under review** state, you can contact your ecosystem manager if you have any questions. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.

----End

Other Operations

- Click **Delete** in the **Operation** column to delete a customer. You can also select multiple customers and click **Delete** next to **Preregister Customer** to delete them.
- Click **Create Opportunity** in the **Operation** column to create an opportunity for a customer.

D NOTE

- You cannot delete customers whose status is Under review or Associated.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

11.2.2.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a pre-registered customer for association.

NOTE

- When you invite a customer for association, the association type in Partner Center is Reseller.
- Not preregistered customers are the partner's historical customers.
- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.
- After a customer is associated with a partner, the customer account will be frozen by default and some of their resources will be inaccessible until the account is unfrozen. You can set a budget for the customer and unfreeze their account. To ensure the customer's cloud services are not impacted, submit a service ticket to request association in the background.

Prerequisites

A partner must pre-register a customer before sending an email to the customer. For details about pre-registering a customer, see **Pre-registering Customers**.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** In the customer list, select a customer and click **Invite** in the **Operation** column.

Customer Development 👋 Process Flowchart						
An account manager can generate an invitation link or a OR code to invite customers. Customers associated using the link or OR code will be automatically assigned to this account manager. In the reseller model, if the customer invited has subscribed to resources before, you can thereas the customer's account and resources to prevent new fees from being generated by those resources. You can presigniter customer in advance in Partner Center and send invitation links via email to invite them for association.						
From Partner Center By Link or QR Code History Records Enterprise Information						
Customer Full Name Email						
Preregistered Customers 10 (3) Preregister Customer Delete Invite						
Customer Full Nam Mobile Number 💩 Email 🕸 Customer Name/Acco Preregistrati 🖗 Expiration Date Status 🖗 Remarks Account 🕸 Operation						
✓ □ === 452 456***1414 9317***@163.com -/- Sep 12, 2024 15 Expiry in 8 days Pre-regist Innite Business Opportunities Delete						

- You can select multiple customers and click **Invite** to batch send invitation emails to the customers.
- You can click the eye icon before **Process Flowchart** to view the process guide for developing customers by sending invitation emails.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account Name** to show or hide the complete content of customer names.

Step 5 On the **Invite** page, select an association type and click **OK**.

Invite				×
Invitation links are valid for they use the preregistered If the link expires before cu	7 days. We recommend that email address to register wi istomers have registered, yo	at you follow up with i th HUAWEI CLOUD ou can resend an invi	invited customers to ensure that before their invitation link expires. tation link. Preview Email	
Association Type				
Reseller Resellers, instead of HUAWI customers, and need to bear	El CLOUD, are responsible certain capital backflow rist	for providing billing a	nd invoicing for reseller	
Customer Name 🚿	Email 🚳	Remarks	Eligible for Invitation	
****	9317***@163.com	-	Eligible	
			OK Cance	el

NOTE

• Association types

Reseller: A customer signs a contract with the partner. The partner is responsible for the customer's contracts, billing, invoices, and support services, and the customer pays to the partner.

- Invitation links have a validity period. Notify invited customers of completing registration within the validity period.
- Click Preview Email to view the invitation email content.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name** to show or hide the complete content of customer names.

The system automatically sends invitation emails to customers. After receiving the invitation emails, the customers click the links provided in the emails to register with Huawei Cloud and associate with the partners. For details, see **Requesting** Association with a Partner.

----End

11.2.2.3 Inviting Pre-Registered Customers by Hyperlinks or QR Codes

Except for **sending emails**, partners can send hyperlinks and QR codes to invite potential customers.

D NOTE

- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see Associating with a Partner Using an Invitation Link.
- When you invite a customer for association, the association type in Partner Center is Reseller.

Precautions

- The general-purpose invitation link or QR code generated by a partner administrator or operator contains a customized tag, indicating the account name of the administrator or operator.
- After an account manager or account director invites customers by invitation links and QR codes, the customers will be automatically associated with and assigned to the account manager or account director.
- Offline associations are only available to new customer accounts. If a customer wants to associate with a partner using an existing account, they need to contact partner to send an online association invitation.

Procedure

Step 1 Sign in to Huawei Cloud as a partner.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the By Link or QR Code tab.
- Step 5 Obtain the invitation link and QR code.

You can invite a customer using a general-purpose/customized invitation link and QR code or a promotional link.

After receiving the invitation, the customer can click the link or scan the QR code to register with Huawei Cloud and associate with the partner. For details, see **Requesting Association with a Partner**.

- When creating a custom invitation link and a QR code, add a tag to them. Then you can identify associated customers by tag. You can view customers' custom tags in the customer list on the **Customers > Customer Management** page.
- If you do not want to create a custom tag for a customer, use the general invitation link and QR code.
- The invitation link and QR code for a promotional activity are valid only for a period of time. Remind your customers to complete the registration within the validity period.
- You can click the eye icon before Process Flowchart to view the process guide for developing customers by hyperlinks or QR codes.
- Association types

Reseller: A customer signs a contract with the partner. The partner is responsible for the customer's contracts, billing, invoices, and support services, and the customer pays to the partner.

- Invite a pre-registered customer by a general-purpose invitation link and QR code.
 - a. Click the General-Purpose Invitation Links tab.
 - b. Click **Copy** after **Link** or click **Download** on the **QR Code** picture to obtain the invitation link or QR code and send it to a pre-registered customer offline, such as by email.

eral-Purpo	ese Invitation Links Customized Invitation Links Promotional Invitation Links
load the invi	vitation link and QR code and send them to the customer for association.
eseller	
ink	https://account-intl.ulanqab.huawei.com/obmgrbetam/invitation/invitation.html?id=dfe73606-f5b3-417c-t
R Code	

- Invite a pre-registered customer by a customized invitation link or QR code.
 - a. Click the Customized Invitation Links tab.
 - b. Set Account Manager and click Generate.

From Partner Center By Link or QR Code History Records						
General-Purpose Ir	nvitation Links	Customized Invitation Links	Promotional Invitation Links			
Enter a custom tag, ge	nerate a custom i	nvitation link and QR code, and se	nd them to the potential customer.			
Association Type	Reseller					
	Resellers, ins customers, a	tead of HUAWEI CLOUD, are respo nd need to bear certain capital bac	nsible for providing billing and invoicing for reseller kflow risks.			
* Account Manager Customize Customize Dedicated						
Remarks		0/100				
		0,100				
	Generate					
Generation Record 🗸						

You can generate up to 100 invitation links within 24 hours.

c. On the **Generate** page, click **Copy** after **Link** or click **Download** on the **QR Code** picture to obtain the invitation link or QR code and send it to a pre-registered customer offline, such as by email.

Generate			×
Link ar	nd QR code generated succ	essfully.	
Association Type	Reseller	Account Manager	
Remarks			
Link	https://account-intl.huaweick	oud.com/obmgr/invitation/invitation	
QR Code			
	l	ОК	

D NOTE

You can click **Generation Record** to view historical customized invitation links. You can also send a historical invitation link or QR code to a potential customer.

Invite a pre-registered customer by a promotional invitation link.

No promotion activity is available.

----End

11.2.2.4 Managing Invited Customers

After a partner sends an invitation link to a customer, the partner can view the customer association status and manage the invited customer.

For a customer in the **Association failed** state, you can place the cursor on after **Association failed** to query the failure cause.

Association Failure Causes and Suggested Operations

Message	Suggested Operation
The system is busy. Try later.	Contact the customer service.
The invitation link does not exist.	Send the invitation email again.
The invitation link has expired.	Send the invitation email again.
The invitation code has been used.	Send the invitation email again.
The invitation link has been used.	Send the invitation email again.
Prepaid partners cannot develop customers in reseller model.	Send the invitation email again.
Failed to associate with the partner because the customer has been registered by another partner.	The customer cannot be associated with a partner in this condition.
Failed to set the customer to a partner's customer because the customer is already a partner or is applying for becoming a partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer already associates with another partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer has a special contract.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer uses a Huawei internal account.	The customer cannot be associated with a partner in this condition.

Message	Suggested Operation
Failed to associate with the partner in the reseller model because the customer has associated with an independent accounting member account as the enterprise master account.	The customer cannot be associated with a partner in the reseller model.
Failed to associate with the partner in the reseller model because the customer was using an enterprise member account to do so.	The customer cannot be associated with a partner by reseller model.
According to your signed relationship with Huawei, some of the customers cannot be associated by referral model. It is recommended that you associate them by reseller model.	The customer cannot be associated with a partner by referral model. Suggest the customer to associate with the partner by reseller model.
According to your registration country, some of the customers cannot be associated by referral model. It is recommended that you associate them by reseller model.	The customer cannot be associated with a partner by referral model. Suggest the customer to associate with the partner by reseller model.
Failed to associate with the partner because the customer has a consumption record.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the top-up account has a balance and the outstanding invoice amount is greater than the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the customer registration time exceeds the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the customer has overdue payment.	Remind the customer to top up the account and settle the overdue payment and then submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner by reseller model because the bill run of the customer's credit account is created and the account has overdue payment.	Remind the customer to settle all the overdue payments and then submit a service ticket or contact the customer service to associate with the partner.

Resending an invitation email

If a pre-registered customer is not associated with your account within the validity period of the invitation email, you need to send a new invitation email to the customer.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Sort out customers whose status is **Expired** and click **Resend Invitation** in the **Operation** column to send new invitations to these customers.

You can also select multiple customers in the **Expired** state and click **Resend Invitation** on the top of the customer list to send new invitations to these customers in one batch.

Step 6 In the displayed dialog box, confirm the customer information and click **OK**.

----End

Viewing Invited Customers

On the **History Records** page, you can view customers who have received your invitations and those who have accepted your invitations and registered with HUAWEI CLOUD.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** Click the **History Records** tab.
- **Step 5** Set search criteria to query for the invited customers to be viewed.

You can sort invited customers by **Customer Name**, **Customer Account**, **Customize/Account Name**, **Email**, **Invitation Method**, or **Status**.

Step 6 Click \checkmark to view information about invited customers.

----End

Exporting Invited Customers

You can export the records of all invited customers.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Click **Export All** to export records of all invited customers.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

----End

11.2.2.5 Viewing Enterprise Information

A partner can query the details about an enterprise by enterprise name.

NOTE

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** Select the **Enterprise Information** tab and enter an enterprise name to search for the enterprise.

From Partner Center	By Link or QR Code History Records	Enterprise Information					
Currently, only the information of the enterprese in the following countries or regions can be quered Hong Kong (China), Singapore, Thaland, Malaysia, Philippnee, Indonesia, Saud Arabia, United Arabi Emzeter, Aspentine, Brazil, Chie, Mexico, Penu, South Arica, Egyst and							
Türkiye.							
00	×QC						
I records found.							
全体数学家人民发					Preregister Customer (2) View More (
Cloud Budget (USD) 🕥	-10M		Cloud Service Provider	ion .			
CDN Service Provider	Amazon Couldnesd		Operating status	434			
IPO Status	Private		Last Funding Type	Invi			
Website	http://amarkelanakip.com/ar		Headquarters Location	talia-andi, parta contaria, trago			
Brief Introduction	tendors are much appliables for on bases	ind models management small and efficiently integration. I.	Social Media Account	660			

NOTE

On the displayed page, click **Preregister Customer** to preregister the enterprise displayed.

Step 5 Click **View More** to view enterprise details (**Overview**, **Digital Technology**, and **Finance**).

Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.

From Partner Center	By Link o	r QR Code History Records	Enterprise Information			
Currently, only the informat Türkiye.	ion of the er	terprises in the following countries or reg	gions can be queried: Hong Kong (China), Singapore, Thailand,	Malaysia, Philippines, Indonesia, Saudi	Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru	I, South Africa, Egypt, and
111		XQC				
I records found.						
100328-100						Preregister Customer (2), View More (^
Cloud Budget (USD) ③	-10			Cloud Service Provider	dears	
CDN Service Provider	date:	or Coeffeed		Operating status	434	
IPO Status	Pile	De		Last Funding Type	linesi	
Website	100	ienańskalanskije semiler		Headquarters Location	talio-poli, permitorante atopi	
Brief Introduction	144	on entranet appropriate for on base	and moders management singly and effording integration	Social Media Account	0 0 V	
Overview Digital 1	Technology	Finance				
Level-1 Industry		Phenos Device, Interestioneus,	Influere, Transportation	Level-2 Industry	Advention France, Internet, Settione	
Headquarters Region		Latin America		Employee Quantity	+-0	
Estimated Revenue Range (US	SD)	218 S-0104		Founded Date	para-as-as	
Founder		Participation				-
Full Description		manager in press and they be a	one part the commutative expension of 27 years of course	the distance broad and the principle of	concerning to the statement approximation and dependent	make to never management time-efficient and
		pathón segura teleferede te	impedance of making devictors for many interaction and imped	ini kharankan filik dinapartingan sa	aloutine, he bester fairie and fair fring Poly and	the solid present of a loss of the solid

Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

From Partner Center	By Link or QR Code History Rec	ords Enterprise Information			
Currently, only the informatic	on of the enterprises in the following countrie	s or regions can be queried: Hong Kong (China), Singapore, Thailand, Mal	laysia, Philippines, Indonesia, Saudi Ara	abia, United Arab Emirates, Argentina, Brazil, Chile, Me	xico, Peru, South Africa, Egypt, and
Türkiye.					
-0.0	XQC				
records found.					
14098198					Prerepister Customer (A) View More
Cloud Budget (USD) ③	(10)		Cloud Service Provider	desea	
CDN Service Provider	Annuary Charlinson		Operating status	434	
IPO Status	Piteline		Last Funding Type	Ineri	
Website	Mig. Annual desider Mig. com Ser		Headquarters Location	tile-coli, permicutaria, mugr	
Brief Introduction	boulders and analt specching to us	r denni anti-surari hanaganaturingi arti-ficerta magnata (Social Media Account	000	
Overview Digital Te	chnology Finance				
Cloud Migration					
Cloud Budget (USD)	1000		Cloud Service Provider	laure -	
CDN Service Provider	where thereod				
Mobile App					
Number of Apps	4		App Downloads (30 Days)	THEFT	
Patents and Trademarks					
Most Popular Patent Class	theory-bence		Most Popular Trademark Class	Tex (5240	
Web Traffic					
Monthly Visits (2)			Monthly Visits Growth (?)	10.2%	

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

From Partner Center E	By Link or QR Code History Records Enterprise Information			
Ourseafty, and, the information	- Although a state of the following and the second state of the se	Thelined Melowie Obligations Independent Court Arabi	in United Arek Emission Assession Read Ohio Marcia	Designed Africa Count and
Correnuy, only the mormato	n or the enterprises in the following countries of regions can be queried. Hong Kong (China), Singapore,	manano, Malaysia, Philippines, Indonesia, Saudi Arab	ia, onited Arab Emirates, Argentina, Brazil, Chile, Mexic	o, Peru, South Ainca, Egypt, and
Tunoye.				
0.0	XQC			
1 records found.				
1/6428811/558				Preregister Customer (2, 1) View More (
		Olived October Developer		
Cloud Budget (USD) (2)	200	Cloud Service Provider	100	
CDN Service Provider	Anadal countries	Operating status	Actives .	
IPO Status	Prode	Last Funding Type	land .	
Website	12 International I International International Internation	Headquarters Location	ble Ab4, barts balance, pred	
Brief Introduction	Industry and mark applications for our desires and reactions management steps), and efficiently, in	Social Media Account	000	
Overview Digital Te	chnology Finance			
Funding				
Number of Funding Rounds	1	Total Funding Amount Currency (USD		
Top 5 Investors	CIC, CIC Parlines, J.C. Placeres & Ca., Delants Transferri Persidar Pars, AccChala Instrator	Last Funding Date	2010-02-17	
Last Funding Type	544	Last Funding Amount (USD)	10606	
IPO & Stock Price				
IPO Status	Frinds	IPO Date	2022-07-08	
Money Raised at IPO (USD)	Distances of the second s	Valuation at IPO (USD)	30204.04	
Stock Symbol	TIX	Stock Exchange	MADE - New York Direct Ecology	
Merger and Acquisition				
Transaction Name	Investigational investments LK, accurrently Cophatrony,	Acquired by	Capital Rotes	
Announced Date	260.46.45	Price (USD)	1100000	

----End

11.2.3 Marketing Tasks

11.2.3.1 Viewing Marketing Tasks

Marketing tasks are a series of strategies, such as opportunity identification, crossselling, promoting renewal, and scenario-based solution recommendation, used to develop customers. These strategies are used to efficiently and continuously enhance the connection with small and medium businesses and achieve marketing goals.

You can view your marketing tasks in Partner Center.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Marketing Tasks.

Ma	rketing Tasks												
T	ask Title [Start Date - End Date	(***	Customer Information	Customer N Search	Reset	Account Mana	ger					
	Export 🗸												۲
	Level-2 Policy 🍸	Task Title	Customer Nam	Last 12 Months(USD)	070	Created	Validity Period	Task Status 👕	Completed	Account Manager	Operation		
	2010	constants.	Internation			Sep 03, 2024 14:5	-	Uncompleted	-	-	Process Task	Add Opportunity	

D NOTE

- If you are a distributor, you can view both your and your resellers' marketing tasks on the **My Customers** tab and the **Resellers' Customers** tab respectively.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.
- **Step 4** Set search options to search for sales tasks.

You can filter sales tasks by task name, customer name, account manager, level-2 policy, level-1 policy, status, task status, created time, and expiration time.

- Click a task name to view task details.
- Click Process Task in the Operation column to process a sales task. For details, see Processing a Marketing Task.

NOTE

You can also click a task name to go to the task detail page and then click **Process** to process this marketing task.

----End

11.2.3.2 Processing a Marketing Task

You can process your marketing tasks and your resellers' tasks based on authorization.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Marketing Tasks.
- **Step 4** In the task list, select a sales task and click **Process Task** in the **Operation** column.

The Process Tasks page is displayed.

Marketing Tasks												
Task Title			Customer Information	Customer N V		Account Mana	ger					
Expires	Start Date - End Date	(**)		Search	Reset							
Export ~												۲
Level-2 Policy 🍸	Task Title	Customer Nam	Last 12 Months(USD)	070	Created 🍸	Validity Period	Task Status 🍸	Completed	Account Manager	Operation		
2010	ouronovelule.	Nejskyrpania			Sep 03, 2024 14:5		Uncompleted	-		Process Task	Add Opportunity	

NOTE

- If you are a distributor, you can view both your and your resellers' marketing tasks on the **My Customers** tab and the **Resellers' Customers** tab respectively.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.
- You can select a task and click **Add Opportunity** in the **Operation** column to add an opportunity for this task.

Step 5 Process the marketing task.

a. Specify follow-up details and click Save Draft to record your processing.

b. Click **OK** to finish this task.

Followup Details					
* Call Answered			* Interest	ted or Not	
O Communication completed	O In communication	Unreachable	O Yes	O No	Unknown
Others					
Save Draft OK					



11.3 Customers

11.3.1 Customer Management

11.3.1.1 Querying Customers

A partner can query all the associated customers' current estimate and basic information.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Set search criteria to search for customers

You can search for customers by frozen status, association type, association time, customer name, customer account, customer ID, account manager name, month-to-date expenditure, resource expiration date, mobile number, budget usage, or customer tag.

Cu	ston	ner Management									C	Subscribe to Customer Information
To view the customer associations and disassociations, with Manage Association Records page. To view the batch transfer history, volt Batch transfer history. You might also want to know How Can I Request Authorization from My Customers?How Can I Place Orders on My Customers' Behalt? How My Customers Manage the Authorization?											View Details 🗸	
Set Budget Set Discount Batch Assign Account Manager Batch Transfer v Export v									٩	Advanced Search 🗸 🛞		
		Customer/Account Name 💿	② Y Mobile Num. 	qi2024***	nthly Budget(USD) One-Tir	me Budget(USD)	Budget Usage	0	Alers to Be Handled	Operation Set Budget	View Orders	More
		PH4 LANCEDTR	-		-	50.00		0%	0	Set Budget	View Orders	More

D NOTE

- Click Manage Association Records to view historical association and disassociation records.
- Click the eye icon next to a header to view complete contents in the column. For example, you can click the eye icon next to **Email** to view complete email addresses.
- You can view your customers on the **Customers** tab and your resellers' customers on the **Resellers' Customers** tab.

Step 5 Click an account name to view customer details.

Customer Management / Customer Details		
Account Name & Email 18251***©123 co Reseiter Enterprise User Manual © You hav	Account Manager 2****n (%) Account m (%) Labet (2) 2 * hozen the account and pay-per-use resources of the customer.	tt Freezing/Unifreezing ∼ View Association Requests Disassociate
Overview Resources Enterprise Information Basic Information	tion	
Budgets Set Budget 0% Current Estimate ③ \$0.00 USD Monthly Budget \$1.00 USD	Cash Coupons (Customer-Specific) Available Expire in 7 Days 0 (Total: \$0.00 USD) 0	Customer Orders Place Order on Customers' Behat Unpaid Orders All Orders 0 0
Expenditure Summary Last 12 months	View Expenditure	Customer Alerts
Last 12 Months(USD)		Loss O
1,308.89919		Ponding Ponowale O&M on Customers' Behalf All Resources
Month-to-Date Expenditur () 1,229.5644 View Details	Expenditure Last Month(③ 79.33479 View Details	Fending Kenewals
Savings Plans(USD) 1,151.562	¹² Pay-per-Use(USD) 26.445678	Expire in 7 Days Expire in 15 Days Expire in 30 Days
Pay-per-Use(USD) 63.124	4 Vearly/Monthly(USD) 36.447878	
Yearly/Monthly(USD) 16.4		Create Opportunity Add Opportunity
Reserved instances(USD) -1.562	2 Reserved instances(USD) 16.441234	
		Opportunities 0
Expenditures by Product	<u>ک</u> ال	
USD1,308.89919 Total Expenditures	marketplace(USD) 1,125.7811 86.01% Elastic Cloud Server(USD) 36.447878 2.78% Virtual Private Cloud(USD) 32.222341 2.46% Elastic Volume Service(USD) 26.445678 2.02% Virtual Private Network(USD) 25.7411 1.97% Auto Scaling for HCS M1(USD) 15.7811 1.21% Other(USD) 4.44 3.55%	
Expenditure Change	(<u>)</u>) (b),	
Units 1400 1200 1200 00 00 00 00 00 00 00 00 00 00 00 00		

- You can click **Assign Account Manager** to assign an account manager for the customer. If you need to change the account manager for a customer, you can click **Account Manager:** ***.
- You can click the buttons in the **Account Freezing/Unfreezing** drop-down list to freeze or unfreeze the account or both the account and resources.
- Click View Association Requests to view and handle the association requests.
- Click **Disassociate** to disassociate from the customer.
- On the **Overview** tab, you can view budget usage. You can also click **Set Budget** to set a monthly budget or one-time budget for the customer.
- On the **Overview** tab, you can view the customer's cash coupons, including available coupons and coupons that will expire in 7 days.
- On the **Overview** tab, you can check customer orders and click **Request Authorization** to request permissions for performing operations on the customer's behalf. Click the number under **Unpaid Orders** or **All Orders** to view order information. After obtaining the permission for performing operations on the customer's behalf, you can click **Place Order on Customers' Behalf** to place an order to purchase yearly/monthly resources for the customer associated in the reseller model.
- On the Overview tab, you can view the customer's resources to be renewed. To manage resources for the customer, you can click Perform O&M Operations on Customers' Behalf to obtain customer authorization first and then perform operational tasks for the customer as needed. You can view all resources, such as yearly/monthly resources, payper-use resources, reserved instances, and savings plans, by clicking All Resources, or view resources that are going to expire in 7 days, 15 days, or 30 days by clicking the number under Expire in 7 Days, Expire in 15 Days, or Expire in 30 Days.
- On the **Overview** tab, you can view expenditure summary including **Expenditures**, **Expenditures by Product**, and **Expenditure Change**. You can click **View Expenditure** to view expenditure details. Click **View Details** next to **Month-to-Date Expenditures** or **Expenditure Last Month** to view expenditure details of this month or last month. You can click the icons in **Expenditures by Product** and **Expenditure Change** to check the rankings by expenditures on different products and the different types of charts, respectively.
- On the **Overview** tab, you can click **Add Opportunity** to create an opportunity for a preregistered customer or an associated customer. You can also click the number next to **Opportunities** to view detailed information.
- On the **Resources** tab, you can view and export yearly/monthly resources, pay-per-use resources, and savings plans.
- On the **Basic Information** tab, you can click **Account Manager History** to view the list of historical account managers assigned to the customer.

----End

Other Operations

A partner can perform the following operations on the **Customer Management** page:

• Choose Export > Export Selected to export all the customers of the partner.

NOTE

Only the administrator can export the customer list. If other operators need to export the customer list, contact the administrator.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- Click Export > View Export. On the Export History page, click Download in the Operation column to download and view the exported customers.
- Click Set Budget to set a monthly or one-time budget for customers associated in the reseller model. For details, see Setting Monthly Budgets for Customers and Setting One-Time Budgets for Customers.
- Choose More > Create Discount to set a discount for customers. For details, see Setting Discounts for Customers.
- Click View Orders to view all orders of a customer.
- Choose More > View Resources to view a customer's pay-per-use and yearly/ monthly resources. For details, see Viewing a Customer's Resources.
- Click **More** > **Customer Spend** to view all expenditure details of a customer.
- Choose More > Assign Account Manager to assign an account manager to a customer. For details, see Assigning an Account Manager for a Customer.

11.3.1.2 Managing Customer Association Relationships

In the reseller model, a partner can disassociate from its customers and process the disassociation requests submitted by customers.

NOTE

• Only partners with the corresponding permissions can disassociate from their customers.

Precautions

- 1. A partner or customer can initiate three disassociation requests within three months. They need to submit a service ticket or contact the customer service to initiate requests beyond the maximum allowed.
- 2. You cannot disassociate from an enterprise master if this enterprise master has been associated with any independent accounting member.
- 3. If you need to disassociate from a customer whose account has been manually frozen, you need to unfreeze this customer account first.
- 4. You cannot disassociate from a customer if this customer has any reserved instance that has not expired or any partner support plan product.

Disassociate from a Customer.

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** In the customer list, select a customer and click **More** > **Disassociate** in the **Operation** column.

Сι	istom	er Management							6	+ Subscribe to Custome	er Information
	 To To To Yo 	view the customer associations view the batch transfer history, v u might also want to know. How	and disassociations, visit I visit Batch transfer history. Can I Request Authorizatio	Manage Association Records	page. Can I Place Orders on My Cu	ustomers' Behalf? How My Customers	Manage the Authorizat	ion?		View D	etails 🗸
	Set E	Sudget Set Discount	Batch Assign Accoun ⑦ 및 Mobile Num	t Manager 🔋 🛛 Batch Trai	thly Budget(USD) One	e-Time Budget(USD) Budget	Customer Na Usage ⑦ Alers t	o Be Handled Opera	Q	Advanced Search \lor	0
		© Accession		qi2024***	0.00	-	- 0	Set F	Budget View Orders	More	
		in in the second second	-	-	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers Request Authorization	r' Behalf n		
		and a second sec	-	-	100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Custo Perform O&M Operat	omers' Behalf tions on Customers' Beha	alf	
		Ø Televenetter på		-	0.00	Freeze Account Business Opportunities					

- If you need to disassociate from your customers rather than your resellers' customers, select the **Customers** tab.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.
- **Step 5** If the account passes the check, select I understand the preceding statement and confirm to disassociate from the partner account, and click Disassociate.

If the account fails the check, handle the failed items as prompted. Then check the account again.

The **Disassociate** dialog box is displayed.

i Dis	associate	×
Are you su	ire you want to disassociate from the customer?	
Reason	0/256	

Step 6 Enter the reason and click **OK**.

The system displays a message indicating that the request for disassociating from the customer has been submitted. After your customer completes the processing, you will be notified of the processing result at the first time. Please wait.

D NOTE

If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

Other Operations

Partners can query the customer associations and disassociation records, and process the disassociation requests initiated by customers.

NOTE

Only partners with the corresponding permissions can process the disassociation requests from customers.

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Click Manage Association Records.
 - To view the customer associations and disassociations, visit Manage Association Records page.
 To view the batch transfer history, visit Batch transfer history.
 You might also want to know How Can I Request Authorization from My Customers? How Can I Place Orders on My Customers' Behall? How My Customers Manage the Authorization? View Details

D NOTE

For Huawei Cloud distributors, they need to click the **Customers** tab and click **Manage Association Records**.

Step 5 On the displayed page, you can query the association and disassociation records.

Click Agree or Reject in the Operation column.

Customer Management / Manage Association Records					
Batch Reject			Customer N V	Q Account Manager	Q
Account Name Customer Mobile Number	Association 🖗 Purpose	Reason Initiation Me 7	Status 🍸 🔰 Account Ma 💿	Request Time 🗑 Approval Time 🖗 Operation	
- NUMBER	Reseller 🥜 Associ	ation Invited by email	Completed	Oct 27, 2024 16: Oct 27, 2024 16:	
NAMES OF T	Reseller 🖉 Disass	ociate 1 Requested by p	Pending confirma	Oct 27, 2024 09:	

If partners have enabled the verification code function, a verification code is required to verify the identity.

11.3.1.3 Setting Monthly Budgets for Customers

A partner can set monthly budgets for a customer associated with the partner in the reseller model. The budget will automatically restore at 00:00:00 on the first day of the following month.

⁻⁻⁻⁻End
Procedure

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Select a customer in the Customer/Account Name column and click Set Budget in the Operation column. On the displayed Set Budget page, set Budget Type to Monthly Budget.
 - Automatic account freezing

Customer Management / Set Budget
Monthly Budget \$0.00 USD (Current Estimate 💿 80 80 0 USD) Customer Name Account Name
Budget Type One-Time Budget Monthly Budget (USD)
Account freezing upon monthly budget exhaustion
Automatic Manual
To facilitate management of reseller customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers.
1.Monthly budget quota: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month.
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and pay-per-use resources and reserved instances, and some of the provisioned resources may be unavailable, but the provisioned pay-per-use resources
still incur fees. To avoid incurring new fees, you can choose to freeze both the account and its resources How Do I Freezing Both an Account and its Resources?
4. Huawel Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account freezing and disputes arising out of it. Exercise caution when performing this operation.
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours.
 It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been frozen. Unifreeze the account to allow the customer to buy resources.
Unfreeze Now
ок
Adjustment Records ~

• Manual account freezing

Customer Management / Set Budget
Monthly Budget (Current Estimate 🕐 50.00 USD) Customer Name Account Name
Budget Type (e) Monthly Budget One-Time Budget
* Monthly Budget (USD)
Account freezing upon monthly budget exhaustion
Automatic 🔞 Manual
To facilitate management of reseller customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers.
1.Monthly budget quota: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. The spending of the current month on certain monthly-settled cloud services, such as CDN billed by 95th percentile bandwidth, will not be counted into the used budget.
2. Huawel Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and reserved instances, but not the purchase of pay-per-use resources. The provisioned pay-per-use resources still incur fees.
4. After receiving the alert notification, increase your customer's monthly budget or freeze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources still incur fees. You can choose to freeze the account and
resources of the customer, and no fees will be incurred.
5. The customer expenditure is an estimate and may be delayed by hours.
6. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
OK I I I I I I I I I I I I I I I I I I I
Adjustment Records ~

NOTE

- You can select multiple customers and click **Set Budget** above the customer list to achieve batch budget setting. The new budget setting will replace the earlier setting.
- When you set a monthly budget for a customer, set Account freezing upon monthly budget exhaustion to Automatic or Manual. Automatic indicates that the system automatically freezes an account upon budget exhaustion. For details about how to manually freeze an account, see Freezing an Account.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- You can view adjustment records of monthly budgets by clicking Adjustment Records.
- Click the eye button next to Customer Name to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. Freezing Both an Account and Resources

Step 5 Enter a value and click OK.

NOTE

After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a monthly budget for this customer.

A message is displayed indicating that the monthly budget has been set successfully.

NOTE

If partners have enabled the verification code function, a verification code is required to verify the identity. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

11.3.1.4 Setting One-Time Budgets for Customers

A partner can set one-time budgets for a customer associated with the partner in the reseller model. The budget will not automatically restore in the next month.

Procedure

Step 1 Use your account to log in to **Huawei Cloud**.

Step 2 In the drop-down list of your account name, click Partner Center.

Step 3 In the top navigation, select **Sales** > **Customers** > **Customer Management**.

- Step 4 Select a customer in the Customer/Account Name column and click Set Budget in the Operation column. On the displayed Set Budget page, set Budget Type to One-Time Budget.
 - Automatic account freezing

Customer Management-Customers / Set Budget
Cne-Time Budget (fotal Eugendaure () 50 00 USD) Customer Name gwhk_qiyezhu03 Account Name gwhk_qiyezhu03
Budget Type Okottily Budget One-Time Budget
* One-Time Budget (USD)
Account freezing upon one-time budget exhaustion
Automatic Manual
To facilitate management of reselier customers' one-time expenditures, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers.
1.One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer the latest month.It will not automatically restore
2. Huswel Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Pinance > Partner budget. Set Recipients
a. In the budget of your customer is exhaused, the system will restrict customer a publicate or yearlymounty and pupped-or year exolutions and exolutions and exolutions may be unavailable, but the provisioned pupped-or yearlymounty and pupped-or year exolutions and exolutions and exolutions may be unavailable, but the provisioned pupped-or yearlymounty and pupped-or year exolutions and exolutions and exolutions and exolutions are provisioned and exolutions and exolutions and exolutions and exolutions and exolutions and exolutions are pupped-or yearlymount and the pupped-or year exolutions and exolutions are pupped-or year exolutions are exolutions are exolutions and exolutions are exo
4. Huave Log up and index the responsibilities for any adverse time includes on customer structures que to accustomer structures que
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours.
7. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been fraces. Unfreeze the account to allow the customer to buy resources.
Adjustment Records ~

• Manual account freezing

Dustomer Management / Set Budget
One-Time Budget \$1.00 USD (Total Expenditure 🕜 \$0.00 USD) Customer Name Account Name
Budget Type One-Time Budget @ One-Time Budget
Account freezing upon one-time budget exhaustion
O Automatic 💿 Manual
To facilitate management of reseller customers' one-time expenditures, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers.
1.One-Time budget reflects total expenditures (calculated based on the list prices) of the customet the latest month. It will not automatically restore.
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and reserved instances, but not the purchase of pay-per-use resources. The provisioned pay-per-use resources still incur fees
4. After receiving the alert notification, increase your customer's budget or treeze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources still incur tess. You can choose to theze the account and resources are the rule of the customer and on fore with the incur test.
5. The customer expenditure is an estimate and may be delayed by hours.
6. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
OK C
Adjustment Records 🗸

NOTE

- You can select multiple customers and click **Set Budget** above the customer list to achieve batch budget setting. The new budget setting will replace the earlier budget setting.
- When you set one-time budgets for customers, you also need to set Account freezing upon one-time budget exhaustion to Automatic or Manual. Automatic indicates that the system automatically freezes an account upon budget exhaustion. For details about how to manually freeze an account, see Freezing an Account.
- The spending for a one-time budget begins accumulating from the month of successful configuration, and the data may be delayed by about 10 minutes.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- You can view adjustment records of one-time budgets by clicking Adjustment Records.
- Click the eye button next to Customer Name to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. Freezing Both an Account and Resources

Step 5 Enter a one-time budget value and click OK.

D NOTE

After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a one-time budget for this customer.

A message is displayed indicating one-time budget setting success.

NOTE

If partners have enabled the verification code function, a verification code is required to verify the identity. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

11.3.1.5 Adding Partner Budget Recipients

Step 1 Click in the upper right corner to go to **Message Center**.

Step 2 In the navigation pane on the left, choose SMS & Email Settings. In the Message Type column, select Finance, select Partner budget, and click Add Recipient.

HUAWEI CLOUD								Service Tickets Enterprise	Develop Tools	English jumpanhi	1
Message Center	SMS &	Email Settings									
My Messages (155) •	A	d Recipient Remove Recipient									
Recipient Management		Message Type	Email	SMS	System Notification	Group Chatbot	Recipient Name	Message Receiver Robot	Op	eration	
		E Finance		\checkmark	\checkmark						
		Account balance 0					staping partney har i plant, share phales		M	odify Configure Robot	
		Account change 0					staging partney har plants, the optical or		M	odify Configure Robot	
		Partner budget 🖲					stajng patros/teriptost, darsphales		M	odify Configure Robot	
		BLO					stajng patros/terjainti, dangshake		M	odify Configure Robot	
		Invoice 0					stajng patros/tariptest, dangetake		M	odify Configure Robot	
	1	Cost Management 0					stajng patros/halpieni,/harspholes		M	odify Configure Robot	

Step 3 In the displayed **Add Recipient** dialog box, click **Add Recipient**, enter the recipient name, email address, and phone number, and click **OK**.

To add multiple recipients, repeat this step.

Click **OK**. When the partner budget usage exceeds 75%, 90%, or 100%, the added recipients will receive a warning notification.

Recipient Name	Phone Number/Fm	ail WeCom Robot	DingTalk Feishu Ro	bot	
	Add Recipient				
	Recipient	Email	Phone Number	Remarks	Operation
	Recipient	Email	+86(C Phone Number	Enter remarks	Save Cancel
	- Anipirei	14-01(10.00	-MIN		
	i nigʻey	ar- 581 pites-	-50-57		
	alamphalan -	24-00-04	-80.02-2080		
	anim_	$p^{\mu\nu}(0) = p^{\mu\nu}(0) = p^{\mu$	+80'000001		

----End

11.3.1.6 Freezing an Account

After a customer is associated with you in the reseller model, their account is frozen by default. If you also need to freeze their resources, you can go to **Customer Management** in Partner Center.

You can freeze or unfreeze accounts of your customers associated in the reseller model.

Impacts of Freezing Accounts

If a customer's account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees.

The following table describes the impacts on a reseller customer after its account is frozen.

Operation Type	Supported Operations	Operations Not Supported
Operations on yearly/ monthly cloud services	 Unsubscribing from resources Modifying resource names 	 Purchasing resources Modifying specifications Renewing subscription to resources Changing yearly/monthly resources to pay-per-use resources Operations on resources Deleting resources
Operations on pay-per- use cloud services (operations on pay-per- use instances and spot instances)	 Modifying resource names Viewing resource information 	 Purchasing resources Modifying specifications Changing pay-per-use resources to yearly/ monthly resources Operations on resources Deleting resources

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account** in the **Operation** column in the row of the target customer.

Freeze Account	Notes		
1.If the account is froze	en, the customer cannot buy, re	enew, or change resources, ar	nd provisioned resources may
be unavailable, but the	y still incur fees. To avoid incu	rring new fees, you can choos	e to freeze both the account
and its resources.			
2.Huawei Cloud shall r	not take the responsibilities for	any adverse impacts on custo	mers', services due to
account freezing and d	lisputes arising out of it. Exerci	se caution when performing th	is operation.
3.Visit Impacts of Acco	ount Freeze to learn about the	impacts of frozen accounts. Ye	ou can also unfreeze an
account.			
4 The account unfreez	ing operation may fail if your a	count has been frozen	
ason	ing operation may lair in your a	ccount has been nozen.	
ason	ing operation may tall it your a	CCOUNT NAS DEEN NOZEN.	0/256
ason	Customer ®	Budget(USD)	0/256 Total Expenditure(USD) ⑦

Step 5 Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account is frozen.

NOTE

- If you have enabled the verification code function, a verification code will be required.
- To unfreeze a customer account, click **Unfreeze Account** in the **Operation** column. For details, see **Unfreezing an Account**.

----End

11.3.1.7 Freezing Both an Account and Resources

After a customer is associated with you in the reseller model, their account is frozen by default. If you also need to freeze their resources, you can go to **Customer Management** in Partner Center.

You can choose to freeze or unfreeze both the account and resources of a customer.

Impacts of Freezing Both Accounts and Resources

After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or modify resources, and all their

cloud services provisioned cannot be used. Unfreeze the resources within 15 days (subject to the time range regulated on the official website) of when they are frozen. Otherwise, the stored data will be deleted and the cloud service resources will be released.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account and Resources** in the **Operation** column in the row of the target customer.

	t and Resources Note	S	
1.If the account and r	esources are frozen, the custon	ner cannot buy, renew, or change resourc	es, and all
provisioned resou	urces are not available. U	nfreeze the resources within 15 d	lays (subject to
the time range re	gulated on the official we	bsite) after they are frozen. Othe	rwise, the
stored data will b	e deleted and the cloud s	ervice resources will be released	L.
2.Huawei Cloud shall	not take the responsibilities for	any adverse impacts on customers', serv	rices due to
account freezing and	disputes arising out of it. Exerci	ise caution when performing this operatio	n.
3.Visit Impacts of Ac	count Freeze to learn about the	impacts of frozen accounts. You can also	unfreeze an
account.			
ason			
			0/256
Account Name	Customer 💩	Budget(USD) Total Ex	0/256 penditure(USD)

Step 5 Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account and resources are frozen.

- If you have enabled the verification code function, a verification code will be required.
- After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or modify resources, and all their cloud services provisioned cannot be used. Exercise caution when performing this operation.
- To unfreeze both the account and resources for a customer, click **Unfreeze Account and Resources** in the **Operation** column for the target customer. For details, see **Unfreezing Both an Account and Resources**.

----End

11.3.1.8 Unfreezing an Account

You can unfreeze customers' accounts as needed.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** Locate the target customer, click **More** > **Unfreeze Account** in the **Operation** column.
- **Step 5** Enter the reason and click **OK**. A message is displayed, indicating that the account is unfrozen successfully.

eason							
eason							
						0/25	6
Account N	ame	Customer 💩	Automatica	ally	Budget(USD)	Total Expenditu	re(USD) ?
				No	0.10		0.00

D NOTE

If you have enabled the verification code function, a verification code will be required.

----End

11.3.1.9 Unfreezing Both an Account and Resources

You can unfreeze both a customer account and the resources in it.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Unfreeze Account and Resources** in the **Operation** column for the target customer.
- **Step 5** Enter the reason and click **OK**. A message is displayed, indicating that the account and resources are unfrozen.

 The account account and next hour. In 	and resources of th resources without a crease the budget to	is customer have been fr djusting the budget grant o unfreeze the account ar	ozen upon budget ex ed, its account and re nd resources of the cu	haustion. If you unfreeze its esources will be frozen agai ustomer.	n
ter the account is ason	unfrozen, customers	can buy, renew, or chan	ge resources, and yo	u need to pay for your custo	omei
				0/256	
		Automatically	Budget(USD)	Total Expenditure(USD)	
Account Name	Customer 💩	Automatically	Eddgel(002)	Total Expenditure(00D)	?
Account Name	Customer ⊗ w****/⊐	Yes	100.00	fotal Exponential (000)	② 0.00

NOTE

If you have enabled the verification code function, a verification code will be required.

----End

11.3.1.10 Setting Discounts for Customers

A partner can set discounts for associated customers and specify the validity period of the discounts. Customers can buy HUAWEI CLOUD products at discounts.

• Partners in the following areas cannot set discounts for their customers:

Chile, Brazil, Colombia, El Salvador, Jamaica, Bolivia, Uruguay, Argentina, Ecuador, Dominican Republic, Suriname, Haiti, Peru, Paraguay, Guyana, Honduras, Mexico, Barbados, French Guyana, Nicaragua, Panama, Costa Rica, Puerto Rico, Trinidad and Tobago, Belize, Guatemala, Bahamas, Bermuda, Saint Lucia

• A partner cannot set discounts for a customer associated with the partner in the reseller model.

Context

You can set a general discount for customers.

A general discount applies to all product categories.

NOTE

- For the applicable scope of discounts granted by partners, see What Is the Applicable Scope of Discounts Granted by Partners?
- When a customer uses a discount granted by the partner, the partner's rewards may be affected.

Prerequisites

You have obtained the permission for setting discounts from the HUAWEI CLOUD operation manager.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Customers > Customer Management.
- **Step 4** In the customer list, select a customer and click **Create Discount** in the **Operation** column.

NOTE

You can also select multiple customers in the customer list and click Create Discount.

Step 5 Pull the slide bar to set the discount percentage.

Set Discount	
Customer Name	AA-720027098910
Discount Type	General discount All products have the same discount.
Discount Percentage	16 % off 0% 25%
Validity Period	2024-04-22 - 2024-06-20
Operation Records ~	

Step 6 Set the validity period and click **Save**.

Step 7 In the dialog box that is displayed, click Yes.

A message is displayed indicating that the discount has been granted successfully.

NOTE

- After the discount has been granted, the system notifies the customer of the discount by email.
- After the discount has expired, the system notifies the partner and the customer of the expiration by email.
- If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

Follow-up Operations

• Viewing a discount

Click an account name to go to the **Customer Details** page. On the displayed page, you can view the discounts set for the customer.

• Modifying discount information

On the **Create Discount** page, modify the discount percentage and validity period. The new settings will replace the original ones.

NOTE

If a discount has already taken effect, you can only modify its expiration time and percentage.

• Deleting a discount

Set the discount percentage to 0%.

• Viewing Discount Setting Records

You can view discount setting records in the **Operation Records** area of the **Create Discount** page, including the operation type, product type, validity period, operator, time, and discount.

11.3.1.11 Viewing a Customer's Resources

A partner can view each associated customer's pay-per-use or yearly/monthly resources, reserved instances, and savings plans.

Procedure

- **Step 1** Use your partner account to log in to **HUAWEI CLOUD**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Customers > Customer Management.
- Step 4 On the Customer Management page, set the search criteria for a fuzzy search. Select a target customer and choose More > View Resource to enter the resource management page.

NOTE

For distributors, their own customers and customers of their resellers are separated into the **Customers** and **Resellers' Customers** tabs. To view customer resources, a distributor needs to go to the corresponding tab.

Step 5 View the resources purchased by customers.

• View yearly/monthly resources.

On the **Yearly/Monthly Resources** page, set the search criteria and query the desired yearly/monthly resource records.

ustomer management / Resources							
Customer Name Account Name	toro these toro toro toro						
Yearly/Monthly Resources Pay-per-Use Resources	Reserved Instances	Savings Plans					
Effective Time Start Date — End Date	Expiration 1	Start Date - End	i Date		Order No.		
Product Type Select a product.	•	Search	Reset				
Export							
Name/ID	Product Type	Specifications	Region 🎖	Status 🍞	Effective Time/Expiration Time	Processing upon Expi	Order No.
$\sim~\mathcal{O}$ is limit to share a set of state that the	N_30047703	el	NO. HOW N	Frozen	Jan 04, 2023 10:24:34 GMT+08:00 Jan 05, 2024 07:59:59 GMT+08:00	Automatic deletion after	CEDERORIZIANUNO
 O INCOMP Ind IOL straight sets (20040). 	HICKey Include	PROP INTO A	No. (Concerned	() Frozen	Oct 28, 2023 15:54:19 GMT+08:00 Dec 30, 2023 07:59:59 GMT+08:00	Automatic deletion after	ODOHOBILITY/IP

- Click **Export** to export all yearly/monthly resource records of a customer.
- Click v to check instance information and resource status.
- Click *C* to check associated resources.

l	Assoc	iated Resc	ources			×
		Name/ID	Product Type	Specifications	Expiration Time	
		Elastic Volu	Elastic Volu	100000388-001	Nov 23, 2018 23:59:59 GMT +08:00	
		Elastic IP A	Virtual Priv	percent of all	Nov 24, 2018 23:59:59 GMT +08:00	
		Cloud Host	cloud disas	0.99, 0.00, 0.0, 0.0, 0.0, 0.0, 0.0, 0.0	Nov 24, 2018 23:59:59 GMT +08:00	
L						
				ОК		

• View pay-per-use resources.

On the **Pay-per-use Resources** page, set the search criteria and query the desired pay-per-use resource records.

Yearly/Monthly Resources	Pay-per-Use Resources	Reserved Instances Savings Pla	ns				
• Pay-per-use resources of the last	t month are displayed by default. You	can filter the resources of specified time range	in the subscription time area.				
Export		Product Typ	select a product.	~	ID		Search Reset
Name/ID	Tag	Product Type	Specifications	Region	Status 🙄	Subscribed 🍸	Payment Account

Click **Export** to export all pay-per-use resource records of a customer.

D NOTE

• View the reserved instances.

On the **Reserved Instance** page, set the search criteria and query the desired reserved instance records.

Yearly/Monthly Res	sources Pay-per-Use Resource	ces Reserved Insta	ances Savings Plans				
Effective Time	Start Date - End Date	Exp	Start Date	e – End Date		Order No.	
Product Type	Select a product.	•	Search	Reset			
Name/ID		Product Type	Specifications	Region 7	Status 🏹	Effective Time/Expiration Time	Order No.

• View savings plans.

On the **Savings Plans** tab, set search options to query target savings plans.

Yearly/Monthly Res	sources Pay-per-Use Reso	ources Reserve	d Instances Savings Plan	s				
Effective Time	Start Date End Date	ŧ	Expiration Time Start D	ate – End Date	Ħ	Order No.		
Product Type	Select a product.	•	Searc	h Reset				
Name/ID		Product Type	Specifications	Region 🍞	Status 🍞	Effective Time/Expiration Time	Order No.	

----End

11.3.1.12 Request Authorization from a Customer

A partner must request authorization from a customer before placing orders on behalf of this customer.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click **More** > **Request Authorization** in the **Operation** column.

Custo	omer Management							🛨 Sul	oscribe to Customer	Information
• • •	To view the customer association To view the batch transfer history, You might also want to know:How	s and disassociations, visit I visit Batch transfer history. / Can I Request Authorizatio	Manage Association Records	page. Can I Place Orders on My C	ustomers' Behalf? How My Customers	Manage the Authorizat	lion?		View Det	tails 🗸
s	Set Budget Set Discount	Batch Assign Account	t Manager 🛛 🛛 Batch Trai	nsfer v Export v	e-Time Budget(USD) Budget	Customer Na Usage ⑦ Alers t	ame V	Q. Adva	anced Search $$	۲
	O Asserted	-	qi2024***	0.00	-	0	Set Budget	View Orders More	9	
	in the second second	-	-	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behal Request Authorization	r]		
	Contra Balancer Balancer Bal	-	-	100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Customers' E Perform O&M Operations on	Behalf Customers' Behalf		
	O and an an an	-	-	0.00	Freeze Account Business Opportunities					

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 Select I have read and agree to the Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf and click OK.

After being a resources, oi	thorized, you can perform operations, such as configuring, purchasing, and managing behalf of this customer.
Notes: You mo any violations	st perform operations in strict accordance with this Commitment Letter and shall take responsibilities for
You hav	signed Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf

NOTE

Selecting I have read and agree to the Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf is required for the first-time authorization request.

A message is displayed, indicating that the authorization request has been sent to the customer. The customer can manage the authorization requests on the **My Account** > **My Partner** page.

----End

11.3.1.13 Placing Orders on Customers' Behalf

Partners can place orders to purchase yearly/monthly resources or pay-per-use resources on Partner Center on reseller customers' behalf.

Prerequisites

A partner must obtain the authorization from a customer before placing orders on behalf of the customer.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Select a record of a reseller customer and choose More > Place Order on Customers' Behalf in the Operation column.

tomer Management							+ Subs	cribe to Customer Informa
To view the customer associatio To view the batch transfer histor You might also want to know.Ho	ns and disassociations, visit , visit Batch transfer history. w Can I Request Authorizati	Manage Association Records	: page. Can I Place Orders on My C	Customers' Behall? How My Customers I	Manage the Authorizat	ion?		View Details
Set Budget Set Discount Customer/Account Name	Batch Assign Accour	nt Manager 🛛 Batch Tra	nsfer v Export v	e-Time Budget(USD) Budget I	Customer Na Usage ⑦ Alers t	o Be Handled Operation	Q Advar	iced Search 🗸 🛞
C O Jamma	-	qi2024***	0.00	-	0	Set Bu	idget View Orders More	
	-	-	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' I Request Authorization	Behalf	
Contra Co		-	100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Custom Perform O&M Operatio	ners' Behalf ns on Customers' Behalf	
			0.00	Freeze Account				

NOTE

- For a distributor, they can place orders for their customers on the **Customers** tab and for their resellers' customers on the **Resellers' Customers** tab.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 In the displayed dialog box, click **OK**.

Step 6 On the **Select Products** page, select a product and place an order as prompted.

	Search	Q Resources Service Tickets	Develop Tools Support	English	territorial doi.potrement.org.tation.org
You have switched from (in the last of the state of the place ord	ers for customers.		×		
Eastic Cloud Server Eduction Cloud Server Eduction Cloud Server (ECS) is a cloud server that provides scatable, on-demand computing resources for secure, flexible, and efficient applications.	Eastic Volume Service Eastic Volume Service Eastic Volume Service (EV3) provides pensistent block storage of the Service (EV3) provides pensistent block storage Service (BM3). With advanced data redundancy and cache acceleration cachelisties, EV3 differ high availability and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties, EV3 differ high availability and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties, EV3 differ high availability and acceleration cachelisties and acceleration cachelisties and acceleration cachelisties, EV3 differ high availability and acceleration cachelisties acceleration	East: P East: P The East: P (EIP) service provides indept addresses and bandwidth to the internet. A addresses and bandwidth to the internet. A address, bada balancer, or NAT galanea; V are provided to meet diversified service requ	indent public IP EIP can be flexibly 25, BMS, virtual IP nous billing modes uirements.		
	Browse more services.				

Step 7 If you need more products, click more services below to go to the Huawei Cloud console and select a product by clicking the service icon on the left to place an order.

≡	Service List	Enter a service or function name.			 Q			×
	Bare Metal Server	Recently Visited Services:						
6	Elastic Cloud Server	Computing Auto Scaling		Storage Elastic Volume Service	Network Virtual Private Cloud		Security Anti-DDoS	
	Cloud Backup and Recovery	Bare Metal Server	ŧ	Cloud Backup and Recovery	Elastic Load Balance		DDoS Mitigation	
6	Object Storage Service	Dedicated Host		Cloud Server Backup Service	Direct Connect		Advanced Anti-DDoS	- 1
0	Virtual Private Cloud	Elastic Cloud Server		Volume Backup Service	Virtual Private Network		Web Application Firewall	- 1
	Electic Lond Delence	FunctionGraph		Object Storage Service	Domain Name Service		Vulnerability Scan Service	- 1
	Elastic Load Balance	Natural Language Processor		Data Express Service	NAT Gateway		Host Security Service	- 1
e	Elastic IP	Elastic Cloud Server	ŧ.	Scalable File Service	Elastic IP		Container Guard Service	
	Relational Database Service	Image Management Service			Cloud Connect		DSC	
				Management & Deployment			Database Security Service	
		Application		Edge Data Center Management	Database		Key Management Service	
		ServiceStage		Identity and Access Management	DRS		Cloud Certificate Management Service	
		Application Service Mesh		Ces	GaussDB		SSL Certificate Manager	
		Distributed Message Service		Tag Management Service	Relational Database Service		Cloud Bastion Host	- 1
		Distributed Message Service (for Kafka)		Resource Formation Service	Relational Database Service	Ŧ	Cloud Firewall	
		Distributed Message Service (for RabbitMQ)		Cloud Trace Service	Distributed Cache Service			
		Distributed Message Service (for RocketM		Log Tank Service	Document Database Service		Migration	
		Simple Message Notification		Optimization Advisor	Distributed Database Middleware		Cloud Data Migration	
		Application Performance Management		Resource Access Management			Cloud Data Migration2	
		Application Operations Management		Organizations	El Enterprise Intelligence		Cloud Data Migration	
		Blockchains Service			Conversational Bot Service		Server Migration Service	
		Cloud Performance Test Service		DevCloud	Cloud Search Service			
				CodeArts	Data Warehouse Service		Enterprise Application	
		Cloud Communications		ProjectMan	eiHealth		Cognitive Engagement Center	
		KooMessage		CodeHub	HiLens		meeting	*

NOTE

When you place orders on a customer's behalf, your partner account will be switched to the customer account. To switch the account back, click **Switch Role**.

----End

Other Operations

You can choose **Customer** > **Customer Orders** and view the orders of yearly/ monthly resources placed on customers' behalf. In addition, you can choose **Customers** > **Customer Management** and choose **More** > **View Resources** to query pay-per-use resources provisioned on customers' behalf.

11.3.1.14 Performing Resource O&M for Customers

Partners can perform resource O&M on Partner Center on reseller customers' behalf.

Prerequisites

A partner must obtain the authorization from a customer before performing resource O&M on behalf of the customer.

Procedure

- **Step 1** Use your partner account to log in to **HUAWEI CLOUD**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Select a record of a reseller customer and choose More > Perform O&M Operations on Customers' Behalf in the Operation column.

Сι	ston	ner Management							🛨 Sub	scribe to Customer Information
	• To • To • Ye	o view the customer association: o view the batch transfer history, ou might also want to know.How	s and disassociations, visit M visit Batch transfer history. Can I Request Authorization	anage Association Records from My Customers?How	page. Can I Place Orders on My Cu	stomers' Behall? How My Customers I	Manage the Authorizat	iion?		View Details 🗸 🗸
	Set	Budget Set Discount Customer/Account Name	Batch Assign Account I	Manager Batch Tra	nsfer v Export v	Time Budget(USD) Budget (Customer Na Jsage ⑦ Alers t	ame V	Q. Advar	nced Search 🗸 🛞
		O Jamma		qi2024***	0.00		0	Set Budget	View Orders More	
		a de la construcción	-		-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization		
		enne Manufacture	-	-	100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Customers' Bel Perform O&M Operations on C	nalf ustomers' Behalf	
		© analogian pr	-	-	0.00	Freeze Account Business Opportunities				

NOTE

- For a distributor, they can perform resource O&M for their customers on the **Customers** tab and for their resellers' customers on the **Resellers' Customers** tab.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.
- Step 5 In the displayed dialog box, click OK.
- **Step 6** On the console page, perform resource O&M operations as prompted.

NOTE

When you perform resource O&M on a customer's behalf, your partner account will be switched to the customer account. To switch the account back, click **Switch Role**.

----End

11.3.1.15 Assigning an Account Manager for a Customer

A partner can assign an account manager for a customer.

NOTE

If a customer is associated with a partner via an invitation email, invitation link, or QR code sent by the account manager, the customer is assigned to the account manager after the association. In this case, the partner does not need to assign another account manager to the customer.

Precautions

After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 In the top navigation, select **Sales** > **Customers** > **Customer Management**.

Step 4 In the customer list, select a customer, choose **More** > **Assign Account Manager** in the **Operation** column to switch to the **Assign Account Manager** page.

Are you sure you want to	o assign an account manager to this o	customer?
After you assign the accou	int manager to this customer, the accour	nt manager can manage this customer and
view the customer expendi	itures. The expenditures and revenue of	this customer will be counted for this
account manager.		
Account Name	Customer 💩	Account Manager 💿
Account Name	Customer 💩	Account Manager 💿

NOTE

Step 5 Verify the target account manager account and click **Next**.

Assign Account Manager		×
	Account Manager 🗸 🗸	Q
Account Manager 💩	Account Name	
● 彭****	ranginti	
	Previous	Cancel

Step 6 Select the target account manager and click **OK**.

NOTE

Alternatively, you can select multiple customers in the customer list and click **Batch Assign Account Manager** to assign an account manager to the customers.

----End

11.3.1.16 Viewing Enterprise Information

Partners can view the enterprise information of their associated customers in Partner Center.

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** Select a customer and click the account name to go to the details page. Select the **Enterprise Information** tab and view the enterprise information of the customer.
- **Step 5** Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.



Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

Overview Resource	es Discount Enterprise Information Basic Information		
 Currently, only the inf Türkiye. 	formation of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thailand, Ma	ilaysia, Philippines, Indonesia, Saudi A	rabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD)	+105	Cloud Service Provider	4004
CDN Service Provider	maps paded	Operating status	104
IPO Status	Private	Last Funding Type	feed
Website	Mg: Jone American Jon An	Headquarters Location	The-Arch. Torika Collected, Bridger
Brief Introduction	finities and anatogetiseline for our basics and masters managementatively and allocardy integration,	Social Media Account	6 6 0
Overview	ligital Technology Finance		
Cloud Migration			
Cloud Budget (USD)	17.000	Cloud Service Provider	Anna
CDN Service Provider	Analisi Couthod		
Mobile App			
Number of Apps	4	App Downloads (30 Days)	THEF.
Patents and Trademark	3		
Most Popular Patent Cla	ss Etherling Zustres	Most Popular Trademark Class	Banks rolepines
Web Traffic			
Monthly Visits (2)	2	Monthly Visits Growth (2)	43025

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

Overview Resources Discount Enterprise Information Basic Information	
Currently, only the information of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates Türkiye.	s, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD) () Cloud Service Provider	
CDN Service Provider Operating status	
IPO Status Last Funding Type	
Website Headquarters Location	H. FILT
Brief Introduction Disability and provide the cardinal and interference interpretent areas and interpretent areas	
Overview Digital Technology Finance	
Funding	
Number of Funding Rounds Total Funding Amount Currency (USD)	
Top 5 Investors DIC CIC Parties, JC Parties, JC Parties, JCC, Status Parket, P	
Last Funding Type Last Funding Amount (USD)	
IPO & Stock Price	
IPO Status IPO Date	
Money Raised at IPO (USD) Valuation at IPO (USD)	
Stock Symbol Stock Exchange	Killein Delberge
Merger and Acquisition	
Transaction Name Acquired by David Manine Acquired by	
Announced Date Price (USD)	

----End

11.3.2 Customer Assignment

11.3.2.1 Assigning Customers to an Account Manager

A partner can assign customers to an account manager, and view or unassign the assigned customers.

An account manager can view the customers assigned by the partner on the **Customers > Customer Management**.

After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

Procedure

- **Step 1** Use your partner account to log in to **HUAWEI CLOUD**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Assignment**.

The **Customer Assignment** page is displayed.

Account Manager			
			Account Manager V Q
Account Mana 🐵 🛛 Account Name	Mobile Number	Email	Assigned Customers Operation
B andiging	+852 138*****040	409***092@qq.com	0 Assign Customers View Customers

- If no account manager is available on the Customer Assignment page, choose Organization > Member Management and add account managers. For details, see Adding a Member.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.

Step 4 Click **Assign Customers** in the **Operation** column.

The **Assign Customers** page is displayed.

Customer Assignment / Assign	Customers					
After you assign the	account manager to this customer, the a	account manager can manage this custom	er and view the customer expenditures. The expenditures and I	evenue of this customer will be counted for	r this account manager.	×
Account Manager	h					
Select Customer	You have selected 0 customers.					
Customer Name 💩	Account	Mobile Phone	Association T Associated On	Customer Tag	Operation	

Step 5 Click Select Customer.

Step 6 In the **Select Customers** dialog box, select a customer whom you want to assign to the account manager and click **OK**.

You cannot select a customer who has already been assigned to an account manager. You can select **Display only unassigned customers** to display all unassigned customers.

Step 7 Confirm the added customer in the customer list and click OK.

A message is displayed stating "Customers have been assigned successfully."

NOTE

You can click **Delete** in the **Operation** column to delete an added customer.

----End

Other Operations

• Viewing the customer list

Click **View Customers** in the **Operation** column. On the **View Customers** page, view the account manager information and the customers assigned to the account manager.

• Unassigning customers

After you remove the account manager, this customer will not be managed by the account manager. The expenditures and revenue of this customer will no longer be counted for the account manager.

– Unassigning a single customer

Click **View Customers** in the **Operation** column. On the **View Customers** page, click **Unassign Customer** in the **Operation** column. Then in the **Unassign Customer** dialog box, click **OK**.

– Batch unassigning customers

Click **View Customers** in the **Operation** column. On the **View Customers** page, select target customers and click **Unassign Customers**. Then in the displayed dialog box, click **OK**.

NOTE

The unassignment will take effect on the 1st of next month (GMT +08:00). The customer expenditures are still counted into this account manager before the effective date.

11.3.3 Customer Orders

11.3.3.1 Viewing a Customer's Orders

A partner can query all the associated customers' orders.

The order data is generated when a customer purchases a yearly/monthly product. To view the order data of pay-per-use resources, see **Viewing a Customer's Resources**.

NOTE

A salesperson can only query orders of its own customers.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Orders**.

ustomer Orders								
 The data here shows the yearly/monthly product orders of customers. You can view pay-per-use resources of customers in Customer Management How Do I View a Customer's Resources? Orders of this month are displayed here by default. If you want to view the orders of other periods, use the filter in the Ordered On cutume. 								
Export V								
Ordered On This month (5.1-5.20)	Q Add filters. Product Type Order Type	order Sta	Customer Nam (8)	Account Manager Nam	Ordered On	Daid	Order Subtota/U	
CS2505201525MI3U2	Virtual Private Subscript	on • Pendi	t****p test0930006	-/	May 20, 2025 15:25:36 GMT+08:00		115.00	

D NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account Name** to show or hide the complete content of customer names.

- Step 4 Specify an order placement time range and select desired attributes in the search box to filter customer orders. Currently, the following attributes are supported:
 Customer Name, Customer Account, Product Type, Order No., Order Type, and Order Status.
 - Click View Order Details in the Operation column to view details about an order.

- Click Adjust Price in the Operation column to adjust the price of an order for a referral customer. For details, see Adjusting the Price of a Customer's Order.
- Perform the follow-up operation for orders of customers associated with partners by Referral. Click **Price Adjustment History** in the **Operation** column to view price adjustments for an order.
- If an order is completed and is not unsubscribed, move over the [3] icon in the **Paid Amount** column to check the payment details.

For distributors, they can view orders of their own customers on the **Customers** tab and of their resellers' customers on the **Resellers' Customers** tab.

- Step 5 Export customer orders.
 - Export orders of the current customer.

Choose **Export > Export Selected**. Message "Export task created" is displayed.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

• Export all customer orders.

Choose **Export > Export All**. Message "Export task created" is displayed.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View export history.
 - a. Choose **Export** > **View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported orders.

NOTE

For distributors, they can export orders of their own customers on the **Customers** tab and of their resellers' customers on the **Resellers' Customers** tab.

----End

11.3.3.2 Adjusting the Price of a Customer's Order

Partners who have permission to set discounts for their customers can adjust the prices of their customers' orders.

- Partners cannot adjust the price for the orders of customers associated with the partners by reseller model.
- Price adjustment applies only to the current orders and not to automatic renewals.
- Price adjustment cannot be enjoyed with other discounts.
- Price adjustment affects partners' incentives.
- The applicable scope of price adjustment for customer orders is the same as that of discounts granted by partners. For details, see What Is the Applicable Scope of Discounts Granted by Partners?

Prerequisites

You have permission to set discounts for customers.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Orders**.
- **Step 4** In the order list, select a pending order and click **Adjust Price** in the **Operation** column.

The Adjust Price page is displayed.

- **Step 5** Adjust the order price.
 - Adjust the order price.

On the **Adjust Order Price** tab page, a partner can enter a **Discount** to adjust the order price.

tomer Orders / Adjust Price									
rder No. CS21052617330KHH9S									
Pending payment Order Subtotal \$154.00 USD Maximum Discount @ \$15.40 USD									
Customer Name			A	ccount Name	MTHI_II.hi View p	ice adjustment records for other	orders.		
Adjust Order Price Adjust Re	esource Price								
Order Amount (After Adjustment)	\$154.00 USD Disc	ount (USD) ⑦ Ente	r a discount.	Estimated Rebate (USD)	@ 38.50 Recalcula	te			
ОК									
Resource Information									
Name/ID	Product Type	Specifications	Billing Mode	Quantity	Order Subtotal(USD)	Maximum Discount(USD)	Discount(USD)	After Adjustm	Estimated Rebate(US
SD3 linear EVS Yearly package/00	Elastic Volume Service	Ultra-High IO	Yearly/Monthly(1 year)	1	154.00	15.40	0.00	154.00	38.50

• Adjust the resource price.

On the **Adjust Resource Price** tab page, a partner can enter a Discount Amount to adjust the price of a specific resource.

ler No. C\$21052617330KHH9S												
Pending payment Order Subitotal \$154.00 USD Maximum Discount ③\$15.40 USD												
Customer Name			Α	iccount Name	-800	Narwojel jen View p	rice adjustment records t	for other ord	ers.			
Jjust Order Price Adjust Re	esource Price											
esource Information The c	discount cannot be les	s than the other dis	scounts available for the	customer. \$0).00 USD							
lesource Information The c	discount cannot be les	s than the other dis	scounts available for the	customer. \$C	0.00 USD							
lesource Information The c	discount cannot be les Product Type	s than the other dis Specifications	scounts available for the Billing Mode	customer. \$C	0.00 USD Quantity	Order Subtotal(USD)	Maximum Discount(USD) ⑦ Di	iscount(USD)	After Adjustm	Estimated Reb	ate(US
Resource Information The of Name/ID SD3 linear EVS Yearly package/00	discount cannot be les Product Type Elastic Volume Service	s than the other dis Specifications Ultra-High IO	scounts available for the Billing Mode Yearly/Monthly(1 year)	customer. \$C	Quantity	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦ Di 15.40	iscount(USD)	After Adjustm 154.00	Estimated Reb	ate(US 38.50
Resource Information The of Name/ID SD3 linear EVS Yearly package/00	discount cannot be les Product Type Elastic Volume Service	s than the other dis Specifications Ultra-High IO	scounts available for the Billing Mode Yearly/Monthly(1 year)	customer. \$C	Quantity	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦ Di 15.40	iscount(USD)	After Adjustm 154.00	Estimated Reb	ate(US 38.50
Resource Information The c Name/ID SD3 linear EVS Yearly package/00	Product Type Elastic Volume Service	s than the other dis specifications Ultra-High IO	Scounts available for the Billing Mode Yearly/Monthly(1 year)	customer. \$C	Quantity	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦ Di 15.40	iscount(USD) 0.00	After Adjustm 154.00	Estimated Reb	ate(US 38.50
Resource Information The c Name/ID SD3 linear EVS Yearly package/00	discount cannot be less Product Type Elastic Volume Service 54.00 USD Disco	s than the other dis Specifications Ultra-High IO unt (USD) 0.00 Estima	scounts available for the Billing Mode Vearly/Monthly(1 year) ated Rebate ② 38.50	customer. \$C	2.00 USD Quantity 1	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦ Di 15.40	0.00	After Adjustm 154.00	Estimated Reb	ate(US 38.50
Resource Information The of Name/ID 503 linear EVS Yearly package/00 Order Amount (After Adjustment) \$1	discount cannot be les Product Type Elastic Volume Service 54.00 USD Disco	s than the other dis Specifications Ultra-High IO unt (USD) 0.00 Estima	Billing Mode Vearly/Monthly(1 year) ated Rebate ⑦ 38.50	customer. \$C	Quantity 1	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦ Di 15.40 [iscount(USD)	After Adjustm 154.00	Estimated Reb	ate(US 38.50
Resource Information The of Name/ID 503 linear EVS Yearly package(00 Order Amount (After Adjustment) \$1	discount cannot be les Product Type Elastic Volume Service 54.00 USD Disco	s than the other dis specifications Ultra-High IO unt (USD) 0.00 Estima	scounts available for the Billing Mode Vearly/Monthly(1 year) ated Rebate (*) 38.50	customer. \$C	Quantity	Order Subtotal(USD) 154.00	Maximum Discount(USD) ⑦	iscount(USD)	After Adjustm 154.00	Estimated Reb	ate(US 38.50

- The discount for an order is the sum of the discounts for each order item.
- The discount for an order is proportionally converted to discounts for applicable products.
- The maximum discount is the maximum amount that a partner can give to a customer.

Step 6 Click OK.

The message Order price adjusted successfully is displayed.

NOTE

If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

Other Operations

You can view price adjustment records for other orders.

11.3.4 Customer Expenditures

11.3.4.1 Querying Expenditure Summary

Partners can view customer expenditure summary and export customer expenditure details.

Precautions

- The expenditure summary data of the current day can only be queried after 24:00 of the following day. The actual expenditure is subject to the expenditure details.
- Customer expenditures are counted from the second day following the assignment of a customer to an account manager.
- You can view expenditures of both your reseller and referral customers. Customers expenditure summary is not the partner bill and cannot be used as the basis for partners' settlement, payment, and billing.

• The customer expenditure data can be traced back to a maximum of 36 months ago.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Expenditure**.
- Step 4 Click the Expenditure Summary tab.
- Step 5 Set search options to filter expenditure summary.

Search options include **Customer Name**, **Spent On**, **Account Manager**, and **Association Type**.

• View total expenditure amount and refund amount.

Expenditure Summary Expenditure	Details						
 The expenditures are pre-tax amount 	S.						
Billing Cycle 2025-03	✓ Q Add filters.						
Export V							
Amount	Refunds ③						
\$7.03500469 USD	\$0.00 USD						
Customer Expenditures Refunds							
Customer & Account Name	e Service Type Billing Mode	Association T Amount(USD)	Cash Payme	Coupons Used(USD)	Monthly Settlement(USD)	Discount(USD)	Operation
✓ t****p ttclscna_003		7.03500469	0.00	0.00	7.03500469	0.00	

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer** to show or hide the complete content of customer names.

- View expenditure bills and refund bills.
 - Expenditure bills
 - Click the **Customer Expenditures** tab to view expenditure bills.
 - Refund bills

Click the **Refunds** tab to view refund bills.

- Step 6 Export expenditure summary.
 - Export customer bills.

Click **Export** > **Export Customer Bills**. Set the search options and click **OK**. When the export is complete, a message is displayed indicating that the export task has been created.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

• View export history.

- a. Choose **Export** > **View Export** to switch to the **Export History** page.
- b. Click **Download** in the **Operation** column to download and view the exported bills.

----End

11.3.4.2 Viewing Expenditure Details

You can view and export customer expenditure details.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Customers > Customer Expenditure.
- Step 4 Click the Expenditure Details tab.
- **Step 5** Set search options to search for expenditure details.

You can check expenditure details of a customer in a billing cycle, including the customer name, customer account name, association type, account manager name, product type, product name, order number, expenditure amount, and payment status.

You can filter customer expenditure details by **Billing Cycle**, **Amount Due**, **Customer Name**, **Customer Account**, **Account Manager**, **Association Type**, **Product Type**, **Billing Mode**, **Bill Type**, **Region**, **Order/Transaction ID**, **Resource Name**, and **Resource ID**.

Expenditure Sum	mary Expenditure Details								
 You can search The total expension Export ~ 	You can search for the expenditure records of a specific customer by the account name. The total expenditure is rounded off to the nearest cent every month. Export								
Billing Cycle 202	25-03 ~	Amount Due: Hide 0 E	xpenditures × Add filter					×	
Billing Cycle	Customer Name/Account @	Association Type	Account Manager 🐵	Product Type	Product Name	Billing Mode	Spent On	Order/Transa	
2025-03	t ^{xxxx} p ttclscna_003	Reseller		Virtual Private Cl	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 18:00:00 GMT+08:00 Mar 20, 2025 19:00:00 GMT+08:00	2025-03819a3	
2025-03	t****p ttclscna_003	Reseller	-	Virtual Private Cl	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 17:00:00 GMT+08:00 Mar 20, 2025 18:00:00 GMT+08:00	2025-03819a3	

NOTE

- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account** to show or hide the complete content of customer names.
- You can select a calendar month (up to 36 months ago) for Billing Cycle.
- Expenditure details for the current month with amount due greater than zero are displayed by default, that is, **Hide 0 Expenditures** is selected by default for **Amount Due**. If you want to view all expenditure details of the current month, select **All** for **Amount Due**.

Step 6 Export expenditure details.

Export selected records.
 Click Export > Export Selected, specify the transaction time, and click Export.

A message is displayed indicating that the export task has been created.

NOTE

- A maximum of 5,000,000 records can be exported at a time.
- When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.
- View export history.
 - a. Choose **Export > View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported expenditure details.

----End

11.3.4.3 Products That Support 95 Percentile Bandwidth Billing

Product	Service Overview
Content Delivery Network (CDN)	https://www.huaweicloud.com/intl/en-us/product/cdn.html
Anti-DDoS Service (AAD)	https://www.huaweicloud.com/intl/en-us/product/aad.html
Object Storage Service (OBS)	https://www.huaweicloud.com/intl/en-us/product/obs.html
Live	https://www.huaweicloud.com/intl/en-us/product/live.html
Virtual Private Cloud (VPC)	https://www.huaweicloud.com/intl/en-us/product/vpc.html
Cloud Connect	https://www.huaweicloud.com/intl/en-us/product/cc.html
Direct Connect	https://www.huaweicloud.com/intl/en-us/product/dc.html

11.3.5 Customer Alerts

11.3.5.1 Handling Customer Alerts

Customer alerts can be handled by only one person.

If an account manager has been assigned, the account manager is in charge of handling related alerts. Otherwise, the partner is in charge of alert handling.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Alerts.
- **Step 4** On the **Handle Alerts** tab, view information about the scenario, alert type, title, customer account or account name, alert generation time, and alert status.

Handle Alerts View Alerts							
					Customer N	~	Q
Scenario	Alert Type	Title	Customer/Account Name 💩	Alerted T		Status 🍸	Operation
✓ churn risk warning from Phe	Loss	User Name Limited,	w****1 hat_bitCompl_sat_siDh	May 09, 2024	19:16:15 GMT+	Unhandled	Process Task

- Click local to view more alert details and handling information.
- Click Process Task in the Operation column for a target alert to handle this alert.
 - The customer has been lost.

Customer Lost	• Yes No
k Reason	Product capability Commerce Competitor
	Customer service suspension Short-term customer service
	O Other

- The customer has not been lost.

Process Task		×
* Customer Lost	🔿 Yes 💿 No	
★ Feedback for Customer Not Lost	Service adjustment, in regular contact New customer expenditure Customer service contraction	
	O Normal customer expenditure fluctuation O ther	
	OK	

NOTE

- You can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **Handle Alerts** tab to handle customer alerts.
- Alternatively, you can go to Partner Center > Sales > Customers > Customer Management and click a number in the Alerts to Be Handled column to handle customer alerts.

----End

11.3.5.2 Viewing Customer Alerts

Partners can view alerts about customers on Partner Center.

NOTE

- Customer alerts are updated by day.
- Customer alerts are about customer churn.
- You can view all customer alerts with an Admin account or an account director account.
- If a custom account is assigned the required customer management permissions or customer alert management permissions, this account can also be used to view all customer alerts of a partner.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- Step 2 Click Partner Center in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Alerts**.
- Step 4 Click the View Alerts tab to view all alerts.

Handle Alerts View Alerts							
					Customer	✓ Enter a customer nam	e or account. Q
Scenario	Alert Type 🛛	Title	Customer/Account Name @	Alerted 🖓		Account Manager	Status 🖓
 B*0x0x80_00 	Loss	OR AND THE PROPERTY AND THE PROPERTY AND	i	Apr 15, 2023 03:18:3	8 GMT+08:00		 Handled
~ #*############	Loss	communications processing (assertion)	BORD	Apr 15, 2023 03:18:3	8 GMT+08:00	-	Handled

• Click v to view alert details and alert handling information.

• On the right corner above the list, enter a customer name or an account manager name to filter alerts.

NOTE

- You can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **View Alerts** tab to view customer alerts.
- Alternatively, you can go to **Partner Center** > **Sales** > **Customers** > **Customer Management** and click a number in the **Alerts to Be Handled** column to go to the **Customer Alerts** page, and select the **View Alerts** tab to view customer alerts.

----End

11.4 Financial Information

11.4.1 Partner Bills

11.4.1.1 Accounts

 Table 11-1 describes the accounts for a cloud solution provider.

Account	Description
Account	Partner can pay bills for their accounts. For details, see Payment .

Table 11-1 Account of the cloud solution provider

11.4.1.2 Partner Bill Description

A partner bill is generated when the partner consumes resources on Huawei Cloud. The partner can pay or apply for an invoice based on the bill. Partners' expenditures on Huawei Cloud comes from their customers associated in the Reseller model.

NOTE

As a cloud solution provider, you are responsible for billing and invoicing of your customers associated in the reseller model. Huawei Cloud 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 - Coupons used + Tax

NOTE

The tax calculation rule is determined based on the partner registration area. The tax includes VAT, CGST, SGST, or IGST. The contained parts vary according to the region.

Bill Precision

- Before June 2021, bills on resources for long-term use (for example, pay-peruse resources or spot instances) were settled by hour, day, or month. The settled amount was accurate to the second decimal place, while the remaining decimal places were directly truncated.
- From June to July in 2021, the amount of bills on resources for long-term use (for example, pay-per-use resources or spot instances) is rounded off and summarized to obtain the total amount.
- From August 2021, the amounts during bill generation are no longer truncated. Only the total amount shown in the monthly bill is rounded off to the second decimal place. The following is an example:

Expenditures (\$8,083.8494925) + Refunds (-\$853.8495) + Adjustments (-\$37.9425) = \$7192.0574925 (rounded off to the second decimal place \$7,192.06)

Monthly Bills Deput Bills View Equat	2021-08
0 You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after it is issued on Sep 05, 2021.	×
Bill Estimate \$7,192.06 USD	
Expenditures	\$8,083.8494925 USD
Refunds ()	-\$853.8495 USD
Adjustments 🕐	-\$37.9425 USD
By Product By Customer	
HUAWEI CLOUD Expenditure Summary	\$7,192.0574925 USD
✓ Elastic Cloud Server	\$6,826.538625 USD
✓ Elastic Volume Service	\$283.199245 USD
V Virtual Private Cloud	\$82.3196225 USD

- On the Financial Information > Partner Bills > Bills > By Product or By Customer page, the exact amount is displayed.
- On the Financial Information > Coupons page, the cash coupon balance is accurate to two decimal places.
- The amount of coupons used in bill run is accurate to eight decimal places.
- The amounts of list price, discounted amount, amount due, cash payment, cash coupons used, and monthly settlement on the Customer Business > Customer Expenditure page are accurate to eight decimal places.
- The amount of Current Estimate displayed on the Customers > Customer Management page is accurate to eight decimal places.
 Current Estimate will be displayed for reseller customers if they are assigned a monthly budget.
- The amount on the Operations Statistics > Expenditures page is rounded to the nearest hundredth. The amounts in the related APIs and exported expenditures are accurate to eight decimal places.

11.4.1.3 Partner Bill Fields

In Partner Center, you can export bill details on the **Consumed Product Details** tab of the **Sales > Financial Information > Partner Bills page**.

Partner Bills ⑦			
The partner bits use GMT +08 00 as the standard time. Bits of each month are generated before 12:00 a.m. on the fifth day of the next month. Would you like to learn how the bit was calculated? Were the bit calculation method.			
Bills Consumer	d Product Details		
Billing Cycle	2024/07 V Costomer Information Costomer Name V Order/Transaction.ID		
Product Type	Select a product. V Search Reset		
You have not yet been blied for this month's expenditures. The amount displayed here is just an estimate (as not included). Check the bill again after it is insued on 2024-08-05.			
Export Bill Details	Vew Expot	0	

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.	a90cdfbd259845afa0596 21XXX
Partner Name	Name of the partner that a customer is associated with.	zhangsan
Partner Account Name	Account name of the partner that a customer is associated with.	zhangsanXXX
Bill Type	Bill types of the customer, including: • Expenditure • Refund • Adjustment	Expenditure
Billing Mode	 Product billing mode, including: Pay-per-use Yearly/monthly Reserved instance-upfront payment Reserved instance-hourly billing Savings plan-subscription Savings plans-hourly billing Savings plans used 	Pay-per-use
Product Type	Cloud service name.	Elastic Volume Service

Field	Description	Example Value
Product Type Code	Cloud service type code.	hws.service.type.ebs
Product Name	Name of the cloud service product purchased by a customer.	HD3 linear EVS monthly package
Product ID	Unique ID of a cloud service product.	00301-28215-00
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
Resource Type	Cloud service resource type.	Cloud storage
Resource Type Code	Resource type code of the cloud service.	hws.resource.type.volum e
Region	A separate geographic area that provides public cloud resources.	CN North-Beijing1
Cloud Service Region Code	Code of a cloud service region. For details, see the Region column in Regions and Endpoints.	cn-north-1
Order ID/ Transaction ID	Order ID: indicates the unique ID of a yearly/monthly/reserved instance subscription order. Transaction ID: indicates the unique ID of a pay-per-use/ reserved instance transaction (hourly billing).	CS19091216532XXXX
Original Order ID	Unique ID of order before it is unsubscribed from.	XVS1909121653XXXX

Field	Description	Example Value
Transaction Time	Time when a transaction was executed in the transaction bill of a customer.	2020-09-28 09:00:00 GMT+08:00
	• 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. 	
Order Type	Type of a yearly/monthly/reserved instance subscription, including:New purchase	Unsubscription
	Renewal	
	Change Linsubscription	
	 Price adjustment 	
Number of Terms	Term of a yearly/monthly product order.	1
Term Unit	Unit of a term for a yearly/ monthly product order.	Month
Whether a Spot Instance	Whether a spot instance product.	Ν
Billing Item Code	Code of a usage type.	aom.count
Billing Item Name	Billing dimension of pay-per-use cloud services, such as duration, capacity, upstream traffic, and more.	Quantity
Unit Price (USD)	Unit price of a product.	0.15
Unit	Unit of product usage price, such as GB/hour, Mbps/hour, and GB.	Dollar/10,000 (times)
Field	Description	Example Value
-----------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------
Usage	Usage of pay-per-use products or resources in a specified period (usage of packages and reserved instances not included), including the usage duration, used capacity, used times, and used traffic.	46800
Usage Unit	Measurement unit of the usage for pay-per-use products or resources during a specified period.	Second
Package Usage	Resource package usage in a specified period. If the usage does not exceed the product or resource quota contained in the resource package, the product and resources will not be billed separately.	1200
Unit (Package Usage)	Measurement unit of the resource package usage.	Second
Reserved Instance Usage	Reserved instance usage in a specified period. If the usage does not exceed the reserved instance quota contained in the reserved instance package, the product and resources will not be billed separately.	300
Unit (Reserved Instance Usage)	Measurement unit of the reserved instance package usage.	Second
Customer Expenditure (USD)	Total amount generated by customer orders.	1000
Settlement Type	Settlement type of a product, including: • Common product • Promotional product • No discount • Special discount request	Common product
Discount	 Discount that HOAWEI CLOUD set for partners. Fixed unit price agreed by HUAWEI CLOUD and the partner. 	23%0

Field	Description	Example Value
Payment (USD)	 If Settlement Discount is the discount set by HUAWEI CLOUD for partners, Settlement Amount = Consumption amount (USD) x (1 - Settlement discount) If Settlement Discount is the fixed price agreed by HUAWEI CLOUD and the partner, Settlement amount = Fixed unit price x Usage x Linear size (optional) x Usage Days/Total (optional) NOTE Linear size specifies the specifications of a cloud service product. For example, the value of Linear size for the cloud service product whose specification is 	750
	EVS General-Purpose SSD 10.0 GB is 10.0 GB.	
Coupons Used (USD)	Cash coupons deducted for a partner's bill. If a bill type is Refund , this field indicates the cash coupons that should be refunded to a customer. Field Whether to Refund Coupons determines whether the cash coupons will be refunded. For details about cash coupon usage rules, see Usage Rules .	100
Whether to Refund Coupons	Whether to refund the deducted cash coupons to the partner when a partner requests a refund.	Yes
Tax-Exclusive Amount Due (USD)	Amount due of a partner's bill, with tax not included. Amount to be paid (tax excluded) = Settlement amount – Coupons used	675
Tax Amount	Tax calculation rules are subject to the region where the partner is registered. The taxes cover VAT, CGST, SGST, IGST, and more, but vary with region.	10
Amount Due (USD)	Amount due. Amount due = Amount to be paid (tax not included) + Tax	685

Field	Description	Example Value
Usage Days/ Total	(Number of measurement points in a month/288)/Number of days in the month	50%
	For example, company A pays for CDN by 95th percentile bandwidth, and the number of measurement points in September is 4320 . The value of 4320/288 is the number of days counted as valid days when the total traffic consumed by CDN is exceeds 0 bytes. The number of valid days is the ratio of the number of valid days to the number of days in the current month (15/30).	
Quantity	Quantity of orders	1
RI Hours Purchased	Number of purchased RI hours	8760
Unsubscription Reason	Reason for unsubscribing from an order	Incorrect parameters selected for cloud services
Total Usage (Pricing Unit)	Usage displayed in the unit used for pricing when the product is released. The value is truncated to a maximum of 10 decimal places. Total Usage (Pricing Unit) = Total	268
	Usage/Conversion Factor For example, 1 byte = 1/(1024 x 1024 x 1024) GB. The value is truncated to 10 decimal places and will be displayed as 0.000000009 .	
Usage Unit (for Pricing)	Usage unit used for pricing a product when the product is released.	Count (Times)
Package Usage (Pricing Unit)	Package usage measured in the unit used for pricing. The value is truncated to a maximum of 10 decimal places.	0.00
Usage in Reserved Instances (Pricing Unit)	RI usage measured in the unit used for pricing. The value is truncated to a maximum of 10 decimal places.	0.00

Field	Description	Example Value
Conversion Factor	Used to change the usage unit to the usage unit (for pricing).	1
	For example, the conversion factor between seconds and hours is 3600.	
Start Time	Time when billing for the cloud service starts.	2024/05/31 16:00:00 GMT+08:00
End Time	Time when billing for the cloud service ends.	2024/06/20 22:59:59 GMT+08:00

11.4.1.4 Querying Partner Bills

Partners can view and export their monthly bills. Partner Center provides partners with 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 following month.

Procedure

- **Step 1** Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Financial Information > Partner Bill. The Bills tab is displayed by default.
- **Step 4** In the **Amount Due** pane, you can query the amount to be paid, including the unpaid fees of current month and those of previous months.

NOTE

- Click **Pay** to pay the bill. For details, see **Payment**.
- You can click Unpaid Bills to see the bills that you need to pay.
- You can click **Payment record** to switch to the account statements to view the payment records.

Partner Bills ⑦	
The partner bills use GMT +08:00 as the standard time. Bills of each month are generated before 12:00 a.m. on the fifth day of the next month. Would you like to learn how the bill was calculated? New the bill calculation method.	
Bills Consumed Product Details	
Amount Due 💿	Unpaid Bills Payment Records
\$20,564,06 USD = Unpaid Fees of the Latest Billing Month + Unpaid Fees of Previous Months overdue520,564.06 USD \$0.00 USD \$20,564.06 USD Pay Payment Method	

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

Monthly Bills Export Bills View Export	2021-02 ×
Amount Due \$31.44 USD (Exchange Rate: 1USD = 7.7565 HKD) 243.86 HKD	
Expenditures	\$31.44 USD
Refunds 🕥	\$0.00 USD
By Product By Customer	
HUAWEI CLOUD Expenditure Summary	\$31.44 USD
Virtusl Private Cloud	\$18.60 USD
✓ Cloud Server Backup Service	\$10.31 USD
✓ Distributed Cache Service	\$1.53 USD
✓ Elastic Volume Service	\$0.99 USD
✓ Object Storage Service	\$0.01 USD
✓ Relational Database Service	\$0.00 USD

 In the Amount Due area, you can query monthly amount due and the expenditures, refunds, and adjustments.

Monthly Bills	Export Bills View Export	2021-02	×
Amount Due	\$31.44 USD (Exchange Rate: 1USD = 7.7565 HKD) 243.86 HKD		
Expenditures		\$31.	44 USD
Refunds 💿		\$0.	00 USD

NOTE

- Refunds contain the amount returned to you due to order cancellation or specifications changes.
- If the unsubscribed amount of all customers associated by reseller model is greater than the partner's 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.
- You can query the expenditure summary by product or by customer.
 - By product

On the **By Product** tab, you can query the expenditures of customers associated with the partner by reseller model in HUAWEI CLOUD and KooGallery. The expenditure records can be filtered by region, and refunds and adjustments records are displayed in the **Others** area.

By Product By Customer		
HUAWEI CLOUD Expenditure Summary		\$207,564.55 USD
		\$193,097.16 USD
 Elli Santo paga el 		\$263,596.90 USD
Cloud Host		\$263,596.90 USD
Reserved Instance	Subscription	\$187,728.00 USD
Yearly/Monthly	Subscription	\$75,868.90 USD
∧ Other		-\$70,499.74 USD
Cloud Host		-\$70,499.74 USD
Yearly/Monthly	Unsubscription	-\$8,702.62 USD
Reserved Instance	Unsubscription	-\$61,797.12 USD
✓ Elastic Volume Service		\$13,130.73 USD
Virtual Private Cloud		\$1,336.66 USD
Marketplace Expenditure Summany		\$100.00 USD
marketplace Experiature Summary		-\$100.00 03D
✓ betam-hk-saas (Service Provider Miss Wang's company)		-\$100.00 USD

By customer

On the **By Customer** tab, you can query the expenditures of each customer associated by reseller model in HUAWEI CLOUD and KooGallery.

		<u> </u>										
By Pro	Product By Customer											
. The	amount chown have b	or been rounded off co	them may be a direct	in letet of the veneral	mount chown in the most	bly hill. To ying the exc	of second around the	monthly hill				
• 116	aniounc shown here i	as been rounded on, so	cuere may be a usu	cpancy with the total a	mount shown in the mont	ny oli. To view the exa	ice amount, export the r	nonany one				
^	father_zs002(father	_zs002 company)										\$16.05 USD
	Product Type	Product Name	Billing Mode	Bill Type	Customer Expendi	Settlement Type	Settlement Disco	Settlement Amou	Coupons Used(US	Amount Due Excl	Tax(USD)	Amount Due(USD)
	Total Amount 🕥				30.30			25.22	10.00	15.22	0.83	16.05
	Elastic Volume Se	GD3 linear EVS O	Yearly/Monthly	Expenditures	30.30	With official list p	25%	25.22	10.00	15.22	0.83	16.05
												View More

You can view the total expenditures of a customer in the **Total Amount** area.

Click View More to query the expenditure details of the customer.

Step 6 Export partner bills and view export history.

• Export bills.

Click **Export Bills**, select the **Range**, click OK, and click **Export**. A message is displayed, indicating that the export task is created successfully.



NOTE

- You can export up to 12 months of bills.
- When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.
- View the export history.
 - a. Click View Export to go to the Export History page.
 - b. Click **Download** in the **Operation** column to download and view the exported bills.

```
----End
```

11.4.1.5 Querying Bill Details

You can view and export bill details in Partner Center.

Procedure

Step 1 Sign in to Huawei Cloud as a partner.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales > Financial Information > Partner Bills**.
- **Step 4** On the displayed page, click the **Consumed Product Details** tab. Then, select a billing cycle to view bill details.

'artner Bills ⊙				
The partner bills Would you like to Bills Consu	use GAT-48.00 as the standard time. Bills of each month are generated before 12.00 a.m. on the fifth day of the next month. Islaam how the bill vias calculated? View the bill calculation method. Ined Product Details			
Billing Cycle Product Type	202407 V Customer Information Customer Name Order/Transaction ID Salex1 a product. V Search Reset You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after if is issued on 2024-03-65.			
Export Bill Detail	a Vew Export	۲		

Step 5 Export bill details and view the export history.

• Export bill details.

Click **Export Bill Details**. Read the precautions, click **Got It**, select the content to be exported, and click **Export**. A message is displayed, indicating that the export task has been created successfully.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View the export history.
 - a. Click View Export. The Export History page is displayed.
 - b. Click **Download** in the **Operation** column to download and view the exported bill.

----End

11.4.1.6 Transaction Amount Limits

There are transaction amount limits for a single transaction, as listed in **Table 11-2**.

Table 1	1-2	Transaction	amount	limits
---------	-----	-------------	--------	--------

Currency	Upper Limit	Lower Limit
CLP	11,000,000	1
USD	40,000	0

11.4.2 Funds

11.4.2.1 Payment

After you set a budget for your customer, and then the customer has purchased products and services on Huawei Cloud in a month, you will receive a bill from Huawei Cloud on the fourth day of the following month. The billing cycle is one calendar month by default.

You can pay the bill before the due date, or Huawei Cloud will automatically deduct the amount from your account balance on the due date. If your account balance is insufficient, you can top up your account online or transfer money to pay the bill.

Online Payment

Step 1 Sign in to Huawei Cloud as a partner.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Home** on the top navigation bar.
- Step 4 In the Amount Due area, click Pay.

Amount Due ⑦ Unpaid Bills Payment Records Pay
\$20,564.06 USD overdue\$20,564.06 USD
Unpaid Fees of the Latest Billing Month \$0.00 USD Unpaid Fees of Previous Months \$20,564.06 USD

NOTE

You can also pay in the **Amount Due** area on the **Bills** tab of the **Financial Information** > **Partner Bills** page.

You can also choose **Sales** > **Financial Information** > **Funds** in the menu on the top and then access the payment tab page.

The **Pay** page is displayed.

Step 5 Click the **Online Payment** tab, specify the amount, select a credit card, and click **Pay**.

Payment Method	/ment Method Pay Remittance Claim Account Statements						
Learn more about how to pay the amount due.							
There may be a delay if you pay with a bank transfer. Online payment allows top-up amount to be received immediately.							
Amount Due	\$20.564.06 USD						
	Expenditure Estimate (Unbilled) \$4.44 USD						
Bills	The following are unsettled bills.						
	Billing Month	Deadline	Status	Amount Due	Exchange Rate on the Last Day of		
	2022/03	Mar 03, 2021 23:59:59 GMT+08:00	Overdue	20,564.06 USD = 20,564.06 THB	1 USD = 35.967373995 THB		
Payment Method	Online Payment Bank Transfer						
* Payment Amount (USD)	20564.06 Maximum	n one-time payment: 82,000,000.00THB (approximately	\$55,605.95 USD)				
	Need to pay 739,635.24THB(Exchange	rate 1 USD = 35.967373995 THB) Switch Currency					
Select Credit Card	Added credit card(**** 6351)						
	Other card VISA credit cards are accepted.						
	Pay						

- The payment amount cannot be greater than the amount due.
- The maximum individual online payment is \$40,000 USD.
- **Step 6** On the online payment page, specify the credit card information and click **Pay**.

After the payment is successful, the **Account Statements** page is displayed. You can view the top-up records and payment records.

----End

Bank Transfer

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Home** on the top navigation bar.
- Step 4 In the Amount Due area, click Pay.

Amount Due ⑦ Unpaid Bills Payment Records Pay
\$20,564.06 USD overdue\$20,564.06 USD
Unpaid Fees of the Latest Billing Month \$0.00 USD Unpaid Fees of Previous Months \$20,564.06 USD

NOTE

You can also pay in the **Amount Due** area on the **Bills** tab of the **Financial Information** > **Partner Bills** page.

The **Pay** page is displayed.

Step 5 Click Bank Transfer for Payment Method.

You need to submit a service ticket to Huawei after you transfer money to the standard top-up account.

Repayment Met	hod	Online Payment	Bank Transfer		
Standard Top-	-Up Account				
It is open to all c working days.	customers. Becau	se there is not a fixed asso	ciation between your HU <i>k</i>	WEI CLOUD account and your bank account, after a transfer, please submit a service ticket to input the top-up amount. HUAWEI CLOUD will process your service ticket in 3	
Payee	Nave Service	interpretation of the			
Address	100 Kisk The College ID Street States and Top States				
Currency	Currency Test Tests				
Bank	ten sinte pro	IS REAL MADE			
Account	800100				
SwiftCode	56646403				

NOTE

- You can view the bank transfer account information on the invoices issued to you or on the **Billing Center**. The Billing Center displays only the latest top-up account information. The top-up accounts on the historical invoices may be different.
- To ensure timely and accurate payment confirmation, please make payment based on the account and currency information on the invoice, and specify the invoice number.
- The money will be transferred to the top-up account in two or three days within the same country/region. The money transfer may take longer time across countries/regions. The arrival time is subject to the bank transaction. Contact your bank to learn about the detailed banking procedures and money arrival time.

Step 6 After you transfer the money to the top-up account, do as follows:

- Click please submit a service ticket to go to the Create Service Ticket page. For details about how to submit a service ticket, see Submitting a Service Ticket.
- 2. Enter the bank transfer information.

* Top-Up Time	
	Format: month/day/year
* Topped-Up Amount	
	Format: \$XX USD
* Bank Account	
	Enter the bank account number used for top-up.

D NOTE

The receipt will be recorded under the currently logged-in user by default. In case of any special circumstances, please specify them in **Problem Description**.

3. Upload the bank transfer certificate and submit the service ticket. After the bank transfer is successful, Huawei Cloud will top up your account upon the request from the service ticket within three working days.

----End

Other Operations

• Click **Unpaid Bills**. On the displayed dialog box, you can view the unpaid bills.

NOTE

Overdue bills will affect your credit on Huawei Cloud. Please make the payment timely to avoid service interruption.

• Click **Payment record**. You can view the payment records on the **Account Statements** page.

11.4.2.2 Payment Methods

You can pay by credit card. After a credit card is added, you will get a quota of \$1,000 USD.

NOTE

1. If no quotas have been issued to you, you will get a quota of \$1,000 USD after adding a credit card.

2. If the quota you have gotten is lower than \$1,000 USD, the quota will be adjusted to \$1,000 USD after a credit card is added.

3. If the quota you have gotten is higher than \$1,000 USD, the quota will remain unchanged after a credit card is added.

Adding a credit card

Step 1 Log in to Partner Center and choose **Sales** > **Financial Information** > **Funds** in the menu on the top. The **Payment Method** page is displayed by default.

Payment Method	Pay	Remittance Claim	Account Statements			
 If you wish you add When you add a creative after the card is successful and the car	 If you wish you add a debit card, please Submit a service ticket. When you add a credit card, Huawei Cloud will deduct an authorized security deposit from your credit card. The authorized security deposit will be returned to your credit card immediately after the card is successfully added. The specific return time depends on the bank. 					
Add Card	Add Card View History Your payment currency is BRL - Brazilian Real					
Card No.		Card Holder	Expiry Date	Operation		
**** 6351 Default		APR*	Dec 01, 2025	Edit Delete		

NOTE

• You can also go to Sales > Financial Information > Partner Bills > Bills and access the Payment Method page.

Partner Bills / Payment Method Set a payment currency first.			
Add Card View History			
Card No.	Card Holder	Expiry Date	Operation

If a transaction currency has not been set, the **Add Card** button is unavailable. You need to set the transaction currency and then add a credit card.

- 1. Go to Partner Center > Partner Information > Basic Information > Preferences.
- 2. In the **Payment Currency** area, select a currency and click **Save**.

Step 2 Click Add Card.

Step 3 Provide Card No, Card Holder's name, Expiration Date, and Security Code. Click I have read and agree to the Agreement on Card Binding For Huawei Cloud (International) Users, and click OK.

Only Visa/N notify you v	asterCard credit cards are supported. Debit cards, prepaid cards, virtual cards, and gift cards are not supported. If you need to add a debit card, submit a service licket, and Huawei Cloud v hether the card can be added.				
After you submit your credit card information, Huawei Cloud will deduct a deposit from your credit card to check the card validity, and the deposit will be automatically returned to your credit card. A credit card can be seen allowed and the second and					
A credit card can be associated with only one Huawei Cloud account. The credit card to be used must meet Huawei Cloud requirements.					
You authorize us to deduct fees from your credit card based on your expenditures.					
 It will take a 	pproximately 2 minutes to add a credit card.				
 Your card in 	formation will be synchronized to the card issuing bank for card verification.				
Amount					
	5.16 BRL				
	5.16 BRL The deposit will be returned to your credit card in a week.				
Contine	5.16 BRL The deposit will be returned to your credit card in a week.				
Card No.	5.16 BRL The deposit will be returned to your credit card in a week.				
Card No. Name on Card	5.16 BRL The deposit will be returned to your credit card in a week.				
Card No. Name on Card	5.16 BRL The deposit will be returned to your credit card in a week.				
Card No. Name on Card Expires	S16 BRL The deposit will be returned to your credit card in a week. Image: Ima				
Card No. Name on Card Expires Security Code	S 16 BRL The deposit will be returned to your credit card in a week. Image: Im				

NOTE

A small test charge will be made to your account while Huawei Cloud verifies your credit card. The test charge will return to your account within one week. The time it takes to refund the charge depends on your bank. If you are in Chile, you also need to set the authentication method and your ID number when adding a card. Authentication methods include:

- RUT: Taxpayer identification number in Chile, for example, 8148691-0.
- Otro: Other identification code, whose value can contain only 5 to 20 characters.

Step 4 Complete the identity verification.

- Huawei Cloud will generate a bill on the fifth day of the following month, send the bill to you, and charge your credit card. If your expenditure exceeds the quota granted, your credit card will be automatically charged.
- If the card fails to be added, you will be directed to the **View History** page and the reason for this failure will be displayed in the **Result** column You can choose to add the card again or submit a service ticket.

----End

Card history

On the **Payment Method** page, click **View History** to view cards that have been added. You can view reasons for the failures in the **Result** column.

Payment priority

In the lower right corner of an added credit card, click **Operation** > **Set as Default** to set the credit card as the default credit card for payment.

- If you have added multiple credit cards, the system charges the default credit card first.
- When the balance of the default credit card is insufficient, your other valid credit cards will be charged in sequence.

Updating a credit card

Click **Edit** (or **Operation** > **Edit**) in the lower right corner of an added credit card to set its validity period and the security code.

NOTE

When you change the validity period of your credit card, a small test charge will be made to your account to verify your credit card. The test charge will return to your account within one week. The time it takes to refund the charge depends on your bank.

Deleting a credit card

1. Click **Delete** in the **Operation** column to delete a credit card.

2. Click **OK**. The credit card is deleted.

The default credit card cannot be deleted and the **Delete** button is unavailable.

11.4.2.3 Remittance Claim

After you transfer money offline to Huawei Cloud through a standard top-up account, claim the transferred money. Successfully claimed amount will arrive in your Huawei Cloud account.

The money will be transferred to the top-up account in two or three days within the same country/region. The money transfer may take longer time across countries/regions. The arrival time is subject to the bank transaction. Contact your bank to learn about the detailed banking procedures and money arrival time.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 Choose Sales > Financial Information > Funds in the menu on the top. Click the Remittance Claim tab.
- **Step 4** Click **Submit Claim**. On the displayed page, enter the bank transfer information, including the transferred amount, currency, transfer date, sender, and sender's bank account (optional), select the invoice to be applied, upload the bank transfer certificate, and click **OK**.

Submit Claim	×
Amount Transferred	
Currency	
×	
Transfer Date	
Select a date.	
Sender	
(O-Example Condex Bart, Assaura	
(Uptional) Sender Bank Account	
Invoices to Be Applied To	
Invoice No. Invoice Amount Amount to Be Applied	Billing Cycle
No data found.	
Total Records: 0 5 ~ < 1 > Attachment Upload Certificate Only one file less than 10 MB can be uploaded. Supported formats: JPG, JPEG, PNG, ZIP, DOCX, MSG, XLSX and PDF. Ensure that the ZIP package contains only files in the preceding formats.	
	Cancel OK

Step 5 You can view the review status of the remittance claim application you submitted.

NOTE

- After you claim a remittance, Huawei Cloud will complete its approval within one working day.
- Please fill in the information in the remittance form and ensure that the information is correct.
- After the application is approved, those selected invoices will be preferred.

----End

11.4.2.4 Viewing Account Statements

Partners can query and export statements of their top-up accounts.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Financial Information > Funds**.

Step 4 The income and expense details page is displayed.

Account Stat	Account Statements								
Account ac The revenue	Account activity is not updated in real time. If you cannot find a transaction, please refersh the page or by again later. Only the account statements of the last year can be queried. The revenue and expenditure are not updated in real time. If you cannot find a transaction, refersh the page or by again later.								
Transactio	n No.	Transaction Time ⑦ 🍸	Transaction Type 🖓	Order/Transaction ID	Remarks	Revenue or E	Amount(USD)	Balance(USD)	
AC-174000	03283-0	Sep 03, 2024 16:06:18 GMT+08:00	Тор-ир		-	Income	+0.10	20,564.96	
AC-174000	03282-0	Sep 03, 2024 15:54:41 GMT+08:00	Top-up	-	-	Income	+0.10	20,564.86	

Step 5 Set the transaction time and transaction type to search for desired account statements.

- You can search for account statements across months. For account statements of more than 12 months ago, contact the ecosystem manager for help.
- When **Transaction Type** is **Transaction mode change**, the transaction was about allocating balance to a partner subaccount.

Step 6 Export account statements.

• Export the selected records.

Choose **Export** > **Export Selected**. On the page that is displayed, learn the precautions and click **Got It**. A message is displayed indicating that the export task has been created successfully.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View the export history.
 - a. Choose **Export > Export History** to open the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the completed account statements.

----End

11.4.3 Invoice Management

Huawei Cloud will automatically create corresponding invoices after generating the bills for the partner. The system normally creates the invoice of the previous month on the fifth day of the current month.

You can view and download the invoices automatically issued by Huawei Cloud, and configure whether to receive the invoice notification email when there is no expenditure record in the current month.

In addition, you can add or modify your invoice information. Then, the system will create the invoices based on your configured information.

Partners who meet the conditions can also manage WHT certificates. For details, see WHT Certificate Management.

Viewing Invoices

- Step 1 Use your partner account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation, choose **Sales** > **Financial Information** > **Invoices** and view the invoices automatically issued by the Huawei Cloud system.

Invoices					
To ensure you never miss an licket.	n invoice, consider setting up email receipts for electro	nic invoices that are sent to a specific recipient	's email address. In case any invoices are missing, you may	submit a ticket to request invoicing.	If you want to return an invoice, you can also submit a
Manage Invoice Info	setting up email receipts for electronic invoices	Withholding Tax Certificates			
Period	Invoice No.	Invoice Content	Invoice Amount	Status	Operation
202410	CSER24000005	Top-up	800.00 USD	Invoiced	Download
202304	CIE23000081	Pre-payment invoice	100.00 USD	Invoiced	Download

NOTE

- If you find that not all invoices are created, click **submit a ticket** in the note to request invoicing, and enter the required information and upload the expenditure bill on the displayed page to create an invoice creation service ticket.
- If you need to return an invoice, click **submit a ticket** in the note to return an invoice, and enter the required information and upload a picture or scanning copy of the original invoice on the displayed page to create an invoice returning service ticket.

Step 4 Click **Download** in the **Operation** column to download the invoices.

NOTE

Alternatively, you can choose **Sales** > **Financial Information** > **Partner Bills**, click **Invoice No.** in the **Monthly Bills** area, and then download the invoices.

----End

Managing Invoice Information

You can add or modify the invoice information.

- To add information, go to the **Invoices** page and click **Manage Invoice Info**. In the **Manage Invoice Info** dialog box, configure **Address** and **Email** and click **Save**. You can add invoice information only when you perform the operation for the first time.
- To modify information, go to the **Invoices** page and click **Invoice Info Management**. In the **Manage Invoice Info** dialogue box, modify **Address** and **Email** and click **Modify**.

NOTE

The system automatically obtains the tax ID that you have entered during your registration. You cannot modify the tax ID here.

Receiving Invoices by Emails

You can also set whether to receive invoice notifications when there is no expenditure record in the current month on the **Invoices** page.

To enable or disable email receiving, go to the **Invoices** page and click **setting up email receipts for electronic invoices**. In the **setting up email receipts for**

electronic invoices dialogue box, turn the toggle switch on or off to enable or disable the setting of receiving or not receiving the invoice notification when there are no expenditure records in the current month.

WHT Certificate Management

You can manage your WHT certificates or receipts in Partner Center. After you have withheld taxes as required and obtained a WHT certificate issued by the tax authority, you can submit the certificate on the Huawei Cloud official website and follow up the certificate processing flow.

Precautions

• The WHT certificate management function is available only to partners below.

Registered Country Signing Entity	
Malaysia	Sparkoo Technologies Singapore Pte. Ltd.
Thailand	Sparkoo Technologies (Thailand) Co., Ltd.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Financial Information** > **Invoices**, and click **Withholding Tax Certificates**.
- **Step 4** On the displayed page, click **Upload**.
- **Step 5** On the displayed **Upload** page, configure the following parameters and click **Submit**.

Invoices / Withholding Tax C	intificates / Upload
* Certificate Code	If there is no code in your WHT certificate or receipt, click here to generate a code.
* Certificate Date	Select a date.
* Certificate Amount	v
* Select Invoices	Add
	Invoice No. Issued Total Invoice Amount (Including Total Invoice Amount (Excluding Certificate Amount (Certificate Amount (Payment Current Operation
	v i / v e data found.
* Atlachment	Upload Cetificate The file can be in JPEO, PHO, GIF, or PDF formal and cannot exceed 10 MB. You are advised to compress all files into a _2IP package and upload it if there are any.
Remarks	
	Sident

Paramet er	Description
Certificat e Code	Specify the code in the WHT certificate. If no code is available in the certificate, enter the code generated by the system.

Paramet er	Description
Certificat e Date	Select the date when the WHT certificate is issued. Click 🗰 and select the date (year-month-day) in the certificate.
Certificat e Amount	Enter the total amount according to the amount and currency in the certificate. Select the currency from the drop-down list box.
Select Invoices	Click Add and select the invoices according to the WHT certificate. You can select multiple invoices, because one certificate can match multiple invoices. One invoice can be selected only once.
	The following invoice information is displayed: (Multiple invoices are displayed in multiple lines if there are any):
	 Invoice No.: Automatically displayed according to the selected invoice.
	 Issued: Time when the invoice was issued. This field is automatically displayed according to the selected invoice.
	 Total Invoice Amount (Including VAT) (Payment Currency): Automatically displayed according to the selected invoice.
	 Total Invoice Amount (Excluding VAT) (Payment Currency): Automatically displayed according to the selected invoice.
	NOTE The payment currency is the currency used in the invoice, that is, the currency selected in Partner Center > Partner Information > Basic Information > Preferences > Payment Currency.
	 Certificate Amount (Certificate Currency): Specified manually for each invoice. The sum of the specified amounts must be equal to the Certificate Amount value.
	If only one invoice is selected, the Certificate Amount value is displayed and can be edited.
	 Certificate Amount (Payment Currency): Manually specified. Convert the Certificate Amount (Certificate Currency) value to a value with two decimal places in the currency used for the payment.
Certificat	Upload a signed or scanned copy of the WHT certificate.
Attachm ent	cannot exceed 10 MB. For multiple files, compress them into a .zip package and upload it.
Remarks	Manually specified.

----End

Precautions

After uploading the WHT certificate, you can view the uploading record on the **Withholding Tax Certificates** page, such as the uploading time, review time, and

review status (to be reviewed, approved, or rejected). Click **Download** in the **Operation** column to download the certificate. Click **Details** in the **Operation** column to view the WHT certificate details.

11.4.4 Contract Commerce

11.4.4.1 Viewing Commercial Discounts

A commercial discount is granted after approval by Huawei Cloud based on a special bidding project.

The system automatically matches and applies the commercial discount when generating a partner's bill.

Procedure

- **Step 1** Sign 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** In the top navigation, select **Sales** > **Financial Information** > **Contracts and Commerce** to view commercial discounts.

You can search for commercial discounts using customer name or account or filter discounts by status.

Commercial Discounts				
				Customer Name v Search Reset
ID	Туре	Customer/Account Name ®	Status 🗑	Effective Date Expiration Date
0HEI002210010B	Partner-level		Effective	Sep 16, 2022 16:22:15 GMT+08:00 Sep 27, 2024 23:59:59 GMT+08:00
0HEI002210010C	Customer-level		Effective	Sep 23, 2022 00:00:00 GMT+08:00 Sep 18, 2025 23:59:59 GMT+08:00

NOTE

- Click an account name to view details about the customer.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.
- **Step 4** Click a discount ID to switch to the details page where you can check the discount details, product-specific discount, and savings.

The **Product Type Discount** area displays the product type, subproduct, SKU family, AZ, region, billing mode, discount, and effective time. You can search and filter by product type.

The **Savings** area displays the product name, specifications, product type, region, billing mode, currency, discount type, discount details, and effective time.

Contracts & Commerce	Xethards & Commerce-Commercial Discounts / Vew Details								
0HEI002410020	0HEI002410020N								
C Effective	3								
Туре	Customer-level				Account Name	News.3D			
Effective Date	Aug 27, 2024 00	:00:00 GMT+08:00			Expiration Date	Aug 25, 2025 23:59:59 GMT+08:00			
Huawei Cloud									
Product Type D	Discount								
							Product Type	Select a product.	
Product Type		Sub-Product	SKU Family	AZ	Region	Billing Mode	Discount	Effective Time	
Content Modera	ation	-	-	Unlimited	Unlimited	Pay-per-use	40.00%	Aug 27, 2024 00:00:00 GMT	
Savings									
The specific saving	g is used prior to t	he product-specific discount for	the same product.						
Product Na	ame	Specifications	Product Type	Region Billin	ng Mode	Currency Discount Type	Discount Details Effecti	ve Time	

- A commercial discount may only include either **Product Type Discount** or **Savings**.
- The specific saving is used prior to the product-specific discount for the same product.

----End

11.4.5 Coupons

11.4.5.1 Cash Coupon Management

11.4.5.1.1 Usage Rules

HUAWEI CLOUD directly issues cash coupons to the partners. These coupons can be deducted for settlement when a bill is generated.

Partners can obtain cash coupons by:

- Applying to issue incentives as cash coupons in Partner Center.
- Contacting the ecosystem manager to requesting PoC test coupons.

Cash coupon usage rules are as follows:

- Cash coupons will be deducted for transactions in sequence when a bill is generated.
- Cash coupons assigned to a specific customer will be preferentially used.
- Cash coupons will not be refunded if partners unsubscribe from or downgrade their resources.

NOTE

Cash coupons are refunded only in the following unsubscription scenarios: resource unsubscription (the order has not taken effect), unsubscription due to order exceptions, and unsubscription from a renewal period (the renewal period has not taken effect).

11.4.5.1.2 Viewing Cash Coupons

Partners can view their coupon details in the Partner Center.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Financial Information** > **Coupons** to view coupons on the **All** tab.

All Test Coupons									
Available v Coupons: 16						Applicable Cu	stomer Name 🗸 🗸		QC
Cash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name	Reseller Name/Ac	ccount	Billing Mode	Remarks	
HUAWEI CLOUD Product kalgewanxiao		Aug 18, 2022 18:53:57 GMT+08:00to Sep 30, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	AI			Pay-per-Use/Monthly/	Inapplicable to Marketpla	ce produ
HUAWEI CLOUD Product hahahahahaha		Jan 18, 2021 16:49:52 GMT+08:00to Jan 31, 2099 23:59:59 GMT+08:00	Inapplicable to ZDQ3 Demo S	AI			Yearly/Monthly/Pay-p	Can be used on multiple p	purchases

D NOTE

- To view the details and usage records of a cash coupon, click the cash coupon name.
- You can click an account name to view customer details.
- To view historical quota and usage records of cash coupons, click **the cash coupon quota history** at the top of the page.
- You can filter cash coupons by status (available, used, and invalid).
- You can enter a customer name or account name to search for all coupons that are available to a specific customer.
- By default, this page only displays cash coupons that expired within the last two years. Click on **the coupons that have expired for more than two years** to view the corresponding coupons.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

----End

11.4.5.1.3 Enabling/Disabling Test Coupon Balance Notification

Partner Center sends notifications about test coupon usage to the partners.

The system will email partners their reseller customers' monthly coupon usage and estimated amount due seven days, and then again three days, before the end of each month. If there are not enough coupons for PoC testing, contact the ecosystem manager to request more.

Usage notification is enabled by default. Partners can disable it in the Partner Center.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Financial Information > Coupons**.
- **Step 4** On the **Test Coupons** page, enable or disable **Test Coupon Balance Notification** as needed.

All Test Coupons Test Coupon Balance Notification (?)					Applicable Cu	stomer Name 🗸 🗸	Q] C]
Cash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/Account	Billing Mode	Remarks
HUAWEI CLOUD Experie xiaopengyouhehehe		Sep 18, 2020 00:00:00 GMT+08:00to Dec 31, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	-	erji hk003 company erji_hk003	Monthly/Pay-per-Use	Can be used on multiple purchases
HUAWEI CLOUD Experie CP200918080015QNEK	500.00	Sep 18, 2020 00:00:00 GMT+08:00to Dec 31, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	P****y	88 88	Monthly/Pay-per-Use	Can be used on multiple purchases

NOTE

- To view the details and usage records of a cash coupon, click the cash coupon name.
- To view customer details, click an account name.
- To view historical quota and usage records of cash coupons, click **the cash coupon quota history** at the top of the page.
- You can filter cash coupons by status (available, used, and invalid).
- You can enter a customer name or account name to search for all coupons that are available to a specific customer.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

----End

11.5 Incentives

11.5.1 Product Discounts and Incentives

11.5.1.1 Querying Product Discounts and Incentives

You can query product-specific incentive policies in Partner Center.

Incentive calculation rules: 1. Standard product: Both revenue and rebate will be calculated in the reseller model. 2. Promotional product: In the reseller model, revenue will be calculated, but there is no rebate. 3. Products with No Revenue or Rebate: In the reseller model, neither revenue nor rebate will be calculated.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Incentives > Product Discounts and Incentives.

Product Discounts and Incentives ③			🗋 Quick Link
To further learn about the discount limitations and specific rebate rules, see incentive calculation rules: (1)Standard product: In the resale model, calcular rebates are not calculated.	the incentive policies on the Document Library page. Ite the revenue and rebate. (2)Promotional product: In the res	ate model, revenue is calculated, but there is no rebuile. (1)Products with No Revenue or Rebuilt: In the resule model, revenue and	
Export V		Time 2025/07 Product Type V Select a product.	~
Product Type	Code	Incentive Policy 🗑	
Anti-DDoS	hws.service.type.antiddos	Standard product	
Application Operations Management	hws.service.type.aom	Standard product	

Step 4 Search for and select a product type to query the applicable incentive policy.

Data on the **Product Discounts and Incentives** page is updated in real time. To query historical records, reset the time and search it again.

NOTE

Click next to **Incentive Policy** in the product list to query the products which the specific incentive policies apply to.

----End

11.5.2 Indicator Information

The **Indicator Information** page displays the applicable scope, statistical period, and value of different indicators.

You can confirm whether the incentive conditions are met based on the indicator values.

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Incentives > Indicator Information. On the Indicator Information page, you can:
 - View the indicator name, applicable scope, statistical method, statistical period, dimension, customer name, billing cycle, and indicator value.
 - Click the search box and select filters such as billing cycle, applicable scope, indicator name, statistical period, dimension, and customer name.

dicator Information					C Quick Links
Operation guide: Indicator Information FAQs: Why Do Some Indicators Have De	etails While Others Do Not?				
 Regarding the incentive policies for Huan obtained accordingly. 	vei Cloud partners, partners can view the incentive thr	esholds and bases by checking their correspondences	anding indicators. By matching indicator values with policy	y rules, they can confirm their achievement of	thresholds and the incentives
Export ~					
Q Add filters.					
Indicator Name	Applicable Scope	Statistical Method	Statistical Period Dimension	on	Operation
and a second sec	11.4 Ay 68:59(200) perc, at	Auto	Quarter Reseller:	- 1	View Details Feedback

- **Step 4** Click **View Details** in the **Operation** column to switch to the **Details** page where you can view the basic information and details about an indicator.
 - In the upper right corner of the **Details** area, enter a **Revenue ID** or an **Order Number** to search for information.
 - You can export and download indicator data.
 - Exporting indicators
 Click Export > Export Selected. The system will display Export task created.
 - View export history
 - i. Click **Export** > **View Export** to enter the export history page.

ii. Click **Download** in the **Operation** column to download and view indicator data in the **Completed** state.

Indicator Information / Details	3						
Basic Information							
Indicator Name	IN DER GRONARE			Statistical Method	Auto		
Statistical Period	Month			Dimension			
Billing Cycle	2023M6			Indicator Value	,574.03		
Last Updated	Jul 03, 2024 18:08:02 GMT+08:00			Applicable Scope			
Description	-						
Details							
Export ~						Revenue ID V Enter	Revenue ID Q
Revenue ID		Customer Name/Account Name	Order ID	Product Name	Billing Mode 🛛	Revenue Eligible for Incentiv	Revenue Generated ⑦
S{LOC_origin_performa	nce_id}1	-	CS2206011600KXMS54	Ultra-High IO_downprice	Yearly/Monthly	-100.00000000	2024/07/01
20230615002960813d5	9882adb1ae3a3612cdbfe6	er jogenst. Nadelstatter	ZJBOBO123615213529799	diana di Sala Inventor.c3	xlar Yearly/Monthly	413.12000000	2024/07/01

Step 5 Click **Feedback** in the **Operation** column and provide feedback on the indicator data.

Feedback		×
Indicator Name	2024 Quarterly Revenue Amount Billing Cycle 2024Q3	
Indicator Value	48,773.42	
* Feedback	Example: There is a problem with the indicator. The indicator value should be \$1,000 USD, but the system shows that the value is \$950 USD. (Describe the problem in details, and upload related proof materials if any.) 0/1,000 //	
Attachment	Upload Provide related materials. Compress multiple files into a package and upload it. A JPG or ZIP file of up to 5 MB can be uploaded. The file name must not contain any Chinese characters. Otherwise, the upload may fail.	
Email	Enter an email address.	
	OK Cancel	

----End

Other Operations

• Export indicator information.

Choose **Export** > **Export Selected**. On the page that is displayed, learn the precautions and click **Got It**. The message **Export task created.** is displayed.

- View export history.
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view indicator information in the **Completed** state.

• View operation guide and FAQs related to indicator information. Click **Usage Guidelines** in the upper right corner. In the displayed dialog box, click the **Operation Guide** or **FAQs** tab to view the corresponding content.

Follow-up Operations

Once the incentive conditions are met, Partner Center automatically calculates the incentive amount. You can follow the operations described in **Confirming Incentive Earnings** to reconcile the incentive obtained.

11.5.3 Revenue Management

11.5.3.1 Revenue Description

Revenue refers to the expenditures (both new purchases and renewals) generated when the customers associated with a cloud solution provider purchase Huawei Cloud products and services. Expenditures generated from cash coupons issued by Huawei Cloud, value-added tax, sales tax, goods and service tax, and other turnover taxes, as well as the expenditures on the products with no revenue or rebate applied cannot be included in the revenue.

11.5.3.2 Querying Revenues

Partners can query customer revenues and details.

Precautions

Revenue data can be viewed the next working day.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Revenue Management**.
- **Step 4** Select the **Revenues** tab and check the information including **Period**, **Revenue Eligible for Incentives**, and **Status**.

You can filter revenues by period and status or enter a keyword to query a revenue.

Revenues Details						
Q. Select a property or enter a keywori						
Period ③	Revenue Eligible for Incentives(USD)	Last Updated	Status	Withdrawal Reason	Operation	
2024M12	55,000.00	Dec 18, 2024 03:22:49 GMT+08:00	Draft	-	View Details Feedback	View Feedback.
2024M11	1,143.05	Dec 10, 2024 11:20:36 GMT+08:00	Draft	-	View Details Feedback	View Feedback.

- The data that has not been reviewed in the previous month is in the **Draft** state. The data that has been reviewed is in the **Final** state. The data of the current month is in the **Estimated** state.
- Click **View Details** in the **Operation** column to switch to the **Details** tab page to view the revenue details.

You can filter the data using filters including revenue generation time, elite provider name, order number, customer name, customer account, feedback, product type, order type, and billing mode, and view the total revenue in real time.

Revenues Details Export Revenue Cenerated 202501 (Q. Selici a Total performance amount(¥): 55000	debule Bar						۲
Revenue ID	Customer Name/Account Name Order ID	Order Type	Product Name	Product Type	Operation		
1011/stat_patienters_patients	-		SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback	
001pint_print_prices.phi/000	-	-	SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback	
1011;444,_049;44450	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
The state of the second se		-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
001yales_performane_phi/001	-		SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 Index.primero.del/00	interaction company interaction	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
Diffuent_performanc_adult?	Mine_pdf1 (emprovy Mine_pdf1	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
111(ab),petition,petitio	Mile, off intervel Mile, off	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
Olipini, primare, MARK	later_calific company later_califi	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 Sector and an end of the	inter_addi sanyany inter_addi	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	

• Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Period	2024M12	Issue Type	Revenue list	
Revenue Eligik	I 55,000.00			
★ Feedback	Example: There is a problem with the \$1,000 USD, but the system shows the (Describe the problem in details, and u any.)	revenue. The revenue s at the revenue is \$950 l upload related proof ma	ihould be USD. terials if	
			0/500 4	
Attachment	Upload Provide related materials. Compress r MB can be uploaded. The file name m fail.	multiple files into a pa nust not contain any C	ckage and upload it. A JPG or ZIP file of u hinese characters. Otherwise, the upload	ip to 5 may
Email	Enter an email address.			

• Click **View Feedback** in the **Operation** column to view the handling result.

View Feedback							
Period 2024M12		Issue Type	Revenue list				
Revenue Eligibl 55,000.00							
O Mar 06, 2025 10:38:09 GM	T+08:00 • Pending						
1 Attach 112 – Zip							

Step 5 Select the **Details** tab and check the information including the revenue ID, order ID, product name, and billing mode.

You can filter the data using filters including revenue generation time, elite provider name, order number, customer name, customer account, feedback, product type, order type, and billing mode, and view the total revenue in real time.

Revenues Details Export ~ Revenue Generated 202501 ~	Q. Select attribute filter						0
Total performance amount(¥): 55000							
Revenue ID	Customer Name/Account Name Order ID	Order Type	Product Name	Product Type	Operation		
the system particular of parameters	-		SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback	
CONTRACT, and many (MARK)		-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
1011pdat, policitorios, debilito		-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
1011/stationaria.phaetta	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
001/stri_primare_064001		-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 System, professional, John DO	false		SQL Server Read Replica[Enterprise Edit	Relational Databas	View Details	Feedback	
THE TANKAL AND INCOME AND ADDRESS OF	faller_jobil screpeny faller_jobil		SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
The state of the second s	Max, and anyony Max, and		SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 lysini, primare, Malifi	dates_public company dates_public	-	SQL Server Read Replica(Enterprise Edit	Relational Databas	View Details	Feedback	
110 Scoled, performance, datability	talan publik sanganap talan publik		SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback	_

- Click a customer name or account name to view customer details in **Customers > Customer Management**.
- Click an order ID to view order details in Customers > Customer Orders page.
- Click **View Details** in the **Operation** column to view revenue details, including revenues, expenditures, and other details.
- Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Feedback			×
Period	2024M12	ssue Type Revenue	
Revenue ID	1011lystest_performance_detail001	Revenue Eligibl 1,000.0000000	
* Feedback	Example: There is a problem with the revenue. \$1,000 USD, but the system shows that the rev (Describe the problem in details, and upload rel any.)	The revenue should be enue is \$950 USD. lated proof materials if 0/500 %	
Attachment	Upload Provide related materials. Compress multiple MB can be uploaded. The file name must not fail.	files into a package and upload it. A JPG or ZIP file of up to 5 contain any Chinese characters. Otherwise, the upload may	
Email	Enter an email address.		
		OK Cancel	

• Click **View Feedback** in the **Operation** column to view the handling result.

View Feedl	View Feedback							
Period	2024M12	Issue Type Revenue						
Revenue ID	1011lystest_performance_detail001	Revenue Eligibl 1,000.00000000						
 Mar 05, 2025 111111 Attach 	15:11:22 GMT+08:00 • Pending							
 Mar 05, 2025 11111 	15:10:55 GMT+08:00 • Pending		Show					

Step 6 Export Revenue Details

• Export by Revenue Generation Time

Click **Export > Export by Revenue Generation Time**. Select the generation time and click **Export**. The system will display **Export task created**.

• Export selected records.

Click **Export > Export Selected**. The system will display **Export task created**.

- View export history
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view revenue details in the **Completed** status.

----End

11.5.4 Incentive Management

11.5.4.1 Description of Incentive Earnings Distribution Statuses

The following table describes the incentive earning distribution statuses.

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
Subm it an applic ation.	Proce ss the applic ation.	Pending Submiss ion	Please request your incentive earnings or enable the auto pay function.	Applying to Issue Incentive Earnings
Proce ss the applic ation.	Revie w the invoic e.	Processi ng Request	The payment requisition has been submitted to Huawei. Please issue an invoice.	None
Creat e the invoic e.	Revie w the invoic e.	Pending Partner Invoice	Please complete the invoicing and send the invoice back to HUAWEI CLOUD before the time displayed on the system. HUAWEI CLOUD will review the invoice on the second working day after receiving the invoice. After receiving the invoice, the finance department will review the invoices, and the process enters the payment review step.	Creating Invoices for Incentive Earnings
Revie w the invoic e.	Revie w the paym ent applic ation.	Pending Approva l	It takes about two working days from invoice received to invoice reviewing completed.	None
Revie w the paym ent applic ation.	Cond uct the paym ent.	Paymen t Applicat ion Pending Approva l	It takes about three working days from invoice review approved to payment application approved.	None
		Paymen t Applicat ion Pending Approva l	It takes about three working days for the settlement specialist to complete the review.	None

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
Cond uct the paym ent.	Comp leted	Paymen t in Progress	After the payment application is approved, the finance department will transfer the incentive earnings to your bank account or top up your HUAWEI CLOUD account within 30 calendar days after receiving your invoices.	None
Comp leted	None	Complet ed	The finance department has transferred the incentive earnings to your bank account. Please log in to your bank account for confirmation.	None
		Complet ed	The finance department has topped up your HUAWEI CLOUD account. Log in to Partner Center and access Sales > Financial Information > Funds > Account Statements to confirm it.	None
		Complet ed	- (Cash coupons have been issued.) Log in to Partner Center and access Sales > Financial Information > Coupons > All to confirm it.	None
		Complet ed	Unexpected errors occurred during the cash coupon issuing.	Contact the customer service.

11.5.4.2 Description of Incentive Earnings Statuses

The following table describes the incentive earnings statuses.

Status	Description
Estimat ed	Indicates the estimated incentive earnings based on the revenues of the current billing cycle.
Pending confirm ation	Indicates that the officially generated incentive statements are waiting for partner confirmations.
Issuing	Indicates that the officially generated incentive statements are waiting for Huawei operations personnel reviews.
Issued	Indicates that incentive earnings have been issued.

11.5.4.3 Confirming Incentive Earnings

You need to confirm your HUAWEI CLOUD revenue and your incentive earnings in the system before submitting a payment request.

Confirming Incentive Earnings

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**. Select **Confirm Incentives** > **Summary**.

Select incentive summary data in the **Pending Confirmation** state in the search box.

Confirm Incentives Incentive Payment									
Summary Details									
Q Status: Pending Confirmation × Add	filter								×
Incentive ID	Period ⑦	Incentive Name	Incentive Earnings(USD)	Association Type	Status	Validity	Operation		
HEROTER-REPORT-CORPORATION	28/804	1016-01200	1,200.00	Reseller	Pending Confirmation	-	View Reconciliation Details	Feedback	Confirm Bill

Step 4 Confirm incentive earnings.

Click **Confirm Bill** in the **Operation** column. In the dialog box that is displayed, confirm the reconciliation period, incentive name, association type, and incentive amount. After confirming that the information is correct, click **OK**. A message is displayed, indicating that the incentive reconciliation is successful.

Confirm Bill			>
1 The operati	on selected will apply to all incentive	es of a billing cycle.	
Period	Incentive Name	Association Type	Incentive Earnings(
2023Q1	-	Reseller	1,200.00
			OK Cancel

D NOTE

- You can check the processing progress in the **Status** column.
- If an incentive has not been reconciled and confirmed before the deadline, the system will automatically confirm it after the deadline.
- Multiple incentive earnings in the same reconciliation period will be reconciled together.

----End

Viewing Incentive Earning Details

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.

The **Incentive Management** page is displayed.

- Step 4 Select Confirm Incentives > Summary.
- **Step 5** Click an **Incentive ID** to view the incentive status, incentive policy, and incentive calculation.

Incentive Management-Confi	m Incentives / View Details								
Period: 2023M9									
Oistributed	Incentive Name	Incentive E	arnings(USD) 0.00						
Association Type	Referral			Status	Distributed				
Incentive Policy									
Incentive Name Description (2)	AND DESCRIPTION OF A DE								
Incentive Calculatio	Incentive Calculation								
Export ~	and a second single reduce carea				and a solution of the solution.				0
Period	Reseller Name/Reseller	Customer Name/Accou	Product Type	Product Name	Revenue Generated ②	Rebate Percentage	Incentive Earnings(USD)	Operation	

----End

Viewing and Exporting Incentive Details for Reconciliation

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.
- **Step 4** Select **Confirm Incentives > Details**.

Confirm Incentives Incentive Payment					
Summary Details					
Export V					
Period 2023M6 V Q Select attribute filter					۲
Period Reseller Name/Reseller Account Name Customer	Name/Account Name Product Type	Product Name	Revenue Generated ②	Rebate Perce Operation	
2023M6	Elastic Volume Ser	Ultra-High IO_downprice	2023/06/30	35% Details	

- **Step 5** After selecting a reconciliation period, you can select an attribute in the search box to filter incentive details. Currently, the following attributes are supported: feedback, incentive program, customer name, customer account, order ID, incentive ID, and product type.
 - Click **Feedback** in the operation column to enter your feedback on reconciliation details and click **OK**.
 - Click **Details** in the **Operation** column to view incentive details.

Step 6 Export incentive details.

• By incentive program

Click **Export > Export by Incentive Program**. Select **Period** and **Incentive Program** and click **Export**. The message "Export task created" is displayed.

• Export selected records.

Click **Export > Export Selected**. When the export is complete, the message **Records exported successfully** is displayed.

- View export history.
 - a. Choose **Export > View Export** to enter the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the completed incentive details.

----End

11.5.4.4 Applying to Issue Incentive Earnings

After the incentive data is calculated and reconciled, you can request payment of the incentives. The payment options include Transfer to bank account (only applicable to the referral model), Top up Huawei Cloud account, and Exchange for cash coupons.

You can choose a payment option based on your needs. Currently, you can request to pay all incentives and partial incentives and configure automatic payment.

If you choose to convert the incentives to cash coupons, no invoice will be required, and the system automatically allocates coupons to your account.

If you choose other payment options, you need to issue invoices and mail the invoices and the invoicing information to Huawei Cloud after receiving the incentive invoicing notification. After reviewing and verifying the invoices, Huawei Cloud will issue the incentives to you in the way you selected.

NOTE

When a partner applies for incentive distribution, all the expenditures in the corresponding billing cycle must be paid. (reseller customers' expenditures should be paid by their associated partners.) If not all the expenditures generated in a billing cycle are paid, the incentive earnings of the billing cycle will be frozen and cannot be applied for. The incentive earnings will be unfrozen the next day after all the expenditures are paid.

Prerequisites

You have completed business information authentication. For details, see **Business Information Authentication**.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.

Incentive Management							
- You might use to known: How to have be availed to be happy to how how how how how how how how how ho							
Confirm Incentives	Available Incentives	Incentives Requested for Payment					
0 incentive records pending continuation	Auto Pay © DISD \$6,117.00 USD (Excluding frozen incentive earnings: 240.00) Request Poymer	Payment panding \$48,427.72 USD Report Record					
Confirm Incentives Incentive Payment Summary Details							
		Period Period Search Reset					

NOTE

The incentive earnings that can be applied for does not include the frozen incentive earnings. You can click **View Freezing Reason** of the target period to query the freezing reason for the incentive earning.

Step 4 You can switch to the **Request Payment** page in either of the following methods:

- In the Incentives to Be Requested for Payment area, click Request Payment.
- On the Incentive Distribution > Incentive Payment tab, click Request Payment.

The **Request Payment** page is displayed.

Payment Options	Instant to bank account (This option is not applicable to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, or special incentives in the partner					
	resale model, and it can only be used for the distribution of monthly rebates in the referral model. To initiate a bank transfer, the amount must reach \$200.00 USD, and an invoice is required. The incentive earning					
	will be transferred to your authenticated bank account within about 30 calendar days of when the invoice is received.)					
	Exchange for cash coupons (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the					
	partner resale model, but also to the distribution of monthly rebates in the referral model. There is no approval or invoice required, and no amount thresholds need to be met. You can get the cash coupons within					
about 10 minutes. The cash coupons are valid for one year and can be used to pay your bits.) Top up HUAWELCLOUD account (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives applicable not only to incentive specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives applicable not only to incentive specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentive specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentive specific for revenues from new customers, incentives and the barrent specific for the s						
						Huawei Cloud account within about 30 calendar days of when the invoice is received. They cannot be withdrawn but can be used to pay your bills.)
lect Incentives						
Period I	ncentive Na Incentive Ea Exchange R Incentive Earnings (Payment Currency) Service Fee Invoice Amount (Payment Currency) ⑦ Payment Opt Association					
2024Q1	4 950.74 USD 1 USD=7.16 35.447.30 CNY 4% 36.865.19 CNY Any Referral					

Step 5 In the **Request Payment** dialog box, configure **Payment Options**, click **OK**.

NOTE

- When you apply for incentive earnings payment, the system selects all the incentive earnings to be applied for by default. If you want to apply for the payment of a single incentive earning or part of the incentive earnings, select the required items.
- When you apply for the payment of a single incentive earning or partial incentive earnings, if you choose to pay them in **Transfer to bank account** or **Top-up HUAWEI CLOUD account** mode, you need to issue an invoice with the same amount as the applied incentive earnings amount after each application.
- Apply for incentive earnings timely because they are valid for only one year.
- Incentive earnings generated from resale customers can be paid to you through two methods: Top up Huawei Cloud account and Exchange for cash coupons, while those generated from referral customers can be paid through three methods: Transfer to bank account, Top up Huawei Cloud account, and Exchange for cash coupons. Refer to the applicable payment options the **Payment Option** column.
- Transfer to bank account (This option is not applicable to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, or special incentives in the partner resale model, and it can only be used for the distribution of monthly rebates in the referral model. To initiate a bank transfer, the amount must reach \$200.00 USD, and an invoice is required. The incentive earnings will be transferred to your authenticated bank account within about 30 calendar days of when the invoice is received.)
- Exchange for cash coupons (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the partner resale model, but also to the distribution of monthly rebates in the referral model. There is no approval or invoice required, and no amount thresholds need to be met. You can get the cash coupons within about 10 minutes. The cash coupons are valid for one year and can be used to pay your bills.)
- Top up Huawei Cloud account (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the partner resale model, but also to the distribution of monthly rebates in the referral model. The invoice is required, and no amount thresholds need to be met. The incentive earnings will be transferred to your Huawei Cloud account within about 30 calendar days of when the invoice is received. They cannot be withdrawn but can be used to pay your bills.) If you choose to top up your Huawei Cloud account, the amount added to your balance is subject to the exchange rate on the day of payment.
- If you choose **Transfer to bank account** or **Top-up HUAWEI CLOUD account**, the incentive earning status will change to **Processing Request** after you submit the request, and then change to **Pending Partner Invoice** after the system processing is complete.
- If you have a negative incentive earning, this item is selected by default and cannot be deselected. The negative amount will be first deducted before the incentive earnings are paid. You can request payment only when the incentive earning to be requested for payment is greater than 0.
- Expired incentive earnings cannot be paid. Incentive earnings attached to an application rejected while pending submission are no longer subject to expiry.
- **Step 6** In the displayed dialog box, click **Submit**.

The system displays a message indicating that the operation is successful.

Step 7 (Optional) Enable automatic payment.

NOTE

After you enable this function, the system will automatically pay the incentive earnings to your account on the fifth day after the incentive earnings records were generated.

In addition, if you select **Transfer to bank account** and the incentive earnings are less than \$200 USD, you can wait and submit the request when the earnings reach the amount required.

1. On the **Incentive Management** page, click **—** after **Auto Pay** in the **Incentives to Be Requested for Payment** area.

Available Incentives
Auto Pay ?
(Excluding frozen incentive earnings: 2,303.75)
Request Payment

- 2. In the **Modify Auto Pay Options** dialog box, configure the incentive earnings payment options.
- 3. Click OK.

Step 8 (Optional) View the request history.

View the reconciliation period, payment requisition number, incentive amount, incentive amount (payment currency), invoice amount (payment currency), payment option, and status of an incentive payment application.

You can select an attribute in the search box to filter application records. Currently, the following attributes are supported: period, status, and payment option.

1. On the **Incentive Management** page, click **Incentive Payment** > **Request Records** tab to view request history.

Confirm Incentives	ncentive Payment						
Incentive Distribution In	ncentive Details	Request Records					
Q Select attribute filter							0
Requisition No.	Period	Incentive Earnings	Incentive Earnings (Payment Currency)	Invoice Amount (Payment Currency)	Payment Option	Operation	
	2023Q3	100.00 USD ⑦	716.00 CNY	716.00 CNY	Top up HUAWEI CLOUD account	View Details View Billing Lis	at
11-14030-01-01040-0	2023M10	1,500.00 USD	10,740.00 CNY	10,740.00 CNY	Transfer to bank account	View Details View Billing Lis	st

- 2. Click **View Details** in the **Operation** column. In the **Requisition Details** page, you can view information such as **Incentive Earnings** and **Incentive Earning Details**.
- 3. Click **View Billing List** in the **Operation** column. In the **View Billing List** page, you can view and print the billing list. For details, see **Creating Invoices for Incentive Earnings**.

NOTE

You can specify Period and click **Search** to query all incentive earning application records in this period.
Step 9 (Optional) View the freezing reason for incentive earnings.

If the incentive earnings of a billing cycle are frozen, click the **Incentive Earnings** tab and click **View Freezing Reason** in the **Operation** column to view the details.

----End

11.5.4.5 Creating Invoices for Incentive Earnings

After receiving the incentive earning invoicing notification from HUAWEI CLOUD, partners need to create the invoices for the incentive earnings and sends the invoices and billing list to HUAWEI CLOUD.

NOTE

The invoices issued by a partner for incentive earnings shall comply with related tax laws. Invoices not in accordance with related tax laws may be rejected.

The incentives in USD will be recalculated in the settlement currency you selected during business authentication and based on the latest exchange rate of the last month of the billing cycle.

Procedure

Step 1 Create invoices offline based on the information provided in the invoicing notification email. The template is as follows.

	in the second	M.S. LTD	
Company No.: Account No. : Bank Name: Registered address:	ine Pillanes	Invoice No. : Invoice Date: Invoice Currency :	2017/10/16 USD
To: Huawei	: (Th-201710164e6		
Service Item	Settlement Period	Total Revenue	Daumant
			Payment
fan fille general site	2017-04	25.84	25.84
ten dette general intern Inn dette general intern	2017-04	25.84 Subtotal	25.84 25.84
ten interneteringen er	2017-04	25.84 Subtotal VAT	25.84 25.84
den delle series d'aller	2017-04	25.84 Subtotal VAT INVOICE AMOUNT	25.84 25.84 25.84 - 25.84
VAT No. : 514486505	2017-04	25.84 Subtotal VAT INVOICE AMOUNT	25.84 25.84 25.84 25.84
VAT No. : 514486505 Remark:1	2017-04	25.84 Subtotal VAT INVOICE AMOUNT	25.84 25.84 25.84

Step 2 Click the link in the notification email to switch to the **View Billing List** page and print the billing list.

D NOTE

Alternatively, you can log in to the Partner Center, select **Incentives > Incentive Management > Incentive Payment > Request Records**, and click **View Billing List** in the **Operation** column of the target incentive earning to go to the **View Billing List** page.

Supplier Billing List							
* Supplier Name	* Supplier Code	* Financial Contact	* Phone Number and Email Address	* Time of Filling			
100 M		Table 1	The second	2019-03-20			
Bank Name	Bank Account	Contract Number	Payment Terms				
$\begin{array}{c} 0, 1 & 1 & 0 \\ 1 & 1 & 1 \\ 1 & 1 \\ 1 & 1 \\ \end{array}$							
* Invoice No.	* InTouch No.	* Payment form	* Settlement Period	 ★ actual Incentive amount 			
	-	Top up account	2068M5	1,002.00			
				Total: 1002.00			
		Print					

Step 3 Partners can view the mail address in the billing notification email or on the **View Billing List** page, and send the invoices and billing list to HUAWEI CLOUD.

NOTE

After HUAWEI CLOUD reviews and verifies the invoices, it will issue the incentive earnings to you in your selected way.

----End

11.5.4.6 Viewing Incentive Details

You can filter incentive details by order ID, incentive program, customer name, customer account name, account manager name, and product type.

Procedure

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.
- **Step 4** Select the **Incentive Payment** > **Incentive Details** tab.

You can select the year, reconciliation period, and incentive program, as well as the attributes in the search box to filter incentive details data, and view the total incentive amount in real time. Currently, the following attributes are supported: order ID, customer name, customer account, account manager, product type, association type, and billing mode.

Confirm Incentive Payment	
Incentive Distribution Incentive Details Request Records	
Incentive earnings are displayed one hour after they are generated. If your incentive earnings are not displayed, please try again later.	
The system does not display the incentive earnings that were generated before October 2018.	View Details 🗸
Eport v	
Year 2025 V Period V Incentive Program V O, Select attribute filter	۲
Total incentive amount(4): 0	
Period Reseller Name/Account Name Customer Name/Account Name Association Type Billing Mode Product Type Product Name	Order Operation

Step 5 Click **Details** in the **Operation** column to view incentive details.

- Step 6 Export incentive details.
 - Export incentive details.

Choose **Export** > **Export Selected**, set export options, and click **OK**. The message "Export task created" is displayed.

- View export history.
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view incentive data in the **Completed** state.

----End

11.6 Operation Statistics

11.6.1 Viewing Customer Statistics

Partners can view their customer statistics, including the number of customers, newly associated customers, customer analysis, disassociated customers, and revenue contributions.

NOTE

Huawei Cloud Partner Service Provider only displays the statistics of its own customers, excluding the customers associated with its resellers.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, choose Sales > Operations Statistics > Customer Statistics.
 - Click the **Overview** tab.
 - On the displayed page, you can check the **Total Customers**, **Total Associations**, and **Spending Customers This Month**.

R Total Customers 33

 Click Select Account Manager or Director to sort out the customers that you want to view.

Total Associations 2

In the **Customers** area, you can view the trend of the number of customers in the whole year.



Spending Customers This Month

In the **Customers by Association Type** area, you can view the number of customers by association type. In the **Spending Customers** area, you can view the number of customers with cash and other expenditures.



- Click the Association and Disassociation Records tab and click Select Account Manager or Director to sort out the customers that you want to view.
 - In the Associations and Disassociations area, you can view the number of customers newly associated and disassociated in the recent year.



 In the Newly Associated and Disassociated Customers area, set Association Type, Operation, and Operation Time as the search criteria and view the desired records.

Newly Associated and Disassociated Customers									
Customer	Account Name	Association Type 🛛 🖓	Operation 🖓	Account Manager	Operation Time 🛛 🏹				
prof.(Mprofil)1	prof.(4),m8214	Reseller	Association		Jan 29, 2021 10:24:28				
gent.14. ad40111	gent.tk.adk211	Reseller	Association		Jan 28, 2021 08:45:05				

----End

11.6.2 Viewing Expenditure Statistics

A partner can view the expenditure overview, trend, and distribution of a customer.

Precautions

A customer's expenditures generated since the day when the customer is assigned to the account manager will belong to its account manager.

For details about the expenditure statistics rules, click here.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 On the top navigation bar, choose **Sales** > **Operations Statistics** > **Expenditures**.

• The **Overview** tab page is displayed by default. Select a time range and enter an account manager name or account name in the search box to query the expenditure trend, amount, and amount paid.

nditures									
This page displays the statistics on expenditures of all your customers. For details about the statistics rules, click here. The expenditures are analyzed based on CMT+06.00 Data shown here is statistical data, and the data of the current month may be delayed by about 10 minutes. View Expenditure Trend Expenditure Distribution									
Last 6 months	✓ Select Customer	Enter a partner account.	Enter an account manager.	Customer Name	×				
Amount(USD)						Bar chart Line o	:hart 🗹 Amount 🕜 💽	Amount Paid ⑦	
6,000									
5,000									
4,000									
3,000									
2,000									
1,000									
0 ,	2024/11	2024/12	, 2025/01		2025/02	2025/03	2025/04		
			Amr	ount 📒 Amount Paid					
Export ~									
Туре (?)		2024/11	2024/12	2025/01	2025/02	2025/03	2025/04	Tot	
Amount(USD)		0.00	0.00	0.00	0.00	12.81	5,112.00	5,124.0	
Amount Dailet (DD)		0.00	0.00	0.00	0.00	12.01	5 112 00	6 404 4	

Export customer expenditure data.

- Export the selected records.

Choose **Export > Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose **Export > View Export** to switch to the **Export History** page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure data in the **Completed** state.

NOTE

On the **Overview** page, you can check **Amount** and **Amount Paid**.

- **Amount**: The amount that you need to pay based on the list price.
- Amount Paid: The total after the value of any cash coupons is deducted from Amount.
- Amount Paid = Amount Cash Coupons Used
- Select the **Expenditure Trend** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the expenditure trend of customers and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.

rerview Expenditure Trend E	xpenditure Distribution								Hon Dotalo
Month v Last 6 months	∽ Group By S	ervice Type Billing M	fode Association Ty	pe Partner Account	Account Manager	Customer Account			
Amount/UED)					Stacked by	ar charl Bar chart	Line chart	Sorting Dimensions	Clear All
Anoun((05D)								Service Type	`
6,000						_	_	Billing Mode	
4,000								Association Type	
3,000								Enter a partner account.	
1,000								Enter an account manager.	
0								Customer Name V	
-1,000 2024/11	2024/12	2025/0	1	2025/02	2025/03	2025	/04		
	SP Test Service SP	Test Service0525 📕 Ela	stic Cloud Server 🔳 El	astic Volume Service 📒	Virtual Private Cloud			Advanced Settings	
Export ~								Amount Dura	
Service Type	2024/11	2024/12	2025/01	2025/02	2025/03	2025/04	Total	Amount Due	
Total Amount-Amount Due(USD)	0.00	0.00	0.00	0.00	12.81	5,112.00	5,124.81		
SP Test Service(USD)	0.00	0.00	0.00	0.00	0.00	4,800.00	4,800.00		
SP Test Service0525(USD)	0.00	0.00	0.00	0.00	0.00	240.00	240.00		
Elastic Cloud Server(USD)	0.00	0.00	0.00	0.00	0.00	72.00	72.00		
Elastic Volume Service(USD)	0.00	0.00	0.00	0.00	13.86	0.00	13.86		
Virtual Private Cloud(USD)	0.00	0.00	0.00	0.00	-1.05	0.00	-1.05		

Export the detailed expenditures.

- Export the selected records.

Choose **Export** > **Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose Export > View Export to switch to the Export History page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure records in the **Completed** state.
- Select the **Expenditure Distribution** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the expenditure distribution of customer expenditures and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.



Export the detailed expenditures.

- Export the selected records.

Choose **Export > Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose Export > View Export to switch to the Export History page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure records in the **Completed** state.

----End

11.6.3 Viewing Performance Statistics

Partners can view the revenue trend, revenue statistics, and revenue summary.

Precautions

• Account managers can view the revenue of different customers. If an account manager is assigned with a new customer, the expenditures of the new customer will be counted as the account manager's revenue from the following day of the assignment.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, select Sales > Operations Statistics > Revenue.
- **Step 4** In the **Monthly Revenue Eligible for Incentives** area, you can view revenue statistics for up to the current month.



In the **Tax-Inclusive Revenue Eligible for Incentives**, you can view the top **10 Highest-Spending Customers** and **Top 10 Services** for a specific month or a quarter. You can also view revenue statistics by billing mode.

Tax-inclusive Revenue Eligible for Incentives	Month	Quarter	2023/Q1	×		
10 Highest-Spending Customers (?)	Top 10 Services	By Billing Mode				
ad gill company	Elastic Cloud Server					
_	_				Varb (Marth) \$5.3	
-	—				Pay-per-Use \$0.00	
—	—				Reserved instance-	uptront p hourly bi
—	—				Savings Plans \$0.00	
—	—					
—	—					

In Revenue Summary, you can view customer expenditures and refunds.

Customer Name Account Name Product Type Revenue Eligible for incentives(USD) V #Landed Sectore 1.774.03 1.774.03	Revenue Summary			2023-06	Ħ	Enter a customer name or account name.
× 1.774.03	Customer Name ⑦	Account Name	Product Type			Revenue Eligible for Incentives(USD)
	✓ III_INITE	NUMBER				1,774.03

Click the drop arrow on the left of **Customer Name** to view the incentive details of a customer.

----End

11.6.4 Viewing Incentive Statistics

Partners can view the incentive trend, statistics, and summary of the current year.

Procedure

- **Step 1** Sifn in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Operations Statistics > Incentives**.
- **Step 4** In the **Incentive Earnings Trend** area, you can view revenue trend of the current year.



In the **Incentive Earnings** area, you can view the incentives in a statistical period of the top 10 customers and top 10 services. You can also view incentives by incentive program.

Incentive Earnings ③		All Reconciliation Period 💌 2023 💌
10 Highest-Spending Customers	Top 10 Services	By Incentive Program
tame pater company	HUAWEI CLOUD SERVICE	in 10 year (ii - m
-	Elastic Volume Service	-
_	_	_
-	_	-

In **Incentive Earnings Summary** area, you can view customer expenditures and refunds in the current year.

Incentive Earnings Summary				
Expenditures Refunds				
			2023 v All Reconciliat	tion Periods Enter a customer name or account name.
Customer Name	Account Name	Product Type		Incentive Earnings(USD)
 telecolor oneany 	New Josef			1,241.93
× -	-			10.00

Click the drop arrow on the left of **Customer Name** to view the incentive details of a customer.

----End

11.6.5 Products That Support 95 Percentile Bandwidth Billing

Product	Service Overview
Content Delivery Network (CDN)	https://www.huaweicloud.com/intl/en-us/product/cdn.html
Anti-DDoS Service (AAD)	https://www.huaweicloud.com/intl/en-us/product/aad.html
Object Storage Service (OBS)	https://www.huaweicloud.com/intl/en-us/product/obs.html
Live	https://www.huaweicloud.com/intl/en-us/product/live.html
Virtual Private Cloud (VPC)	https://www.huaweicloud.com/intl/en-us/product/vpc.html
Cloud Connect	https://www.huaweicloud.com/intl/en-us/product/cc.html
Direct Connect	https://www.huaweicloud.com/intl/en-us/product/dc.html

11.7 KooGallery

11.7.1 Product Information

11.7.1.1 Viewing KooGallery Product Information

You can view the information and incentive policies of KooGallery products after joining the KooGallery Sales Program.

Procedure

Step 1 Sign in to **Huawei Cloud** as a partner.

Step 2 Click **Partner Center** in the drop-down list of your account name.

- **Step 3** Choose **Sales** > **KooGallery** > **Product Information** in the menu on the top.
- Step 4 The By transaction price tab is displayed by default.

You can view the product information, including the product name, delivery method, product type, ISV name, product category, incentive strategy, and release time, in this tab.

You can filter the products by released time (start time and end time), product type, and product name.

Set search criteria as required to filter the products you want.

Product Information							
By transaction price By base price							
Released Start Day	- End Day	Enter a product name.					Q
Product Name	Delivery Method	Product Type 17	Isv Name	Category	Incentive Strategy	Released	
autotest_V3_license_common_t	License	Common Product	00000000000	Professional Services	Products with No Revenue or Re	2025/02/20 05:32:43	
autotest_V3_license_common_f	License	Common Product	8.0x204-8862-8	Professional Services	Products with No Revenue or Re	2025/02/20 05:31:53	

NOTE

Hover the cursor over the name of an ISV to view the name, phone number, and email address of the ISV.

Step 5 Select the By base price tab.

You can view the product information, including the product name, delivery method, product type, ISV name, product category, incentive strategy, and release time, in this tab.

You can filter the products by released time (start time and end time), product type, and product name.

Set search criteria as required to filter the products you want.

Product Information							
By transaction price By b	ase price						
Released Start Day	- End Day	Enter a product name.					Q
Product Name	Delivery Method	Product Type 17	Isv Name	Category	Incentive Strategy	Released	
newnewzifuwu-10.20.0-FF-dis	Professional Services	Huawei Product	Huawei Technology Co., Ltd.	Infrastructure Software	-	2025/02/13 16:54:52	
newnewzifuwu-10.20.0-FF-djjs	SaaS	Huawei Product	Huawei Technology Co., Ltd.	Infrastructure Software	-	2025/02/11 20:01:59	

NOTE

Hover the cursor over the name of an ISV to view the name, phone number, and email address of the ISV.

----End

11.7.2 Discounts for KooGallery Products

11.7.2.1 Viewing KooGallery Resale Discounts

Once a KooGallery seller sets a resale discount for a product, they can use this discount for settling payments with partners. The priority for applying KooGallery

resale discounts is as follows: customer-level discounts are used first, followed by partner-level discounts, and finally product-level discounts.

Partners who have joined the KooGallery Sales Program can view the KooGallery resale discounts in Partner Center.

NOTE

Resale discounts belong to the **Settlement Type**. You can access **Sales** > **Financial Information** > **Partner Bills** to view the orders settled with resale discounts.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- Step 2 Click Partner Center in the drop-down list of your account name.
- Step 3 Choose Sales > KooGallery > Discounts for KooGallery Products in the menu on the top.
- **Step 4** The **Product Discounts** tab is displayed by default.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the products eligible for this type of discounts is displayed, including the product name, product ID, delivery method, and product category. Access the corresponding sub-tab based on your needs.

You can filter the products by delivery method and property, or enter a keyword to search for discounts.

Product Discounts Partner Discounts Customer Discounts			
Authorized Invalid			
			All delivery methods v Q. Select a property or enter a keyword. Q.
Product Name	Product ID	Delivery Method	Product Category
∧ Kanying-gudingdijiajine	a64616b8-6b8c-4929-9ff6-c8101895bba1	Professional services	Joint Operations Product
Resale Discount ID Partner Account	Specification Name Transaction Model	Resale Discount Status	Valid From Valid Until Updated
53365f7f-5e8b-4b3f-8d34-3cd03dfa6 All resale partners	01 Revenue sharing based on	15.00% off O Effective	Feb 13, 2025 00:00 00 GM Mar 31, 2025 23:59:59 GM Feb 13, 2025 10:10:54 G
✓ showcase-saasly-001-modify	5293a88b-64cb-4b82-b692-bbbda4a698c6	SaaS	Joint Operations Product

NOTE

The product discounts can be used for the expenditures of customers of all partners.

Click \checkmark next to the product name to view more information about a resale discount.

Step 5 Select the **Partner Discounts** tab.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the projects eligible for this type of discounts is displayed, including the project information, partner account, and customer account. Access the corresponding sub-tab based on your needs.

You can filter product information by status and property, or enter a keyword to search for discounts.

Pr	oduct Discounts Partner Disc	counts Customer Disco	unts								
Au	thorized Invalid										
							All	~ Q s	select a property or enter a keyw	ord.	2
	Project Info			Partner Account				Customer Account			
	^ 1000000			\$450,04,0401				All customers			
	Resale Discount ID	Product Name	Specification Name	Delivery Met	Transaction Model	Resale Disco	Status	Valid From	Valid Until	Updated	
	4fbe381d-c673-4d5d-b9f3-69f329	showcas-ty-sale-reiogn	spec1	Professional s	Transaction price sharing	20.00% off	 Effective 	Mar 03, 2025 19:19:28	Apr 30, 2025 19:19:24 G	Mar 03, 2025 19:19:28	
	v Marili			2010.00.000				All customers			

NOTE

The partner discounts are only available to resale partners and can be used for the expenditures of customers of these partners.

Click \checkmark next to the project information to view more information about a resale discount.

Step 6 Select the Customer Discounts tab.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the projects eligible for this type of discounts is displayed, including the project information, customer account, and partner account. Access the corresponding sub-tab based on your needs.

You can filter discount information by status and property, or enter a keyword to search for products.

Product Discounts Partner Discounts Customer Discounts						
Authorized Invalid						
		Al	✓ Q. Select a property or enter a keyword.	0		
Project Info	Customer Account		Partner Account			
^ ***	846-TC		p40.8.001			
Resale Discount ID Product Name Specification Name	Delivery Met Transaction Model	Resale Disco Status	Valid From Valid Until Updated			
1f1b750b-c432-487b-9df7-9f6e9f kafka_test2 221100	Professional s Transaction price sharing	20.00% off O To be validated	May 31, 2025 19:21:45 Jun 29, 2025 19:22:21 G Mar 03, 2025 19:22:34			
2d31b81b-58b9-4191-a84e-7d08f 1112 112	License Transaction price sharing	20.00% off O To be validated	May 31, 2025 19:21:45 Jun 29, 2025 19:22:21 G Mar 03, 2025 19:22:34			
<pre>v pxy_test_part_lower_10_3</pre>	restort)		100,00,000			

NOTE

The customer discounts are only available to resale partners and can be used the customer accounts specified by these partners.

Click \checkmark next to the project information to view more information about a resale discount.

----End

12 Distribution Partner Program

12.1 Overview

The Huawei Cloud Distribution Partner Program is an invitation only program that allows you to enjoy a range of benefits and incentives and develop your businesses through reseller recruitment, technical support, operations support, and value-added services. After joining this program, you will get authorized by Huawei Cloud to sell its products and services to end customers through Huawei Cloud resellers.

Becoming a Distributor

To join the Distribution Partner Program, contact the local ecosystem manager to sent you an invitation link.

• **Apply to become an HCPN partner** before being invited to join the Distribution Partner Program. After you join the Distribution Partner Program, you are not allowed to join the Cloud Solution Provider Program.

Logging In to the Partner Center

Managing Basic Information

Managing Organization Information

Inviting and Managing Huawei Cloud Resellers

Distributors can invite and manage their Huawei Cloud resellers in Partner Center.

Inviting a Huawei Cloud Reseller

A Huawei Cloud Reseller Accepts the Invitation from a Distributor

Assisting Huawei Cloud Resellers in Businesses

Distributors can assist Huawei Cloud resellers in businesses with customers.

D NOTE

After a customer is associated with a reseller, the customer account is frozen by default. The customer cannot purchase products or services until the reseller unfreezes the account and sets a budget for the customer.

Querying a Customer

Setting Account Freezing and Budget Setting Permissions for Resellers

Setting Monthly Budgets for Customers

Freezing Customer Accounts and Resources

Viewing a Customer's Orders

Viewing Customer Expenditures

Managing Bills

A distributor can view and export bills and view invoices in Partner Center.

NOTE

- Huawei Cloud provides bills to the distributor, and the distributor needs to make payment.
- Huawei Cloud will not engage itself in the settlement of the resellers. The settlement rules between a reseller and its associated distributor are defined by both of them.

Viewing Partner Bills

Repayment

Invoice Management

Managing Revenues and Incentive Earnings

A distributor can view the revenues and apply for incentive in Partner Center.

NOTE

Huawei Cloud does not provide revenue-based incentives for resellers of a distributor, and the expenditures of resellers' customers will be counted into the revenue of the distributor.

Business Information Certification

Applying to Issue Incentive Earnings

12.2 Distributor

12.2.1 Reseller Management

12.2.1.1 Inviting a Huawei Cloud Reseller

A Huawei Cloud distributor can invite a partner to be associated as a Huawei Cloud reseller.

Important Notes

- Only resellers in the authorized regions can be invited for association.
- A user that is already a Huawei Cloud reseller cannot be invited.

Procedure

- **Step 1** Use your Huawei Cloud distributor account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Resellers** > **Reseller Management**.

Step 4 Click Invite Reseller.

My Resellers			Subscribe to Reseller Information
Reseller Resel	Mobile Number	Emai	
Invite Resetter View Invites			
Time Budget Quota(USD) One-Time Budget Quota available(USD)	Set Account Freezing and Budget Setting Permissions Authorized	Permissions for Placing Order and Performing O&M on Customer's	Operation Set Account Freezing and Budget Setting Permissions View Customer
	Unauthorized	Authorized	Set Account Freezing and Budget Setting Permissions View Customer

Step 5 Enter the email and click **OK**.

Invite Resel	ler
• A user that is a	Iready a HUAWEI CLOUD reseller cannot be invited.
Enter the email add	dress of your target reseller. HUAWEI CLOUD will send an email to invite r.Preview Email
★ Email	
	OK Cancel

Huawei Cloud will send an invitation email.

After the customer receives the invitation email, it can click the link in the email and perform the association. For details, see **Accepting the Distributor Cooperation Invitation**

----End

Other Operations

• View Invitation Records

Click **View Invites** to switch to the **Invitation Record** page. You can view the invitation records of the distributor.

• Resending an invitation

On the **Invitation Record** page, click **Resend Invitation** to send an invitation again to a customer. If you select multiple invitation records and click **Batch Invite**, you can send invitations to multiple customers again.

12.2.1.2 Setting Account Freezing and Budget Setting Permissions for Resellers

A distributor can set account freezing and budget setting permissions for its associated resellers so that the resellers can set or withdraw budgets or freeze or unfreeze customer accounts.

Procedure

- **Step 1** Use your Huawei Cloud distributor account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.
- **Step 3** In the top navigation, select **Sales** > **Resellers** > **Reseller Management**.
- **Step 4** Click **Set Account Freezing and Budget Setting Permissions** in the **Operation** column for the target reseller.

My Resellers			Subscribe to Reseller Information
Reseller Search Resel	Mobile Number	Emal	
Invite Reseller View Invites			
Time Budget Quota(USD) One-Time Budget Quota available(USD)	Set Account Freezing and Budget Setting Permissions	Permissions for Placing Order and Performing O&M on Customer's	Operation
0.00 0.00	Authorized	Unauthorized	Set Account Freezing and Budget Setting Permissions View Customer
	Unauthorized	Authorized	Set Account Freezing and Budget Setting Permissions View Customer

Step 5 On the displayed page, Click **Authorize Permissions** to set quotas of monthly budget and one-time budget. After the authorization, the reseller can set monthly budgets or freeze or unfreeze accounts or resources of customers.

ly Resellers / Set Account Freezing and Budget Setting Permissions	
Reseller Account in a second	
Set Account Freezing and Budget Setting Permissions	
You can grant authorization to resellers for budget setting or withdrawal and account or resource freezing. Show Less A	
1. After being authorized, resellers can set budgets for their customers and freeze or unfreeze accounts or resources of the customers. Huavei Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account or resource freezing and disputes arising out of	f it. Exercise
caution when performing this operation.	
The account is frozen: the customer cannot buy, renew, or change resources, and provisioned resources may be unavailable, but they still incur fees.	
The account and resources are frozen: the customer cannot buy, renew, or change resources, and all provisioned resources are not available. Unfreeze the resources within 15 days (subject to the time range regulated on the official website) after they are frozen. Otherwise, the stored data	ta will be
deleted and the cloud service resources will be released.	
2. After the authorization is canceled, reseliers will have no permissions for budget setting or withdrawal and account or resource freezing, but the budgets set for customers will not be withdrawn. You can adjust the budgets on the Customer Management > Reseliers' Custo	omers page
Set Budget	
You can choose to set either monthly budget quota or one-time budget quota for a reseller or set both of them for a reseller at the same time.Show Lass \wedge	
1. The monthly budget quota and one-time Budget Quota are managed separately.	
Monthly budget quida: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month.	
One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer. It will not automatically restore.	
2. If budget quota needs to be adjusted, the budget quota after adjustment must be greater than or equal to the budget a reseller configured for its customer.	
3. If the expenditures of customers exceed the budgets configured for them, whether the customers are restricted to purchase resources or use existing resources depends on the actions (freezing customer account or resources) taken by the associated reseler. You need to authorize related op	ermissions to
the reseller.	
4. It is only used to help you manage resellers as well as expenditures of customers associated with resellers and does not affect the reseller management, customers expenditures, or repayment obligations.	
* Budget Type Monthly budget quota One-Time budget quota	
Select at least one budget type.	
OK .	

NOTE

- After the authorization, distributors will no longer manage the accounts or budgets of resellers' customers.
- For details about how a Huawei Cloud reseller freezes or unfreezes the account and resources of its associated customers, see Freezing Customer Accounts and Resources.
- For details about how a Huawei Cloud reseller sets the monthly budget for its customers, see **Setting Monthly Budgets for Customers**.
- For details about how a reseller sets monthly budgets for their customers, see **Setting Monthly Budgets for Customers**.
- **Step 6** To withdraw the permission set for the resellers, disable **Authorize Permissions** on the **Set Account Freezing and Budget Setting Permissions** page, and complete the verification.



NOTE

After the authorization is canceled, resellers will have no permissions for budget setting or withdrawal and account or resource freezing, but the budgets set for customers will not be withdrawn. You can adjust the budgets or freeze or unfreeze the accounts on the **Customers > Customer Management > Resellers' Customers** page.

----End

12.2.1.3 Authorizing a Reseller to Place Orders and Perform O&M on the Behalf of Customers

A distributor can authorize its associated resellers to place orders and perform O&M on behalf of the customers and can also withdraw the permissions if necessary.

Procedure

- **Step 1** Use your Huawei Cloud distributor account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Resellers** > **Reseller Management**.
- **Step 4** Grant permissions.

On the **Permissions for Placing Order and Performing O&M on Customer's Behalf** column, toggle on the switch for the target reseller.

My Resellers			Subscribe to Reseller Information
Reseller Search Reset	Mobile Number	Email	
Invite Reseller View Invites			
Time Budget Quota(USD) One-Time Budget Quota available(USD)	Set Account Freezing and Budget Setting Permissions	Permissions for Placing Order and Performing O&M on Customer's	Operation
0.00 0.00	Authorized	Unauthorized	Set Account Freezing and Budget Setting Permissions View Customer
	Unauthorized	Authorized	Set Account Freezing and Budget Setting Permissions View Customer

Step 5 Select I have read and agree to the Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf, enter the verification code, and click OK.

The reseller with y	your authorization can perform operations, such as configuring,
purchasing, and n	nanaging resources, on behalf of a customer. Before performing
the operations, th	e reseller shall also request an authorization from the customer.
Notes: By selecting	"I have read and agree to the Huawei Cloud Distributor Commitment
Letter for Operation	o on Customers' Behalf", you will be deemed to have agreed to all terms
and conditions in th	is Commitment Letter. You must authorize the reseller to perform
operations on custo	omers' behalf in strict accordance with this Commitment Letter and
guarantee that the	reseller shall perform operations within the authorization scope. You and
the reseller shall ta	ke responsibilities for any violations.
I have read an	d agree to the Huawei Cloud Distributor Commitment Letter for
Operation on Custo	omers' Behalf
I have read an	d agree to the Huawei Cloud Distributor Commitment Letter for
Operation on Custo	omers' Behalf
Verify your identity	to proceed with the operation.
I have read an Operation on Custo Verify your identity Email Address	d agree to the Huawei Cloud Distributor Commitment Letter for mers' Behalf to proceed with the operation.
I have read an Operation on Custo Verify your identity Email Address Verification Code	d agree to the Huawei Cloud Distributor Commitment Letter for omers' Behalf to proceed with the operation.

NOTE

- Selecting I have read and agree to the Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf is necessary for the first-time authorization.
- Only authorized resellers can place orders and perform O&M on behalf of their customers.

Step 6 Withdraw permissions.

Toggle off the switch in the **Permissions for Placing Order and Performing O&M on Customer's Behalf** column, enter the verification code, and click **OK**.

My Resellers			Subscribe to Reseller Information
Reseller Resel	Mobile Number	Email	
Invite Reseller Vew Invites Time Budget Quota available(USD) One-Time Budget Quota available(USD)	Set Account Freezina and Budaet Setting Permissions	Permissions for Placing Order and Performing 08M on Customer's	Operation
0.00 0.00	Authorized	Unauthorized	Set Account Freezing and Budget Setting Permissions View Customer
	Unauthorized	Authorized	Set Account Freezing and Budget Setting Permissions View Customer

----End

12.2.1.4 Assigning an Account Manager to a Reseller

You can assign an account manager to your reseller.

Procedure

- **Step 1** Log in to **Huawei Cloud** as a distributor.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Choose **Sales** > **Resellers** > **Reseller Management** in the menu on the top.
- Step 4 On the displayed page, select a reseller and click More > Assign Account Manager in the Operation column to switch to the Assign Account Manager page.

Assign Acco	unt Manager		×
1 Confirm Rese	ller 2 Select Accou	nt Manager	
After you assign an a reseller's customers.	account manager to this reseller, the a	iccount manager can ma	anage this reseller and view the
Name	Account Name	Business Area	Account Manager 💩
98.25	NL,23484-supelig7	-	-
			Next Cancel

NOTE

• Click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.

Step 5 Click **Next**, select an account manager, and click **OK**.

Assign Account Manager		×
Confirm Reseller 2 Sel	ect Account Manager	
	Account Manager 🗸 🗸	Q
Account Manager 💩	Account Name	
•	personnet	
○ z****n	2 or gardenity	
	Previous OK Ca	ncel

A message is displayed indicating that the account manager has been assigned successfully.

D NOTE

- Click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.
- You can select a reseller and click **More** > **Withdraw Account Manager** in the **Operation** column to withdraw the assigned account manager. To view the historical account managers of a reseller, click **More** > **View Historical Account Managers** in the **Operation** column.
- You can also select multiple resellers and click **Batch Assign Account Manager** or **Batch Withdraw Account Manager** to assign or withdraw account managers for the resellers.

----End

12.2.2 Leads and Opportunities

12.2.2.1 Opportunity Management

12.2.2.1.1 Business Opportunities

Adding an Opportunity

A distributor can create and modify opportunities and specify the progress of opportunities for the customers of its resellers.

Precautions

- An account manager can create opportunities for their preregistered customers or associated customers, and the opportunities belong to the account manager.
- Account manager directors can only view opportunities.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Leads and Opportunities** > **Opportunity Management**. The **Business Opportunities** tab is displayed by default.
- **Step 4** Click **Add Opportunity**. On the displayed page, select a preregistered customer or an associated customer to create an opportunity. Click **Next**.

Business Opportunities-Reseilers' Customers / Add Opportu Select Customer 2 Enter Basic Inform	mity mation3 Provide Detailed Inform	nation 4 Complete Revenue Information		
Select a customer to create an opportunity.				Customer Name V Q
Customer/Account Name 🚓	Customer Level	Reseller/Reseller Account Name	Association Type	Associated On 🖓
0	-	agrantian agrantian	Reseller	Jan 14, 2025 09:21:38 GMT+08:00
	-	ACCASED IN TO JUNITARY AND	Reseller	Jul 26, 2024 19:08:50 GMT+08:00
	-	n disasing a prantag	Reseller	Jul 28, 2024 10:32:51 GMT+08:00
	-	Reality 6	Reseller	Jan 23, 2024 14:19:11 GMT+08:00
	-	a phantait n chuaiste	Reseller	Jan 22, 2024 15:25:13 GMT+08:00
	-	e d'uniter a prostate	Reseller	Jan 22, 2024 15:18:38 GMT+08:00
	-	militarian appendix	Reseller	Nov 07, 2023 17:01:38 GMT+08:00
	-	a province existence	Reseller	Nov 07, 2023 16:55:38 GMT+08:00
	-	a phantan na bhantan	Reseller	Nov 04, 2023 14:31:24 GMT+08:00
	-	et insiste a prosition	Reseller	Nov 03, 2023 15:00:11 GMT+08:00
Total Records: 16 10 V (1 2)				
Next Cancel				

NOTE

• Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 Enter basic information and click Next.

Business Opportunities-Resel	lers' Customers / Add Opportunity		
Select Customer —	2 Enter Basic Information	3 Provide Detailed Information	4 Complete Revenue Information
Basic Information			
* Opportunity Name]	
Industry	Select V	Select a sub-Industry V]
Service System	Select V]	
* Opportunity Type	New ⑦ Continuous operations ③)	
* Win Probability	-Select- V]	
* Development Phase	Select V]	
Testing Project	🔿 Yes 💿 No		
* Bidding Project	🔾 Yes 💿 No		
Previous	Vext Cancel		

Step 6 Specify the detailed information and click **Next**.

siness Opportunities-Resellers' Customers	/ Add Opportunity
Select Customer — 📿 E	nter Basic Information 3 Provide Detailed Information 4 Complete Revenue Information
Cloud Migration	
Estimated Expenditures on Cloud ⑦	USDIyear
Technical Exchange	-Select- V
Test Details	Select
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Microsoft Google Other
Use of Peer Vendor's Cloud Services	-Select- V
Opportunity Operations	
Background	
	0/1,000 #
Progress Details	
	0/1,000 #
Risk & Request	
	01,000
Previous Nevt C	anel

Step 7 Specify the revenue information and click **Submit**. A message indicating the opportunity has been successfully added is displayed. You can click **View Details** or **Go to Business Opportunities**.

Business Opportunities-Resellers' Customers / Add Opportunity								
Select Customer — Select Customer Sele	on Provide Detailed Information	Complete Revenue Information						
Estimated Monthly Revenue(USD)								
Estimated Deadline	Select a date.							
Service Period	-Select V							
Major Products	Select V							
Estimated Monthly Revenue from Major Products(USD)								
Previous Submit Cancel								

Business opportunity added
The information of the business opportunity added has been synchronized to HUAWEI CLOUD. Please keep it updated if there is any progress.
View Details Go to Business Opportunities

NOTE

All fields on the **Complete Revenue Information** page are mandatory.

----End

Other Operations

- Modifying an opportunity: Click **Modify** in the **Operation** to modify the opportunity. The progress specified for the opportunity cannot be modified.
 - Change the basic information as needed and save the changes.

iness Opportunities-R	esellers' Customers / Modify	
Basic Information	Other Information	Revenue Information
Opportunity Name	tanan.	
Industry	Select	✓ Select a sub-Industry ✓
Service System	Select	~
★ Opportunity Type	New ⑦ Continue	ious operations (?)
Win Probability	25% Modify	
Development Phase	Opportunity confirmation Mo	dify
Testing Project	🔵 Yes 💿 No	
Bidding Project	No	
Save		

- Change the information on the **Other Information** tab page, and save the changes.

siness Opportunities-Resellers' Customers	/ Modify
Basic Information Other Inform	mation Revenue Information
Cloud Migration	
Estimated Expenditures on Cloud ③	USD/year
Technical Exchange	- Modify
Test Details	- Modify
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Microsoft Google Other
Use of Peer Vendor's Cloud Services	-Select- V
Opportunity Operations	
Background	
	0(1,000 Ø
Progress Details	- mouny
Risk & Request	
	0/1,000

- Change the information on the **Revenue Information** tab page, and save the changes.

Basic Information Other Information F	Revenue Information
Estimated Monthly Revenue(USD)	123.00
Estimated Deadline	2024/11/29
Service Period	7 months
Major Products	Featured and common products, Featured self-operated product
Estimated Monthly Revenue from Major Products(USD)	22.00

 Specifying progress for an opportunity: Click Specify Progress in the Operation column. In the displayed dialog box, specify Development Phase, Win Probability, Technical Exchange, Test Details, and Progress Details. The opportunity progress you added will be displayed in the Progress Details area on the Business Opportunities > Resellers' Customers > Details page.

Specify Progress						×
* Development Phase	Select		*]		
★ Win Probability	Select		•]		
Technical Exchange	Select		•]		
Test Details	Select		•]		
Progress Details						
					0/1,000	
		ОК	Cancel			

Querying an Opportunity

You can view all your and your resellers' customers. You can view customer information, including **Industry**, **Opportunity Type**, **Win Probability**, **Development Phase**, **Estimated Monthly Revenue**, and **Last Updated**.

Precautions

- Account managers can only view their own opportunities.
- Account manager directors can view the opportunities of all their account managers.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Opportunity Management. The Business Opportunities tab is displayed by default.
- Step 4 You can configure search criteria as needed to view opportunities.

You can query opportunities by opportunity name, customer name, customer account name, and account manager name.

в	siness Opportunitie	s										
	Resellers' Customers											
	Add Opportunity									Opportuni V	Enter an opportunit	y name Q
	Opportunity Name	Customer Name	Account Name	Reseller/Accoun	Industry	Opportunity Type	Win Probab	Development 🍸	Estimated Monthly Reve	Last Updated \ominus	Operation	
	000	0.00	percenter.	- Parts		New	25%	Opportunity confir	123.00	Nov 07, 2024 11:	Specify Progress	Modify
	30743	-	0.0.00	NONED/P NUMBER	-	New	0%	Potential busines	100.00	Oct 29, 2024 13:4	Specify Progress	Modify

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name** to show or hide the complete content of customer names.

Step 5 Click an opportunity name to go to its details page where you can view opportunity details and customer information.

uiness Opportunities-Resellers' Customers / Details							
1000							
() Opportun	ity confirmation Keep in	touch with the customer to promote t	te business development.			Specify Progress Modify	
Potential busine opportunities	2	Opportunity confirmation	3 Solution communication —	4 Business negotiation —	5 Contract signed 6 Revenue recognit	lon	
Opportunity ID Last Updated	9a219602779148f3806bfa175 Nov 07, 2024 11:18:52 GMT+6	230e29a N6:00		Creation Date	Nov 07, 2024 11:18:52 GMT+08:00		
Customer Informat	ion						
Customer Name	G****2 (1)			Account Name Reseller Account	prinje, and just minutes		
Basic Information	Other Information	Revenue Information					
Opportunity Name	(00)			Industry	-		
Service System				Opportunity Type	New		
Win Probability	25%			Development Phase	Opportunity confirmation		
Testing Project	No			Bidding Project	No		
Progress Details							
Time		Development Phase	Win Probabil	iity	Technical Exch Test Details	Progress Details	

- On the **Basic Information** tab page, you can view **Opportunity Name**, **Industry, Service System, Opportunity Type, Win Probability, Development Phase, Testing Project**, and **Bidding Project**.
- On the **Other Information** tab page, you can view the cloud migration and opportunity operations of the customer.
- On the **Revenue Information** tab page, you can view the **Estimated Monthly Revenue**, **Estimated Deadline**, **Service Period**, **Major Products**, and **Estimated Monthly Revenue from Major Products**.

----End

12.2.2.2 Customer Development

12.2.2.1 Pre-registering Customers

Customer pre-registration is a mechanism provided by Huawei Cloud for distributors to register customers in advance to seize customer development opportunities. This mechanism prevents conflicts between partners and between partners and Huawei Cloud.

A partner can pre-register potential customers. Within the validity period of preregistration, the partner can send invitation links to pre-registered customers for them to register and associate with the partner. Except for **sending emails**, partners can **send hyperlinks and QR codes** to invite potential customers.

NOTE

If you do not have customer development permissions, contact your ecosystem manager.

Prerequisites

Reserve your mobile number or email address in the Partner Center before preregistering a customer. Add a mobile number or email address on the **Partner Information** > **Basic Information** > **Account Information** page.

Constraints

- 1. A customer cannot be pre-registered by a partner if the customer:
 - Is registered with Huawei Cloud (Chinese mainland website).
 - Has been associated with a partner.
 - Has been pre-registered by another partner.
 - Has signed contracts with Huawei Cloud.
 - Has cash expenditure records and has not been followed up by the Huawei Cloud direct sales team.
 - Has been associated with an enterprise master in the unified accounting model.

NOTE

If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:

- Directly preregister the customer. Then, the system will display the failure cause.
- Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. A partner can submit a request for manual pre-registration review if the customer:
 - Has registered for more than seven days or has cash expenditure records and has been followed up by the Huawei Cloud direct sales team.
 - Registers in a country that is inconsistent with the location where the partner develops business.
 - Belongs to the Huawei Cloud online sales team.

NOTE

- 1. If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:
 - Directly preregister the customer. Then, the system will display the failure cause.
 - Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. The manual pre-registration review will be completed within two working days.

- 3. The maximum number of customers allowed in the pending review and preregistered statuses is capped at 100. Once this limit is reached, no pre-registrations are allowed.
- 4. The validity period of pre-registration is 15 days. A pre-registered customer cannot be pre-registered by another partner until the current validity period has expired.
- 5. Ensure that the email address provided for pre-registering a customer is consistent with the email address that was used by the customer for account creation. Email inconsistency will lead to a customer invitation failure. Double check the email address before preregistration.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** On the **From Partner Center** tab page, click **Preregister Customer**.

Customer Development Revealed Flowchart				
 An account manager can generate an invitation link or a QR code to invite customers. Customers associated using the link or QR code will be automatically assigned to this account manager. In the reseller model, if the customer invited has subscribed to resources before, you can freeze the customer's account and resources to prevent new fees from being generated by those resources. You can preregister customer in advance in Partner Center and send mvitation links via email to invite them for association. 				
From Partner Center By Link or QR Code History Records Enterprise Information				
Customer Full Name Mobile Number Email				
Preregistered Customers 1 ① Preregistere Customer Delete Invite				
🗌 Customer Full N Mobile Nu 💩 Email 💩 Customer NamelA Preregistr 🖞 Expiration Date Status 🖞 Remarks Accoun 💩 Operation				
✓ ₩ +62 223 ⁻¹¹³ 322 buala ¹¹⁰ @163.com Oct 23,2024 Expty in 13 d Pre-regi Invite Create Opportunity Delete				

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Mobile Number** to show or hide the complete content of mobile numbers.

Step 5 Enter the full name, email address, and mobile number of the customer, select whether to send an invitation link, and click **OK**.

Preregister Custo	omer	×
Ensure that the customer d preregistration validity perio	letails are accurate. Invite customers to complete registration within the 15-day od. View preregistration requirements	
* Customer Full Name		
* Email		
	This email address is required for registration with HUAWEI CLOUD.	
Mobile Number	+852(Hong K V	
Sending Invitation Link	◯ Yes ◯ No	
	OK Can	cel

NOTE

- The email address can contain only letters, digits, underscores (_), hyphens (-), and periods (.).
- If **Sending Invitation Link** is set to **Yes**, once a customer is preregistered, the system will automatically send an invitation link to the customer.
- If **Sending Invitation Link** is set to **No**, once a customer is preregistered, you need to **send an email** or **send a hyperlink and QR code** to invite them for association.
- Regardless of whether you select **Yes** or **No** for **Sending Invitation Link**, the association type is Reseller.
- **Step 6** (Optional) If a partner still wants to pre-register a customer who does not meet the pre-registration conditions, the partner needs to submit a manual review request.
 - 1. In the dialog box that is displayed, click **Continue**.

This customer cannot be direct the following reasons.	y preregistered due to $^{ imes}$
Click Continue and provide more customer informati preregistration requirements	on for manual review. View
The applying over sthe scheme is showing	hope).
Continue Modify Registra	tion Information

2. In the displayed dialog box, fill in the required information and click **Submit**.

3. You can query the preregistered customer by full name, mobile number, or email on the **From Partner Center** tab page. If the status of the customer changes to **Pre-registered**, it indicates that the preregistration is successful. Then, you can invite the customer for association.

NOTE

For customers in the **Under review** state, you can contact your ecosystem manager if you have any questions. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.

----End

Other Operations

- Click **Delete** in the **Operation** column to delete a customer. You can also select multiple customers and click **Delete** next to **Preregister Customer** to delete them.
- Click **Create Opportunity** in the **Operation** column to create an opportunity for a customer.

NOTE

- You cannot delete customers whose status is Under review or Associated.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

12.2.2.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a pre-registered customer for association.

NOTE

- If you do not have customer development permissions, contact your ecosystem manager.
- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.
- After a customer is associated with a partner, the customer account will be frozen by default and some of their resources will be inaccessible until the account is unfrozen. You can set a budget for the customer and unfreeze their account. To ensure the customer's cloud services are not impacted, submit a service ticket to request association in the background.

Prerequisites

If you need to send an email to invite a customer, you need to pre-register this customer first. For details, see **Pre-registering Customers**.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.

Step 4 In the customer list, select a customer and click Invite in the Operation column.

Customer Development 🔞 Process Flowchart			
 An account manager can generate an initiation link or a OR code to invite customern. Customern associated using the link or OR code will be automatically assigned to this account manager. In the reselier model, if the customer invited has subsorbind to resources borevent event frees from being generated by those resources. You can prengister customer in advance in Pather Center and send invitation links via email to invite them for association. 			
From Partner Center By Link or QR Code History Records Enterprise Information			
Customer Full Name Email			
Preregistered Customers 10 ③ Preregister Customer Delete Invite			
🗌 Customer Full Nam Mobile Number 💩 Email 💩 Customer NamelAcco, Prengistrati 😨 Expiration Date Status 😨 Remarks Account 🐵 Operation			
✓ - +652 456 ⁻¹¹¹ / ₄ 4 9317 ¹¹ / ₂ @143.com -/- Sep 12, 2024 15 Expiry in 13 days Pre-regist Innte Business Opportunities Delete			

NOTE

- You can select multiple customers and click **Invite** to batch send invitation emails to the customers.
- You can click the eye icon before **Process Flowchart** to view the process guide for developing customers by sending invitation emails.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account Name** to show or hide the complete content of customer names.

Step 5 On the **Invite** page, select an association type and click **OK**.

Invitation links are valid for	or 7 days. We recommend th	at you follow up with i	nvited customers to ensure that	
they use the preregistere	d email address to register w	vith HUAWEI CLOUD	before their invitation link expires.	
If the link expires before of	customers have registered, y	ou can resend an invi	tation link. Preview Email	
ssociation Type				
eseller				
eseller esellers, instead of HUAW ustomers, and need to be	VEI CLOUD, are responsible ar certain capital backflow ris	for providing billing ar sks.	nd invoicing for reseller	
eseller esellers, instead of HUAV ustomers, and need to be Customer Name (20)	VEI CLOUD, are responsible ar certain capital backflow ris Email ®	for providing billing ar sks. Remarks	nd invoicing for reseller	
teseller tesellers, instead of HUAV ustomers, and need to be Customer Name p****s	VEI CLOUD, are responsible ar certain capital backflow ris Email & 4097***@qq.com	for providing billing an sks. Remarks 	e Eligible	

• Association types

Reseller: A customer signs a contract with the partner. The partner is responsible for the customer's contracts, billing, invoices, and support services, and the customer pays to the partner.

- Invitation links have a validity period. Notify invited customers of completing registration within the validity period.
- Click **Preview Email** to view the invitation email content.

The system automatically sends invitation emails to customers. After receiving invitation emails, customers click the links to register with Huawei Cloud and associate with the partners. For details, see **Requesting Association with a Partner**.

----End

12.2.2.3 Inviting Customers by Hyperlink or QR Code

You can invite customers by sending emails or sending hyperlinks and QR codes.

NOTE

- When inviting customers for association, you can only associate with them in the reseller model.
- If you do not have customer development permissions, contact your ecosystem manager.
- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.

Precautions

- The general-purpose invitation link or QR code generated by a partner administrator or operator contains a customized tag, indicating the account name of the administrator or operator.
- An account manager or account manager director who has the permission to assign customers can send invitation links and QR codes to associate with customers offline. After the association, the customers are automatically assigned to the corresponding account manager or account manager director.
- You can only invite new customers through offline invitation. If you want to associate with an existing account, contact your partner to invite the account online.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the By Link or QR Code tab.

Step 5 Obtain the invitation link and QR code.

You can invite a customer using a general-purpose/customized invitation link and QR code or a promotional link.

After receiving the invitation, the customer can click the link or scan the QR code to sign up for Huawei Cloud and associate with you. For details, see **Requesting Association with a Partner**.

D NOTE

- When creating a custom invitation link and a QR code, add a tag to them. Then you can identify associated customers by tag. You can view customer tags in the customer list on the **Customers > Customer Management** page.
- If you do not want to create a custom tag for a customer, use the general invitation link and QR code.
- The validity period of the invitation link and QR code generated by the partner depends on the activity. You need to pay attention to the activity time and remind the customer to complete the registration within the validity period.
- You can click the eye icon before **Process Flowchart** to view the process guide for developing customers by hyperlink or QR code.
- Association Type

Reseller: A customer signs a contract with the partner. The partner is responsible for the customer's contracts, billing, invoices, and support services, and the customer pays to the partner.

- Using a General Invitation Link or a QR Code to Invite a Pre-Registered Customer
 - a. Click the General-Purpose Invitation Links tab.
 - b. Click **Copy** next to invitation link or click **Download** on the QR Code image to obtain the invitation link or QR code. Send the invitation link or QR code to the pre-registered customer.

eral-Purpo	ose Invitation Links Customized Invitation Links Promotional Invitation Links
load the inv	itation link and QR code and send them to the customer for association.
eseller	
ink	https://account-intl.ulanqab.huawei.com/obmgrbetam/invitation.html?id=dfe73606-f5b3=417c-t Copy
IR Code	

- Using a Customized Invitation Link or a QR Code to Invite a Pre-registered Customer
 - a. Click the Customized Invitation Links tab.
 - b. Set Account Manager and click Generate.

From Partner Cen	ter By Lir	nk or QR Code History	Records
General-Purpose In	vitation Links	Customized Invitation Links	Promotional Invitation Links
Enter a custom tag, ge	nerate a custom i	nvitation link and QR code, and se	nd them to the potential customer.
Association Type	Reseller		
	Resellers, inst customers, ar	ead of HUAWEI CLOUD, are respo id need to bear certain capital bac	nsible for providing billing and invoicing for reseller kflow risks.
* Account Manager	O Customiz	e 💿 Dedicated 🕐	
Remarks		م ر/100	
	Generate		
Generation Record 🗸			

D NOTE

You can generate up to 100 invitation links within 24 hours.

c. On the **Generate** page, click **Copy** after **Link** or click **Download** on the **QR Code** picture to obtain the invitation link or QR code and send it to a pre-registered customer offline, such as by email.

Generate			×
Link a	nd QR code generated successfully.		
Association Type	Reseller Account Ma	anager	
Remarks			
Link	https://account-intl.huaweicloud.com/obmg	r/invitation/invitation Copy	
QR Code			
	ОК		
You can click **Generation Record** to view historical customized invitation links. You can also send a historical invitation link or QR code to a potential customer.

 Using a Promotional Invitation Link to Invite a Pre-registered Customer No promotion activity is available.

----End

12.2.2.4 Managing Invited Customers

After a partner sends an invitation link to a customer, the partner can view the customer association status and manage the invited customer.

For a customer in the **Association failed** state, you can place the cursor on after **Association failed** to query the failure cause.

NOTE

If you do not have customer development permissions, contact your ecosystem manager.

Association Failure Causes and Suggested Operations

Message	Suggested Operation
The system is busy. Try later.	Contact the customer service.
The invitation link does not exist.	Send the invitation email again.
The invitation link has expired.	Send the invitation email again.
The invitation code has been used.	Send the invitation email again.
The invitation link has been used.	Send the invitation email again.
Prepaid partners cannot develop customers in reseller model.	Send the invitation email again.
Failed to associate with the partner because the customer has been registered by another partner.	The customer cannot be associated with a partner in this condition.
Failed to set the customer to a partner's customer because the customer is already a partner or is applying for becoming a partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer already associates with another partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer has a special contract.	The customer cannot be associated with a partner in this condition.

Message	Suggested Operation
Failed to associate with the partner because the customer uses a Huawei internal account.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner in the reseller model because the customer has associated with an independent accounting member account as the enterprise master account.	The customer cannot be associated with a partner in the reseller model.
Failed to associate with the partner in the reseller model because the customer was using an enterprise member account to do so.	The customer cannot be associated with a partner by reseller model.
According to your signed relationship with Huawei, some of the customers cannot be associated by referral model. It is recommended that you associate them by reseller model.	The customer cannot be associated with a partner by referral model. Suggest the customer to associate with the partner by reseller model.
According to your registration country, some of the customers cannot be associated by referral model. It is recommended that you associate them by reseller model.	The customer cannot be associated with a partner by referral model. Suggest the customer to associate with the partner by reseller model.
Failed to associate with the partner because the customer has a consumption record.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the top-up account has a balance and the outstanding invoice amount is greater than the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the customer registration time exceeds the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the customer has overdue payment.	Remind the customer to top up the account and settle the overdue payment and then submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner by reseller model because the bill run of the customer's credit account is created and the account has overdue payment.	Remind the customer to settle all the overdue payments and then submit a service ticket or contact the customer service to associate with the partner.

Resending an invitation email

If a pre-registered customer is not associated with your account within the validity period of the invitation email, you need to send a new invitation email to the customer.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Sort out customers whose status is **Expired** and click **Resend Invitation** in the **Operation** column to send new invitations to these customers.

You can also select multiple customers in the **Expired** state and click **Resend Invitation** on the top of the customer list to send new invitations to these customers in one batch.

Step 6 In the displayed dialog box, confirm the customer information and click **OK**.

----End

Viewing Invited Customers

On the **History Records** page, you can view customers who have received your invitations and those who have accepted your invitations and registered with HUAWEI CLOUD.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Set search criteria to query for the invited customers to be viewed.

You can sort invited customers by **Customer Name**, **Customer Account**, **Customize/Account Name**, **Email**, **Invitation Method**, or **Status**.

Step 6 Click v to view information about invited customers.

----End

Exporting Invited Customers

You can export the records of all invited customers.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.

- Step 4 Click the History Records tab.
- **Step 5** Click **Export All** to export records of all invited customers.

D NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

----End

12.2.2.5 Viewing Enterprise Information

A partner can query the details about an enterprise by enterprise name.

NOTE

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** Select the **Enterprise Information** tab and enter an enterprise name to search for the enterprise.

From Partner Center	By Link or QR Code History Records Enterprise Info	ormation			
Currently, only the inform Turkiye.	don of the enterprises in the following countries or regions can be queried. H $\underbrace{\ } \ \ \times \ \ \bigcirc \ \ \ \ \ \ \ \ \ \ \$	Hong Kong (China), Singapore, Thailand, Mala	ysia, Philippines, Indonesia, Saudi A	rabia, United Arab Emirates, Argentina, Brazil, Chile, Mesico, Peru, South	Africa, Egypt, and
I records found.					
全部設立第六回表					Preregister Customer: $\mathcal{B}_{\mathbf{r}} \parallel View\;More^{-1}$
Cloud Budget (USD)	u108		Cloud Service Provider	down	
CDN Service Provider	downer Constituted		Operating status	434	
IPO Status	Posts		Last Funding Type	Inti	
Website	http://amahtaalanitip.com/or		Headquarters Location	tille cosi, term cutarra, much	
Brief Introduction	Sources are much appropriate for on bases and models many	prioritanes and effords, stoppings.	Social Media Account	660	

NOTE

On the displayed page, click **Preregister Customer** to preregister the enterprise displayed.

Step 5 Click **View More** to view enterprise details (**Overview**, **Digital Technology**, and **Finance**).

Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.

From Partner Center By Link of	r QR Code History Records	Enterprise Information							
 Currently, only the information of the en 	terprises in the following countries or region	is can be queried: Hong Kong (China), Singapore, Thailand, Mali	aysia, Philippines, Indonesia, Saudi Ara	ibia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, Si	outh Africa, Egypt, and				
Türkiye.									
	X O C								
10									
I records found.									
THURSDAY, NY					Preregister Customer 🔱 View More 🗠				
Cloud Budget (USD) ③			Cloud Service Provider	down					
CDN Service Provider	out Courthaut		Operating status	A3+					
IPO Status	0-		Last Funding Type	leei .					
Website	lenehileeleniip senie		Headquarters Location	silo-ool, sens cuterra supr					
Brief Introduction	or an example and a product the car beauty of	ind models management smalls and efforethy integration 1	Social Media Account	660					
Overview Digital Technology	Finance								
Level-1 Industry	Prenos broce: Interectionnel. 307	hore. Terranitation	Level-2 Industry	Additional Interior, Internet, Settinger					
Headquarters Region	Lain-Anatia		Employee Quantity	+12					
Estimated Revenue Range (USD)	and to show		Founded Date	periods #1					
Founder	Parent Oto								
Full Description	sectors to protect store to be	N DE TE CONTRACTO - POPULATION DE L'ANDER D'ANDERE	straight from and the price the local	non som to the state of programming apportune on a dependent	de la nele resignent mile chord aut				
	patistic angers interimetering	pediality company. Enclosed in the impedance of maling decision classes and any impediation with their perimperatural colling, the interact Nation Palage Palage related to index of the maling conversion colling relation of the maline conversion o							

Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

From Partner Center	Ry Link or OR Code History Records Enterprise Information			
Currently, only the informati	on of the enterprises in the following countries or regions can be queried: Hong Kong (China). Singapore: Thailand: Mala	avsia Philippines Indonesia Saudi Ar	rabia United Arab Emirates Amentina Brazil Chile Mexico Peru South Africa Envot and	
Turbine	an ar una antarprises en una remaining sammine al regione son as quartas, rieng terrig (ontro), origopora, rimonia, mu	, , , , , , , , , , , , , , , , , , ,	anna' annsa'r sae frin ares'r efferiniar arabri, arna' meistar'r ara, aeen rinios' cifrifan a	
Tunaye.				
22	×QC			
records found.				
44000 TeX			Proposition Curtamon R Maur	Mara a
a respectively a set			Freegosier Customer Cs View	MOID
Cloud Budget (USD) ③	(10)	Cloud Service Provider	down	
CDN Service Provider	Anapper Classificati	Operating status	434	
IPO Status	Photo	Last Funding Type	lesi .	
Website	Mig. Reservation Reported in	Headquarters Location	sin-noi, sen canna mar	
Brief Introduction	Source and analogocoline to car means and estates transported analy-analytically important, i	Social Media Account	000	
Overview Distal I	forbasiony Sizance			
0.000				
Cloud Migration				
Cloud Budget (USD)	100	Cloud Service Provider	laum .	
CDN Service Provider	where could a			
Mobile App				
Number of Anns		Ann Downloads (30 Davs)	THE C	
Patents and Trademarks				
Most Popular Patent Class	The site Descel	Most Popular Trademark Class	Text states	
Web Traffic				
Monthly Visits (?)	1	Monthly Visits Growth (?)	18.2%	

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

From Partner Center	By Link or QR Code History Records	Enterprise Information			
Currently, only the informatio	in of the enterprises in the following countries or regi	ons can be queried: Hong Kong (China), Singapore, Thailand, Mala	aysia, Philippines, Indonesia, Saudi Arabia	, United Arab Emirates, Argentina, Brazil, Chile, Mexic	o, Peru, South Africa, Egypt, and
Türkiye.					
0.0	XQC				
ecords found.					
1/9682-01/1/558					Preregister Customer 2 View More
Cloud Budget (USD) ⑦			Cloud Service Provider		
CDN Service Provider	Aneps coulting		Operating status		
IPO Status	Private		Last Funding Type	ine i	
Website	TE INTRANSITIE JOINT		Headquarters Location	No. Acol. Torna Calorina, Braza	
Brief Introduction	Induces and small applications for our station		Social Media Account	000	
Overview Digital Te	chnology Finance				
Funding					
Number of Funding Rounds	1		Total Funding Amount Currency (USD)	10000	
Top 5 Investors	GIG, GIG Parlenny, J.G. Planama & Ca.,	Delate Transmit Preside Film, AccOntributioner (Causal)	Last Funding Date	2010-02-17	
Last Funding Type	See		Last Funding Amount (USD)	10000	
IPO & Stock Price					
IPO Status	Private		IPO Date	2002-07-08	
Money Raised at IPO (USD)	100 PERSON		Valuation at IPO (USD)	100104-004	
Stock Symbol	TEX.		Stock Exchange	10032 - New York Discit Ecology	
Merger and Acquisition					
Transaction Name	Investigation investments LK, accur	ted by Capital Annual	Acquired by	Depth/Factor	
Announced Date	2017.00.48		Price (USD)	1100000	

----End

12.2.2.3 Marketing Tasks

12.2.2.3.1 Viewing Marketing Tasks

Marketing tasks are a series of strategies, such as opportunity identification, crossselling, promoting renewal, and scenario-based solution recommendation, used to develop customers. These strategies are used to efficiently and continuously enhance the connection with small and medium businesses and achieve marketing goals.

You can view your marketing tasks in Partner Center.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Marketing Tasks.

Marketing Tasks												
 You are responsib 	• You are responsible for handling the marketing tasks of your associated reselers. The reselers can view the handling details and records.											
My Customers(8)	Resellers' Customers	24)										
Task Title Expires	Start Date — End Date		Customer Information	Customer N	Reset	Account Manager						
Export ~												۲
Level-2 Policy 🗑	Task Title	Customer Nam	Last 12 Months(USD)	???	Created 🗑	Validity Peri Task Sta	atus 🍸 👘	Completed	Account Mana	Operation		
100×1101	$(i,j_1,0) \mapsto (i,j_1,0)$	2-8		4,801.20	Sep 01, 2024 22:	Overdue (for • Unc	completed	-	0-0	Process Task	Add Opportunity	

D NOTE

- If you are a distributor, you can view both your and your resellers' marketing tasks on the **My Customers** tab and the **Resellers' Customers** tab respectively.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.

Step 4 Set search options to search for sales tasks.

You can filter sales tasks by task name, customer name, account manager, level-2 policy, status, expenditure in last 12 months (USD), level-1 policy, task status, created time, and expiration time.

- Click a task name to view task details.
- Click Process Task in the Operation column to process a sales task. For details, see Processing a Marketing Task.

NOTE

You can also click a task name to go to the task detail page and then click **Process** to process this marketing task.

----End

12.2.2.3.2 Processing a Marketing Task

You can process your marketing tasks and your resellers' tasks based on authorization.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Marketing Tasks.
- **Step 4** In the task list, select a sales task and click **Process Task** in the **Operation** column.

The **Process Tasks** page is displayed.

Marketing Tasks												
 You are responsible 	e for handling the marketing	tasks of your associated	I resellers. The resellers can	view the handling de	tails and records.							
My Customers(8)	Resellers' Customers	(24)										
Task Title			Customer Information	Customer N	×	Account Manager						
Expires	Start Date - End Date			Search	Reset							
Export v												۲
Level-2 Policy 🖓	Task Title	Customer Nam	Last 12 Months(USD)	? ₽≑	Created 🍸	Validity Peri Task Sta	atus 🍸	Completed	Account Mana	Operation		
10e+781	0,0,00000,0.	2-8		4,801.20	Sep 01, 2024 22	Overdue (for • Unc	completed		0-0	Process Task	Add Opportunity	

NOTE

- If you are a distributor, you can process both your and your resellers' marketing tasks on the **My Customers** tab and the **Resellers' Customers** tab respectively.
- You can select a task and click **Add Opportunity** in the **Operation** column to add an opportunity for this task.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.

Step 5 Process the marketing task.

a. Specify follow-up details and click Save Draft to record your processing.

b. Click **OK** to finish this task.

Followup Details					
* Call Answered			* Interest	ed or Not	
Communication completed	O In communication	O Unreachable	O Yes	🔿 No	Unknown
Others					
Save Draft OK					

----End

12.2.3 Customers

12.2.3.1 Customer Management

12.2.3.1.1 Querying Customers

A Huawei Cloud distributor can query all customers associated with its resellers and view the information about the customers such as used budget and basic information.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Set search criteria to search for customers

You can search for customers by frozen status, association type, association time, customer name, customer account, customer ID, account manager name, month-to-date expenditure, resource expiration date, mobile number, budget usage, or customer tag.

Customer Management									
To view the customer associations and di To view the batch transfer history, visit Ba You might also want to know:How Can I fi	sassociations, visit Manage As Itch transfer history. Request Authorization from My	sociation Records page. Customers?How Can I Plac	e Orders on My Customers' Be	half? How My Customers N	lanage the Authorization?				View Details 🗸
Customers Resellers' Customers	latch Assign Account Manager	Export ~				Customer Name 🗸 🗸		٩	Advanced Search v
Customer/Account Name 🛞 🧿	♡ Email ⊕ Month	ly Budget(USD) One-T	"ime Budget(USD) Bud	dget Usage 💿	Available Credit(USD) Alers t	o Be Handled Associati	Operation		
W****1 Not_INCreal_ant_Non	wangqi***	10,000.00	-	0%	- 1	Reseller	Set Budget	/iew Orders	More
C Representation	15051***	1,000.00	-	0%	- 0	Reseller	Set Budget	/iew Orders	More

NOTE

- Click Manage Association Records to view association and disassociation records of your resellers' customers.
- Click the eye icon next to a header to view complete contents in the column. For example, you can click the eye icon next to **Email** to view complete email addresses.
- You can view your customers on the **Customers** tab and your resellers' customers on the **Resellers' Customers** tab.
- On the Resellers' Customers tab, you can check whether resellers are authorized in the

Authorize Permissions column of the customer list. You can click rest to Authorize Permissions to filter customers. If resellers are not authorized, you are responsible for setting monthly budgets and freezing or unfreezing accounts for the customers of these resellers.

Step 5 Click a customer or account name to view customer details.

Customer Management-Customers / Customer Details					
Account Name - Account Name - Enterprise User	Email: 1825 ***@123.com Manual 🥝 You have f	Accour	nt Manager 2****n 🐵 Account Fi	reezing/Unfreezing V View Ast	sociation Requests Disassociate
Overview Resources Enterprise Informat	ion Basic Information	n			
Budgets 0% Negret Latinate ③ Monthly Budget	Set Budget \$0.00 USD \$1.00 USD	Cash Coupons (Customer Available (Total: \$0.00 USD)	-Specific) Expire in 7 Days O	Customer Orders Unpaid Orders O	Place Order on Customers' Behalf All Orders O
Expenditure Summary Last 12 mon Expenditures Last 12 Monthol(IGD)	ths		View Expenditure	Customer Alerts	O
1,308.89919					OSM on Customers' Behalf - All Desources
Month-to-Date Expenditur ① 1.229.5644 Vo Savings Plans(USD) Pay-per-Use(USD)	ew Details 1,151.5622 63.1244	Expenditure Last Month(Pay-per-Use(USD)	79.33479 View Details 26.445678	Expire in 7 Days Expire 0 0	re in 15 Days Expire in 30 Days
Yearly/Monthly(USD)	16.44	Yearly/Monthly(USD)	30.44/8/8	Orreta Orresturita	Add Opportunity
Reserved intances(USD) Expenditures by Product	-1.5622	Reserved instances(USD)	<u>ල</u> ී ඔං	Opportunities	0
USD1,308.89919 Total Expenditures		markstplace(USD) 1.1. Elastic Cloud Server(US Virtual Private Cloud(U Elastic Volume Service) Virtual Private Network Auto Scaling for HCS Other(USD) 46.44 [3.5	25.7811 86.01% D) 36.447878 2.78% SD) 32.22234 2.46% USD) 25.445678 2.02% (USD) 25.7811 1.97% IUSD) 15.7811 1.21% 5%		
Expenditure Change			(<u>L''</u>) 0()_0		
			Amount Due 📕 Amount Paid		
Unit\$ 1,400 1,200 1,200 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					

- You can click **Assign Account Manager** to assign an account manager for the customer. If you need to change the account manager for a customer, you can click **Account Manager:** ***.
- You can click the buttons in the **Account Freezing/Unfreezing** drop-down list to freeze or unfreeze the account or both the account and resources.
- Click View Association Requests to view and handle the association requests.
- Click **Disassociate** to disassociate from the customer.
- You can click **Request Authorization** to request permissions for performing operations on the customer's behalf.
- On the **Overview** tab, you can view budget usage. You can also click **Set Budget** to set a monthly budget or one-time budget for the customer.
- On the **Overview** tab, you can view the customer's cash coupons, including available coupons and coupons that will expire in 7 days.
- On the **Overview** tab, you can check customer orders and click **Request Authorization** to request permissions for performing operations on the customer's behalf. Click the number under **Unpaid Orders** or **All Orders** to view order information. After obtaining the permission for performing operations on the customer's behalf, you can click **Place Order on Customers' Behalf** to place an order to purchase yearly/monthly resources for the customer associated in the reseller model.
- On the Overview tab, you can view the customer's resources to be renewed. To manage resources for the customer, you can click O&M on Customers' Behalf to obtain customer authorization first and then perform operational tasks for the customer as needed. Click All Resources to view your yearly/monthly resources, pay-per-use resources, reserved instances, and savings plans. Click the number under Expire in 7 Days, Expire in 15 Days, or Expire in 30 Days to view the yearly/monthly resources, pay-per-use resources, reserved instances, and savings plans that will expire in 7, 15, or 30 days.
- On the **Overview** tab, you can view expenditure summary including **Expenditures**, **Expenditures by Product**, and **Expenditure Change**. You can click **View Expenditure** to view expenditure details. Click **View Details** next to **Month-to-Date Expenditures** or **Expenditure Last Month** to view expenditure details of this month or last month. You can click the icons in **Expenditures by Product** and **Expenditure Change** to check the rankings by expenditures on different products and the different types of charts, respectively.
- On the **Overview** tab, you can click **Add Opportunity** to create an opportunity for a preregistered customer or an associated customer. You can also click the number next to **Opportunities** to view detailed information.
- On the **Resources** tab, you can view and export yearly/monthly resources, pay-per-use resources, and savings plans.
- On the **Basic Information** tab, you can click **Account Manager History** to view all account managers assigned to the customers.

----End

Other Operations

A partner can perform the following operations on the **Customer Management** page:

• Click **Export** > **Export Selected** to export all the customers of the partner.

Only the administrator can export the customer list. If other operators need to export the customer list, they need to contact the administrator.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- Click Export > View Export. On the Export History page, click Download in the Operation column to download and view the exported customers.
- Click Set Monthly Budget to set a monthly budget for your resale customer.
 For details, see Setting a Monthly Budget for a Customer and Setting One-Time Budgets for Customers.
- Click More > Disassociate to disassociate from a customer.
- Click **View Orders** to view all orders of a customer.
- Click More > View Resources to view a customer's pay-per-use and yearly/ monthly resources. For details, see Viewing a Customer's Resources.
- Click **More** > **Customer Spend** to view all expenditure details of a customer.
- If you need to set monthly budgets, freeze accounts, or unfreeze accounts for your resellers' customers, go to the **Resellers' Customers** tab.

12.2.3.1.2 Setting a Monthly Budget for a Customer

You can set monthly budgets for the customers associated with your resellers. The budget will automatically restore at 00:00:00 on the first day of the following month.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- Step 2 In the drop-down list of your account name, click Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer in the **Customer/Account Name** column and click **Set Budget** in the **Operation** column. On the displayed **Set Budget** page, set **Budget Type** to **Monthly Budget**.
 - Automatic account freezing

Customer Management-Customers / Set Budget
Monthly Budget \$100.00 USD (Current Estimate () 50 00 USD) Customer Name Account Name
* Budget Type
+ Monthly Budget (USD)
Account freezing upon monthly budget enhaustion
Automatic Manual
To facilitate management of reseller customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers.
1.Monthly budget quota: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. The spending of the current month on certain monthly-settled cloud services, such as CDN billed by 95th percentile
bandwidth, will not be counted into the used budget.
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and pay-per-use resources and reserved instances, and some of the provisioned resources may be unavailable, but the provisioned pay-per-use resources still incur fees. To avoid
incurring new fees, you can choose to freeze both the account and its resources. How Do I Freezing Both an Account and Its Resources?
4. Huaviet Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account freezing and disputes arising out of it. Exercise caution when performing this operation.
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours.
7. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been frozen. Unfreze the account to allow the customer to buy resources.
Unrecce Now
ox -
Adjustment Records ~

• Manual account freezing

Customer Management-Customers / Set Budget
Monthly Budget (Current Estimate 🗇 \$0.00 USD) Customer Name Account Name panshuzhu0906222
Budget Type One-Time Budget
* Monthly Rudget (USD)
Account reezing upon monthy buoget exhaustion
Automatic Manual
to raciutate management of researc outcomers' monthly expenditures, set monthly oudgets for your customers, in or details, see Setting Monthly budgets for Customers.
1.Monthly budget quada: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. The spending of the current month on certain monthly-settled cloud services, such as CDN
billed by som percentile bankwidth, will not be counted into the used budget.
2. Huavel Cloud will send you an emait to all you when your customer uses 75%, 90%, or 10% or the monthly pudget. You can set recipients in wessage Center > Sws & Email Settings > Message type > Hinance > Harther pudget. Set Recipients
3. In the budget of your customer is exhausted, the system will restrict customer is purchase of yourymounty and reserve instances, out for the purchase of yourymounty and reserve instances, out for the purchase of yourymounty and reserve instances, out for the purchase of yourymounty and reserve instances, out for the purchase of yourymounty and reserve instances.
• Are recently used in the castomer and the castomer a
5. The customer scendition is an estimate and may be delayed by hours.
6. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
OK .
Adjustment Records ~

NOTE

- You can select multiple customers and click **Set Budget** above the customer list to achieve batch budget setting. The new budget setting will replace the earlier budget setting.
- When you set a monthly budget for a customer, set Account freezing upon monthly budget exhaustion to Automatic or Manual. Automatic indicates that the system automatically freezes an account upon budget exhaustion. For details about how to manually freeze an account, see Freezing an Account.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- You can view adjustment records of monthly budgets by clicking Adjustment Records.
- A distributor can set or withdraw budget setting permissions for its resellers. For details, see Setting Account Freezing and Budget Setting Permissions for Resellers
- Your customers are separated into the **Customers** and the **Resellers' Customers** tabs. To set a monthly budget for a customer, go to the corresponding tab.
- Click the eye button next to Customer Name to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. Freezing Both an Account and Resources

Step 5 Enter a value and click **OK**.

D NOTE

After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a monthly budget for this customer.

A message is displayed indicating that the monthly budget has been set successfully.

NOTE

If you have enabled the verification code function, a verification code is required to verify the identity. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

12.2.3.1.3 Setting One-Time Budgets for Customers

You can set one-time budgets for the customers associated with your resellers. One-time budget will not restore in the next month.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer in the **Customer/Account Name** column and click **Set Budget** in the **Operation** column. On the displayed **Set Budget** page, set **Budget Type** to **One-Time Budget**.
 - Automatic account freezing

Valoner Management Customen / Set Budget							
One-Time Budget (Total Expenditure 🗇 \$8.00 USD) Customer Name Account Name Account Name							
+ Budget Type O Monthly Budget O One-Time Budget							
+ One-Time Budget (USD)							
Account freeding upon one-lime budget exhaustion							
Automatic Manual Manual							
To facilitate management of reseller customent' one-time expendances, set monthly budgets for your customens. For details, see Setting One-Time Budget for Customens.							
1.One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer the latest month.It will not automatically restore.							
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients							
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearlyinonthly and pay-per-use resources and reserved instances, and some of the provisioned resources may be unavailable, but the provisioned pay-per-use resources still incur fees. To avoid							
incurring new fees, you can choose to freeze both the account and its resources. How Do I Freezing Both an Account and Its Resources?							
4. Huavei Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account freezing and disputes arising out of it. Exercise caution when performing this operation.							
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.							
6. The customer expenditure is an estimate and may be delayed by hours.							
7. It is only used for managing expenditures of your customent but will not exempt you from the corresponding responsibility.							
The customer account has been frazen. Unfrecze the account to allow the customer to buy resources. Unfrecze New							
СК							
Adjustment Records ~							

Manual account freezing

Sustomer Management-Customers / Set Budget
One-Time Budget \$1.00 USD (Total Expenditure) \$0.00 USD) Customer Name Account Name panshuzhu0906222
* Budget Type O Monthly Budget O One-Time Budget
One-Time Budget (USD)
Account freezing upon one-time budget exhaustion
Automatic 🔞 Manual
To facilitate management of reselier customers' one-time expenditures, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers.
1.One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer the latest month. It will not automatically restore.
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and reserved instances, but not the purchase of pay-per-use resources. The provisioned pay-per-use resources still incur fees.
4. After receiving the alert notification, increase your customer's budget or freeze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources still incur fees. You can choose to freeze the account and
resources of the customer, and no fees will be incurred.
5. The customer expenditure is an estimate and may be delayed by hours.
It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
ok
—
Adjustment Records ~

NOTE

- You can select multiple customers and click **Set Budget** above the customer list to achieve batch budget setting. The new budget setting will replace the earlier budget setting.
- When you set one-time budgets for customers, you also need to set Account freezing upon one-time budget exhaustion to Automatic or Manual. Automatic indicates that the system automatically freezes an account upon budget exhaustion. For details about how to manually freeze an account, see Freezing an Account.
- The spending for a one-time budget begins accumulating from the month of successful configuration, and the data may be delayed by about 10 minutes.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- To view the one-time budget adjustment record, click Adjustment Records on the displayed Set Budget page.
- A distributor can grant or withdraw budget setting permissions to its resellers. For details, see Setting Account Freezing and Budget Setting Permissions for Resellers
- Your customers are separated into the **Customers** and the **Resellers' Customers** tabs. To set a monthly budget for a customer, go to the corresponding tab.
- Click the eye button next to **Customer Name** to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. Freezing Both an Account and Resources

Step 5 Enter a one-time budget value and click **OK**.

NOTE

After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a one-time budget for this customer.

A message is displayed indicating one-time budget setting success.

If you have enabled the verification code function, a verification code is required to verify the identity. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

12.2.3.1.4 Adding Partner Budget Recipients

Step 1 Click in the upper right corner to go to **Message Center**.

Step 2 In the navigation pane on the left, choose **SMS & Email Settings**. In the **Message Type** column, select **Finance**, select **Partner budget**, and click **Add Recipient**.

HUAWEI CLOUD							Service Tickets Enterprise D	evelop Tools English	
Message Center	SMS & Email Settings								
My Messages (155) •	Add Beckport Remore Recipiont								
Recipient Management	Message Type	Email	SMS	System Notification	Group Chatbot	Recipient Name	Message Receiver Robot	Operation	
	E Enance		\checkmark						
	Account balance 0					siging patros/haripicei, dae photos		Modify Configure Robot	
	Account change 0					stajng patros/hariptent/starsphales		Modify Configure Robot	
	Partner budget 🛛	M	×			stajing patros/helpioni, sharpholes		Modify Configure Robot	
	BILO					stajng patros/hariptost, harsphales		Modify Configure Robot	
	Invoice 0	2	~			stajing patros/helpioti,sharpholes		Modify Configure Robot	
	Cost Management 0	2	~			stajing patros/hariptoti, shariptotlar		Modify Configure Robot	

Step 3 In the displayed **Add Recipient** dialog box, click **Add Recipient**, enter the recipient name, email address, and phone number, and click **OK**.

To add multiple recipients, repeat this step.

Click **OK**. When the partner budget usage exceeds 75%, 90%, or 100%, the added recipients will receive a warning notification.

ecinient Name	Dhone Number/Em-	ul WaCom Pohot	DingTalk	Faishu Pabat		
ecipient Name	Add Recipient	Wecont Kobot	Dinglack	Pebna Kobot		
	Recipient	Email	Phone Number		Remarks	Operation
	Recipient	Email	+86(C 🔻 Phon	e Number	Enter remarks	Save Cancel
	- Inspiral	14-01(10.00	-MIN-447			
	in states	armost paren-	-91.5			
	sharphake	24	-90.022.00			
	2010	president and	+80.00002			

----End

12.2.3.1.5 Freezing an Account

After a customer is associated with a partner in the reseller model, the customer account is frozen by default. The partner can freeze or unfreeze the customer account.

Impacts of Freezing Only Accounts

If a customer's account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees.

The following table describes the impacts on a reseller customer after its account is frozen.

Operation Type	Supported Operations	Operations Not Supported
Operations on yearly/ monthly cloud services	 Unsubscribing from resources Modifying resource names 	 Purchasing resources Modifying specifications Renewing subscription to resources Changing yearly/monthly resources to pay-per-use resources Operations on resources Deleting resources
Operations on pay-per- use cloud services (operations on pay-per- use instances and spot instances)	 Modifying resource names Viewing resource information 	 Purchasing resources Modifying specifications Changing pay-per-use resources to yearly/ monthly resources Operations on resources Deleting resources

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Click Freeze Account in the Operation column in the row of the target customer.

Freeze Account							
Freeze Account Notes							
1.If the account is frozen, the customer cannot buy,	renew, or change resources, a	nd provisioned resources may					
be unavailable, but they still incur fees. To avoid inc	curring new fees, you can choos	e to freeze both the account					
and its resources.							
2.Huawei Cloud shall not take the responsibilities for any adverse impacts on customers', services due to							
account freezing and disputes arising out of it. Exercise caution when performing this operation.							
3. Visit Impacts of Account Freeze to learn about the impacts of frozen accounts. You can also unfreeze an							
account.							
4. The account unfreezing operation may fail if your	account has been frozen.						
		0/256					
Account Name Customer 💩	Budget(USD)	Total Expenditure(USD)					
W****	100.00	0.00					
		OK Cancel					

Step 5 Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account is frozen.

NOTE

- If you have enabled the verification code function, a verification code is required to verify the identity.
- You can freeze accounts of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.
- You can also unfreeze accounts of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab. For details, see **Unfreezing an Account**.
- You can assign or withdraw the account or resource freezing and unfreezing permissions to or from your resellers. For details, see **Setting Account Freezing and Budget Setting Permissions for Resellers**.

----End

12.2.3.1.6 Freezing Both an Account and Resources

After a customer is associated with a partner in the reseller model, the customer account is frozen by default. The partner can freeze or unfreeze the customer account.

Impacts of Freezing Both Accounts and Resources

After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or change resources, and all their cloud services cannot be used. Unfreeze the resources within 15 days (subject to the time range regulated on the official website) of when they are frozen. Otherwise, the stored data will be deleted and the cloud service resources will be released.

Freezing Both an Account and Resources

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account and Resources** in the **Operation** column in the row of the target customer.

	it and Resources No	otes					
1.If the account and	resources are frozen, the cu	stomer cannot buy, renew, or chan	e resources, and all				
provisioned reso	urces are not available	. Unfreeze the resources wi	hin 15 days (subject to				
the time range re	egulated on the official	website) after they are froz	en. Otherwise, the				
stored data will	be deleted and the clou	id service resources will be	released.				
2.Huawei Cloud sha	II not take the responsibilities	s for any adverse impacts on custor	ners', services due to				
account freezing and	d disputes arising out of it. E	vercise caution when performing thi	s operation.				
3.Visit Impacts of Ac	3. Visit Impacts of Account Freeze to learn about the impacts of frozen accounts. You can also unfreeze an						
account.							
eason							
leason			0/256				
Account Name	Customer 💩	Budget(USD)	0/256 Total Expenditure(USD) ?				



Step 6 Click OK.

A message is displayed indicating that the account and resources are frozen.

- If you have enabled the verification code function, a verification code is required to verify the identity.
- You can freeze accounts and resources of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.
- After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or change resources, and all their cloud services cannot be used. Exercise caution when performing this operation.
- You can unfreeze both accounts and resources of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab. For details, see **Unfreezing Both an Account and Resources**.
- You can assign or withdraw the account or resource freezing and unfreezing permissions to or from your resellers. For details, see **Setting Account Freezing and Budget Setting Permissions for Resellers**.

----End

12.2.3.1.7 Unfreezing an Account

You can unfreeze accounts or both accounts and resources for your customers.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Customers > Customer Management.
- **Step 4** Locate the target customer, click **More > Unfreeze Account** in the **Operation** column.
- **Step 5** Enter the reason and click **OK**. A message is displayed, indicating that the account is unfrozen.

Reason							
						0/2	56
Account Na	ame C	Customer 💩	Automatically.	Budge	et(USD)	Total Expendit	ure(USD)
No. cont.	ė		N	0	0.10		0.00

- If you have enabled the verification code function, a verification code will be required.
- You can unfreeze accounts of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.

----End

12.2.3.1.8 Unfreezing Both an Account and Resources

You can unfreeze accounts or both accounts and resources for your customers.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** Click **Unfreeze Account and Resources** in the **Operation** column in the row of the target customer.
- **Step 5** Enter the reason and click **OK**. A message is displayed, indicating that the account and resources are unfrozen.

Unfreeze Account and Reso	ources			>
The account and resources of this c account and resources without adjust next hour. Increase the budget to un	ustomer have been froze sting the budget granted, freeze the account and r	en upon budget ex , its account and re resources of the cu	haustion. If you unfr sources will be froz istomer.	eeze its en again
After the account is unfrozen, customers can	n buy, renew, or change	resources, and yo	u need to pay for yo	our customers.
Account Name Customer ®	Automatically	Budget(USD)	Total Expenditur	e(USD) ?
	Yes	100.00		0.00
			ОК	Cancel

- If you have enabled the verification code function, a verification code is required to verify the identity.
- You can unfreeze both accounts and resources of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.

----End

12.2.3.1.9 Viewing a Customer's Resources

A partner can view pay-per-use or yearly/monthly resources, reserved instances, and savings plans of customers associated with their resellers.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- Step 4 On the Customer Management page, set the search criteria for a fuzzy search. Select a target customer and choose More > View Resource to enter the resource management page.

NOTE

You can view resources of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.

- Step 5 View the resources purchased by customers.
 - View yearly/monthly resources.

On the **Yearly/Monthly Resources** page, set the search criteria and query the desired yearly/monthly resource records.

ustomer Management-C	Customers / Resources						
Customer Name	Account Name	an injustance Ba					
Yearly/Monthly Res	sources Pay-per-Use Resour	ces Reserved Instances	Savings Plans				
Effective Time	Start Date - End Date	Expiration Tin	e Start Date - End Date		Order No.		
Product Type	Select a product.	~	Search Rese	ŧ			
Export							
Name/ID		Product Type Specifica	tions Region 🖓	Status 🍸 Effec	tive Time/Expiration Time	Processing upon E	Order No.

• View pay-per-use resources.

On the **Pay-per-use Resources** page, set the search criteria and query the desired pay-per-use resource records.

Yearly/Monthly Resources	Pay-per-Use Resources Reserved Instances	Savings Plans				
• Pay-per-use resources of the last	month are displayed by default. You can filter the resources of	f specified time range in the subscription time are	a.			
		Product Type	Select a product.	ID		Search Reset
Name/ID	Tag	Product Type	Specifications	Region	Status 🖓	Subscribed

NOTE

• View the reserved instances.

On the **Reserved Instance** page, set the search criteria and query the desired reserved instance records.

Yearly/Monthly Res	sources Pay-per-Use Resources	Reserved Instances S	avings Plans			
Effective Time Product Type	Start Date – End Date	Expiration Time	Start Date — End Date Search Reset	Drder No.		
Name/ID	Product Type	Specifications	Region 🍸 Status 🍸	Effective Time/Expiration Time	Order No.	

• View savings plans.

On the **Savings Plans** tab, set search options to query target savings plans.

Yearly/Monthly Re	sources Pay-per-Use Resour	ces Reserved Instances	Savings Plans			
Effective Time	Start Date End Date	Expiration Tim	ne Start Date - End Date		Order No.	
Product Type	Select a product.	·	Search Reset			
Name/ID		Product Type Specif	fications Region 7	Status 🖓	Effective Time/Expiration Time	Order No.

----End

12.2.3.1.10 Viewing Enterprise Information

Partners can view the enterprise information of their associated customers in Partner Center.

NOTE

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click the account name to go to the details page. Select the **Enterprise Information** tab and view the enterprise information of the customer.
- **Step 5** Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.

Overview	Resources	Discount	Enterprise Information	Basic Information		
- Curronthi	only the informati	on of the onles	prices in the following countries or rec	ions can be quaried Hone Kone (China). Sinceners, Thelland, Mal	auria Philippinas Indonasia Saudi Ar	abis United Amb Emirates Argantina Pravil Chila Mavico Dani South Africa Equat and
• Currently	, only the morniou		prises in the following could les of rey	ions can be queried. Hong (oning (oning), onigapore, manano, man	ayala, Filippinea, Indonesia, Gadurzi	aula, onitad Asab Emiliates, Augeminia, Diaeli, onite, mexico, Feru, doubi Anita, Egypt, and
Tunqye.						
Cloud Budge	nt (USD) 🕜	-000			Cloud Service Provider	40.4
CDN Service	Provider	Anapat	Centres		Operating status	A214
IPO Status		1000			Last Funding Type	Teat
Website		100.00	added and the second of		Headquarters Location	The Lock Devise Coloring Breat
Brief Introdu	ction	bada	and and generation in these	and the second state of the second seco	Social Media Account	0 0 0
Overview	w Digital T	echnology	Finance			
Level-1 Indu	stry		Section International	lahore, Transportation	Level-2 Industry	Automation / Fearman, Internet, Industry
Headquarter	s Region		All shares in		Employee Quantity	148
Estimated Re	evenue Range (US	D)	1010-010		Founded Date	2012.1
Founder			hallo Ole			
Full Descript	ion		performe andre el terrerar a	reactive advectable acquirace of 37 year-shoosteror	Physics and its site. In the	teads and constraints require any discussion of the state of the second second second second second second second
			and the second second	the spontaneous distance between the second and he put	all the same time and special	executive, on Endow Solaria and Solar Philip Philips indexected using increasing otherwise the
			which we will be a loss of the loss	d Enders in record and a still of the internation administration	in a line level of the same line. I do	nalise exercises significations and an exercise and an exercise in the second signification of the second second

Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

Overview Resources	Discount Enterprise Information Basic Information		
Currently, only the information Türkiye.	of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thalland, Ma	laysia, Philippines, Indonesia, Saudi Ara	bia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD)	-108	Cloud Service Provider	allow .
CDN Service Provider	maps confine	Operating status	104
IPO Status	Private	Last Funding Type	fuel
Website	Me consideration points	Headquarters Location	ID-Joh Sets Colora, Bull
Brief Introduction	. Solidars and emotioplication for on-basics and southers managementatively and efficiently integration,	Social Media Account	600
Overview Digital Tec	thrology Finance		
Cloud Budget (USD) CDN Service Provider	uries Anaza Overfied	Cloud Service Provider	Ann
Mobile App Number of Apps	4	App Downloads (30 Days)	Der
Patents and Trademarks Most Popular Patent Class	DarityLatus	Most Popular Trademark Class	lania sityites
Web Traffic Monthly Visits ⑦	х	Monthly Visits Growth ③	4825

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

erview Resources	Discount Enterprise Information Basic Information		
 Currently, only the information Türkiye. 	of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thailand, Mal	aysia, Philippines, Indonesia, Saudi Arat	sia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD) ⑦	100	Cloud Service Provider	ang yan
CDN Service Provider	inset Indust	Operating status	104
IPO Status	Finite	Last Funding Type	feet
Website	Mp Resultingently contin	Headquarters Location	100-Join Torita Collected Biology
Brief Introduction	Evaluation and provide parameters for cardwares and monitors management areas and efficients, integration	Social Media Account	6 C
Funding Number of Funding Rounds		Total Funding Amount Currency (USE))
Number of Funding Rounds		Total Funding Amount Currency (USE)
art Funding Tune	Sec. So. Parents. Jr., Parents and Junited Research Parents Parents and Solar Internet Control.	Last Funding Date	Desire a
Cast Fairling Type		cost running Annount (000)	
IPO & Stock Price			
PO Status	Frank	IPO Date	2003-02-19
Money Raised at IPO (USD)	Detected	Valuation at IPO (USD)	harmonia
Stock Symbol	TEX	Stock Exchange	Witte - New York Date Exchange
Merger and Acquisition			
Transaction Name	Investign/Food Investments 1.8. suspinating Capitalities	Acquired by	Capital Ports

----End

12.2.3.2 Customer Assignment

12.2.3.2.1 Assigning Customers to an Account Manager

A partner can assign customers to an account manager, and view or unassign the assigned customers.

An account manager can view the customers assigned by the partner on the **Customers > Customer Management**.

After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

Procedure

- **Step 1** Use your partner account to log in to **HUAWEI CLOUD**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Assignment**.

The **Customer Assignment** page is displayed.

Account Manager						
				4	Account Manager V	Q
Account Mana 💿	Account Name	Mobile Number	Email	Assigned C	Customers Operation	
B ^{(****}	sugari.	+852 138*****040	409***092@qq.com		0 Assign Customers View Cust	omers

D NOTE

If no account manager is available on the **Customer Assignment** page, choose **Account Management** > **Organization Management** > **Create Member** and add account managers. For details, see **Adding a Member**.

Step 4 Click Assign Customer in the Operation column.

The Assign Customer page is displayed.

Customer Assignment / Assign Customers					
After you applies the appealent measurer to this suptement the app	unt manager can manage this susta	and view the suctamer expenditures. The expenditures and r	weare of this systems will be sounted for	this account manager	~
Account Manager	sunt manager can manage uns cust	nner and view the customer experionales. The experionales and h	evenue of this castomer will be counted for	uns account manager.	
Select Customer You have selected 0 customers.					
Customer Name 💩 🛛 Account	Mobile Phone	Association T Associated On	Customer Tag	Operation	

Step 5 Click Select Customer.

Step 6 In the **Select Customer** dialog box, select a customer whom you want to assign to the account manager and click **OK**.

NOTE

You cannot select a customer who has already been assigned to an account manager. You can select **Show Unassigned Customers** to display all unassigned customers.

Step 7 Confirm the added customer in the customer list and click OK.

A message is displayed stating "Customers have been assigned successfully."

NOTE

You can click **Delete** in the **Operation** column to delete an added customer.

----End

Other Operations

• Viewing the customer list

Click **View Customers** in the **Operation** column. On the **View Customers** page, view the account manager information and the customers assigned to the account manager.

• Unassigning customers

After you remove the account manager, this customer will not be managed by the account manager. The expenditures and revenue of this customer will no longer be counted for the account manager.

– Unassigning a single customer

Click **View Customers** in the **Operation** column. On the **View Customers** page, click **Unassign Customer** in the **Operation** column. Then in the **Unassign Customer** dialog box, click **OK**.

Batch unassigning customers

Click **View Customers** in the **Operation** column. On the **View Customers** page, select target customers and click **Unassign Customers**. Then in the **Unassign Customer** dialog box, click **OK**.

NOTE

The unassignment will take effect on the 1st of next month (GMT +08:00). The customer expenditures are still counted into this account manager before the effective date.

12.2.3.3 Customer Orders

12.2.3.3.1 Viewing a Customer's Orders

A distributor can query all orders of customers associated with its resellers. The order data is generated when a customer purchases a yearly/monthly product. To view the order data of pay-per-use resources, see **Viewing a Customer's Resources**.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the upper right corner, choose **Partner Center** from the drop-down list of your account name to go to the Partner Center.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Orders. On the displayed page, select the Reseller Customers' Orders tab.

Customer Orders Reseller Customers' Orders		
Export V		
Ordered On This month (\$1-5.20) v Q. Add fillers.		0
Order No. Product Type Order Type Order Status Customer Name/Ac ® Reseller/Account Name Ordered On	Paid	Order Subt
No data available. Search by reseller name or account name.		

Step 4 View orders of your resellers' customers.

Search for orders using reseller attributes, such as reseller name or reseller account, in the search box.

Specify an order placement time range and select desired attributes in the search box to filter customer orders. Currently, the following attributes are supported: customer name, customer account, reseller name, product type, order number, order type, order status, and payment time.

Click an order number to view order details.

NOTE

- You can view the orders of your customers on the **Customer Orders** tab or the orders of your resellers' customers on the **Reseller Customers' Orders** tab.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account Name** to show or hide the complete content of customer names.
- •

Step 5 Export customer orders.

• Export orders of the current customer.

Choose **Export > Export Selected**. The message **Export task created.** is displayed.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

• Export all customer orders.

Choose **Export > Export All**. The message **Export task created.** is displayed.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View export history.
 - a. Choose **Export** > **View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported orders.

You can export orders of your customers on the **Customer Orders** tab or the orders of your resellers' customers on the **Reseller Customers' Orders** tab.

----End

12.2.3.3.2 Adjusting the Price of a Customer's Order

Partners who have permission to set discounts for their customers can adjust the prices of their customers' orders.

NOTE

- Partners cannot adjust the price for the orders of customers associated with the partners by reseller model.
- Price adjustment applies only to the current orders and not to automatic renewals.
- Price adjustment cannot be enjoyed with other discounts.
- Price adjustment affects partners' incentives.
- The applicable scope of price adjustment for customer orders is the same as that of discounts granted by partners. For details, see What Is the Applicable Scope of Discounts Granted by Partners?

Prerequisites

You have permission to set discounts for customers.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Orders**.
- **Step 4** In the order list, select a pending order and click **Adjust Price** in the **Operation** column.

The Adjust Price page is displayed.

- **Step 5** Adjust the order price.
 - Adjust the order price.

Adjust Dr

On the **Adjust Order Price** tab page, a partner can enter a **Discount** to adjust the order price.

Order No. CS21052617330KHH95									
Pending payment Order Subtotal \$154.00 USD Maximum Discount 🕲 \$15.40 USD									
Customer Name Account Name Account Name View price adjustment records for other orders.									
Adjust Order Price Adjust Re	ource Price								
Order Amount (After Adjustment) 💲	54.00 USD Disc	ount (USD) ⑦ Ente	r a discount.	Estimated Rebate (USD)	@ 38.50 Recalcula	ate			
ОК									
Resource Information									
	Broduct Tune	Specifications	Billing Mode	Quantity	Order Subtotal(USD)	Maximum Discount(USD) ⑦	Discount(USD)	After Adjustm	
Name/ID	riouact type							,	Estimated Repate(US

• Adjust the resource price.

On the **Adjust Resource Price** tab page, a partner can enter a Discount Amount to adjust the price of a specific resource.

er No. CS2105261733OKHH9S									
Pending payment	Order Subtotal \$154.0	0 USD Maxim	um Discount ⑦\$15.40	USD					
Customer Name 🔒 💼 📾			,	iccount Name 📰	View New	price adjustment records fo	r other orders.		
ljust Order Price Adjust Re	source Price								
esource Information The d	liscount cannot be less	s than the other dis	counts available for the	customer \$0.00 U	50				
lesource Information The d	liscount cannot be less	s than the other disc	counts available for the	customer. \$0.00 U	5D				
esource Information The d	liscount cannot be less Product Type	s than the other disc	counts available for the Billing Mode	customer. \$0.00 U	5D ty Order Subtotal(USD)	Maximum Discount(USD)	⑦ Discount(USD)	After Adjustm	Estimated Rebate
Resource Information The d Name/ID SD3 linear EVS Yearly package/00	liscount cannot be less Product Type Elastic Volume Service	s than the other disc Specifications Ultra-High IO	Billing Mode Yearly/Monthly(1 year)	customer. \$0.00 U Quanti	SD Order Subtotal(USD) 1 154.00	Maximum Discount(USD)	Discount(USD) 5.40 0.00	After Adjustm 154.00	Estimated Rebate
Resource Information The d Name//D S03 linear EVS Yearly package/00	liscount cannot be less Product Type Elastic Volume Service	s than the other disc Specifications Ultra-High IO	Billing Mode Yearly/Monthly(1 year)	customer. \$0.00 U Quanti	SD by Order Subtotal(USD) 1 154.00	Maximum Discount(USD)	⑦ Discount(USD) 5.40 0.00	After Adjustm 154.00	Estimated Rebate
Resource Information The d Name/ID SD3 linear EVS Yearly package/00 Order Amount (After Adjustment) \$1!	IISCOUNT CANNOT be less Product Type Elastic Volume Service	s than the other dis Specifications Ultra-High 10 Int (USD) 0.00 Estima	Billing Mode Vearly/Monthly(1 year)	customer. \$0.00 U Quanti Recalculate	SD order Subtotal(USD) 1 154.00	Maximum Discount(USD)	Discount(USD) 5.40 0.00	After Adjustm 154.00	Estimated Rebate
Resource Information The d Name,rD 503 linear EVS Yearly package/00 Order Amount (After Adjustment) \$11	Iscount cannot be less Product Type Elastic Volume Service 54.00 USD Discou	s than the other dis Specifications Ultra-High ID	Billing Mode Vearly/Monthly(1 year) ted Rebate (2) 38.50	customer. \$0.00 U Quanti Recalculate	SD V Order Subtotal(USD) 1 154.00	Maximum Discount(USD)	Discount(USD) 5.40 0.00	After Adjustm 154.00	Estimated Rebate
kesource Information The d Name/ID 5D3 Fineer EVS Vearly package(00 Order Ancount (After Adjustment) \$11	Product Type Blastic Volume Service	s than the other dis Specifications Ultra-High IO Int (USD) 0.00 Estima	Billing Mode Billing Mode Yearly/Monthly(1 year)	customer. \$0.00 U Quanti Recalculate	SD y Order Subtotal(UED) 1 154.00	Maximum Discount(USD)	① Discount(USD) 5.40 0.00	After Adjustm 154.00	Estimated Rebate

NOTE

- The discount for an order is the sum of the discounts for each order item.
- The discount for an order is proportionally converted to discounts for applicable products.
- The maximum discount is the maximum amount that a partner can give to a customer.

Step 6 Click OK.

The message Order price adjusted successfully is displayed.

NOTE

If you have enabled the verification code function, a verification code is required to verify the identity.

----End

Other Operations

You can view price adjustment records for other orders.

12.2.3.4 Customer Expenditures

12.2.3.4.1 Querying Expenditure Summary

You can view the expenditure summary of customers of your associated resellers and export the expenditure details.

Precautions

- The expenditure summary data of the current day can only be queried after 24:00 of the following day. The actual expenditures are subject to expenditure details.
- If a customer is assigned with an account manager, customer expenditures are counted from the second day following the assignment.

- You can view expenditures of both your reseller and referral customers. Customers expenditure data cannot be used as the basis for partners' settlement, payment, and invoicing.
- The customer expenditure data can be traced back to a maximum of 36 months ago.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Expenditure**.
- **Step 4** Click the **Expenditure Summary** tab.
- **Step 5** Set search options to view customer expenditure summary as needed.

The search criteria include the expenditure time, customer name, account manager name, and association type.

• View total expenditure amount and refund amount.

Expenditure Summary Expenditure E	Details									
Billing Cycle 2025-03	Billing Cycle 2225-03 V Q. Add filters.									
Export ~										
Amount	Refunds ③									
\$7.03500469 USD	\$0.00 USD									
Customer Expenditures Refunds										
Customer @ Account Name	Service Type Billing Mode	Association T Amount(USD)	Cash Payme	Coupons Used(USD)	Monthly Settlement(USD)	Discount(USD)	Operation			
V t****p ttclscna_003		7.03500469	0.00	0.00	7.03500469	0.00				

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. For example, you can click the eye icon next to **Customer** to show or hide the complete content of customer names.

- View expenditure and refund data of each customer.
 - Expenditures

Click the **Customer Expenditures** tab to view expenditures of each customer.

- Refunds

Click the **Refunds** tab to view refunds of each customer.

- **Step 6** Export expenditure summary.
 - Export customer expenditures.

Click **Export** > **Export Customer Bills**. Set the search options and click **OK**. When the export is complete, a message is displayed indicating that the export task has been created.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View export history.
 - a. Click **Export > View Export** to go to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported expenditure records.

----End

12.2.3.4.2 Querying Expenditure Details

You can view and export expenditure details of customers of your associated resellers.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Expenditure**.
- Step 4 Click the Expenditure Details tab.
- **Step 5** Set search options to search for expenditure details.

You can check expenditure details of a customer in a billing cycle, including the customer name, customer account name, association type, account manager name, product type, product name, order number, expenditure amount, and payment status.

You can filter customer expenditure details by **Billing Cycle, Amount Due**, **Customer Name, Customer Account, Account Manager, Association Type**, **Product Type, Billing Mode, Bill Type, Region, Order/Transaction ID, Resource Name**, and **Resource ID**.

Expenditure Sumr	mary Expenditure Details							
You can search fe	or the expenditure records of a speci	ic customer by the account n	ame.					
The total expendit	iture is rounded off to the nearest cer	t every month.						
Export ~								
Billing Cycle 2025	5-03 × C	Amount Due: Hide 0 Expe	enditures × Add filter					× 🕲
Billing Cycle	Customer Name/Account @	Association Type	Account Manager @	Product Type	Product Name	Billing Mode	Spent On	Order/Transa
2025-03	t****p ttclscna_003	Reseller	-	Virtual Private CI	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 18:00:00 GMT+08:00 Mar 20, 2025 19:00:00 GMT+08:00	2025-03819a3
2025-03	t****p ttclscna_003	Reseller	-	Virtual Private CI	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 17:00:00 GMT+08:00 Mar 20, 2025 18:00:00 GMT+08:00	2025-03819a3

- Click the eye icon next to a header to show or hide the complete content in the column. For example, you can click the eye icon next to **Customer Name/Account** to show or hide the complete content of customer names.
- You can select a calendar month (up to 36 months ago) for Billing Cycle.
- Expenditure details for the current month with amount due greater than zero are displayed by default, that is, **Hide 0 Expenditures** is selected by default for **Amount Due**. If you want to view all expenditure details of the current month, select **All** for **Amount Due**.

Step 6 Export expenditure details.

• Export selected records.

Click **Export** > **Export Selected**, specify the transaction time, and click **Export**. A message is displayed indicating that the export task has been created.

NOTE

A maximum of 5,000,000 records can be exported at a time.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View export history.
 - a. Choose **Export** > **View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported expenditure details.

----End

12.2.3.5 Customer Alerts

12.2.3.5.1 Handling Customer Alerts

Customer alerts can be handled by only one person.

If an account manager has been assigned, the account manager is in charge of handling related alerts. Otherwise, the partner is in charge of alert handling.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Alerts**.
- **Step 4** On the **Handle Alerts** tab, view information about the scenario, alert type, title, customer account or account name, alert generation time, and alert status.

Han	dle Alerts View Alerts								
						Customer N	~		Q
	Scenario	Alert Type	Title	Customer/Account Name 💩	Alerted 🖓		Status 🍸	Operation	
``	 churn risk warning from Phe 	Loss	User Name:	w****1 http://dianglo.com/jichu	May 09, 2024 1	9:16:15 GMT+	Unhandled	Process Task	¢

- Click 🖂 to view more alert details and handling information.
- Click **Process Task** in the **Operation** column for a target alert to handle this alert.
 - The customer has been lost.

Process Tas	k
★ Customer Lost	• Yes No
★ Reason	O Product capability O Commerce O Competitor
	○ Customer service suspension ○ Short-term customer service
	Other

– The customer has not been lost.

Process Task		×
* Customer Lost	🔿 Yes 💿 No	
★ Feedback for Customer Not Lost	 Service adjustment, in regular contact New customer expenditure Customer service contraction Normal customer expenditure fluctuation Other 	
	OK Cancel	

NOTE

- You can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **Handle Alerts** tab to handle customer alerts.
- Alternatively, you can go to the My Customers tab on the Partner Center > Sales
 > Customers > Customer Management > Customers page and click a number in the Alerts to Be Handled column to handle customer alerts.

----End

12.2.3.5.2 Viewing Customer Alerts

Partners can view alerts about customers on Partner Center.

- Alerts are updated by day.
- Customer alerts are about customer churn.
- You can view all customer alerts with an Admin account or an account director account.
- If you have customer management or customer alert management permissions, you can view all customer alerts and alert details.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.
- Step 3 In the top navigation, select Sales > Customers > Customer Alerts.

Step 4 Click the **View Alerts** tab to view all alerts.

Handle Alerts View Alerts								
My Customers Resellers' Customers								
					Customer	✓ Enter a customer nam	e or account. Q	
Scenario	Alert Type 🛛	Title	Customer/Account Name 🐁	Alerted 🖓		Account Manager	Status 🍸	
✓ scen_name02	Loss		207 (m) (1980) 207 (m) (1980) (m)	Apr 15, 2023 03:18:	38 GMT+08:00	-	Handled	
✓ scen_name02	Loss	>>+++++++++++++++++++++++++++++++++++	28.00.9980 28.00.9980.0	Apr 15, 2023 03:18:	38 GMT+08:00	-	Handled	
< 270-0000jan	Loss	contentional transmission and the second of	DALALIMAN DALALIMAN LA	Apr 15, 2023 03:18:	38 GMT+08:00	-	Handled	

- Click v to view alert details and alert handling information.
- On the right corner above the list, enter a customer name or an account manager name to filter alerts.
- The **My Customers** tab displays alerts about your customers, and the **Resellers' Customers** tab displays alerts about your resellers' customers.

NOTE

- You can view alerts for your customers on the **Customers** tab or for your resellers' customers on the **Resellers' Customers** tab.
- You can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **View Alerts** tab to view customer alerts.
- Alternatively, you can go to Partner Center > Sales > Customers > Customer Management > Customers, click a number in the Alerts to Be Handled column to go to the Customer Alerts page, and select the View Alerts tab to view customer alerts.
- Alternatively, you can go to Partner Center > Sales > Customers > Customer Management > Resellers' Customers, click a number in the Alerts to Be Handled column to view customer alerts.

----End

12.2.4 Financial Information

12.2.4.1 Bill Management

12.2.4.1.1 Partner Bill Description

A bill is generated for the resource consumption of a partner on Huawei Cloud, and the partner needs to request an invoice and pay for the bill. Expenditures of a

distributor on Huawei Cloud come from the customers who are associated with the resellers of the distributor in the resale model.

NOTE

In the resale model, resellers are responsible for the customers' billing and invoicing, and Huawei Cloud does not directly provide related services to the customers.

Calculation Rule of the Amount Due

The calculation rule is as follows:

Amount Due = Settlement amount - Coupons used + Tax

NOTE

The tax calculation rule is determined based on the partner registration area. The tax includes VAT, CGST, SGST, or IGST. The contained parts vary according to the region.

Bill Precision

- Before June 2021, bills on resources for long-term use (for example, pay-peruse resources or spot instances) were settled by hour, day, or month. The settled amount was accurate to the second decimal place, while the remaining decimal places were directly truncated.
- From June to July in 2021, the amount of bills on resources for long-term use (for example, pay-per-use resources or spot instances) is rounded off and summarized to obtain the total amount.
- From August 2021, the amounts during bill generation are no longer truncated. Only the total amount shown in the monthly bill is rounded off to the second decimal place. The following is an example:

Expenditures (\$8,083.8494925) + Refunds (-\$853.8495) + Adjustments (-\$37.9425) = \$7192.0574925 (rounded off to the second decimal place \$7,192.06)

Monthly Bills Export Bills View Export	2022-08					
You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after it is issued on Sep 05, 2022. Bill Estimate \$0.10 USD (Exchange Rate: 1USD = 7.7523 HKO) 0.78 HKD	×					
Expenditures Refunds (?)	\$0.1008 USD \$0.00 USD					
By Product By Customer						
HUAWEI CLOUD Expenditure Summary	\$0.1008 USD					
✓ Elastic Volume Service	\$0.1008 USD					

- On the By Product or By Customer tab of the Financial Information > Partner Bills > Bills page, the exact amount is displayed.
- On the Financial Information > Coupons page, cash coupon balance is accurate to two decimal places.
- The amount of coupons used in bill run is accurate to eight decimal places.
- The amounts of list price, discounted amount, amount due, cash payment, cash coupons used, and monthly settlement on the Customers
 > Customer Expenditure page are accurate to eight decimal places.

- The Current Estimate displayed on the Customers > Customer
 Management > Set Budget page is accurate to eight decimal places.
- The amount on the Operations Statistics > Expenditures page is rounded to the nearest hundredth. The amounts in the related APIs and exported expenditures are accurate to eight decimal places.

12.2.4.1.2 Partner Bill Fields

In Partner Center, you can export bill details on the **Consumed Product Details** tab of the **Sales > Financial Information > Partner Bills page**.

Partner Bills 💿							
The partner bills use GMT+68.00 as the standard time. Bills of each month are generated before 12:00 a.m. on the fifth day of the next month. Would you like to learn how the bit was calculated? View the bit calculation method. Bills Consumed Product Details							
Billing Cycle	2024/07	✓ Customer Informat	ion Customer Name V	Order/Transaction ID			
Product Type Select a product. Select a product. Select A product Product Type Select Rest. Vox have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after it is issued on 2024-02-05.							
Export Bill Details	View Export						۲

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 the customer is already associated with a cloud reseller, set this parameter to the ID of the reseller.	a90cdfbd259845afa0596 21XXX	
Partner Name	Name of the partner that a customer is associated with. NOTE If the customer is already associated with a cloud reseller, set this parameter to the name of the reseller.	zhangsan	
Field	Description	Example Value	
-------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------	
Partner Account Name	Account name of the partner that a customer is associated with. NOTE If the customer is already associated with a cloud reseller, set this parameter to the account name of the reseller.	zhangsanXXX	
Bill Type	 Bill types of the customer, including: Expenditure Refund Adjustment 	Expenditure	
Billing Mode	 Product billing mode, including: Pay-per-use Yearly/monthly Reserved instance-upfront payment Reserved instance-hourly billing Savings plan-subscription Savings plans-hourly billing Savings plans used 	Pay-per-use	
Product Type	Cloud service name.	Elastic Volume Service	
Product Type Code	Cloud service type code.	hws.service.type.ebs	
Product Name	Name of the cloud service product purchased by a customer.	HD3 linear EVS monthly package	
Product ID	Unique ID of a cloud service product.	00301-28215-00	
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	
Resource Type	Cloud service resource type.	Cloud storage	
Resource Type Code	Resource type code of the cloud service.	hws.resource.type.volum e	

Field	Description	Example Value
Region	A separate geographic area that provides public cloud resources.	CN North-Beijing1
Cloud Service Region Code	Code of a cloud service region. For details, see the Region column in Regions and Endpoints.	cn-north-1
Order ID/ Transaction ID	Order ID: indicates the unique ID of a yearly/monthly/reserved instance subscription order. Transaction ID: indicates the unique ID of a pay-per-use/ reserved instance transaction (hourly billing)	CS19091216532XXXX
Original Order ID	Unique ID of order before it is unsubscribed from.	XVS1909121653XXXX
Transaction Time	 Time when a transaction was executed in the transaction bill of a customer. 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: • New purchase • Renewal • Change • Unsubscription • Price adjustment	Unsubscription
Number of Terms	Term of a yearly/monthly product order.	1

Field	Description	Example Value
Term Unit	Unit of a term for a yearly/ monthly product order.	Month
Whether a Spot Instance	Whether a spot instance product.	Ν
Billing Item Code	Code of a usage type.	aom.count
Billing Item Name	Billing dimension of pay-per-use cloud services, such as duration, capacity, upstream traffic, and more.	Quantity
Unit Price	Unit price of a product.	0.15
Unit	Unit of product usage price, such as GB/hour, Mbps/hour, and GB.	Dollar/10,000 (times)
Usage	Usage of pay-per-use products or resources in a specified period (usage of packages and reserved instances not included), including the usage duration, used capacity, used times, and used traffic.	46800
Usage Unit	Measurement unit of the usage for pay-per-use products or resources during a specified period.	Second
Package Usage	Resource package usage in a specified period. If the usage does not exceed the product or resource quota contained in the resource package, the product and resources will not be billed separately.	1200
Unit (Package Usage)	Measurement unit of the resource package usage.	Second
Reserved Instance Usage	Reserved instance usage in a specified period. If the usage does not exceed the reserved instance quota contained in the reserved instance package, the product and resources will not be billed separately.	300
Unit (Reserved Instance Usage)	Measurement unit of the reserved instance package usage.	Second

Field	Description	Example Value
Customer Expenditure (USD)	Total amount generated by customer orders.	1000
Settlement Type	 Settlement type of a product, including: Common product Promotional product No discount Special discount request 	Common product
Settlement Discount	 Discount that HUAWEI CLOUD set for partners. Fixed unit price agreed by HUAWEI CLOUD and the partner. 	25%
Payment (USD)	 If Settlement Discount is the discount set by HUAWEI CLOUD for partners, Settlement Amount = Consumption amount (USD) x (1 - Settlement discount) If Settlement Discount is the fixed price agreed by HUAWEI CLOUD and the partner, Settlement amount = Fixed unit price x Usage x Linear size (optional) x Usage Days/Total (optional) NOTE Linear size specifies the specifications of a cloud service product. For example, the value of Linear size for the cloud service product whose specification is EVS General-Purpose SSD 10.0 GB is 10.0 GB. 	750
Coupons Used (USD)	Cash coupons deducted for a partner's bill. If a bill type is Refund , this field indicates the cash coupons that should be refunded to a customer. Field Whether to Refund Coupons determines whether the cash coupons will be refunded. For details about cash coupon usage rules, see Usage Rules .	100

Field	Description	Example Value
Whether to Refund Coupons	Whether to refund the deducted cash coupons to the partner when a partner requests a refund.	Yes
Tax-Exclusive Amount Due (USD)	Amount due of a partner's bill, with tax not included. Amount to be paid (tax excluded) = Settlement amount – Coupons used	675
Tax Amount	Tax calculation rules are subject to the region where the partner is registered. The taxes cover VAT, CGST, SGST, IGST, and more, but vary with region.	10
Amount Due (USD)	Amount due. Amount due = Amount to be paid (tax not included) + Tax	685
Usage Days/ Total	(Number of measurement points in a month/288)/Number of days in the month For example, company A pays for CDN by 95th percentile bandwidth, and the number of measurement points in September is 4320. The value of 4320/288 is the number of days counted as valid days when the total traffic consumed by CDN is exceeds 0 bytes. The number of valid days is the ratio of the number of valid days to the number of days in the current month (15/30).	50%
Quantity	Quantity of orders	1
RI Hours Purchased	Number of purchased RI hours	8760
Unsubscription Reason	Reason for unsubscribing from an order	Incorrect parameters selected for cloud services

Field	Description	Example Value
Total Usage (Pricing Unit)	Usage displayed in the unit used for pricing The value is truncated to a maximum of 10 decimal places.	268
	Total Usage (Pricing Unit) = Total Usage/Conversion Factor	
	For example, 1 byte = 1/(1024 x 1024 x 1024) GB. The value is truncated to 10 decimal places and will be displayed as 0.000000009 .	
Usage Unit (for Pricing)	Usage unit used for pricing a product	Count (Times)
Package Usage (Pricing Unit)	Package usage measured in the unit used for pricing. The value is truncated to a maximum of 10 decimal places.	0.00
Usage in Reserved Instances (Pricing Unit)	RI usage measured in the unit used for pricing. The value is truncated to a maximum of 10 decimal places.	0.00
Conversion factor	Used to change the usage unit to the usage unit (for pricing).	1
	For example, the conversion factor between seconds and hours is 3600.	
Start time	Time when billing for the cloud service starts.	2024/05/31 16:00:00 GMT+08:00
End time	Time when billing for the cloud service ends.	2024/06/20 22:59:59 GMT+08:00

12.2.4.1.3 Querying Partner Bills

Partners can view and export their monthly bills. Partner Center provides partners with 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 following month.

Procedure

- **Step 1** Sign in to **Huawei Cloud**as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Financial Information > Partner Bills.
- **Step 4** In the **Amount Due** pane, you can query the amount to be paid, including the unpaid fees of current month and those of previous months.

NOTE

- Click **Pay** to pay the bill. For details, see **Payment**.
- You can click **Unpaid Bills** to see the bills that you need to pay.
- You can click **Payment record** to switch to the **Revenue & Expenditure** page to view the payment records.

Partner Bills ⑦	
 The partner bills use GMT +08:00 as the standard time. Bills of each month are generated before 12:00 a.m. on the fifth day of the next month. Would you like to learn how the bill was calculated? View the bill calculation method. 	
Bills Consumed Product Details	
Amount Due ③	Unpaid Bills Payment Records
\$20,564.06 USD = Unpaid Fees of the Latest Billing Month overdus20,564.06 USD \$0.00 USD + Unpaid Fees of Previous Months \$20,564.06 USD \$20,564.06 USD Pay Payment Method	

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

Monthly Bills Expert fields View Expert	2022-08
🚯 You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after it is issued on Sep 05, 2022.	×
Bill Extimate \$384.43 USD (Exchange Rate: 1USD = 7.1 CNY) 2.729.45 CNY	
Expenditures	\$384.432 USD
Retunds (?)	\$0.00 USD
By Product By Customer	
HUAWEI CLOUD Expenditure Summary	\$384.432 USD
Virtual Private Cloud	\$384.432 USD

• In the **Bill Estimate** area, you can query the monthly amount due and the expenditures, refunds, and adjustments.

Monthly Bills Export Bills View Export	2022-08	
3 You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill again after it is issued on Sep 05, 2022.		×
Bit Estmate \$384.43 USD (Exchange Rate: 1USD = 7.1 CNY) 2.729.45 CNY		
Expenditures	\$384.	432 USD
Refunds 🕥	\$0	0.00 USD

NOTE

- Refunds contain the amount returned to you due to order cancellation or specifications changes.
- If the unsubscribed amount of all customers associated by reseller model is greater than the partner's 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.
- You can query the expenditure summary by product or by customer.
 - By product

On the **By Product** tab, you can query the expenditures of customers associated with the partner by reseller model in HUAWEI CLOUD and KooGallery. The expenditure records can be filtered by region, and refunds and adjustments records are displayed in the **Others** area.

Monthly Bills Export Bills View Export	2021-02 ×
Amount Due \$31.44 USD (Exchange Rate: 1USD = 7.7565 HKD) 243.86 HKD Expenditures Refunds 🕐	\$31.44 USD \$0.00 USD
By Product By Customer	
HUAWEI CLOUD Expenditure Summary	\$31.44 USD
Virtual Private Cloud	\$18.60 USD
✓ Cloud Server Backup Service	\$10.31 USD
✓ Distributed Cache Service	\$1.53 USD
✓ Elastic Volume Service	\$0.99 USD
V Object Storage Service	\$0.01 USD
✓ Relational Database Service	\$0.00 USD

- By customer

On the **By Customer** tab, you can query the expenditures of each customer associated by reseller model in HUAWEI CLOUD and KooGallery.

By Pro	oduct By Custo	omer										
^	8-3-3-77	(man)										\$94.848 USD
	Product Type	Product Name	Billing Mode	Bill Type	Customer Expe	Settlement Type	Settlement Disc	Settlement Amo	Coupons Used(Amount Due Ex	Tax(USD)	Amount Due(USD)
	Virtual Private Cl	bandwidth Onde	Pay-per-Use	Expenditures	72.576	Special discount r	50%	36.288	0.00	36.288	0.00	36.288
	Virtual Private Cl	bandwidth_On-de	Pay-per-Use	Expenditures	24.96	Special discount r	50%	12.48	0.00	12.48	0.00	12.48
	Virtual Private Cl	bandwidth Onde	Pay-per-Use	Expenditures	92.16	Special discount r	50%	46.08	0.00	46.08	0.00	46.08
												View More
~	de de contrat	-1027										\$133.20 USD
~	00.000000770	48.0										\$156.384 USD

Click View More to query the expenditure details of the customer.

- Step 6 Export partner bills and view export history.
 - Export bills.

Click **Export Bills**, select the **Range**, click OK, and click **Export**. A message is displayed, indicating that the export task is created successfully.

Partner Bills ⑦	Export Bills \times	
The pather bills use GMT+08 00 as the standard time. Bills of each month are generated befor Wood you like to learn how the bill was calculated? View the bill calculation method. Bills Consumed Phoduct Details	In Before sharing your employees' personal information with Haavet Cloud you must obtain legal authorization from the relevant subjects and comply with applicable times and regulations the nucle takes. Cloud to use the adversentioned personal information. 2. When using the export function of Patter Centre: place note that any sensitive information, such as cuctomer names, mobile numbers, and email addresses, will be anonymouth. 3. You promise that the exported data is used only for internal operations statistics and human Cloud size You must cloud the sported data is a many	
Amount Due ③	manner in accordance with laws, regulations, and agreements between you and Huawel Cloud, Additionally, you must not infininge upon customer interests or cause customer complaints. You will be responsible for any disputes that may	Unpaid Bills Payment Records
\$0.00 USD = Unpaid Fees of the Latest Billing Month + Unpaid Fee \$0.00 USD + Unpaid Fee	arise therefrom. 4. You are responsible for ensuring the security of the exported data. If any related data is disclosed due to your actions, you will be held accountable and must protect Huawei Cloud from any resulting losses.	
скериу Раутини писатом	The time range cannot exceed 12 months.	
Monthly Bills Export Bills View Export	Range Start month - End month	2024-09
You have not yet been billed for this month's expenditures. The amount displayed here is	Export Cancel	×

- You can export up to 12 months of bills.
- When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.
- View the export history.
 - a. Click View Export to go to the Export History page.
 - b. Click **Download** in the **Operation** column to download and view the exported bills.

----End

12.2.4.1.4 Querying Bill Details

You can view and export bill details in Partner Center.

Procedure

- **Step 1** Sign in to **Huawei Cloud**as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Financial Information > Partner Bills.
- **Step 4** On the displayed page, click the **Consumed Product Details** tab. Then, select a billing cycle to view bill details.

Partner Bills ①	
The partner bills use GMT +08 00 as the standard time. Bills of each month are generated before 12:00 a.m. on the fifth day of the next month. Would you like to learn how the bill use calculated? View the bill calculation method. Bills Consumed Product Details	
Billing Cycle 202467 Customer Information Customer Information Product Type Select a product Search Reset You have not yet been billed for the month's expenditures. The amount displayed here is just an estimate (tax not included). Check the bill span after it is issued on 2024-69.5	
Export Bill Oxbals View Export	8

Step 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.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View the export history.
 - a. Click View Export. The Export History page is displayed.
 - b. Click **Download** in the **Operation** column to download and view the exported bill.

----End

12.2.4.2 Funds

12.2.4.2.1 Payment

After you set a budget for your customer, and then the customer has purchased products and services on Huawei Cloud in a month, you will receive a bill from Huawei Cloud on the fourth day of the following month. The billing cycle is one calendar month by default.

You can pay the bill before the due date, or Huawei Cloud will automatically deduct the amount from your account balance on the due date. If your account balance is insufficient, you can top up your account online or transfer money to pay the bill.

Precautions

If the signing entity is Huawei Services (Hong Kong) Co., Limited or Huawei (Chile) S.A., you can top up your account online to pay the bill.

Online Payment

- **Step 1** Sign in to **Huawei Cloud**as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 Select Home on the top navigation bar.
- **Step 4** In the **Amount Due** area, click **Pay**.

The **Pay** page is displayed.



NOTE

You can also go to **Financial Information** > **Partner Bills** and pay your bills in the **Amount Due** area.

You can also choose **Sales** > **Financial Information**> **Funds** in the menu on the top and then access the payment page.

Step 5 Select Online Payment for Payment Method, specify the amount, and click Pay.

Payment Method	Pay Remittance Claim	Account Statements			
Learn more about how	v to pay the amount due.				
 There may be a delay 	if you pay with a bank transfer. Online	payment allows top-up amount to be received immediately.			
Amount Due	\$20,564.06 USD				
	Expenditure Estimate (Unbilled) \$4	.44 USD			
Bills	The following are unsettled bills.				
	Billing Month	Deadline	Status	Amount Due	Exchange Rate on the Last Day of
	2022/03	Mar 03, 2021 23:59:59 GMT+08:00	Overdue	20,564.06 USD = 20,564.06 THB	1 USD = 35.967373995 THB
Payment Method	Online Payment Bank	Transfer			
Payment Amount (USD)	20564.06	Maximum one-time payment: 82,000,000.00THB (approximate	ely \$55,605.95 USD)		
	Need to pay 739,635.24THB(E	xchange rate 1 USD = 35.967373995 THB) Switch Currency			
Select Credit Card	 Added credit card(**** 6351) 				
	Other card VISA	credit cards are accepted.			
	Pay				

NOTE

- The payment amount cannot be greater than the amount due.
- The maximum individual online payment is \$40,000 USD.
- **Step 6** On the online payment page, specify the credit card information and click **Pay**.

After the payment is successful, the **Account Statements** page is displayed. You can view the top-up records and payment records.

----End

Bank Transfer

Step 1 Sign in to **Huawei Cloud**as a partner.

Step 2 In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 Select **Home** on the top navigation bar.

Step 4 In the Amount Due area, click Pay.

The **Pay** page is displayed.



NOTE

You can also go to **Financial Information** > **Partner Bills** and pay your bills in the **Amount Due** area.

Step 5 Click Bank Transfer for Payment Method.

You need to submit a service ticket to Huawei after you transfer money to the standard top-up account. For details about how to submit a service ticket, see **Submitting a Service Ticket**.

Repay	nent Method Online Payment Bank Tran	nster				
Trans	er to the following account					
~	Standard Top-Up Account It is open to all customers. Because there is not a fixed association t	between your HUAWEI CLOUD account and your bank account, after a transfer, please submit a	service ticket to inpi	ut the top-up amount. HUAWEI CLOUD will process your sen	ice ticket in 3 working	days.
	Payee	Address	Currency	Bank	Account	SwiftCode
	Huawei Services (Hong Kong) Co., Limited	11th Floor, The Center 99 Queen's Road Central, Hong Kong	USD	DBS BANK (HONG KONG) LIMITED	000527950	DHBKHKHHXXX

----End

Other Operations

• Click Unpaid Bills. On the displayed dialog box, you can view the unpaid bills.

NOTE

Overdue bills will affect your credit on HUAWEI CLOUD. Please make the payment timely to avoid service interruption.

• Click **Payment record**. You can view the payment records on the **Account Statements** page.

12.2.4.2.2 Remittance Claim

After you transfer money offline to Huawei Cloud through a standard top-up account, claim the transferred money. Successfully claimed amount will arrive in your Huawei Cloud account.

The money will be transferred to the top-up account in two or three days within the same country/region. The money transfer may take longer time across countries/regions. The arrival time is subject to the bank transaction. Contact your bank to learn about the detailed banking procedures and money arrival time.

Procedure

- **Step 1** Sign in to **Huawei Cloud**as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Choose **Sales** > **Financial Information** > **Funds** in the menu on the top. Click the **Remittance Claim** tab.
- **Step 4** Click **Submit Claim**. On the displayed page, enter the bank transfer information, including the transferred amount, currency, transfer date, sender, and sender's bank account (optional), select the invoice to be applied, upload the bank transfer certificate, and click **OK**.

				×
Amount Transferred				
Currency				
	~			
Transfer Date				
Select a date.	ŧ			
Sender				
(Optional) Sender Bank Account				
Invoices to Be Applied To]			
Invoice No.	Invoice Amount	Amount to Be Applied	Billing Cycle	
	N	lo data found.		
Total Records: 0 5 V < 1	>			
Attachment				
Upload Certificate				
Only one file less than 10 MB can be up Ensure that the ZIP package contains of	ploaded. Supported formats: JPG, JPI only files in the preceding formats.	EG, PNG, ZIP, DOCX, MSG, XLSX and F	PDF.	

Step 5 You can view the review status of the remittance claim application you submitted.

NOTE

- After you claim a remittance, Huawei Cloud will complete its approval within one working day.
- Please fill in the information in the remittance form and ensure that the information is correct.
- After the application is approved, those selected invoices will be preferred.

----End

12.2.4.2.3 Viewing Account Statements

Partners can query and export statements of their top-up accounts.

Procedure

- Step 1 Sign in to Huawei Cloudas a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Financial Information** > **Funds**.
- **Step 4** The income and expense details page is displayed.

Account Statements							
Account activity is not updated in The revenue and expenditure are Export ~	real lime. If you cannot find a transaction, please a not updated in real lime. If you cannot find a tran	refresh the page or try again lab isaction, refresh the page or try a	er. Only the account statements of the last year c again later.	an be queried.			
Transaction No.	Transaction Time ① 🏾	Transaction Type 😨	Order/Transaction ID	Remarks	Revenue or E	Amount(USD)	Balance(USD)
AC-17400003283-0	Sep 03, 2024 16:06:18 GMT+08:00	Top-up		-	Income	+0.10	20,564.96
AC-17400003282-0	Sep 03, 2024 15:54:41 GMT+08:00	Top-up	-	-	Income	+0.10	20,564.86

Step 5 Set the transaction time and transaction type to search for desired account statements.

NOTE

- You can search for account statements across months. For account statements of more than 12 months ago, submit a service ticket to obtain them.
- When **Transaction Type** is **Transaction mode change**, the transaction was about allocating balance to a partner subaccount.
- **Step 6** Export account statements.
 - Export the selected records.

Choose **Export > Export Selected**. When the export is complete, the message **Records exported successfully** is displayed.

- View the export history.
 - a. Choose **Export > Export History** to open the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the completed account statements.

----End

12.2.4.3 Invoice Management

Huawei Cloud will automatically create corresponding invoices after generating the bills for the partner. The system normally creates the invoice of the previous month on the fifth day of the current month.

You can view and download the invoices automatically issued by Huawei Cloud, and configure whether to receive the invoice notification email when there is no expenditure record in the current month.

In addition, you can add or modify your invoice information. Then, the system will create the invoices based on your configured information.

Partners who meet the conditions can also manage WHT certificates. For details, see WHT Certificate Management.

Viewing Invoices

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation, choose **Sales** > **Financial Information** > **Invoices** and view the invoices automatically issued by the Huawei Cloud system.

Inv	oices					
	To ensure you never miss an invoice, conside ticket. Manage Invoice Info setting up en	r setting up email receipts for electronic invoices nail receipts for electronic invoices	that are sent to a specific recipient's email addres	s. In case any involces are missing, you may s	wbmil a licket to request invoking. If you want to	retum an invoice, you can also submit a
	Period	Invoice No.	Invoice Content	Invoice Amount	Status	Operation
	202410	CSER24000005	Top-up	800.00 USD	Invoiced	Download
	202304	CIE23000081	Pre-payment invoice	100.00 USD	Invoiced	Download

NOTE

- If you find that not all invoices are created, click **submit a ticket** in the note to request invoicing, and enter the required information and upload the expenditure bill on the displayed page to create an invoice creation service ticket.
- If you need to return an invoice, click **submit a ticket** in the note to return an invoice, and enter the required information and upload a picture or scanning copy of the original invoice on the displayed page to create an invoice returning service ticket.

Step 4 Click Download in the Operation column to download the invoices.

NOTE

Alternatively, you can choose **Sales** > **Financial Information** > **Partner Bills**, click **Invoice No.** in the **Monthly Bills** area, and then download the invoices.

----End

Managing Invoice Information

You can add or modify the invoice information.

• To add information, go to the **Invoices** page and click **Manage Invoice Info**. In the **Manage Invoice Info** dialog box, configure **Address** and **Email** and click **Save**. You can add invoice information only when you perform the operation for the first time. • To modify information, go to the **Invoices** page and click **Invoice Info Management**. In the **Manage Invoice Info** dialogue box, modify **Address** and **Email** and click **Modify**.

D NOTE

The system automatically obtains the tax ID that you have entered during your registration. You cannot modify the tax ID here.

Receiving Invoices by Emails

You can also set whether to receive invoice notifications when there is no expenditure record in the current month on the **Invoices** page.

To enable or disable email receiving, go to the **Invoices** page and click **setting up email receipts for electronic invoices**. In the **setting up email receipts for electronic invoices** dialogue box, turn the toggle switch on or off to enable or disable the setting of receiving or not receiving the invoice notification when there are no expenditure records in the current month.

WHT Certificate Management

You can manage your WHT certificates or receipts in Partner Center. After you have withheld taxes as required and obtained a WHT certificate issued by the tax authority, you can submit the certificate on the Huawei Cloud official website and follow up the certificate processing flow.

Precautions

• The WHT certificate management function is available only to partners below.

Registered Country	Signing Entity
Malaysia	Sparkoo Technologies Singapore Pte. Ltd.
Thailand	Sparkoo Technologies (Thailand) Co., Ltd.

- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Financial Information** > **Invoices**, and click **Withholding Tax Certificates**.
- **Step 4** On the displayed page, click **Upload**.
- **Step 5** On the displayed **Upload** page, configure the following parameters and click **Submit**.

Invoices / Withholding Tax C	efficites / Upload
* Certificate Code	If there is no code in your WHT certificate or necept, click here to generate a code.
* Certificate Date	Select a date.
* Certificate Amount	· · · ·
* Select Invoices	Add
	Invoice No. Issued Total Invoice Amount (Including Total Invoice Amount (Excluding Certificate Amount (Certificate Amount (Certificate Amount (Payment Current
	E data found.
* Attachment	Upload Cetificate The file can be in JPEG, PHG, GiF, or PDF format and cannot exceed 10 MB. You are advised to compress all files into a 22P package and upload it if there are any.
Remarks	
	Submit

Paramet er	Description
Certificat e Code	Specify the code in the WHT certificate. If no code is available in the certificate, enter the code generated by the system.
Certificat e Date	Select the date when the WHT certificate is issued. Click 🗰 and select the date (year-month-day) in the certificate.
Certificat e Amount	Enter the total amount according to the amount and currency in the certificate. Select the currency from the drop-down list box.

Paramet er	Description
Select Invoices	Click Add and select the invoices according to the WHT certificate. You can select multiple invoices, because one certificate can match multiple invoices. One invoice can be selected only once.
	The following invoice information is displayed: (Multiple invoices are displayed in multiple lines if there are any):
	 Invoice No.: Automatically displayed according to the selected invoice.
	 Issued: Time when the invoice was issued. This field is automatically displayed according to the selected invoice.
	 Total Invoice Amount (Including VAT) (Payment Currency): Automatically displayed according to the selected invoice.
	 Total Invoice Amount (Excluding VAT) (Payment Currency): Automatically displayed according to the selected invoice.
	NOTE The payment currency is the currency used in the invoice, that is, the currency selected in Partner Center > Partner Information > Basic Information > Preferences > Payment Currency.
	 Certificate Amount (Certificate Currency): Specified manually for each invoice. The sum of the specified amounts must be equal to the Certificate Amount value.
	If only one invoice is selected, the Certificate Amount value is displayed and can be edited.
	 Certificate Amount (Payment Currency): Manually specified. Convert the Certificate Amount (Certificate Currency) value to a value with two decimal places in the currency used for the payment.
Certificat	Upload a signed or scanned copy of the WHT certificate.
e Attachm ent	The file to be uploaded can be a JPEG, PNG, GIF, or PDF file and cannot exceed 10 MB. For multiple files, compress them into a .zip package and upload it.
Remarks	Manually specified.

----End

Precautions

After uploading the WHT certificate, you can view the uploading record on the **Withholding Tax Certificates** page, such as the uploading time, review time, and review status (to be reviewed, approved, or rejected). Click **Download** in the **Operation** column to download the certificate. Click **Details** in the **Operation** column to view the WHT certificate details.

12.2.4.4 Contracts and Commerce

12.2.4.4.1 Viewing Commercial Discounts

A commercial discount is granted after approval by Huawei Cloud based on a special bidding project.

The system automatically matches and applies the commercial discount when generating a partner's bill.

Procedure

- Step 1 Sign 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** In the top navigation, select **Sales** > **Financial Information** > **Contracts and Commerce** to view commercial discounts.

You can search for commercial discounts using customer name or account or filter discounts by status.

Commercial Discounts					
				Customer Name V	Search Reset
ID	Туре	Customer/Account Name 💿	Status 😨	Effective Date	Expiration Date
0HEI002210010B	Partner-level		Effective	Sep 16, 2022 16:22:15 GMT+08:00	Sep 27, 2024 23:59:59 GMT+08:00
0HEI002210010C	Customer-level	No. 20 years below	Effective	Sep 23, 2022 00:00:00 GMT+08:00	Sep 18, 2025 23:59:59 GMT+08:00

- Click an account name to view details about the customer.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.
- **Step 4** Click a discount ID to switch to the details page where you can check the discount details, product-specific discount, and savings.

The **Product Type Discount** area displays the product type, subproduct, SKU family, AZ, region, billing mode, discount, and effective time. You can search and filter by product type.

The **Savings** area displays the product name, specifications, product type, region, billing mode, currency, discount type, discount details, and effective time.

HEI002410020M	N							
C Effective								
ype	Customer-level				Account Name	New JU		
ffective Date	Aug 27, 2024 00:00:00	GMT+08:00			Expiration Date	Aug 25, 2025 23:59:59 GMT+08:00		
luawei Cloud								
danci ologa								
roduct Type Di	scount							
Product Type Di	scount						Produ	ct Type Select a product.
Product Type Di	iscount Sub-	Product	SKU Family	AZ	Region	Billing Mode	Produ	set Type Select a product.
Product Type Di Product Type Content Moderat	scount Sub- ion –	Product	SKU Family	AZ Unlimited	Region	Billing Mode Pay-per-use	Produ Discount 40.00%	Int Type Select a product. Effective Time Aug 27, 2024 00:00:00 GM
Product Type Di Product Type Content Moderat	scount Sub- ion	Product	SKU Family	AZ Unimited	Region	Billing Mode Payper-size	Produ Discount 40.00%	xt Type Select a product. Effective Time Aug 27, 2024 00 00 00 GA
Product Type Di Product Type Content Moderat iavings	scount Sub- tion -	Product	SKU Family -	AZ Unimited	Region Unlimited	Dilling Mode Payper-use	Produ Discount 40.00%	nd Type Soliect a product. Effective Tune Aug 27, 2024 00:00 GM

- A commercial discount may only include either **Product Type Discount** or **Savings**.
- The specific saving is used prior to the product-specific discount for the same product.

----End

12.2.4.5 Coupon Management

12.2.4.5.1 Usage Rules

HUAWEI CLOUD directly issues cash coupons to the partners. These coupons can be deducted for settlement when a bill is generated.

Partners can obtain cash coupons by:

- Requesting basic benefits. For details, see Creating a Cloud Software Solution
- Exchanging the incentive earnings for cash coupons. For details, see **Applying** to Issue Incentive Earnings
- Contacting the ecosystem manager to requesting PoC test coupons.

Cash coupon usage rules are as follows:

- Cash coupons will be deducted for transactions in sequence when a bill is generated.
- Cash coupons assigned to a specific customer will be preferentially used.
- Cash coupons will not be refunded if partners unsubscribe from or downgrade their resources.

NOTE

Cash coupons are refunded only in the following unsubscription scenarios: resource unsubscription (the order has not taken effect), unsubscription due to order exceptions, and unsubscription from a renewal period (the renewal period has not taken effect).

12.2.4.5.2 Viewing Cash Coupons

Partners can view their coupon details in the Partner Center.

Procedure

- **Step 1** Sign in to **Huawei Cloud**as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, select Sales > Financial Information > Coupons to view coupons on the All tab.

All Test Coupons					Applicat	ile Customer Name 🛛 🗸	۵]C
Cash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/Account	Billing Mode	Remarks
HUAWEI CLOUD Product kaigewanxiao		Aug 18, 2022 18:53:57 GMT+08:0010 Sep 30, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	All	-	Pay-per-Use/Monthly/	Inapplicable to Marketplace produ
HUAWEI CLOUD Product hahahahahaha		Jan 18, 2021 16:49:52 GMT+08:00to Jan 31, 2099 23:59:59 GMT+08:00	Inapplicable to ZDQ3 Demo S	All	-	Yearly/Monthly/Pay-p	Can be used on multiple purchases

- To view the details and usage records of a cash coupon, click the cash coupon name.
- You can click an account name to view customer details.
- To view historical quota and usage records of cash coupons, click **the cash coupon quota history** at the top of the page.
- You can filter cash coupons by status (available, used, and invalid).
- You can enter a customer name or account name to search for all coupons that are available to a specific customer.
- By default, this page only displays cash coupons that expired within the last two years. Click on **the coupons that have expired for more than two years** to view the corresponding coupons.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

----End

12.2.4.5.3 Enabling/Disabling Test Coupon Balance Notification

Partner Center sends notifications about test coupon usage to the partners.

The system will email partners their reseller customers' monthly coupon usage and estimated amount due seven days, and then again three days, before the end of each month. If there are not enough coupons for PoC testing, contact the ecosystem manager to request more.

Usage notification is enabled by default. Partners can disable it in the Partner Center.

Procedure

- Step 1 Sign in to Huawei Cloudas a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Financial Information > Coupons.
- **Step 4** On the **Test Coupons** page, enable or disable **Test Coupon Balance Notification** as needed.

All Test Coupons Test Coupon Balance Notification ⑦ Available Coupons: 11					Applicable C	ustomer Name 🗸 🗸	Q
Cash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/Account	Billing Mode	Remarks
HUAWEI CLOUD Experie xiaopengyouhehehe		Sep 18, 2020 00:00:00 GMT+08:00to Dec 31, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	-	erji hk003 company erji_hk003	Monthly/Pay-per-Use	Can be used on multiple purchases
HUAWEI CLOUD Experie CP200918080015QNEK	500.00	Sep 18, 2020 00:00:00 GMT+08:0010 Dec 31, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	(****y Tailwa		Monthly/Pay-per-Use	Can be used on multiple purchases

- To view the details and usage records of a cash coupon, click the cash coupon name.
- To view customer details, click an account name.
- To view historical quota and usage records of cash coupons, click **the cash coupon quota history** at the top of the page.
- You can filter cash coupons by status (available, used, and invalid).
- You can enter a customer name or account name to search for all coupons that are available to a specific customer.
- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

----End

12.2.5 Incentives

12.2.5.1 Product Discounts and Incentives

12.2.5.1.1 Querying Product Discounts and Incentives

You can query product-specific incentive policies in Partner Center.

Incentive calculation rules: 1. Standard product: Both revenue and rebate will be calculated in the reseller model. 2. Promotional product: In the reseller model, revenue will be calculated, but there is no rebate. 3. Products with No Revenue or Rebate: In the reseller model, neither revenue nor rebate will be calculated.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Incentives > Product Discounts and Incentives.

Product Discounts and Incentives ③			🗋 Quick Link		
 To further learn about the discount limitations and specific rebute rules, see the incertive policies on the Document Library page. Incentive calculation rules: (1)Standard product: In the resule model, calculate the revenue and rebute. (2)Promotional product: In the resule model, revenue is calculated, but there is no rebute. (3)Products with No Revenue or Rebute: In the resule model, revenue and rebute: and					
Export V		Time 2025/07 Product Type V Select a product.	~		
Product Type	Code	Incentive Policy 🙄			
Anti-DDoS	hws.service.type.antiddos	Standard product			
Application Operations Management	hws.service.type.aom	Standard product			

Step 4 Search for and select a product type to query the applicable incentive policy.

Data on the **Product Discounts and Incentives** page is updated in real time. To query historical records, reset the time and search it again.

Click next to **Incentive Policy** in the product list to query the products which the specific incentive policies apply to and the discount policies.

----End

12.2.5.2 Indicator Information

The **Indicator Information** page displays the applicable scope, statistical period, and value of different indicators.

You can confirm whether the incentive conditions are met based on the indicator values.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Indicator Information**. On the **Indicator Information** page, you can:
 - View the indicator name, applicable scope, statistical method, statistical period, dimension, customer name, billing cycle, and indicator value.
 - Click the search box and select filters such as billing cycle, applicable scope, indicator name, statistical period, dimension, and customer name.

Indicator Information					C Quick Link
Operation guide: Indicator Information FAQs: Why Do Some Indicators Have Details Regarding the incentive policies for Huawel C obtained accordingly.	s While Others Do Not? Cloud partners, partners can view the incentive thr	esholds and bases by checking their correspo	onding indicators. By matching indicator val	ues with policy rules, they can confirm their achievem	ent of thresholds and the incentives
Export V					
Q. Add filters. Indicator Name	Applicable Scope	Statistical Method	Statistical Period	Dimension	Operation
manufactor statements	11.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1	Auto	Quarter	Reseller:	View Details Feedback

- **Step 4** Click **View Details** in the **Operation** column to switch to the **Details** page where you can view the basic information and details about an indicator.
 - In the upper right corner of the **Details** area, enter a **Revenue ID** or an **Order Number** to search for information.
 - You can export and download indicator data.
 - Exporting indicators

Click **Export > Export Selected**. The system will display **Export task created**.

- View export history
 - i. Click **Export** > **View Export** to enter the export history page.
 - ii. Click **Download** in the **Operation** column to download and view indicator data in the **Completed** state.

Indicator Information / Deta	ils					
Basic Information						
Indicator Name	IN DESIGNING			Statistical Method Auto	D	
Statistical Period	Month			Dimension		
Billing Cycle	2023M6			Indicator Value 1,57	74.03	
Last Updated	Jul 03, 2024 18:08:02 GMT+08:00			Applicable Scope		
Description	-					
Details						
Export ~						Revenue ID V Enter Revenue ID Q
Revenue ID		Customer Name/Account Name	Order ID	Product Name	Billing Mode 🛛	Revenue Eligible for Incentiv Revenue Generated ⑦
S(LOC_origin_perform	ance_id}1	-	CS2206011600KXMS54	Ultra-High IO_downprice	Yearly/Monthly	-100.00000000 2024/07/01
202306150029608130	159882adb1ae3a3612cdbfe6	er, ogsådelle Nordelle Statione	ZJBOBO123615213529799	and a second state	r Yearly/Monthly	413.12000000 2024/07/01

Step 5 Click **Feedback** in the **Operation** column and provide feedback on the indicator data.

Feedback		×
Indicator Name	2024 Quarterly Revenue Amount Billing Cycle 2024Q3	
Indicator Value	48,773.42	
★ Feedback	Example: There is a problem with the indicator. The indicator value should be \$1,000 USD, but the system shows that the value is \$950 USD. (Describe the problem in details, and upload related proof materials if any.) 0/1,000 //	
Attachment	Upload Provide related materials. Compress multiple files into a package and upload it. A JPG or ZIP file of up to 5 MB can be uploaded. The file name must not contain any Chinese characters. Otherwise, the upload may fail.	
Email	Enter an email address.	
	OK Cancel	

----End

Other Operations

Export indicator information.

Choose **Export** > **Export Selected**. On the page that is displayed, learn the precautions and click **Got It**. The message **Export task created.** is displayed.

- View export history.
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view indicator information in the **Completed** state.
- View operation guide and FAQs related to indicator information.
 Click Usage Guidelines in the upper right corner. In the displayed dialog box, click the Operation Guide or FAQs tab to view the corresponding content.

Follow-up Operations

Once the incentive conditions are met, Partner Center automatically calculates the incentive amount. You can follow the operations described in **Confirming Incentive Earnings** to reconcile the incentive obtained.

12.2.5.3 Revenue Management

12.2.5.3.1 Revenue Amount Description

Revenue refers to the expenditures (both new purchases and renewals) generated when a distributor's customers and the customers of the distributor's resellers purchase Huawei Cloud products and services. Expenditures generated from cash coupons issued by Huawei Cloud, value-added tax, sales tax, goods and service tax, and other turnover taxes, as well as the expenditures on the products with no revenue or rebate applied cannot be included in the revenue.

12.2.5.3.2 Querying Revenues

Partners can query customer revenues and details.

Precautions

Revenue data can be viewed the next working day.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- Step 2 In the drop-down list of your account name, click Partner Center.
- Step 3 In the top navigation, select Sales > Incentives > Revenue Management.
- **Step 4** Select the **Revenues** tab and check the information including **Period**, **Revenue Eligible for Incentives**, and **Status**.

You can filter revenues by period and status or enter a keyword to query a revenue.

Revenues Details						
Q Select a property or enter a keywor						
Period ⑦	Revenue Eligible for Incentives(USD)	Last Updated	Status	Withdrawal Reason	Operation	
2024M12	55,000.00	Dec 18, 2024 03:22:49 GMT+08:00	Draft	-	View Details Feedback V	View Feedback.
2024M11	1,143.05	Dec 10, 2024 11:20:36 GMT+08:00	Draft	-	View Details Feedback V	/lew Feedback.

- The data that has not been reviewed in the previous month is in the **Draft** state. The data that has been reviewed is in the **Final** state. The data of the current month is in the **Estimated** state.
- Click **View Details** in the **Operation** column to switch to the **Details** tab page to view revenue details.

You can filter the data using filters including revenue generation time, elite provider name, order number, customer name, customer account, feedback, product type, order type, and billing mode, and view the total revenue in real time.

Revenues Details	t altribute filter						۹
Revenue ID	Customer Name/Account Name Order ID	Order Type	Product Name	Product Type	Operation		
111,000,000,000	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
101(viet, primace, ph/000	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
TO Types, polymous, detailed	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
111/00.000 (MARK)	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
00 lysini primare jakalist		-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 looks, polymers, intel90	inter and it company inter and it	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
1015-bit jakanan, dadar	Mine_public schemery	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 System participants (statemet	Mile with sequence Mile with	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
00 ipaint performance (stability	lating with surgery lating with	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	
10 System, performance, datable (F	ining with surgery	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback	

• Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Feedback		×
Period	2024M12 Issue Type Revenue list	
Revenue Eligibl	55,000.00	
★ Feedback	Example: There is a problem with the revenue. The revenue should be \$1,000 USD, but the system shows that the revenue is \$950 USD. (Describe the problem in details, and upload related proof materials if any.)	
	0/500 %	
Attachment	Upload Provide related materials. Compress multiple files into a package and upload it. A JPG or ZIP file of up MB can be uploaded. The file name must not contain any Chinese characters. Otherwise, the upload r fail.	o to 5 nay
Email	Enter an email address.	
	ок	ancel

• Click **View Feedback** in the **Operation** column to view the handling result.

View Feed	back				×
Period	2024M12		Issue Type	Revenue list	
Revenue Eligibl	. 55,000.00				
 Mar 06, 2025 1 Attach 112 	10:38:09 GMT+08:00	Pending			

Step 5 Select the **Details** tab and check the information including the revenue ID, order ID, product name, and billing mode.

You can filter the data using filters including revenue generation time, elite provider name, order number, customer name, customer account, feedback, product type, order type, and billing mode, and view the total revenue in real time.

Revenues Details						
Export 🗸						
Revenue Generated 2025/01 ~ Q Sele	ct attribute filter					۲
Total performance amount(¥): 55000						
Revenue ID	Customer Name/Account Name Order ID	Order Type	Product Name	Product Type	Operation	
101 (state, performance, statement	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
00 System performance (MARINO			SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
TOT Typellan, performance, characterity			SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
The system participants provides	-	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
014yales_periorane_ph/2015	-		SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
10 Tyralani, gool areas and all \$10	talan unlik sanyany talan unlik	-	SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback
1915-966, policico, debilit?	Max_sHI seyery Max_sHI	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
111 (state, policitaria, plantiti	Mary and Angely Mary and	-	SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback
10 lysini, polosano, jokaliti	later, with company later, with	-	SQL Server Read Replica Enterprise Edit	Relational Databas	View Details	Feedback
10 Sector polymers. Jobs? 7	talan unlik sanyany talan unlik	-	SQL Server Read Replica/Enterprise Edit	Relational Databas	View Details	Feedback

- Click a customer name or account name to view customer details in **Customers > Customer Management**.
- Click an order ID to view order details in Customers > Customer Orders page.
- Click **View Details** in the **Operation** column to view revenue details, including revenues, expenditures, and other details.
- Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Feedback		×			
Period	2024M12	Issue Type Revenue			
Revenue ID	1011lystest_performance_detail001	Revenue Eligibl 1,000.0000000			
★ Feedback	Example: There is a problem with the re \$1,000 USD, but the system shows that (Describe the problem in details, and up any.)	Example: There is a problem with the revenue. The revenue should be \$1,000 USD, but the system shows that the revenue is \$950 USD. (Describe the problem in details, and upload related proof materials if any.)			
Attachment	Upload Provide related materials. Compress m MB can be uploaded. The file name mu fail.	0/500 1/2 ultiple files into a package and upload it. A JPG or ZIP file of up to 5 st not contain any Chinese characters. Otherwise, the upload may			
Email	Enter an email address.				
		OK Cancel			

• Click View Feedback in the Operation column to view the handling result.



Step 6 Export Revenue Details

• Export by Revenue Generation Time

Click **Export** > **Export by Revenue Generation Time**. Select the generation time and click **Export**. The system will display **Export task created**.

• Export selected records.

Click Export > Export Selected. The system will display Export task created.

- View export history
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view revenue details in the **Completed** status.

----End

12.2.5.4 Incentive Earning Management

12.2.5.4.1 Description of Incentive Earnings Distribution Statuses

The following table describes the incentive earning distribution statuses.

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
Subm it an applic ation.	Proce ss the applic ation.	Pending Submiss ion	Please request your incentive earnings or enable the auto pay function.	Applying to Issue Incentive Earnings
Proce ss the applic ation.	Revie w the invoic e.	Processi ng Request	The payment requisition has been submitted to Huawei. Please issue an invoice.	None

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
Creat e the invoic e.	Revie w the invoic e.	Pending Partner Invoice	Please complete the invoicing and send the invoice back to HUAWEI CLOUD before the time displayed on the system. HUAWEI CLOUD will review the invoice on the second working day after receiving the invoice. After receiving the invoice, the finance department will review the invoices, and the process enters the payment review step.	Creating Invoices for Incentive Earnings
Revie w the invoic e.	Revie w the paym ent applic ation.	Pending Approva l	It takes about two working days from invoice received to invoice reviewing completed.	None
RevieCondPayw theucttpaymtheAppentpaymionapplicent.Penation.l		Paymen t Applicat ion Pending Approva l	It takes about three working days from invoice review approved to payment application approved.	None
		Paymen t Applicat ion Pending Approva l	It takes about three working days for the settlement specialist to complete the review.	None
Cond uct the paym ent.	Comp leted	Paymen t in Progress	After the payment application is approved, the finance department will transfer the incentive earnings to your bank account or top up your HUAWEI CLOUD account within 30 calendar days after receiving your invoices.	None
Comp leted	None	Complet ed	The finance department has transferred the incentive earnings to your bank account. Please log in to your bank account for confirmation.	None

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
		Complet ed	The finance department has topped up your HUAWEI CLOUD account. Log in to Partner Center and access Sales > Financial Information > Funds > Account Statements to confirm it.	None
		Complet ed	- (Cash coupons have been issued.) Log in to Partner Center and access Sales > Financial Information > Coupons > All to confirm it.	None
		Complet ed	Unexpected errors occurred during the cash coupon issuing.	Contact the customer service.

12.2.5.4.2 Description of Incentive Earnings Statuses

The following table describes the incentive earnings statuses.

Status	Description
Estimat ed	Indicates the estimated incentive earnings based on the revenues of the current billing cycle.
Pending confirm ation	Indicates that the officially generated incentive statements are waiting for partner confirmations.
Issuing	Indicates that the officially generated incentive statements are waiting for Huawei operations personnel reviews.
Issued	Indicates that incentive earnings have been issued.

12.2.5.4.3 Confirming Incentive Earnings

You need to confirm your HUAWEI CLOUD revenue and your incentive earnings in the system before submitting a payment request.

Confirming Incentive Earnings

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.

Step 3 In the top navigation, select Sales > Incentives > Incentive Management. Select Confirm Incentives > Summary.

Select incentive summary data in the **Pending Confirmation** state in the search box.

Confirm Incentives Incentive Payme	int								
Summary Details									
Q Status: Pending Confirmation × Add	filter								×
Incentive ID	Period ⑦	Incentive Name	Incentive Earnings(USD)	Association Type	Status	Validity	Operation		
HERONER-WOND-CAREFINA	38/804	1010-02200	1,200.00	Reseller	Pending Confirmation	-	View Reconciliation Details	Feedback	Confirm Bill

Step 4 Confirm incentive earnings.

Click **Confirm Bill** in the **Operation** column. In the dialog box that is displayed, confirm the reconciliation period, incentive name, association type, and incentive amount. After confirming that the information is correct, click **OK**. A message is displayed, indicating that the incentive reconciliation is successful.

Confirm Bill			×	< l
1 The operation	on selected will apply to all incentiv	es of a billing cycle.		
Period	Incentive Name	Association Type	Incentive Earnings(
2023Q1	-	Reseller	1,200.00	
			OK Cancel	

NOTE

- You can check the processing progress in the **Status** column.
- If an incentive has not been reconciled and confirmed before the deadline, the system will automatically confirm it after the deadline.
- Multiple incentive earnings in the same reconciliation period will be reconciled together.

----End

Viewing Incentive Earning Details

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.

The Incentive Management page is displayed.

- Step 4 Select Confirm Incentives > Summary.
- **Step 5** Click an **Incentive ID** to view the incentive status, incentive policy, and incentive calculation.

entive Management-Cor	firm Incentives / View Details								
Period: 2023M9									
Oistributed	Incentive Name	Canillation I Incentive B	arnings(USD) 0.00						
Association Type	Referral			Status	Distributed				
Incentive Policy									
Incentive Name Description ②	ACCREDITION OF A DESCRIPTION								
Incentive Calculati	ion								
 The incentive amore 	unt is a sum of each single rebate calcu	lated based on the corresponding	g revenue statement and re	bate percentage. You can view ti	e calculation in the incentive details				
Export ~									۲
Period	Reseller Name/Reseller	Customer Name/Accou	Product Type	Product Name	Revenue Generated ②	Rebate Percentage	Incentive Earnings(USD)	Operation	



Viewing and Exporting Incentive Details for Reconciliation

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.
- **Step 4** Select **Confirm Incentives > Details**.

Confirm Incentives	Incentive Payment					
Summary Details						
Export ~						
Period 2023M6	 ✓ Q. Select attribute filter 					۲
Period	Reseller Name/Reseller Account Name Customer Name/Account Name	Product Type	Product Name	Revenue Generated (?)	Rebate Perce	Operation
2023M6		Elastic Volume Ser	Ultra-High IO_downprice	2023/06/30	35%	Details

- Step 5 After selecting a reconciliation period, you can select an attribute in the search box to filter incentive details. Currently, the following attributes are supported: feedback, incentive program, customer name, customer account, order ID, incentive ID, and product type.
 - Click **Feedback** in the operation column to enter your feedback on reconciliation details and click **OK**.
 - Click **Details** in the **Operation** column to view incentive details.
- **Step 6** Export incentive details.
 - By incentive program

Click **Export > Export by Incentive Program**. Select **Period** and **Incentive Program** and click **Export**. The message "Export task created" is displayed.

• Export selected records.

Click **Export > Export Selected**. When the export is complete, the message **Records exported successfully** is displayed.

- View export history.
 - a. Choose **Export > View Export** to enter the **Export History** page.

b. Click **Download** in the **Operation** column to download and view the completed incentive details.

----End

12.2.5.4.4 Applying to Issue Incentive Earnings

After the incentive data is calculated and reconciled, you can request payment of the incentives. The payment options include Transfer to bank account (only applicable to the referral model), Top up Huawei Cloud account, and Exchange for cash coupons.

You can choose a payment option based on your needs. Currently, you can request to pay all incentives and partial incentives and configure automatic payment.

If you choose to convert the incentives to cash coupons, no invoice will be required, and the system automatically allocates coupons to your account.

If you choose other payment options, you need to issue invoices and mail the invoices and the invoicing information to Huawei Cloud after receiving the incentive invoicing notification. After reviewing and verifying the invoices, Huawei Cloud will issue the incentives to you in the way you selected.

NOTE

When a partner applies for incentive distribution, all the expenditures in the corresponding billing cycle must be paid. (reseller customers' expenditures should be paid by their associated partners.) If not all the expenditures generated in a billing cycle are paid, the incentive earnings of the billing cycle will be frozen and cannot be applied for. The incentive earnings will be unfrozen the next day after all the expenditures are paid.

Prerequisites

You have completed business information authentication. For details, see **Business Information Authentication**.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.

Incentive Management			
You might want to know: How Do Apply to Issue Incentive Earnings? How Do I View the Incentive Payment Request incentive earnings in a timely manner because they are valid for only one year. You can request The incentive earnings-turned cash coupons are valid for one year (taking effect when the incentive earnings-	Progress? How Do I Contim Incentive Earnings? How Do I Create Invoices for Incentive Earnings? I top-up, cash coupon, or bank transfer. You can and initiate a bank transfer request when the amount reaches \$200 -Io-cash coupon request is approved).	.00 USD . You can exchange the incentive earnings of any amount for a coupon. Were Detail	de 🗸
Confirm Incentives	Available Incentives	Incentives Requested for Payment	
0 incentive records pending continuation	Alls Pay (0) \$66,117.00 USD (Excluding nonen incentive earnings 240.00) Repart Payment	Prigment perding \$48,427.72 USD Regard Recent	
Confirm Incentives Incentive Payment			
		Period Search Reset	

The incentive earnings that can be applied for does not include the frozen incentive earnings. You can click **View Freezing Reason** of the target period to query the freezing reason for the incentive earning.

Step 4 You can switch to the **Request Payment** page in either of the following methods:

- In the Incentives to Be Requested for Payment are, click Request Payment.
- On the Incentive Distribution > Incentive Payment tab, click Request Payment.

The **Request Payment** page is displayed.

methods: Transfer	generated into it is an observation of the second second and the second account and exchange for cash copore, million task generated non-relevant castomers can be paid in logit in the to bank account, Top up Huawei Cloud account, and Exchange for cash coupons. Refer to the recommended payment options in the table below.
Payment Options	Transfer to bank account (This option is not applicable to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, or special incentives in the partner
	resale model, and it can only be used for the distribution of monthly rebates in the referral model. To initiate a bank transfer, the amount must reach \$200.00 USD, and an invoice is required. The incentive earning
	will be transferred to your authenticated bank account within about 30 calendar days of when the invoice is received.)
	Exchange for cesh coupons (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the
	partner resele model, but also to the distribution of monthly rebates in the referral model. There is no approval or invoice required, and no amount thresholds need to be met. You can get the cash coupons within
	about 10 minutes. The cash coupons are valid for one year and can be used to pay your bills.)
	Top up HUAWEI CLOUD account (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives
	the partner resale model, but also to the distribution of monthly rebates in the referral model. The invoice is required, and no amount thresholds need to be met. The incentive earnings will be transferred to your
	Huawei Cloud account within about 30 calendar days of when the invoice is received. They cannot be withdrawn but can be used to pay your bills.)
ect Incentives	
	Incentive Na Incentive Ea Exchange R Incentive Earnings (Payment Currency) Service Fee Invoice Amount (Payment Currency) 💮 Payment Opt Association
Period	

Step 5 In the **Request Payment** dialog box, configure **Payment Options**, click **OK**.

- When you apply for incentive earnings payment, the system selects all the incentive earnings to be applied for by default. If you want to apply for the payment of a single incentive earning or part of the incentive earnings, select the required items.
- When you apply for the payment of a single incentive earning or partial incentive earnings, if you choose to pay them in **Transfer to bank account** or **Top-up HUAWEI CLOUD account** mode, you need to issue an invoice with the same amount as the applied incentive earnings amount after each application.
- Apply for incentive earnings timely because they are valid for only one year.
- Incentive earnings generated from resale customers can be paid to you through two methods: Top up Huawei Cloud account and Exchange for cash coupons, while those generated from referral customers can be paid through three methods: Transfer to bank account, Top up Huawei Cloud account, and Exchange for cash coupons. Refer to the applicable payment options the **Payment Option** column.
- Transfer to bank account (This option is not applicable to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, or special incentives in the partner resale model, and it can only be used for the distribution of monthly rebates in the referral model. To initiate a bank transfer, the amount must reach \$200.00 USD, and an invoice is required. The incentive earnings will be transferred to your authenticated bank account within about 30 calendar days of when the invoice is received.)
- Exchange for cash coupons (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the partner resale model, but also to the distribution of monthly rebates in the referral model. There is no approval or invoice required, and no amount thresholds need to be met. You can get the cash coupons within about 10 minutes. The cash coupons are valid for one year and can be used to pay your bills.)
- Top up Huawei Cloud account (This option is applicable not only to incentives specific for revenues from new customers, incentives for quarterly and annual increased revenues, and special incentives in the partner resale model, but also to the distribution of monthly rebates in the referral model. The invoice is required, and no amount thresholds need to be met. The incentive earnings will be transferred to your Huawei Cloud account within about 30 calendar days of when the invoice is received. They cannot be withdrawn but can be used to pay your bills.) If you choose to top up your Huawei Cloud account, the amount added to your balance is subject to the exchange rate on the day of payment.
- If you choose **Transfer to bank account** or **Top-up HUAWEI CLOUD account**, the incentive earning status will change to **Processing Request** after you submit the request, and then change to **Pending Partner Invoice** after the system processing is complete.
- If you have a negative incentive earning, this item is selected by default and cannot be deselected. The negative amount will be first deducted before the incentive earnings are paid. You can request payment only when the incentive earning to be requested for payment is greater than 0.
- Expired incentive earnings cannot be paid. Incentive earnings attached to an application rejected while pending submission are no longer subject to expiry.
- **Step 6** In the displayed dialog box, click **Submit**.

The system displays a message indicating that the operation is successful.

Step 7 (Optional) Enable automatic payment.

NOTE

After you enable this function, the system will automatically pay the incentive earnings to your account on the fifth day after the incentive earnings records were generated.

In addition, if you select **Transfer to bank account** and the incentive earnings are less than \$200 USD, you can wait and submit the request when the earnings reach the amount required.

1. On the **Incentive Management** page, click **—** after **Auto Pay** in the **Incentives to Be Requested for Payment** area.

Available Incentives
Auto Pay ?
(Excluding frozen incentive earnings: 2,303.75)
Request Payment

- 2. In the **Modify Auto Pay Options** dialog box, configure the incentive earnings payment options.
- 3. Click OK.

Step 8 (Optional) View the request history.

View the reconciliation period, payment requisition number, incentive amount, incentive amount (payment currency), invoice amount (payment currency), payment option, and status of an incentive payment application.

You can select an attribute in the search box to filter application records. Currently, the following attributes are supported: period, status, and payment option.

1. On the **Incentive Management** page, click **Incentive Payment** > **Request Records** tab to view request history.

Confirm Incentives	ncentive Payment						
Incentive Distribution In	ncentive Details	Request Records					
Q Select attribute filter							0
Requisition No.	Period	Incentive Earnings	Incentive Earnings (Payment Currency)	Invoice Amount (Payment Currency)	Payment Option	Operation	
	2023Q3	100.00 USD ⑦	716.00 CNY	716.00 CNY	Top up HUAWEI CLOUD account	View Details View Billing Lis	st
11-14030-01-01040-0	2023M10	1,500.00 USD	10,740.00 CNY	10,740.00 CNY	Transfer to bank account	View Details View Billing Lis	st

- 2. Click **View Details** in the **Operation** column. In the **Requisition Details** page, you can view information such as **Incentive Earnings** and **Incentive Earning Details**.
- 3. Click **View Billing List** in the **Operation** column. In the **View Billing List** page, you can view and print the billing list. For details, see Creating Invoices for Incentive Earnings.

NOTE

You can specify Period and click **Search** to query all incentive earning application records in this period.
Step 9 (Optional) View the freezing reason for incentive earnings.

If the incentive earnings of a billing cycle are frozen, click the **Incentive Earnings** tab and click **View Freezing Reason** in the **Operation** column to view the details.

----End

12.2.5.4.5 Creating Invoices for Incentive Earnings

After receiving the incentive earning invoicing notification from HUAWEI CLOUD, partners need to create the invoices for the incentive earnings and sends the invoices and billing list to HUAWEI CLOUD.

NOTE

The invoices issued by a partner for incentive earnings shall comply with related tax laws. Invoices not in accordance with related tax laws may be rejected.

Procedure

Step 1 Create invoices offline based on the information provided in the invoicing notification email. The template is as follows.

	hand	M.S. LTD	
Company No.: Account No. : Bank Name: Registered address:		Invoice No. : Invoice Date: Invoice Currency :	2017/10/16 USD
To: Huawei Payment Requisition Form No.	: iTh-201710164e6		
Service Item	Settlement Period	Total Revenue	Payment
in a distance of the	2017-04	25.84	25.84
		Subtotal	25.84
		Subtotal VAT	25.84
		Subtotal VAT INVOICE AMOUNT	25.84 - 25.84
VAT No. : 514486505		Subtotal VAT INVOICE AMOUNT	25.84 - 25.84

Step 2 Click the link in the notification email to switch to the **View Billing List** page and print the billing list.

D NOTE

Alternatively, you can log in to the Partner Center, select **Incentives > Incentive Management > Incentive Payment > Request Records**, and click **View Billing List** in the **Operation** column of the target incentive earning to go to the **View Billing List** page.

Supplier Billing List								
* Supplier Name	* Supplier Code	Financial Contact	* Phone Number and Email Address	★ Time of Filling				
		1000	The second	2019-03-20				
Bank Name	Bank Account	Contract Number	Payment Terms					
* Invoice No.	* InTouch No.	* Payment form	Settlement Period	 actual Incentive amount 				
	1.	Top up account	2068M5	1,002.00				
				Total: 1002.00				
		Print						

Step 3 Partners can view the mail address in the billing notification email or on the **View Billing List** page, and send the invoices and billing list to HUAWEI CLOUD.

NOTE

After HUAWEI CLOUD reviews and verifies the invoices, it will issue the incentive earnings to you in your selected way.

----End

12.2.5.4.6 Viewing Incentive Details

You can filter incentive details by order ID, incentive program, customer name, customer account name, account manager name, and product type.

Procedure

- Step 1 Use your account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Incentives** > **Incentive Management**.

Step 4 Select the **Incentive Payment** > **Incentive Details** tab.

You can select the year, reconciliation period, and incentive program, as well as the attributes in the search box to filter incentive details data, and view the total incentive amount in real time. Currently, the following attributes are supported: order ID, customer name, customer account, account manager, product type, association type, and billing mode.

Confirm Incentive Payment	
Incentive Distribution Incentive Details Request Records	
Incentive earnings are displayed one hour after they are generated. If your incentive earnings are not displayed, please try again later.	
The system does not display the incentive earnings that were generated before October 2018.	View Details 🗸
Eport v	
Year 2025 V Period V Incentive Program V Q Select attribute filter	۲
Total incentive amount(¥): 0	
Period Reseller Name/Account Name Customer Name/Account Name Association Type Billing Mode Product Type Product Name	Order Operation

Step 5 Click **Details** in the **Operation** column to view incentive details.

- Step 6 Export incentive details.
 - Export incentive details.

Choose **Export** > **Export Selected**, set export options, and click **OK**. The message "Export task created" is displayed.

- View export history.
 - a. Click **Export** > **View Export** to enter the export history page.
 - b. Click **Download** in the **Operation** column to download and view incentive data in the **Completed** state.

----End

12.2.6 Operation Statistics

12.2.6.1 Viewing Customer Statistics

A distributor can view the customer statistics of its associated resellers, including the number of customers, newly associated customers, customer analysis, disassociated customers, and revenue contributions.

Procedure

Step 1 Use your partner account to log in to Huawei Cloud.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Sales > Operations Statistics > Customers** on the top navigation bar.
 - Click the **Overview** tab.
 - On the displayed page, you can check the Total Customers, Total Associations, and Spending Customers This Month.

Overview	Association and Disassociation Records	First-Time and Repeat Customers	
R Total	Customers 17	Total Associations 0	Spending Customers This Month ()

- Click **Select Account Manager or Director** to sort out the customers that you want to view.

In the **Customers** area, you can view the trend of the number of customers in the whole year.



In the **Customers by Association Type** area, you can view how many of each type of associated customers there are.

In the **Spending Customers** area, you can view the number of customers with cash expenditures and other expenditures by month.



- Click the Association and Disassociation Records tab and click Select Account Manager or Director to sort out the customers that you want to view.
 - In the **Associations and Disassociations** area, you can view the number of customers newly associated and disassociated in the recent year.

Newly Associated	Disassociated											
Quantity					Month-over-Mo	nth % Change 📕 C	ustomers				Month-over-I	Month % Chan
1.2												30%
1									1			096
0.8												-30%
0.6									· · · · · · · · · · · · · · · · · · ·			-60%
0.2										$\langle /$		-90%
0 0	0	0	0	0	0	0	0	0		0	0	-120%
2021/09	2021/10	2021/11	2021/12	2022/01	2022/02	2022/03	2022/04	2022/05	2022/06	2022/07	2022/08	.2070

In the Newly Associated and Disassociated Customers area, set
 Association Type, Operation, and Operation Time as the search criteria and view the desired records.

Newly Associated and Dis	Newly Associated and Disassociated Customers										
Customer	Account Name	Association Type 🛛 🏹	Operation 🖓	Account Manager	Operation Time 🛛 🖓						
	hid jähineheljänta	Reseller	Disassociation		Jun 02, 2022 11:38:33						
	hid ji Sali unhal jalarka	Reseller	Association		May 10, 2022 16:18:21						
	hid pilled with a strand	Reseller	Association		May 10, 2022 16:11:42						
	hid, register (gash	Reseller	Disassociation		Apr 18, 2022 16:15:03						
	his, higginer, gann	Reseller	Association		Apr 18, 2022 14:54:36						
shannelikhan	handHellinki	Reseller	Disassociation		Apr 13, 2022 09:10:39						
dampillar	here and the second sec	Reseller	Association		Apr 12, 2022 21:36:25						

----End

12.2.6.2 Viewing Expenditure Statistics

A partner can view the expenditure overview, trend, and distribution of a customer.

Precautions

A customer's expenditures generated since the day when the customer is assigned to the account manager will belong to its account manager.

For details about the expenditure statistics rules, click here.

Procedure

- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, choose **Sales** > **Operations Statistics** > **Expenditures**.
 - The **Overview** tab page is displayed by default. Select a time range and enter an account manager name or account name in the search box to query the expenditure trend, amount, and amount paid.

nditures								
This page displays the s The expenditures are an verview Expend	statistics on expenditures of a nalyzed based on GMT+08:0 iture Trend Expend	all your customers. For details about the statist 0. Data shown here is statistical data, and the liture Distribution	cs rules, click here. data of the current month may be dela	ived by about 10 minutes.				View Details 🔨
Last 6 months	 ✓ Select Custom 	Enter a partner account.	Enter an account manager.	Customer Name	~			
Amount(USD)						Bar chart Line c	hart 🗹 Amount 🕜	Amount Paid ⑦
6,000								
5,000								
4,000								
3,000								
2,000								
1,000								
0 ,	2024/11	2024/12	2025/01		2025/02	2025/03	2025/0	
			Am	ount 📕 Amount Paid				
Export ~								
Туре 🗇		2024/11	2024/12	2025/01	2025/02	2025/03	2025/04	Total
Amount(USD)		0.00	0.00	0.00	0.00	12.81	5,112.00	5,124.81
Amount Paid(USD)		0.00	0.00	0.00	0.00	12.81	5,112.00	5,124.81

Export customer expenditure data.

- Export the selected records.

Choose **Export > Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose **Export > View Export** to switch to the **Export History** page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure data in the **Completed** state.

D NOTE

On the **Overview** page, you can check **Amount** and **Amount Paid**.

- Amount: The amount that you need to pay based on the list price.
- **Amount Paid**: The total after the value of any cash coupons is deducted from **Amount**.
- Amount Paid = Amount Cash Coupons Used
- Select the **Expenditure Trend** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the expenditure trend of customers and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.

Overview Expenditure Trend E	xpenditure Distribution								How Dotalo
Month V Last 6 months	✓ Group By S	ervice Type Billing N	Iode Association Ty	pe Partner Account	Account Manager	Customer Account			
					Stacked by	ar chart Bar chart	Line chart	Sorting Dimensions	Clear All
Amount(USD)								Service Type	~
5,000						_		Billing Mode	~
4,000								Association Type	~
3,000								Enter a partner account.	
1,000								Enter an account manager.	
0 ,	,	1						Customer Name V	
-1,000 2024/11	2024/12	2025/0	1	2025/02	2025/03	2025;	/04		
	SP Test Service 📕 SP 1	iest Service0525 📕 Ela	stic Cloud Server 📕 El	astic Volume Service 📒	Virtual Private Cloud			Advanced Settings	
Export ~								Amount Due	~
Service Type	2024/11	2024/12	2025/01	2025/02	2025/03	2025/04	Total		
Total Amount-Amount Due(USD)	0.00	0.00	0.00	0.00	12.81	5,112.00	5,124.81		
SP Test Service(USD)	0.00	0.00	0.00	0.00	0.00	4,800.00	4,800.00		
SP Test Service0525(USD)	0.00	0.00	0.00	0.00	0.00	240.00	240.00		
Elastic Cloud Server(USD)	0.00	0.00	0.00	0.00	0.00	72.00	72.00		
Elastic Volume Service(USD)	0.00	0.00	0.00	0.00	13.86	0.00	13.86		
Virtual Private Cloud(USD)	0.00	0.00	0.00	0.00	-1.05	0.00	-1.05		

Export the detailed expenditures.

- Export the selected records.

Choose **Export** > **Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose Export > View Export to switch to the Export History page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure records in the **Completed** state.
- Select the **Expenditure Distribution** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the expenditure distribution of customer expenditures and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.



Export the detailed expenditures.

- Export the selected records.

Choose **Export > Export Selected**. Message "Export task created." is displayed.

- View the export history.
 - i. Choose **Export > View Export** to switch to the **Export History** page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure records in the **Completed** state.

----End

12.2.6.3 Viewing Revenue Statistics

Partners can view the revenue trend, revenue statistics, and revenue summary.

Precautions

• Account managers can view the revenue of different customers. If an account manager is assigned with a new customer, the expenditures of the new customer will be counted as the account manager's revenue from the following day of the assignment.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Operations Statistics** > **Revenue**.
- **Step 4** In the **Monthly Revenue Eligible for Incentives** area, you can view revenue statistics up to the current month.

Monthly Revenue Eligible for Incentives Total Revenue Total Perfo	mance ③ \$1,779.80 USD	2023 *
Revenue Eligible for Incentives(USD)	Revenue Eligible for Incentives Month-over-Month % Change	Month-over-Month % Change
2,500		30%
2,000		0%
1,500		-30%
1,000		-60%
500		-90%
0,		, -120%
2023/01 2023/02 2023/	03 2023/04 2023/05 2023/06 2023/07 2023/08 2023/09 20	23/10 2023/11

In the **Tax-Inclusive Revenue Eligible for Incentives**, you can view the top **10 Highest-Spending Customers** and **Top 10 Services** for a specific month or a quarter. You can also view revenue statistics by billing mode.

Tax-Inclusive Revenue Eligible for Incentives	Month	Quarter	2023/Q1	×		
10 Highest-Spending Customers ⑦	Top 10 Services	By Billing Mode				
ad (100) company	Elastic Cloud Server					
_	_				Versh (Menthly \$5.77	
—	—				Pay-per-Use \$0.00	
	—				 Reserved instance-upf Reserved instance-hou 	iront p urly bi
	—				Savings Plans \$0.00	
	—					
_	-					

In the **Revenue Summary** area, you can view customer revenue amount and details.

Revenue Summary					
			2023-06	Ē	Enter a customer name or account name.
Customer Nam	Account Name	Product Type			Revenue Eligible for Incentives(USD)
× III.0000	5409451708				1,774.03

Click the drop arrow on the left of **Customer Name** to view the revenue details of a customer.

----End

12.2.6.4 Viewing Incentive Statistics

Partners can view the incentive trend, statistics, and summary of the current year.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Operations Statistics > Incentives**.
- **Step 4** In the **Incentive Earnings Trend** area, you can view revenue trend of the current year.



In the **Incentive Earnings** area, you can view the incentives in a statistical period of the top 10 customers and top 10 services. You can also view incentives by incentive program.

Incentive Earnings 🕜		All Reconciliation Period 💌 2023 💌
10 Highest-Spending Customers	Top 10 Services	By Incentive Program
tame pater company	HUAWEI CLOUD SERVICE	in 10 year (ii - m
	Elastic Volume Service	-
_	_	_
-	_	-

In **Incentive Earnings Summary** area, you can view customer expenditures and refunds in the current year.

Incentive Earnings Summary Expenditures Refunds				
			2023 All Reconciliation Per	riods
Customer Name	Account Name	Product Type		Incentive Earnings(USD)
 table_path carpany 	New Josef			1,241.93
v -	-			10.00

Click the drop arrow on the left of **Customer Name** to view the incentive details of a customer.

----End

12.2.7 KooGallery

12.2.7.1 Product Information

12.2.7.1.1 Viewing KooGallery Product Information

You can view the information and incentive policies of KooGallery products after joining the KooGallery Sales Program.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** Choose **Sales** > **KooGallery** > **Product Information** in the menu on the top.
- **Step 4** The **By transaction price** tab is displayed by default.

You can view the product information, including the product name, delivery method, product type, ISV name, product category, incentive strategy, and release time, in this tab.

You can filter the products by released time (start time and end time), product type, and product name.

Set search criteria as required to filter the products you want.

Product Information							
By transaction price	By base price						
Released Start Da	y - End Day	Enter a product name.					Q
Product Name	Delivery Method	Product Type T	Isv Name	Category	Incentive Strategy	Released	
autotest_V3_license_comr	non_t License	Common Product	an other states	Professional Services	Products with No Revenue or Re	2025/02/20 05:32:43	
autotest_V3_license_comr	non_f License	Common Product	8.0020A-8860.8	Professional Services	Products with No Revenue or Re	2025/02/20 05:31:53	

D NOTE

Hover the cursor over the name of an ISV to view the name, phone number, and email address of the ISV.

Step 5 Select the By base price tab.

You can view the product information, including the product name, delivery method, product type, ISV name, product category, incentive strategy, and release time, in this tab.

You can filter the products by released time (start time and end time), product type, and product name.

Set search criteria as required to filter the products you want.

Product Information							
By transaction price By ba	ase price						
Released Start Day	- End Day 🔛	Enter a product name.					Q
Product Name	Delivery Method	Product Type 17	Isv Name	Category	Incentive Strategy	Released	
newnewzifuwu-10.20.0-FF-dis	Professional Services	Huawei Product	Huawei Technology Co., Ltd.	Infrastructure Software	-	2025/02/13 16:54:52	
newnewzifuwu-10.20.0-FF-djjs	SaaS	Huawei Product	Huawei Technology Co., Ltd.	Infrastructure Software	-	2025/02/11 20:01:59	

Hover the cursor over the name of an ISV to view the name, phone number, and email address of the ISV.

----End

12.2.7.2 Discounts for KooGallery Products

12.2.7.2.1 Viewing KooGallery Resale Discounts

Once a KooGallery seller sets a resale discount for a product, they can use this discount for settling payments with partners. The priority for applying KooGallery resale discounts is as follows: customer-level discounts are used first, followed by partner-level discounts, and finally product-level discounts.

Partners who have joined the KooGallery Sales Program can view the KooGallery resale discounts in Partner Center.

NOTE

Resale discounts belong to the **Settlement Type**. You can access **Sales** > **Financial Information** > **Partner Bills** to view the orders settled with resale discounts.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- Step 2 Click Partner Center in the drop-down list of your account name.
- Step 3 Choose Sales > KooGallery > Discounts for KooGallery Products in the menu on the top.
- Step 4 The Product Discounts tab is displayed by default.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the products eligible for this type of discounts is displayed, including the product name, product ID, delivery method, and product category. Access the corresponding sub-tab based on your needs.

You can filter the products by delivery method and property, or enter a keyword to search for discounts.

Poduct Discourts Pattern Discourts Customer Discourt Customer Discourts Customer Di				
Attedner Invalid Attedner Attedner Attedner Research Statistica Product Dame Product Dame Product	Product Discounts Partner Discounts Customer Discounts	3		
All delivery methods Q. Solicit a property or enters harpyrout. Q. Product Name Product Clab Delivery Method Product Category Imaging guiding@jigine ad46116b6-802-9695-9610118958ba1 Professional services Joint Operations Product Resale Discount ID Partner Account Specification Name Transaction Model Resale Discount Status Valid From Valid Until Updated S3550715-560-40345-00024b65_M1 01 Review tharing based on 15 00% off 0: Effective Feb 13, 2025 30:90 00 00 Mar 31, 2025 30:90 00 00 Mar 31, 2025 30:90 00 Feb 13, 2025 10:10.54 G. V showcase-sase-j-001-modely S2038006-462-4602-4662-4662-4662-4662-4662-46	Authorized Invalid			
Product TWare Product TO Delivery Method Product Category Impring guiding@jagine				All delivery methods v Q. Select a property or enter a keyword. Q.
Issnip geuing geling a6461 libble3bba1 Professional services Joint Operations Product Resule Discount ID Partner Account Specification Name Transaction Model Resule Discount Status Valid From Valid Uniti Updated S3350755406-403/4534-3cd03dabb. All resule partners 01 Resule Discount Specification 0000 GL Mar 31,2025 235 935 GL Feb 11, 2025 10:10 54 GL V sthortsase-sase-y-001 model S2533606-4642-4602 246024bdable3605 GL Stats Valid From Mar 31,2025 235 935 GL Feb 11, 2025 10:10 54 GL	Product Name	Product ID	Delivery Method	Product Category
Resale Discount ID Partner Account Specification Name Transaction Model Resale Discount Status Valid From Valid Until Updated 53350715-660-40376343-cc032066 All resale partners 01 Remue sharing based on 15 00% off 0 Effective Feb 13, 2025 10 000 00 M. Mar 31, 2025 23 95 90 M. Feb 13, 2025 10 10 54 G. v shore/sase-sase-jv-001 modely 5233600-462-4002-46602-86026488806-6 SaaS Joint Operations Product	 Eanying-gudingdijiajine 	a64616b8-6b8c-4929-9ff6-c8101895bba1	Professional services	Joint Operations Product
Result Discount Partner Account Specification Name Transaction Model Result Discount Status Valid Yrom Valid Until Updated 533075408-403/6321-3c002xtHall All resule partners 0.1 Result Discount 500% off C Effective Feb 13, 2025 00,000 00 ML Mar 31, 2025 23, 59.50 ML Feb 13, 2025 10.10 54 G. v throusse-sasa-Jav001 modely S253/000,464-602.26022460244683665 Sas5 Joint Operations Product				
53355775.680-4637.6304.32did3.dtd6 All reade partners 01 Revenue sharing based on 15 00% off C Effective Feb 13, 2025 00.00 00 GM Mar 31, 2025 35.95 GM Feb 13, 2025 10.10.54 G V showcase-saase-j-001-mody 5293a806-64ca-4022-6692-660246958966 Saas Joint Operations Product	Resale Discount ID Partner Account	Specification Name Transaction Model	Resale Discount Status	Valid From Valid Until Updated
✓ thoracase-sase-ly-001-modify 5233a806-64cb-4002-6602-6802-68066 SaaS Joint Operations Product	53365f7f-5e8b-4b3f-8d34-3cd03dfa6 All resale partners	01 Revenue sharing based on	15.00% off O Effective	Feb 13, 2025 00:00:00 GM Mar 31, 2025 23:59:59 GM Feb 13, 2025 10:10:54 G
✓ shourcase-sas-ly-001-modfy 52933858-54cb-4062-b602-b602-b602-b602-b606 SaaS Joint Operations Product				
	✓ showcase-saasly-001-modify	5293a88b-64cb-4b82-b692-bbbda4a698c6	SaaS	Joint Operations Product

The product discounts can be used for the expenditures of customers of all partners.

Click \checkmark next to the product name to view more information about a resale discount.

Step 5 Select the Partner Discounts tab.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the projects eligible for this type of discounts is displayed, including the project information, partner account, and customer account. Access the corresponding sub-tab based on your needs.

You can filter product information by status and property, or enter a keyword to search for discounts.

Product Discounts Partner Discounts Customer Discounts		
Authorized Invalid		
	All	 Q. Select a property or enter a keyword. Q.
Project Info	Partner Account	Customer Account
A straight	şanı ju juan	All customers
Resale Discount ID Product Name Specification Name	Delivery Met Transaction Model Resale Disco Status	Valid From Valid Until Updated
4fbe381d-c673-4d5d-b9f3-69f329 showcas-ty-sale-reiogn spec1	Professional s Transaction price sharing 20.00% off O Effective	Mar 03, 2025 19:19:28 Apr 30, 2025 19:19:24 G Mar 03, 2025 19:19:28
v Medi	price and the second se	All customers

NOTE

The partner discounts are only available to resale partners and can be used for the expenditures of customers of these partners.

Click \checkmark next to the project information to view more information about a resale discount.

Step 6 Select the Customer Discounts tab.

There are two sub-tabs based on the discount status: **Authorized** and **Invalid**. On each sub-tab, the information about the projects eligible for this type of discounts is displayed, including the project information, customer account, and partner account. Access the corresponding sub-tab based on your needs.

You can filter discount information by status and property, or enter a keyword to search for products.

Product Discounts Partner Discounts Customer Discounts		
Authorized Invalid		
		Al V Q. Select a property or enter a keyword.
Project Info	Customer Account	Partner Account
^ #FEE	846.0	(MU.U.)001
Resale Discount ID Product Name Specification Name	Delivery Met Transaction Model R	Resale Disco Status Valid From Valid Until Updated
1f1b750b-c432-487b-9df7-9f6e9f kafka_test2 221100	Professional s Transaction price sharing 2	20.00% off O To be validated May 31, 2025 19:21:45 Jun 29, 2025 19:22:21 G Mar 03, 2025 19:22:34
2d31b81b-58b9-4191-a84e-7d08f 1112 112	License Transaction price sharing 2	20.00% off O To be validated May 31, 2025 19:21:45 Jun 29, 2025 19:22:21 G Mar 03, 2025 19:22:34
✓ pxy_test_part_lower_10_3	rede-12	446.0.001

NOTE

The customer discounts are only available to resale partners and can be used the customer accounts specified by these partners.

Click \checkmark next to the project information to view more information about a resale discount.

----End

12.3 Resellers

12.3.1 Transaction Model

12.3.1.1 Overview

A Huawei Cloud reseller is developed and managed by a Huawei Cloud distributor. Resellers will be responsible for presales consulting, product selling, and providing related services.

Resellers can develop customers in the reseller model.

In the reseller model, resellers settle with their associated customers and issues invoices to and collects payments from them. Huawei Cloud makes a settlement with, issues invoices to, and collects payments from the resellers' distributors.

Huawei Cloud will not engage itself in the settlement of the resellers. The settlement rules between a reseller and their associated distributor are defined by the reseller and the distributor.

The following describes the reseller model in detail.

12.3.1.2 Reseller Model

Developing Customers

A reseller can develop customers and sell Huawei Cloud products and services to them. For details about how to develop customers, see **Customer Development**.

Controlling the Budget

A distributor can set monthly budgets for their resellers' customers to control customer expenditures.

The budget is calculated based on the prices listed on the official Huawei Cloud website. The budget will restore in the next month. Distributors can view their customers' monthly budget usage on the customer details page.

Distributors and resellers will receive alerts if their customers' budget usage exceeds a certain limit. Resellers can ask their distributors to adjust monthly budgets or freeze the accounts for their customers. If a customer's account is **frozen**, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. If both the account and resources of a customer are **frozen**, the customer cannot buy, renew, or change resources are not available. Unfreeze the resources within 15 days (subject to the time range regulated on the official website) of when they are frozen. Otherwise, the stored data will be deleted and the cloud service resources will be released.

If a customer uses up their budget, Huawei Cloud will automatically restrict the customer from purchasing yearly/monthly products and reserved instances.

However, the customer can still purchase pay-per-use resources. A distributor can further restrict a customer from purchasing pay-per-use resources.

NOTE

- After a customer is associated with a reseller, the customer account is frozen by default. The customer cannot purchase products or services until the distributor associated with the reseller sets a monthly budget and unfreezes the account for the customer.
- A reseller needs authorization from their distributor to set budgets, freeze or unfreeze accounts, and freeze or unfreeze resources for their customers. For details, see **Setting Account Freezing and Budget Setting Permissions for Resellers**.

Purchasing Huawei Cloud Products

The expenditures displayed on Billing Center for your customer are calculated based on list prices. These figures are used as a reference for cloud service resource usage. They do not represent the money spent. The actual payment amount of a customer is determined by you and your customers.

Querying Customer Expenditures

Resellers can check their customers' expenditures in Partner center.

For details, see Viewing a Customer's Orders and Customer Expenditures.

Customers expenditure summary is not the partner bill and cannot be used as the basis for partners' settlement, payment, or billing.

NOTE

- The expenditure summary data has a latency. The actual expenditure data is subject to the expenditure details.
- The expenditure summary and details are collected based on Beijing time (GMT+08:00).
- The expenditure summary and details do not include the tax.
- Cash coupons will be deducted from the customer account before the bill of the customer's pay-per-use product fees is generated at the end of the month. The deducted cash coupons calculated before the settlement contain only the cash coupons deducted when the order is paid.

12.3.2 Leads and Opportunities

12.3.2.1 Customer Development

12.3.2.1.1 Pre-registering Customers

Customer pre-registration is a mechanism provided by Huawei Cloud for partners to register customers in advance to seize customer development opportunities. This mechanism prevents conflicts between partners and between partners and Huawei Cloud.

A partner can preregister potential customers. Within the validity period of preregistration, the partner can send invitation links to pre-registered customers. After receiving the invitation link, customers can register and associate with the partner. Once the association is successful, the customers become customers of the partner. A partner can send **emails** or **hyperlinks and QR codes** to invite potential customers.

Prerequisites

Reserve your mobile number or email address in the Partner Center before preregistering a customer. Add a mobile number or email address on the **Partner Information** > **Basic Information** > **Account Information** page.

Constraints

- 1. A customer cannot be pre-registered by a partner if the customer:
 - Is registered with Huawei Cloud (Chinese mainland website).
 - Has been associated with a partner.
 - Has been pre-registered by another partner.
 - Is a consumer cloud user.
 - Has signed contracts with Huawei Cloud.
 - Has cash expenditure records and has not been pre-registered by the Huawei Cloud direct sales team.
 - Has been associated with an enterprise master in the unified accounting model.

D NOTE

If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:

- Directly preregister the customer. Then, the system will display the failure cause.
- Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. A partner can submit a request for manual pre-registration review if the customer:
 - Has registered for more than seven days or has cash expenditure records and has been pre-registered by the Huawei Cloud direct sales team.
 - Registers in a country that is inconsistent with the location where the partner develops business.
 - Belongs to the Huawei Cloud online sales team.

NOTE

- 1. If you are not sure whether the customer falls under any of the previously mentioned scenarios, try either of the following methods:
 - Directly preregister the customer. Then, the system will display the failure cause.
 - Contact your ecosystem manager to query the customer status. You can find the contact information of your ecosystem manager in the upper right corner of the **Home** page.
- 2. The manual pre-registration review will be completed within two working days.
- 3. The maximum number of customers allowed in the pending review and preregistered statuses is capped at 100. Once this limit is reached, no pre-registrations are allowed.

- 4. The validity period of pre-registration is 15 days. A pre-registered customer cannot be pre-registered by another partner until the current validity period has expired.
- 5. Ensure that the email address provided for pre-registering a customer is consistent with the email address that was used by the customer for account creation. Email inconsistency will lead to a customer invitation failure. Double check the email address before preregistration.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** On the **From Partner Center** tab page, click **Preregister Customer**.

Customer Development 🏘 Process Rouchart
An account manager can generate an invitation link or a QR code to invite customers. Customers associated using the link or QR code will be automatically assigned to this account manager. In the reselver model, if the customer invited has subsorbled to resources before, you can bece the customer's account and resources to prevent new fees from being generated by those resources. You can presigniter customer in advance in Pather Center and seed molitation links via email to invite them for association.
From Partner Center By Link or QR Code History Records Enterprise Information
Customer Full Name Mobile Number Email
Preregistered Customers 1 ① Preregister Customer Delete Invite In
🗌 Castomer Full Name Mobile Number 💩 Email 💩 Customer Name/Accesu
✓ □ p ^{mm} e +852 139 ^{mm} 9040 409 ^{mm} @qq com -/- Sep 29, 2024 09 ^{mm} . Expiry in 14 days Pre-registe Invite Delete

D NOTE

Click an ext to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Mobile Number** to show or hide the complete content of mobile numbers.

Step 5 Enter the full name, email address, and mobile number of the customer, select whether to send an invitation link, and click **OK**.

Preregister Custo	mer	×
Ensure that the customer de preregistration validity period	tails are accurate. Invite customers to complete registration within the 15-day d.View preregistration requirements	
* Customer Full Name		
* Email		
	This email address is required for registration with HUAWEI CLOUD.	
Mobile Number	+852(Hong K V	
Sending Invitation Link	◯ Yes ◯ No	
	OK Can	cel

- The email address can contain only letters, digits, underscores (_), hyphens (-), and periods (.).
- If **Sending Invitation Link** is set to **Yes**, once a customer is preregistered, the system will automatically send an invitation link to the customer.
- If **Sending Invitation Link** is set to **No**, once a customer is preregistered, you need to **send an email** or **send a hyperlink and QR code** to invite them for association.
- Regardless of whether you select **Yes** or **No** for **Sending Invitation Link**, the association type is Reseller.
- **Step 6** (Optional) If a partner still wants to pre-register a customer who does not meet the pre-registration conditions, the partner needs to submit a manual review request.
 - 1. In the dialog box that is displayed, click **Continue**.
 - 2. In the displayed dialog box, fill in the required information and click **Submit**.
 - 3. You can query the preregistered customer by full name, mobile number, or email on the **From Partner Center** tab page. If the status of the customer changes to **Pre-registered**, it indicates that the preregistration is successful. Then, you can invite the customer for association.

NOTE

To learn about the review progress of a manual review request, contact your ecosystem manager.

----End

Other Operations

Click **Delete** in the **Operation** column to delete a customer. You can also select multiple customers and click **Delete** next to **Preregister Customer** to delete them.

- You cannot delete customers whose status is **Under review** or **Associated**.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

12.3.2.1.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a **pre-registered** customer for association.

NOTE

- When a partner invites a customer for association, the association type in Partner Center is Reseller.
- Not preregistered customers are the partner's historical customers.
- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.
- After a customer is associated with a partner, the customer account will be frozen by default and some of their resources will be inaccessible until the account is unfrozen. You can set a budget for the customer and unfreeze their account. To ensure the customer's cloud services are not impacted, submit a service ticket to request association in the background.

Prerequisites

A partner must pre-register a customer before sending an email to the customer. For details about pre-registering a customer, see **Pre-registering Customers**.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** In the customer list, select a customer and click **Invite** in the **Operation** column.

NOTE

- You can select multiple customers and click **Invite** to batch send invitation emails to the customers.
- You can click the eye icon before **Process Flowchart** to view the process guide for developing customers by sending invitation emails.
- Click the eye icon next to a header to view complete contents in the column. For example, you can click the eye icon next to **Email** to view complete emails.

Customer Development Reverse Flowchart			
An account manager can generate an invitation link or a CR code to invite customers. Custome In the reseller model, if the customer invited has subscribed to resources before, you can breaze You can preregister customer in advance in Partner Center and send invitation links via email to	ers associated using the link or QR code will be automatically the customer's account and resources to prevent new fees invite them for association.	assigned to this account manager. Irom being generated by those resources.	
From Partner Center By Link or QR Code History Records Enterprise	Information		
Customer Full Name Mobile Number	Emai		
Preregistered Customers 1 () Preregister Customer Delete Invite			
Customer Full Name Mobile Number 💿 Email 💿	Customer Name/Accou	Expiration Date Status 🖓 Remarks	Account M
✓ p****e +852 138****9040 4097***@qq.com	/ Sep 29, 2024 09:	Expiry in 14 days Pre-registe	Invite Delete

Step 5 In the displayed dialog box, click **OK**.

invitation initis are valid to	or 7 days. We recommend th	at you follow up with ir	wited customers to ensure that	
they use the preregistere	d email address to register w	vith HUAWEI CLOUD to	before their invitation link expires.	
If the link expires before of	customers have registered, y	ou can resend an invit	ation link. Preview Email	
Association Type				
Deceller				
(escile)				
Resellers, instead of HUAV customers, and need to be	VEI CLOUD, are responsible ar certain capital backflow ris	for providing billing an sks.	d invoicing for reseller	
Resellers, instead of HUAW sustomers, and need to be Customer Name (%)	VEI CLOUD, are responsible ar certain capital backflow ris Email 💿	for providing billing an sks.	d invoicing for reseller	

- The association type is Reseller. In this model, a customer signs a contract with the partner. The partner is responsible for the customer's contracts, billing, invoices, and support services, and the customer pays to the partner.
- Invitation links have a validity period. Notify invited customers of completing registration within the validity period.
- Click **Preview Email** to view the invitation email content.

The system automatically sends invitation emails to customers. After receiving the invitation emails, the customers click the links provided in the emails to register with Huawei Cloud and associate with the partners. For details, see **Associating** with a Partner Using an Invitation Link.

----End

12.3.2.1.3 Inviting Pre-Registered Customers by Hyperlinks or QR Codes

Except for **sending emails**, partners can send hyperlinks and QR codes to invite potential customers.

- After a partner sends an association invitation to a customer, the customer can click the invitation link to associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.
- When a partner invites a customer for association, the association type in Partner Center is Reseller.

Precautions

- The general-purpose invitation link or QR code generated by a partner administrator or operator contains a customized tag, indicating the account name of the administrator or operator.
- After an account manager or account director invites customers by invitation links and QR codes, the customers will be automatically associated with and assigned to the account manager or account director.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** Click the **By Link or QR Code** tab.
- **Step 5** Obtain the invitation link and QR code.

You can invite a customer using a general-purpose/customized invitation link and QR code or a promotional link.

After receiving the invitation, the customer can click the link or scan the QR code to register with Huawei Cloud and associate with the partner. For details, see **Associating with a Partner Using an Invitation Link**.

NOTE

- When creating a custom invitation link and a QR code, add a tag to them. Then you can identify associated customers by tag. You can view customers' custom tags in the customer list on the **Customers > Customer Management** page.
- If you do not want to create a custom tag for a customer, use the general invitation link and QR code.
- The invitation link and QR code for a promotional activity are valid only for a period of time. Remind your customers to complete the registration within the validity period.
- You can click the eye icon before **Process Flowchart** to view the process guide for developing customers by hyperlinks or QR codes.
- Invite a pre-registered customer by a general-purpose invitation link and QR code.
 - a. Click the General-Purpose Invitation Links tab.
 - b. Click **Copy** after **Link** or click **Download** on the **QR Code** picture to obtain the invitation link or QR code and send it to a pre-registered customer offline, such as by email.

From Partner (Center	By Link or QR Code	History Records	Enterprise Information		
General-Purpo	se Invitatio	on Links Customized I	nvitation Links Pron	notional Invitation Links		
Download the inv	itation link a	nd QR code and send them to	o the customer for associa	tion.		
Reseller						
Link	https://a	ccount-intl.ulanqab.huawei.co	m/obmgrbetam/invitation/i	invitation.html?id=dfe73606-f5b3-417c-t	Сору	
QR Code						
History Records	~					

- Invite a pre-registered customer by a customized invitation link or QR code.
 - a. Click the **Customized Invitation Links** tab.
 - b. Set Account Manager and click Generate.

From Partner Cente	er By Link or QR Code History Records Enterprise Information
General-Purpose In	vitation Links Customized Invitation Links Promotional Invitation Links
Enter a custom tag, ge	nerate a custom invitation link and QR code, and send them to the potential customer.
Association Type	Reseller
	Resellers, instead of HUAWEI CLOUD, are responsible for providing billing and invoicing for reseller customers, and need to bear certain capital backflow risks.
* Account Manager	Customize ⑦
Remarks	
	Generate
Generation Record∨	
-	

You can generate up to 100 invitation links within 24 hours.

c. On the **Generate** page, click **Copy** after **Link** or click **Download** on the **QR Code** picture to obtain the invitation link or QR code and send it to a pre-registered customer offline, such as by email.

Generate					×
Link	and QR code generate	d successfully.			
Association Type	: Reseller	Custom Tag:	seller		
Remarks:					
Link:	https://account.huaweiclo	ud-betahkmanual.c	com/obmgr	Сору	
QR Code:					
		ОК			

You can click **Generation Record** to view historical customized invitation links. You can also send a historical invitation link or QR code to a potential customer.

• Invite a pre-registered customer by a promotional invitation link.

No promotion activity is available.

----End

12.3.2.1.4 Managing Invited Customers

After a partner sends an invitation link to a customer, the partner can view the customer association status and manage the invited customer.

For a customer in the **Association failed** state, you can place the cursor on after **Association failed** to query the failure cause.

Association Failure Causes and Suggested Operations

Message	Suggested Operation
The system is busy. Try later.	Contact the customer service.
The invitation link does not exist.	Send the invitation email again.
The invitation link has expired.	Send the invitation email again.
The invitation code has been used.	Send the invitation email again.

Message	Suggested Operation
The invitation link has been used.	Send the invitation email again.
Prepaid partners cannot develop customers in reseller model.	Send the invitation email again.
Failed to associate with the partner because the customer has been registered by another partner.	The customer cannot be associated with a partner in this condition.
Failed to set the customer to a partner's customer because the customer is already a partner or is applying for becoming a partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer already associates with another partner.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer has a special contract.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner because the customer uses a Huawei internal account.	The customer cannot be associated with a partner in this condition.
Failed to associate with the partner in the reseller model because the customer has associated with an independent accounting member account as the enterprise master account.	The customer cannot be associated with a partner in Reseller model.
Failed to associate with the partner in the reseller model because the customer was using an enterprise member account to do so.	The customer cannot be associated with a partner in Reseller model.
Failed to associate with the partner because the customer has a consumption record.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the top-up account has a balance and the outstanding invoice amount is greater than the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner because the customer registration time exceeds the limit.	Remind the customer to submit a service ticket or contact the customer service to associate with the partner.

Message	Suggested Operation
Failed to associate with the partner because the customer has overdue payment.	Remind the customer to top up the account and settle the overdue payment and then submit a service ticket or contact the customer service to associate with the partner.
Failed to associate with the partner by reseller model because the bill run of the customer's credit account is created and the account has overdue payment.	Remind the customer to settle all the overdue payments and then submit a service ticket or contact the customer service to associate with the partner.

Resending an invitation email

If a pre-registered customer is not associated with your account within the validity period of the invitation email, you need to send a new invitation email to the customer.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Sort out customers whose status is **Expired** and click **Resend Invitation** in the **Operation** column to send new invitations to these customers.
 - **NOTE**

You can also select multiple customers in the **Expired** state and click **Resend Invitation** on the top of the customer list to send new invitations to these customers in one batch.

Step 6 In the displayed dialog box, confirm the customer information and click **OK**.

----End

Viewing Invited Customers

On the **History Records** page, you can view customers who have received your invitations and those who have accepted your invitations and registered with Huawei Cloud.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.

Step 4 Click the **History Records** tab.

Step 5 Set search criteria to query for the invited customers to be viewed.

You can sort invited customers by **Customer Name**, **Customer Account**, **Customize/Account Name**, **Email**, **Invitation Method**, or **Status**.

Step 6 Click \checkmark to view information about invited customers.

----End

Exporting Invited Customers

You can export the records of all invited customers.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- Step 5 Click Export All to export records of all invited customers.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

----End

12.3.2.1.5 Viewing Enterprise Information

A partner can query the details about an enterprise by enterprise name.

NOTE

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Customer Development.
- **Step 4** Select the **Enterprise Information** tab and enter an enterprise name to search for the enterprise.

From Partner Center	By Link or QR Code History Records	Enterprise Information			
Currently, only the inform	ation of the enterprises in the following countries or region	s can be queried: Hong Kong (China), Singapore, Thailand, Mala	aysia, Philippines, Indonesia, Saudi A	abia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, Sou	th Africa, Egypt, and
Türkiye.					
00	XQC				
t records found.					
全部截至意大利表					Preregister Customer 🔗 View More 🔿
Cloud Budget (USD) ③	100k		Cloud Service Provider	down	
CDN Service Provider	demonst Conditional		Operating status	A294	
IPO Status	Private		Last Funding Type	lees i	
Website	htip Hersehluslandığı semler		Headquarters Location	tile ook term cateria, mapi	
Brief Introduction	tendors are used appropriate for on beauty of	in means recomment stars and efforts eteration.c.	Social Media Account	000	

On the displayed page, click **Preregister Customer** to preregister the enterprise displayed.

Step 5 Click **View More** to view enterprise details (**Overview**, **Digital Technology**, and **Finance**).

Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.



Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

From Partner Center By	Link or QR Code History Records Enterprise Information		
Currently, only the information of Türkiye.	of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thailand, Mail	aysia, Philippines, Indonesia, Saudi Ara	abia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
22	XQC		
records found.			
110883.002			Preregister Customer $\mathcal{L}_{\mathbf{k}}$. View More \wedge
Cloud Budget (USD) ①	(19)	Cloud Service Provider	down
CDN Service Provider	Analysis Charatterial	Operating status	434
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Website	Nig. Annahistoin Nig. com in	Headquarters Location	tile coi, tem come, mor
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Overview Digital Tech	mology Finance		
Cloud Migration			
Cloud Budget (USD)	1708	Cloud Service Provider	ison
CDN Service Provider	where the first		
Mobile App			
Number of Apps	4	App Downloads (30 Davs)	THEFT
Patents and Trademarks			
Most Popular Patent Class	theoring chercar	Most Popular Trademark Class	Rec (Spec)
Web Traffic			
Monthly Visits (2)		Monthly Visits Growth	10120

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

	From Partner Center By	Link or QR Code History Records	Enterprise Information			
	Currently, only the information o	of the enterprises in the following countries or region:	is can be queried: Hong Kong (China), Singapore, Thailand, Mala	ysia, Philippines, Indonesia, Saudi Arabia	, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South	Africa, Egypt, and
	Turkiye.					
	88	×QC				
11	ecords found.					
	1月9日日本 1月1日					Preregister Customer 👌 View More 🔿
	Cloud Budget (USD) ①	1490		Cloud Service Provider		
	CDN Service Provider	Anapa coeffici		Operating status	leftwo	
	IPO Status	Private		Last Funding Type	leni	
	Website	12 renerts even sonor		Headquarters Location	de Aud, Sonto Catarino, Brazil	
	Brief Introduction	Induines and search applications for our desires of		Social Media Account	800	
	Overview Digital Tech	hology Finance				
	Funding					
	Number of Funding Rounds	1		Total Funding Amount Currency (USD)	10000	
	Top 5 Investors	OC, OC Parisers, J.C. Parametrica, D	ninis Tracheri Persian Pan, AscOtati Interiment Cascul	Last Funding Date	2010-12-17	
	Last Funding Type	3440		Last Funding Amount (USD)	10000	
	IDO & Black Drive					
	IPO & Stock Price			100.0.1		
	IPO Status	Friday		IPO Date	28242-0	
	Money Raised at IPO (USD)	Paroenoe		Valuation at IPO (USD)	30204054	
	Stock Symbol	108		Stock Exchange	10000 - New York Disch Exchange	
	Merger and Acquisition					
	Transaction Name	Investoried medicaria (3, science	One Capitaliana	Acquired by	Capital Roma	
	Announced Date	2010/08/48		Price (USD)	11000000	

----End

12.3.2.2 Marketing Tasks

12.3.2.2.1 Viewing Marketing Tasks

Marketing tasks are a series of strategies, such as opportunity identification, crossselling, promoting renewal, and scenario-based solution recommendation, used to develop customers. These strategies are used to efficiently and continuously enhance the connection with small and medium businesses and achieve marketing goals.

You can view your marketing tasks in Partner Center.

NOTE

Your marketing tasks will be handled by your associated distributor. You can view the handling details and records.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation, select Sales > Leads and Opportunities > Marketing Tasks.

Market	ing Tasks											
Task	Name	Search Reset	Customer Name	Enter a customer name or account.	Acco	unt Manager		Expire	s Start Date -	- End Date		
	* trade											۲
Le	rel-2 Policy 🏆	Task Name	Customer Name/Account	Last 12 Months(USD) ③ 🍞 🛊		Created 🍞	Validity Period	Task Status 🍞	Completed	Account Manager	Operation	
	678	11.1.2000-00.0000-0.01	na 200 matana na 200		4,546.56	Mar 20, 2024 00:00:00	-	Uncompleted		-	Process Task	
		outpresent detector	100,1000 (solare) 100,0000		4,546.56	Mar 06, 2024 12:44:15	-	Uncompleted		-	Process Task	

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account** to show or hide the complete content of customer names.

Step 4 Set search options to search for sales tasks.

You can filter sales tasks by task name, customer name, account manager, status, task status, created time, and expiration time.

----End

12.3.3 Customers

12.3.3.1 Customer Management

12.3.3.1.1 Querying Customers

A partner can query all the associated customers' current estimate and basic information.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, select Sales > Customers > Customer Management.
- Step 4 Set search criteria to search for customers

You can search for customers by customer name, customer account, customer ID, account manager name, month-to-date expenditure, resource expiration date, mobile number, and customer tag.

Cu	Customer Management									
To view the customer associations, will Manage Association Records page. To view the batch transfer holocy, will Batch Reader holocy. To view the batch transfer holocy, will Batch Reader holocy. To view the batch transfer holocy and Batch Reader holocy. To view the batch transfer holocy and Batch Reader holocy. To view the batch transfer holocy and Batch Reader holocy.										
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	Customer/Account Name 💿	⑦ ♡ Mobile Nu	🐵 Email 💿 🛛 One-1	Time Budget(USD) Budg	et Usage 🍈 🛛 🖊	Available Credit(USD) Month	-to-Date Expenditures(USD) ③	Operation		
		-	17711***	0.00	-	-	0.00	Set Budget View Orders More		
	🗆 🖉 ¹ na jihan Pada.	-	-	0.10	0%	-	0.00	Set Budget View Orders More		

NOTE

- Click **Manage Association Records** to view historical association and disassociation records and process disassociation requests from customers.
- **Step 5** Click the account name of the customer you want to view. Then, on the displayed page, view the customer details.

omer Management / Customer Details					
a ^{****} a ⊗ Account Name III, IIII Email 15250**© 143 com @ Reseiler Enterprise User Automatic You are not a © You have hocen the account of the customer.	Labet – \mathscr{L} uthorized to the account and set a budget for this customer. You are authorized to p	Acc lace orders and	ount Manager.	View Association Requests	Disassociat
rview Resources Enterprise Information Basic Information					
Expenditure Summary Last 12 months	View E	quenditure	Budgets		
Expenditures ast 12 Months(USD)			Budget Usage Monthly	Estimate	-\$0.78
19.7989 Month-to-Date Expenditur ① -0.7611 View Details	Expenditure Last Month(() 16.44 View Details		Customer Orders		Authorization P
Reserved instances(USD)	-0.7811 Vewly/Monthly(USD)	16.44	Unpaid Orders O	A 1	I Orders 3
			Customer Alerts		
Expenditures by Product		(B) (I).	Loss	C	
			Pending Renewals	O&M on Custo	mers' Behalf All Res
USD19.7989 Total Expenditures	 Elastic Cloud Server(USD) 16.44 83.03% Elastic Volume Service(USD) 4.14 20.91% Content Delivery Network(USD) -0.7811 -3.95% 		Expire in 7 Days <mark>0</mark>	Expire in 15 Days O	Expire in 30 0
Expenditure Change		L do			
Unit:\$	Amount Due 📕 Amo	unt Paid			
8	\bigwedge				
6 3					

- You can click **Assign Account Manager** to assign an account manager for the customer. If you need to change the account manager for a customer, you can click **Account Manager:** ***.
- If you are assigned the permissions for freezing accounts and setting budgets for your customers, you can click **Unfreeze Account** from the drop-down list of **Account Freezing/Unfreezing** to unfreeze accounts for your customers.
- If you are assigned the permissions for freezing accounts and setting budgets for your customers, you can click Unfreeze Account and Resources from the drop-down list of Account Freezing/Unfreezing to unfreeze both accounts and resources for your customers.
- Click View Association Requests to view and handle the association requests.
- Click **Disassociate** to disassociate from the customer.
- On the **Overview** tab, you can view customer budget usage. You can click **Set Budget** to set a monthly or one-off budget for the customer after required permissions have been granted to you.
- On the **Overview** tab, you can click the number under **Unpaid Orders** or **All Orders** to view order information. You can click **Request Authorization** to apply for permissions to perform operations for the customer. After obtaining the permission for performing operations on the customer's behalf, you can click **Place Order on Customers' Behalf** to place an order to purchase yearly/monthly and pay-per-use resources for the customer associated in the reseller model.
- On the Overview tab, you can view the customer's resources to be renewed. You can click O&M on Customers' Behalf to obtain customer authorization first and then perform operational tasks for the customer as needed after required permissions have been granted to you. You can view all resources, such as yearly/monthly resources, payper-use resources, reserved instances, and savings plans, by clicking All Resources, or view resources that are going to expire in 7 days, 15 days, or 30 days by clicking the number under Expire in 7 Days, Expire in 15 Days, or Expire in 30 Days.
- On the **Overview** tab, you can view expenditure summary including **Expenditures**, **Expenditures by Product**, and **Expenditure Change**. You can click **View Expenditure** to view expenditure details. Click **View Details** next to **Month-to-Date Expenditures** or **Expenditure Last Month** to view expenditure details of this month or last month. You can click the icons in **Expenditures by Product** and **Expenditure Change** to check the rankings by expenditures on different products and the different types of charts, respectively.
- On the **Resources** page, you can view and export yearly/monthly resources, pay-per-use resources, and savings plans.
- On the **Basic Information** tab, you can click **Account Manager History** to view the account managers assigned to the customer.

----End

Other Operations

A partner can perform the following operations on the **Customer Management** page:

• Choose Export > Export Selected to export all the customers of the partner.

D NOTE

Only the administrator can export the customer list. If other operators need to export the customer list, contact the administrator.

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- Click Export > View Export. On the Export History page, click Download in the Operation column to download and view the exported customers.
- Click More > Disassociate to disassociate from a customer.
- Click View Orders to view all orders of a customer.
- Choose More > View Resources to view a customer's pay-per-use and yearly/ monthly resources. For details, see Viewing a Customer's Resources.
- Click **More** > **Customer Spend** to view all expenditure details of a customer.
- Choose More > Assign Account Manager to assign an account manager to a customer. For details, see Assigning an Account Manager for a Customer.

12.3.3.1.2 Managing Customer Association Relationships

In the reseller model, a partner can disassociate from its customers and process the disassociation requests submitted by customers.

NOTE

- Only the administrator role of a partner can disassociate from their customers.
- After a partner submits a disassociation request, the customer can access My Account > My Partner to handle the request. For details, see Handling a Disassociation Request Initiated by a Partner

Precautions

- 1. A partner or customer can initiate three disassociation requests within three months. They need to submit a service ticket or contact the customer service to initiate requests beyond the maximum allowed.
- 2. You cannot disassociate from a customer who is using an enterprise master account that has been associated with any independent accounting member.
- 3. If you need to disassociate from a customer whose account has been manually frozen, you need to unfreeze the customer account first.
- 4. You cannot disassociate from a customer if this customer has any valid reserved instance or partner support plan.

Disassociate from a Customer.

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** In the customer list, select a customer and click **More** > **Disassociate** in the **Operation** column.

Customer Management							
To view the customer associations and disassociations To view the batch transfer history, visit Batch transfer h You might also want to know:How Can I Request Authh	, visit Managi istory. orization from	a Association Records page. My Customers?How Can I Place Or	rders on My Cust	omers' Behalf? How My Customers M	anage the Authorizatio	n?	View Details 🗸
Set Budget Batch Assign Account Manager Customer/Account Name ® ⑦ 7 Mobile	Export ~	Email \infty 🛛 One-Time Budg	et(USD)	Budget Usage 🛞 🕴 Availab	Customer Na	ime V Q Ad	vanced Search 🗸 🛞
888***	9874	-	-	-		Set Budget View Orders Mo	re
888***	1236		-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization	
□ ⊘ ≣ ****1 177***	8886	-	-	Assign Account Manager Unfreeze Account	Customer Spend	Place Order on Customers' Behalf Perform O&M Operations on Customers' Behalf	
Total Records: 13 10 V K 1 2 > Go				Freeze Account and Resources			

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 If the account passes the check, select I understand the preceding statement and confirm to disassociate from the partner account, and click Disassociate.

NOTE

If the account fails the check, handle the failed items as prompted. Then check the account again.



The **Disassociate** dialog box is displayed.

i Dis	associate	×
Are you su	ire you want to disassociate from the customer?	
Reason		
	0/256	
	OK Cancel	

Step 6 Enter the reason and click **OK**.

The system displays a message indicating that the request for disassociating from the customer has been submitted. After your customer completes the processing, you will be notified of the processing result at the first time. Please wait.

If partners have enabled the verification code function, a verification code is required.

----End

Other Operations

You can query association and disassociation records, and process the disassociation requests initiated by customers.

NOTE

Only partners with the corresponding permissions can process the disassociation requests from customers.

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Click Manage Association Records.

0 • To view the customer associations and disassociations, visit Manage Association Records page.	
To view the batch transfer history, visit Batch transfer history.	
You might also want to know: How Can I Request Authorization from My Customers? How Can I Place Orders on My Customers' Behalt? How My Customers Manage the Authorization?	View Details 🗸

Step 5 On the displayed page, you can query the association and disassociation records.

Click **Agree** or **Reject** in the **Operation** column.

Customer Management / Manage Association Records			
Batch Reject	Customer Name 🗸	Q Account Manager Q Mobile Number	Q
Account Name Customer 💩 Mobile Number	Associati	$ \mbox{ Initiation} \bigtriangledown \mbox{ Status } \bigtriangledown \ \mbox{ Account} \otimes \mbox{ Request T} \bigtriangledown \mbox{ Approval} \bigtriangledown \mbox{ Operation}$	
t****p 193*****003	Reseller 🔅 Disassociate test	Requested by () Pending confir - Jul 01, 2024 1	
ACCEPTION -	Reseller 🔗 Association	Recommende 📀 Completed - Jun 11, 2024 Jun 11, 2024	

NOTE

If partners have enabled the verification code function, a verification code is required.

----End

12.3.3.1.3 Setting Monthly Budgets for Customers

A distributor can authorize the budget setting permission for its associated resellers and allocate them a monthly budget quota, and then the resellers can set monthly budgets for their customers. The customer budget will automatically restore at 00:00:00 on the first day of the following month.

A distributor can grant a monthly budget quota and/or one-time budget quota to a reseller.

A reseller who does not have the permission to set a monthly budget for their customers can contact the associated distributor to set a monthly budget quota.

A reseller who has permissions for setting monthly budgets and one-time budgets can change the budget type for their customers. The new budget type takes effect immediately.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** On the customer list, select the target customer, and click **Set Budget** in the **Operation** column.
 - Automatic account freezing

Customer Management / Set Budget
Monthly Budget \$0.00 USD (Current Estimate 🕥 \$0.00 USD) Customer Name Account Name
Budget Type
Account freezing upon monthly budget exhaustion
To facilitate management of reselier customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers.
2. Hunder you are mail to get when you are mail to get and you are mailed and you are way a
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and pay-per-use resources and reserved instances, and some of the provisioned resources may be unavailable, but the provisioned pay-per-use resources
still incur fees. To avoid incurring new fees, you can choose to freeze both the account and its resources. How Do I Freezing Both an Account and its Resources?
4. Huawei Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account freezing and disputes arising out of it. Exercise caution when performing this operation.
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours.
7. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been frazer. Unifiedze the account to allow the customer to buy resources. Unifiedze Now
Adjustment Records ~

• Manual account freezing

Customer Management / Set Budget
Monthly Budget ~ (Current Estimate 🗇 \$0.00 USD) Customer Name Account Name
Budget Type One-Time Budget
Monthly Budget (USD)
Account freezing upon monthly budget exhaustion
Automatic Manual
To facilitate management of reseller customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers.
1.Monthly budget quota: reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. The spending of the current month on certain monthly-settled cloud services, such as CDN billed by SSIN percentile bandwidth, will not be counted into the used budget.
2. Huawei Cloud vill send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and reserved instances, but not the purchase of pay-per-use resources. The provisioned pay-per-use resources still incur fees.
4. After receiving the alert notification, increase your customer's monthly budget or freeze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources still incur fees. You can choose to freeze the account and
resources of the customer, and no fees will be incurred.
 The customer expenditure is an estimate and may be delayed by hours.
o. It is only used for managing expenditures or your customers out will not exempt you from the corresponding responsibility.
OK
Adjustment Records ~

- You can select multiple customers and click **Set Budget** above the customer list to achieve batch budget setting. The new budget setting will replace the earlier setting.
- When setting monthly budgets for your customers, you can decide whether to manually or automatically freeze their accounts when they use up their budgets. **Automatic** indicates that the system automatically freezes an account upon budget exhaustion. For details about how to **manually** freeze an account, see **Freezing an Account**.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- You can view adjustment records of monthly budgets by clicking Adjustment Records.
- Click the eye button next to Customer Name to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. For details, see Freezing Both an Account and Resources.
- **Step 5** Enter a value and click **OK**.

NOTE

- After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a monthly budget for this customer.
- The budget set by you for your customers cannot exceed the budget quota configured by your distributor. You can view the monthly budget granted by your distributor in Partner Center > Partner Information > Basic Information > Budget Quota.

Basic Information
Partner Information Account Information Budget Quota Preferences
The monthly budget quota is the maximum budget you can set for your customers and it reflects total expenditures (calculated based on the list prices) of the customer the latest month. This budget quota will restore in the following mont
Allocated Total 0% Allocated Total \$0.00 USD/\$100.00 USD
Total monthly budget quota Quota allocated Quota available
\$100.00 USD = \$0.00 USD + \$100.00 USD View/Set Customer Budget
Note: If there is no sufficient quota, contact your associated distributor to increase the quota.

A message is displayed indicating that the monthly budget has been set successfully.

NOTE

If partners have enabled the verification code function, a verification code is required. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

12.3.3.1.4 Setting One-Time Budgets for Customers

After a distributor authorizes their resellers to manage budgets for customers and allocates the resellers a one-time budget quota, the resellers can create one-time budgets for customers associated in the reseller model. One-time budgets are based on customers' monthly gross expenditures at list price and will not be automatically restored in the next month.

NOTE

A distributor can grant a monthly budget quota and/or one-time budget quota to a reseller.

A reseller who does not have the permission to set a one-time budget for their customers can contact the associated distributor to set a one-time budget quota.

A reseller who has permissions for setting monthly budgets and one-time budgets for their customers can change the budget type for the customers. The new budget type takes effect immediately.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- Step 2 In the drop-down list of your account name, click Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Customers > Customer Management**.
- **Step 4** On the customer list, select the target customer, and click **Set Budget** in the **Operation** column.
 - Automatic account freezing

Customer Management-Customers / Set Budget
One-Time Budget (Total Expenditure 🕐 30 00 USD) Customer Name gwhk_glyezhu03 Account Name gwhk_glyezhu03
+ Budget Type One-Time Budget
* One-Time Budget (USD)
Account freezing upon one-line budget exhaustion
Automatic Manual
To facilitate management of reseller contomers' one-time expensitives, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers.
1.One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer the latest month. It will not automatically restore.
2. Huavei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearlyimonthy and pay-per-use resources and reserved instances, and some of the provisioned resources may be unavailable, but the provisioned pay-per-use resources still incur fees. To avoid
incurring new fees, you can choose to freeze both the account and its resources. How Do I Freezing Both an Account and its Resources?
4. Huavei Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account freezing and disputes arising out of it. Exercise caution when performing this operation.
5. You can increase the budget and then unfreeze the account of the customer to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours.
7. It is any used for managing expenditures of your customers but will not exempl you from the corresponding responsibility.
The customer account has been frazen. Unifiezze the account to allow the customer to buy resources. Unifiesze Now
Adjustment Records ~
• Manual account freezing

Customer Management / Set Budget
One-Time Budget \$1.00 USD (Total Expenditure 🕥 \$0.00 USD) Customer Name Account Name
* Budget Type OMonthly Budget I One-Time Budget
One-Time Budget (USD)
Account freezing upon one-time budget exhaustion
Automatic (e) Manual
To facilitate management of reseller customers' one-time expenditures, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers.
1.One-Time budget: reflects total expenditures (calculated based on the list prices) of the customer the latest month. It will not automatically restore.
2. Huawei Cloud will send you an email to alert you when your customer uses 75%, 90%, or 100% of the monthly budget. You can set recipients in Message Center > SMS & Email Settings > Message Type > Finance > Partner budget. Set Recipients
3. If the budget of your customer is exhausted, the system will restrict customer's purchase of yearly/monthly and reserved instances, but not the purchase of pay-per-use resources. The provisioned pay-per-use resources still incur fees.
4. After receiving the alert notification, increase your customer's budget or freeze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources still incur fees. You can choose to freeze the account and
resources of the customer, and no fees will be incurred.
5. The customer expenditure is an estimate and may be delayed by hours.
 It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
OK
Adjustment Records >

D NOTE

- You can select multiple customers and click **Set Budget** above the customer list to batch set budgets. The new budget setting will replace the earlier setting.
- When setting one-time budgets for your customers, you can decide whether to
 manually or automatically freeze their accounts when they use up their budgets.
 Automatic indicates that the system automatically freezes an account upon budget
 exhaustion. For details about how to manually freeze an account, see Freezing an
 Account.
- The spending for a one-time budget begins accumulating from the month of successful configuration, and the data may be delayed by about 10 minutes.
- If a customer account is frozen, the customer cannot purchase resources. If you want to unfreeze the account, select **Unfreeze Now** and click **OK**.
- You can view adjustment records of one-time budgets by clicking Adjustment Records.
- Click the eye button next to Customer Name to show or hide the complete content of customer name.
- The budget type can be changed. The new budget type will take effect immediately. After you have changed the budget type from one-time budget to monthly budget for a customer, pay attention to the current estimate (the data is an estimate and may be delayed by about 10 minutes). In this case, the current estimate is equal to the monthto-date expenditure. When you change the budget type from monthly budget to onetime budget for a customer, the accumulated expenditure is calculated only from the month when the budget type is changed.
- Having no budget will not prevent the customer from purchasing pay-per-use resources, and the provisioned pay-per-use resources still incur fees. To avoid incurring additional charges for those resources, please promptly freeze both the account and the resources. For details, see Freezing Both an Account and Resources.

Step 5 Enter a one-time budget value and click **OK**.

NOTE

- After a customer is associated with a partner in the resale model, the customer account is frozen by default. When the account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. The partner can select **Unfreeze Now** when setting a one-time budget for this customer.
- The one-time budget set by a reseller for its customers cannot exceed the budget quota configured by the distributor. You can view the one-time budget granted by your distributor in **Partner Center** > **Partner Information** > **Basic Information** > **Budget Quota**.

Basic Information
Partner Information Account Information Budget Quota Preferences
The one-time budget quota is the maximum one-off budget you can set for your customers and it reflects total expenditures (calculated based on the list prices) of the customer. This budget quota will not automatically restore.
Allocated/Total 13.84% \$13.84 USD/\$100.00 USD
Total one-time budget quota Quota allocated Quota available
\$100.00 USD = \$13.84 USD + \$86.16 USD View/Set Customer Budget
Note: If there is no sufficient quota, contact your associated distributor to increase the quota.

A message is displayed indicating one-time budget setting success.

NOTE

If partners have enabled the verification code function, a verification code is required. For details about how to enable verification code function, see **Managing Basic Information**.

Step 6 Click OK.

----End

12.3.3.1.5 Freezing an Account

You need to be authorized by your distributor to freeze accounts for your customers.

When a customer associates with you in the reseller model, the customer's account will be frozen upon association by default. You can freeze or unfreeze accounts for customers after being authorized by your distributor.

Impacts of Freezing Only Accounts

If a customer's account is frozen, the customer cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees.

Resource Type	Supported Operation	Operation Not Supported
Yearly/monthly	 Unsubscribing from resources Modifying resource names 	 Purchasing resources Modifying specifications Renewing resources Changing billing mode to pay-per-use Managing resources Deleting resources
Pay-per-use (pay-per- use and spot instances)	 Modifying resource names Viewing resource information 	 Purchasing resources Modifying specifications Changing billing mode to yearly/monthly Managing resources Deleting resources

The following table describes the impacts on customers associated in the reseller model after their accounts are frozen.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account** in the **Operation** column in the row of the target customer.

1.If the account is frozen, the customer cannot be	uy, renew, or change resources, ar	nd provisioned resources may
be unavailable, but they still incur fees. To avoid	incurring new fees, you can choos	e to freeze both the account
and its resources.		
2.Huawei Cloud shall not take the responsibilities	s for any adverse impacts on custo	mers', services due to
account freezing and disputes arising out of it. Ex	vercise caution when performing th	nis operation.
3. Visit Impacts of Account Freeze to learn about	the impacts of frozen accounts. Y	ou can also unfreeze an
account.		
4. The account unfreezing operation may fail if yo	ur account has been frozen.	
		0/256
	Budget(USD)	Total Expenditure(USD) ⑦
ccount Name Customer 💩		

Step 5 Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account is frozen.

NOTE

- If you have enabled the verification code function, a verification code will be required.
- To unfreeze a customer account, click **More** > **Unfreeze Account** in the **Operation** column. For details, see **Unfreezing an Account**.

----End

12.3.3.1.6 Freezing Both an Account and Resources

You need to be authorized by your distributor to freeze accounts and resources for your customers.

Impacts of Freezing Both Accounts and Resources

After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or modify resources, and all their cloud services provisioned cannot be used. Unfreeze the resources within 15 days (subject to the time range regulated on the official website) of when they are frozen. Otherwise, the stored data will be deleted and the cloud service resources will be released.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Management.
- **Step 4** Click **Freeze Account and Resources** in the **Operation** column in the row of the target customer.

	count and Resources I	Notes	
1.If the account	and resources are frozen, the	customer cannot buy, renew, or cha	nge resources, and all
provisioned	resources are not availab	le. Unfreeze the resources w	ithin 15 days (subject to
the time ran	ge regulated on the offici	al website) after they are fro	zen. Otherwise, the
stored data	will be deleted and the cl	oud service resources will be	released.
2.Huawei Clou	d shall not take the responsibilit	ies for any adverse impacts on cust	omers', services due to
account freezin	g and disputes arising out of it.	Exercise caution when performing t	his operation.
3.Visit Impacts	of Account Freeze to learn abo	out the impacts of frozen accounts. Y	'ou can also unfreeze an
account.			
	2	*	
eason			0/256
Account Name	Customer 💩	Budget(USD)	0/256 Total Expenditure(USD) ⑦

Step 5 Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account and resources are frozen.

NOTE

- If you have enabled the verification code function, a verification code will be required.
- After a customer's account and resources are frozen, the customer cannot purchase cloud services, renew subscriptions, or modify resources, and all their cloud services provisioned cannot be used. Exercise caution when performing this operation.
- To unfreeze both the account and resources for a customer, click More > Unfreeze Account and Resources in the Operation column for the customer. For details, see Unfreezing Both an Account and Resources.

----End

12.3.3.1.7 Unfreezing an Account

You can unfreeze customers' accounts as needed.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Locate the target customer, click **More** > **Unfreeze Account** in the **Operation** column.
- **Step 5** Enter the reason and click **OK**. A message is displayed indicating that the account is unfrozen.

Are you sure you want to unfreeze the following account(s)?										
After the account is	fter the account is unfrozen, customers can buy, renew, or change resources, and you need to pay for your customers.									
Reason				0.050						
Account Name	Customer 💩	Automatically	Budget(USD)	Total Expenditure(USD)	?					
h(point,p)	-	No	0.10	0	0.00					
				OK	el					

NOTE

If you have enabled the verification code function, a verification code will be required.

----End

12.3.3.1.8 Unfreezing Both an Account and Resources

You can unfreeze both a customer account and the resources in it.

Unfreezing Both an Account and Resources

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Unfreeze Account and Resources** in the **Operation** column in the row of the target customer.

Step 5 Enter the reason and click **OK**. A message is displayed, indicating that the account and resources are unfrozen.

Unfreeze Account and	Resources			×
The account and resources account and resources with next hour. Increase the bud	of this customer have been f nout adjusting the budget gran lget to unfreeze the account a	rozen upon budget exh ted, its account and res nd resources of the cus	austion. If you unfreeze its sources will be frozen agair stomer.	ı
After the account is unfrozen, custo	omers can buy, renew, or char	ige resources, and you	need to pay for your custo	mers.
Account Name Customer	Automatically	Budget(USD)	Total Expenditure(USD)	?
	Yes	100.00	(0.00
			OK	el

NOTE

If you have enabled the verification code function, a verification code will be required.

----End

12.3.3.1.9 Viewing a Customer's Resources

A partner can view each associated customer's pay-per-use or yearly/monthly resources, reserved instances, and savings plans.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 On the Customer Management page, set the search criteria for a fuzzy search. Select a target customer and choose More > View Resource to enter the resource management page.
- **Step 5** View the resources purchased by customers.
 - View yearly/monthly resources.
 - On the **Yearly/Monthly Resources** page, set the search criteria and query the desired yearly/monthly resource records.

Customer Management / Resources										
Customer Name Account Name										
Yearly/Monthly Resources Pay-per-Use Resources	Reserved Instances	Savings Plans								
Effective Time Start Date — End Date	Expiration 1	Time Start Date - End	1 Date		Order No.					
Product Type Select a product.	v	Search	Reset							
Export										
Name/ID	Product Type	Specifications	Region V	Status 7	Effective Time/Expiration Time	Processing upon Expl	Order No.			
 O multimetrial primarian period patron residence. 	N. 10001723	41.04070000ga.t.	NUM PROVIDENT	Frozen	Jan 04, 2023 10:24:34 GMT+08:00 Jan 05, 2024 07:59:59 GMT+08:00	Automatic deletion after	CEDERARDARUMO			
 O ENDERING Radiation and particular products and an experimental products of the product of the pr	HICCopy Incl. 91	PROPERTY.	NUCLEOR AND	Frozen	Oct 28, 2023 15:54:19 GMT+08:00 Dec 30, 2023 07:59:59 GMT+08:00	Automatic deletion after	CEDHORIETWINP			

- Click **Export** to export all yearly/monthly resource records of a customer.
- Click v to check instance information and resource status.
- Click *P* to check associated resources.

Associated Resources								
	Name/ID	Product Type	Specifications	Expiration Time				
	Elastic Volu	Elastic Volu	100000308-001	Nov 23, 2018 23:59:59 GMT +08:00)			
	Elastic IP A	Virtual Priv	percent of all	Nov 24, 2018 23:59:59 GMT +08:00				
	Cloud Host	cloud disas	$0.99 \pm 0.01 (10, 2005) (1.$	Nov 24, 2018 23:59:59 GMT +08:00)			
			ОК					

• View pay-per-use resources.

On the **Pay-per-use Resources** tab, set search options to query target payper-use resources.

Yearly/Monthly Resources	Pay-per-Use Resources	Reserved Instances	Savings Plans								
Pay-per-use resources of the las	t month are displayed by default. Y	ou can filter the resources of spe	cified time range in the subscription tir	ne area.							
Export				Product Type	Select a product	•	ID			Search	Reset
Name/ID	Tan		Product Type	Specific	ations	Region	Status 17	Subscribed T	Payment Acco	unt	

Click **Export** to export all pay-per-use resource records of a customer.

NOTE

• View reserved instances.

On the **Reserved Instances** tab, set search options to query target instances.

Yearly/Monthly Reso	ources Pay-per-Use Resour	rces Reserved Instan	Savings Plans				
Effective Time	Start Date — End Date	Expir	ation Time Start Date	e – End Date		Order No.	
Product Type	Select a product.	v	Search	Reset			
Name/ID		Product Type	Specifications	Region 7	Status 🏹	Effective Time/Expiration Time	Order No.

• View savings plans.

On the **Savings Plans** tab, set search options to query target savings plans.

Yearly/Monthly Res	ources Pay-per-Use Resource	ces Reserved Insta	ances Savings Plans				
Effective Time Product Type	Start Date — End Date Select a product.	Exp	iration Time Start Date Search	- End Date	Ħ	Order No.	
Name/ID		Product Type	Specifications	Region 7	Status 7	Effective Time/Expiration Time	Order No.

----End

12.3.3.1.10 Request Authorization from a Customer

Before placing orders or performing O&M on behalf of a customer, a reseller must obtain the authorization from the customer and its associated distributor. The reseller must obtain the authorization from the distributor first and then the customer.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click **More** > **Request Authorization** in the **Operation** column.

ustomer Management						
To view the customer associations and To view the batch transfer history, visit You might also want to know:How Can	d disassociations, visit Manage Association Reco I Batch transfer history. I Request Authorization from My Customers?Ho	rds page. w Can I Place Orders on My Cust	lomers' Behall? How My Customers N	fanage the Authorization	on?	View Details 🚿
Set Budget Batch Assign Account	nt Manager Export ~ ∋ ∵ Mobile Num Email ⊛	One-Time Budget(USD)	Budget Usage ⊘ Availal	Customer N	ame 🗸 Month-to-Date Operation	Q Advanced Search V
	888****9874	-		-	Set Budget View	w Orders More
	888****1236	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization	
🗆 🖉 🎫 1 aka jua jua kariati juan	177****8886	-	Assign Account Manager Unfreeze Account	Customer Spend	Place Order on Customers' Behalf Perform O&M Operations on Custo	mers' Behalf
Total Records: 13 10 V K 1	2 > Go		Freeze Account and Resources			

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

Step 5 Click OK.

i Request submitted successfully. We will notify when authorization is confirmed.						
Authorization Request Records	Туре	Remarks				
Jan 04, 2023 15:59:49	Partner requested for authorization					
	ОК					

A message is displayed, indicating that the authorization request has been sent to the customer. The customer can manage the authorization requests on the **My Account** > **My Partner** page.

----End

12.3.3.1.11 Placing Orders on Customers' Behalf

Partners can place orders to purchase yearly/monthly resources or pay-per-use resources on Partner Center on behalf of customers associated in the reseller model.

NOTE

Currently, partners can place orders to purchase the following cloud services on customers' behalf: ECS, EVS, and EIP.

Prerequisites

A partner must obtain customer authorization before placing an order on behalf of a customer.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click **More** > **Place Order on Customers' Behalf** in the **Operation** column.

Customer Management					
To view the customer associations and disassociations, visit Manage Association Records page To view the batch transfer history, visit Batch transfer history, You might also want to know How Can I Request Authorization from My Customers/How Can I	Place Orders on My Cu:	stomers' Behalf? How My Customers	Manage the Authorizatio	n?	View Details 🗸
Set Budget Batch Assign Account Manager Export ~	ne Budget(USD)	Budget Usage ⑦ Availa	Customer N	ame ~ Q Advanc	ed Search 🗸 🛞
888****9874	-	-	-	Set Budget View Orders More	
888****1236	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization	
	-	Assign Account Manager Unfreeze Account	Customer Spend	Place Order on Customers' Behalf Perform O&M Operations on Customers' Behalf	
Total Records: 13 10 ✓ < 1 2 > Go		Freeze Account and Resource	8		

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

- Step 5 In the displayed dialog box, click OK.
- **Step 6** On the **Select Products** page, select a cloud service and place an order as prompted.

You have switched from to	place orders for customers.	×
Elastic Cloud Server Elastic Cloud Server Elastic Cloud Server (ECS) is a cloud server that provides scalable, on-demand computing resources for secure, flexible, and efficient applications.	Eastic Volume Service Elastic Volume Service Edatic Volume (EVS) provides persistent block storage for service such as Elastic Cloud Server (ECS) and Bare Metal Server (BMS). With advanced data redundancy and cache acceleration capabilities, EVS offers high availability and durability with an extremely low latency.	Elastic IP Elastic IP The Elastic IP (Elestic IP addresses and bandwidth to the Internet. An EIP can be flexibly associated with or disassociated from an ECS, BMS, virtual IP address, load balance, or NAT gateway. Various billing modes are provided to meet diversified service requirements.
	Stay tuned for more services	

NOTE

When you place orders on a customer's behalf, your partner account will be switched to the customer account. To switch the account back, click **Switch Role**.

----End

Other Operations

You can choose **Customer > Customer Orders** and view the orders of yearly/ monthly resources placed on customers' behalf. You can also choose **Customers > Customer Management** and choose **More > View Resources** to query pay-peruse resources provisioned on customers' behalf.

12.3.3.1.12 Performing Resource O&M on Customers' Behalf

You can perform resource O&M on behalf of your customers associated in the reseller model in Partner Center.

Prerequisites

A partner must obtain customer authorization before performing resource O&M on behalf of a customer.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Customers > Customer Management**.
- Step 4 Select a customer and click More > Perform O&M Operations on Customers' Behalf in the Operation column.

Customer Management							
To view the customer associations and disassociations, visit Manage Association Records page. To view the balch transfer history, volt Balch transfer history. You might also want to know How Can I Request Authorization from My Customers' Behalf? How My Customers' Behalf? How My Customers Manage the Authorization? View De							
Set Budget Batch Assign Account Manager Export v Customer Name v Q Advanced Se Customer Name v Q Month to Data Description Budget Have Q Amalpha Conditi(SD) Month to Data							
888****9974		Set Budget View Orders More					
888***1236	Customer Management Promotion Disassociate View Resource	Placed on Customers' Behalf es Request Authorization					
· ⊘ ■····1 177****8886	Assign Account Manager Customer Spe Unfreeze Account	nd Place Order on Customers' Behalf Perform O&M Operations on Customers' Behalf					
Total Records: 13 10 V < 1 2 > Go	Freeze Account and Resources						

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer/Account Name** to show or hide the complete content of customer names.

- Step 5 In the displayed dialog box, click OK.
- **Step 6** On the console page, perform resource O&M operations as prompted.

NOTE

When you perform resource O&M on a customer's behalf, your partner account will be switched to the customer account. To switch the account back, click **Switch Role**.

----End

12.3.3.1.13 Assigning an Account Manager for a Customer

A partner can assign an account manager for a customer.

If a customer is associated with a partner via an invitation email, invitation link, or QR code sent by the account manager, the customer is assigned to the account manager after the association. In this case, the partner does not need to assign another account manager to the customer.

Precautions

After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure

records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** In the customer list, select a customer, choose **More** > **Assign Account Manager** in the **Operation** column to switch to the **Assign Account Manager** page.

Are you sure you want to	o assign an account manager to this cu	ustomer?
After you assign the accou	int manager to this customer, the account	t manager can manage this customer and
view the customer expend	itures. The expenditures and revenue of t	this customer will be counted for this
account manager.		
Account Name	Customer 💿	Account Manager 💩
ADMENTAL		



Assign Account Manager		×
	Account Manager V	ξ
Account Manager 💿	Account Name	
 ● 書ジ**** 	ranginti	
	Previous OK Cancel	

Step 6 A message, indicating the account manager has been successfully assigned, is displayed.

Alternatively, you can select multiple customers in the customer list and click **Batch Assign Account Manager** to assign an account manager to the customers.

----End

12.3.3.1.14 Viewing Enterprise Information

Partners can view the enterprise information of their associated customers in Partner Center.

NOTE

Currently, only the information of the enterprises in the following countries or regions can be queried: Hong Kong (China), Singapore, Thailand, Malaysia, Philippines, Indonesia, Saudi Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and Türkiye.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click the account name to go to the details page. Select the **Enterprise Information** tab and view the enterprise information of the customer.
- **Step 5** Click the **Overview** tab to view the basic information about the enterprise such as the level-1 industry, level-2 industry, HQ region, and number of employees.

Overview Resources D	scount Enterprise Information Basic Information		
Currently, only the information of Türkiye.	the enterprises in the following countries or regions can be queried. Hong Kong (China), Singap	ore, Thailand, Malaysia, Philippines, Indonesia, Saudi	Arabia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD) ③	CB.	Cloud Service Provider	40.8
CDN Service Provider	Avecus Ocealities	Operating status	104
IPO Status	The second se	Last Funding Type	teat .
Website	Mis Revelation in sector	Headquarters Location	Illin inst. Enter-Colorine, Brazil
Brief Introduction	bodote and and appropriate or been are some transport may acceler	Social Media Account	6 6 0
Overview Digital Techn	ology Finance		
Level-1 Industry	Stanial Index, Internet Instant, Julyan, Yangaristan	Level-2 Industry	Automatics, Process, Internet, Indonese
Headquarters Region	(Minimum)	Employee Quantity	14
Estimated Revenue Range (USD)	117.00	Founded Date	2010.0
Founder	Retro: On-		
Full Description	Epicitaritie anche et bertecer al pre pointe administre experience d'31 ye	acidocalaros in Plaga Croat and Balakar, Ing B	teners and charter expressing spelline in objective data is not interpreted at a feature
	antymbus corpory to below to the synthese strating below based on	tends and heighted distribution. This strang activities	excitation in the excitation of the Physic Paper and the entry structure at the second
	restist convolution is staring latering interimity interimity of the inform	dae official office parameters while same loss in	tion of the second

Step 6 Click the **Digital Technology** tab to view the cloud migration information, app information, patent and trademark information, and website traffic.

Overview Resources	Discount Enterprise Information Basic Information		
 Currently, only the information Türkiye. 	n of the enterprises in the following countries or regions can be queried. Hong Kong (China), Singapore, Thailand, Ma	alaysia, Philippines, Indonesia, Saudi Ara	abia, United Arab Emirates, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Budget (USD)	-108	Cloud Service Provider	augura .
CDN Service Provider	maga coultor	Operating status	1004
IPO Status	Private	Last Funding Type	Teat
Website	Mg renefitierentes sen tr	Headquarters Location	The Arts Tories Colored, Burger
Brief Introduction	finitizes and search politations for cardinalism and searches management simply and afficiantly integration,	Social Media Account	6 6 0
Overview Digital Te	chriebogy Finance		
Cloud Migration			
Cloud Budget (USD)	198	Cloud Service Provider	Anna
CDN Service Provider	Analisi Couthod		
Mobile App			
Number of Apps	4	App Downloads (30 Days)	LINHL.
Patents and Trademarks			
Most Popular Patent Class	Danting Ladras	Most Popular Trademark Class	Energy - adaptives
Web Traffic			
Monthly Visits (2)	2	Monthly Visits Growth ③	1025

Step 7 Click the **Finance** tab to view the information related to funding, IPO and stock price, and merger and acquisition.

Overview	Resources	Discount	Enterprise Information	Basic Information		
• Curre Türkij	ntly, only the informed.	nation of the enti	rprises in the following countries or re-	gions can be queried: Hong Kong (China), Singapore, Thailand, M	alaysia, Philippines, Indonesia, Saudi Ar	abia, United Arab Emrintes, Argentina, Brazil, Chile, Mexico, Peru, South Africa, Egypt, and
Cloud Bu	dget (USD) 🕜	100			Cloud Service Provider	NUM .
CDN Ser	vice Provider	iner.	- Dauthaut		Operating status	1014
IPO Statu	IS	Posts			Last Funding Type	feet
Website		Mp In	national and its some to		Headquarters Location	The Arts Dates Colored, Braze
Brief Intro	duction	line/s	is and provide provident for cardware	is and leaders merogement areas and efficiently integration	Social Media Account	6 6 9
Over	view Digi	tal Technology	Finance			
Funding						
Number o	of Funding Rounds				Total Funding Amount Currency (U	SD) millional
Top 5 Inv	estors		BC DC Patient, JC Paven LOS	. Orders Teachert Person Park His Drub Invadment Council	Last Funding Date	201-0-7
Last Fund	ding Type		first		Last Funding Amount (USD)	10010
IPO & St	ock Price					
IPO Statu	IS		Fridate		IPO Date	280-0119
Money R	aised at IPO (USD)	(SIDE DE		Valuation at IPO (USD)	SEPARAM .
Stock Syr	mbol		HX.		Stock Exchange	Will - New York Date Decharge
Merger a	nd Acquisition					
Transacti	on Name		Interription Interimetry 10, page	and by Capital Moto	Acquired by	Depile/Forin
Announce	ad Date		000-00-00		Price (USD)	110900900

----End

12.3.3.2 Customer Assignment

12.3.3.2.1 Assigning Customers to an Account Manager

A partner can assign customers to an account manager, and view or unassign the assigned customers.

An account manager can view the customers assigned by the partner on the **Customers > Customer Management**.

After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

Procedure

Step 1 Sign in to **Huawei Cloud** as a partner.

- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** On the top navigation bar, select **Sales > Customers > Customer Assignment**.

The **Customer Assignment** page is displayed.

Account Manager				
				Account Manager V Q
Account Mana 💩	Account Name	Mobile Number	Email	Assigned Customers Operation
B	angirili .	+852 138*****040	409***092@qq.com	0 Assign Customers View Customers

NOTE

If no account manager is available on the **Customer Assignment** page, choose **Account Management** > **Organization Management** > **Users** > **Create User** and add account managers. For details, see **Creating a User**.

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Account Manager** to show or hide the complete content of account manager names.

Step 4 Click **Assign Customers** in the **Operation** column.

The Assign Customers page is displayed.

Customer Assig	ment / Assign Cust	tomers				
0 ATTA	you accion the account	unt manager to this customer the a	count manager can manage this custome	ar and view the ructomer expenditures. The expenditures and read	enue of this customer will be counted for this account menaner	×
Account Ma	nager		count manager can manage and costonic	a uno view une costerner experientares. The experientares and rev	ende of the customer will be counted for the account manager.	^
Select (ustomer You h	nave selected 0 customers.				
Custome	Name 🐵	Account	Mobile Phone	Association T Associated On	Customer Tag Operation	

Step 5 Click Select Customer.

Step 6 In the **Select Customers** dialog box, select a customer whom you want to assign to the account manager and click **OK**.

		V Dis	play only unassigned cu	stomers Customer Name	~	C
	Account Name	Customer Na 💿	Mobile Number 🐁	Association Type	Customer Tag	Account Manager
	de. de. 1011	国****1	+852 177****88886	Reseller	-	
	0012009		+852 156****9825	Reseller		
	1007500		+852 131****2686	Reseller		
	here(210070)		+852 888****9874	Reseller		
	10.00003-00			Reseller	zhangshufenson01	
iotal Re	cords: 9 5 ~	< 1 2 >	ned to account manage	rs or account directors		
10100.01		oro mar navo boon abolg	nou to account manager	to of about an onoro.		

D NOTE

You cannot select a customer who has already been assigned to an account manager. You can select **Display only unassigned customers** to display all unassigned customers.

- Step 7 Confirm the added customer in the customer list and click OK.
- **Step 8** The message "Customers have been assigned successfully" is displayed.

NOTE

You can click **Delete** in the **Operation** column to delete an added customer.

----End

Other Operations

• Viewing the customer list

Click **View Customers** in the **Operation** column. On the **View Customers** page, view the account manager information and the customers assigned to the account manager.

• Unassigning customers

After you remove the account manager, this customer will not be managed by the account manager. The expenditures and revenue of this customer will no longer be counted for the account manager.

- Unassigning a single customer

Click **View Customers** in the **Operation** column. On the **View Customers** page, click **Unassign** in the **Operation** column. Then in the displayed dialog box, click **OK**.

Batch unassigning customers

Click **View Customers** in the **Operation** column. On the **View Customers** page, select target customers and click **Unassign Customers**. Then in the displayed dialog box, click **OK**.

NOTE

The unassignment will take effect on the 1st of next month (GMT +08:00). The customer expenditures are still counted into this account manager before the effective date.

12.3.3.3 Customer Orders

12.3.3.3.1 Viewing a Customer's Orders

A partner can query all the associated customers' orders.

NOTE

A salesperson can only query orders of its own customers.

Procedure

Step 1 Access Partner Center.

Use your partner account to log in to **Huawei Cloud**. In the upper right corner, choose **Partner Center** from the drop-down list of your account name to go to the Partner Center.

Step 2 View customer orders.

In the top navigation, select **Sales** > **Customers** > **Customer Orders**.

On the displayed page, you can view the details about customer orders, including the order number, product type, product type code, order type, order status, association type, customer name, customer account name, customer manager name, customer manager account name, account ID, order placement time, payment time, order amount, and actual payment amount.

You can use order placement time, customer name, customer account, order number, and product type to filter orders. Currently, the following attributes are supported: **Customer Name**, **Customer Account**, **Product Type**, **Order No.**, **Order Type**, and **Order Status**.

- Click the order ID to view order details.
- Click View Order Details in the Operation column to view details about an order.

Customer Orders									
 The data here shows the ysafty/monthly product orders of customers. You can view pay-per-ane resources of customers in Customer Management How Do I View a Customer's Resources? Orders of this month are displayed here by default. If you want to view the orders of other periods, use the filter in the Ordered On column. 									
Export v Ordered On This mosth (5.15.20) v Q. Add Elsers									
Order No. Product Type Order Type Order Sta Customer Nam (*) Account Manager Nam (*) Ordered On Paid	Order Subtotal(U								
C52595291525M3U2 Virtual Private	115.00								

NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account Name** to show or hide the complete content of customer names.

- Step 3 Export a customer's orders.
 - Export orders of the current customer.

Choose **Export > Export Selected**. Message "Export task created." is displayed.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

• Export all customer orders.

Choose **Export > Export All**. Message "Export task created." is displayed.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

• View the export history.

- a. Choose **Export > View Export** to switch to the **Export History** page.
- b. Click **Download** in the **Operation** column to download and view the exported orders.

----End

12.3.3.4 Customer Expenditures

12.3.3.4.1 Querying Expenditure Summary

You can view and export customer expenditure details.

Precautions

- The expenditure summary data of the current day can only be queried after 24:00 of the following day. The actual expenditures are subject to expenditure details.
- Customer expenditures are counted from the second day following the assignment of a customer to an account manager.
- You can view expenditures of customers associated with you in the referral and reseller models. Customers expenditure data cannot be used as the basis for partners' settlement, payment, and invoicing.
- The customer expenditure data can be traced back to a maximum of 36 months ago.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Expenditure**.
- **Step 4** Click the **Expenditure Summary** tab.
- **Step 5** Set search options to filter expenditure summary.

Search options include Customer Name, Spent On, and Account Manager.

• View total expenditure amount and refund amount.

Expenditure Summary Expenditure D	Details						
• The expenditures are pre-tax amounts.							
Billing Cycle 2025-03	✓ Q Add filters.						
Export ~							
Amount	Refunds ③						
\$7.03500469 USD	\$0.00 USD						
Customer Expenditures Refunds							
Customer @ Account Name	Service Type Billing Mode	Association T Amount(JSD) Cash Payme	Coupons Used(USD)	Monthly Settlement(USD)	Discount(USD)	Operation
V t****p ttciscna_003		7.0350	0469 0.00	0.00	7.03500469	0.00	

D NOTE

Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer** to show or hide the complete content of customer names.

- View expenditure and refund data of each customer
 - Expenditures

Click the **Customer Expenditures** tab to view expenditure data of each customer.

Refunds

Click the **Refunds** tab to view refund data of each customer.

Step 6 Export expenditure summary.

• Export customer expenditures.

Click **Export** > **Export Customer Bills**. Set the search options and click **OK**. When the export is complete, a message is displayed indicating that the export task has been created.

NOTE

When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.

- View the export history.
 - a. Choose **Export** > **View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported bills.

----End

12.3.3.4.2 Querying Expenditure Details

You can view and export customer expenditure details.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation, select **Sales** > **Customers** > **Customer Expenditure**.
- **Step 4** Click the **Expenditure Details** tab.
- **Step 5** Set search options to search for expenditure details.

You can check expenditure details of a customer in a billing cycle, including the customer name, customer account name, association type, account manager name, product type, product type code, account ID, product name, order number, expenditure amount, and payment status.

You can filter customer expenditure details by **Billing Cycle**, **Amount Due**, **Customer Name**, **Customer Account**, **Account Manager**, **Product Type**, **Billing** Mode, Bill Type, Region, Order/Transaction ID, Resource Name, and Resource ID.

Expenditure Sumr	mary Expenditure Details										
You can search for	You can search for the expenditure records of a specific customer by the account name.										
The total expenditure is rounded off to the nearest cent every month.											
Expot V											
Billing Cycle 2025	5-03 ~	Amount Due: Hide 0	Expenditures × Add filter					× 🐵			
Billing Cycle	Customer Name/Account @	Association Type	Account Manager @	Product Type	Product Name	Billing Mode	Spent On	Order/Transa			
2025-03	t****p ttclscna_003	Reseller	-	Virtual Private Cl	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 18:00:00 GMT+08:00 Mar 20, 2025 19:00:00 GMT+08:00	2025-03819a3			
2025-03	t*****p ttciscna_003	Reseller		Virtual Private CI	bandwidth_On-demand	Pay-per-Use	Mar 20, 2025 17:00:00 GMT+08:00 Mar 20, 2025 18:00:00 GMT+08:00	2025-03819a3			

D NOTE

- Click the eye icon next to a header to show or hide the complete content in the column. The content is hidden by default. For example, you can click the eye icon next to **Customer Name/Account** to show or hide the complete content of customer names.
- You can select a calendar month (up to 36 months ago) for **Billing Cycle**.
- Expenditure details for the current month with amount due greater than zero are displayed by default, that is, **Hide 0 Expenditures** is selected by default for **Amount Due**. If you want to view all expenditure details of the current month, select **All** for **Amount Due**.

Step 6 Export expenditure details.

• Export the selected records.

Click **Export** > **Export Selected**, specify the transaction time, and click **Export**. A message is displayed indicating that the export task has been created.

NOTE

- A maximum of 5,000,000 records can be exported at a time.
- When using the export function of Partner Center, please note that any sensitive information, such as customer names, mobile numbers, and email addresses, will be anonymized.
- View the export history.
 - a. Choose **Export > View Export** to switch to the **Export History** page.
 - b. Click **Download** in the **Operation** column to download and view the exported expenditure details.

----End

12.3.3.5 Customer Alerts

12.3.3.5.1 Handling Customer Alerts

Customer alerts can be handled by only one person.

NOTE

If an account manager has been assigned, the account manager is in charge of handling related alerts. Otherwise, the partner is in charge of alert handling.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Alerts.
- **Step 4** On the **Handle Alerts** tab, view information about the scenario, alert type, title, customer account or account name, alert generation time, and alert status.



- Click view more alert details and handling information.
- Click **Process Task** in the **Operation** column for a target alert to handle this alert.
 - The customer has been lost.

Process Tas	k
★ Customer Lost	Yes No
* Reason	O Product capability O Commerce O Competitor
	○ Customer service suspension ○ Short-term customer service
	Other

The customer has not been lost.

Process Task		×
* Customer Lost	🔿 Yes 💿 No	
★ Feedback for Customer Not Lost	Service adjustment, in regular contact	
	New customer expenditure Customer service contraction	
	OK Cancel	

- Alternatively, you can also go to Partner Center > Home > Customer Alerts and select the Handle Alerts tab to handle customer alerts.
- Alternatively, you can go to Partner Center > Sales > Customers > Customer Management and click a number in the Alerts to Be Handled column to handle customer alerts.

----End

12.3.3.5.2 Viewing Customer Alerts

Partners can view alerts about customers on Partner Center.

NOTE

- Customer alerts are updated by day.
- Customer alerts are about customer churn.
- You can view all customer alerts with an Admin account or an account director account.
- If you have customer management or customer alert management permissions, you can view all customer alerts and alert details.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 In the top navigation bar, select Sales > Customers > Customer Alerts.
- Step 4 Click the View Alerts tab to view all alerts.

Handle Alerts View Alerts							
					Customer	✓ Enter a customer nam	e or account. Q
Scenario	Alert Type 🍸	Title	Customer/Account Name 🛞	Alerted 🖓		Account Manager	Status 🖓
 arosemen.org 	Loss	OR ANY CONSTRUCTOR CONTRACTOR	Loo	Apr 15, 2023 03:18:3	18 GMT+08:00		Handled
~ #*********	Loss	communications processing (associated	BORD	Apr 15, 2023 03:18:3	18 GMT+08:00	-	Handled

- Click v to view alert details and alert handling information.
- On the right corner above the list, enter a customer name or an account manager name to filter alerts.

NOTE

- You can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **View Alerts** tab to view customer alerts.
- Alternatively, you can go to **Partner Center** > **Sales** > **Customers** > **Customer Management** and click a number in the **Alerts to Be Handled** column to go to the **Customer Alerts** page, and select the **View Alerts** tab to view customer alerts.

----End

12.3.4 Operations Dashboard

12.3.4.1 Viewing Customer Statistics

Partners can view their customer statistics, including the number of customers, newly associated customers, customer analysis, disassociated customers, and revenue contributions.

Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Sales** > **Operations Statistics** > **Customers** on the top navigation bar.
 - Click the **Overview** tab.
 - In the statistics area, you can check the Total Customers, Total Associations, and Spending Customers This Month.

Q	Total Customers 20	\sim Total Associations 4	Spending Customers This Month 1
()			spending customers mis wonth

- Click **Select Account Manager or Director** to sort out the customers that you want to view.

In the **Customers** area, you can view the trend of the number of customers in the whole year.



In the **Spending Customers** area, you can view the number of customers with cash expenditures and other expenditures by month.



• Click the **Associated and Disassociated Records** tab and click **Select Account Manager or Director** to sort out the customers that you want to view. - In the **Associations and Disassociations** area, you can view the number of customers newly associated and disassociated in the recent year.

Newly Associated	Disassociated											
Quantity					Month-over-Mo	nth % Change 📕 C	ustomers				Month-over-I	Month % Ch
1.2												30%
1									1			0%
0.8												-30%
0.6									·····	\		-60%
0.4										$\langle \rangle$		-90%
0.2	0	0	0	0	0	0	0	0		0	0	

 In the Newly Associated and Disassociated Customers area, set Association Type, Operation, and Operation Time as the search criteria and view the desired records.

Newly Associated and Disassociated Customers									
Customer	Account Name	Association Type 🛛	Operation 🖓	Account Manager	Operation Time 🛛 🏹				
prof.(4),08214	prof.(April624	Reseller	Association		Jan 29, 2021 10:24:28				
procession of the	growthe added to	Reseller	Association		Jan 28, 2021 08:45:05				

----End

12.3.4.2 Viewing Expenditure Statistics

A partner can view the expenditure overview, trend, and distribution of a customer.

Precautions

A customer's expenditures generated since the first day of the month when the customer is assigned to the account manager will belong to its account manager. For example, if a customer is assigned to an account manager on August 10, the customer's expenditures generated since August 1 will belong to the account manager.

For details about the expenditure statistics rules, click here.

Procedure

- **Step 1** Sign in to **Huawei Cloud** as a partner.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Sales** > **Operations Statistics** > **Expenditures** on the top navigation bar.
 - The **Overview** tab page is displayed by default. Select a time range and enter an account manager name or account name in the search box to query the expenditure trend, amount due, and amount paid.

Expenditures										
This page displays the statistics on expenditures of all your of	customers. For details about the statistics r	ules, click here.								
The expenditures are analyzed based on Beijing Time (GMT-	+08:00). Data shown here is statistical data	and is not updated in real time.								
Overview Expenditure Trend Expenditure Distribution										
Last 6 months	Last 6 months Select Customer Enter an account manager. Enter a customer name or account.									
					Bar chart Line cha	art 🛛 🗹 Amount Due 🖗 📘	🖌 Amount Paid 🕲			
Amount (USD)										
14,000										
12,000										
10,000										
8,000										
6,000										
4,000										
2.000										
0										
2020/11	2020/12	2021/01		2021/02	2021/03	2021/04				
		Amoun	nt Due 📕 Amount Paid							
Export +										
Amount	2020/11	2020/12	2021/01	2021/02	2021/03	2021/04	Total			
Amount Due (USD)	0.00	24.76	3.14	0.00	12,351.61	40.92	12,420.42			
Amount Pald (USD)	0.00	1.12	0.00	0.00	12,351.61	40.92	12,393.64			

Export customer expenditure data.

- Export the selected records.

Choose **Export** > **Export Selected**. A message is displayed, indicating that the export task has been created.

- View the export history.
 - i. Choose **Export > View Export** to switch to the **Export History** page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure data in the **Completed** state.
- Select the **Expenditure Trend** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the expenditure trend of customers and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.

Expend	ditures									
• T • T Ove	his page displays the statistics on expenditu he expenditures are analyzed based on Beiji rview Expenditure Trend Ex	res of all your customers. For details ng Time (GMT+08:00). Data shown l xpenditure Distribution	about the statistics rules, d	lick here. s not updated in real time	2.					
Mc	anth Last 6 months	✓ Group By Service	e Type Billing Mode	Association Type	Account Manager	Customer Account				
	Amount (USD)					Stacked bar	chart Bar chart	Line chart	Sorting Dimensions	Clear All
									Service Type	*
	15,000								Billing Mode	•
	5,000								Association Type	*
	3,000								Enter an account manager.	
	-3,000								Enter a customer name or account.	
	-9,000 2020/11	2020/12	2021/01		2021/02	2021/03	2021/	04	Advanced Settings	
	Export 👻		Elastic Cloud Server 📕 Vi	irtual Private Cloud 📕	Elastic Volume Service				Amount Due	*
	Service Type	2020/11	2020/12	2021/01	2021/02	2021/03	2021/04	Total		
	Total Amount-Amount Due (USD)	0.00	24.76	3.14	0.00	12,351.61	40.92	12,420.42		
	Elastic Cloud Server (USD)	0.00	0.00	0.00	0.00	12,351.61	7,327.34	19,678.94		
	Virtual Private Cloud (USD)	0.00	0.00	0.00	0.00	0.00	3.54	3.54		
	Elastic Volume Service (USD)	0.00	24.76	3.14	0.00	0.00	-7,289.96	-7,262.06		

NOTE

When **Customer Account** is selected as a criterion for grouping data, you can click the eye button next to **Customer Name/Customer Account** to show or hide the complete content of customer names.

Export the detailed expenditures.

- Export the selected records.

Choose **Export** > **Export Selected**. A message is displayed, indicating that the export task has been created.

- View the export history.
 - i. Choose **Export > View Export** to switch to the **Export History** page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure data in the **Completed** state.
- Select the **Expenditure Distribution** tab, select a time range, and set the grouping basis (service type, billing mode, association type, account manager, and customer account) to view the distribution of customer expenditures and detailed fees. You can also set criteria in **Sorting Dimensions** and **Advanced Settings** on the right.

Expenditures		
This page displays the statistics on expenditures of all your customers. For details about the statist The expenditures are analyzed based on Beiling Time (DAT-08:00). Data shown here is statistical Overview Expenditure Trend Expenditure Distribution	tiles rules, click here. Gata and is not updated in real time.	
Month Last 6 months Group By Service Type Bit	ling Mode Association Type Account Manager Customer Account	
		Sorting Dimensions Clear All
		Service Type 🔻
		Billing Mode 🔻
		Association Type 🔻
		Enter an account manager.
\$12,420.42 USD	Elastic Cloud Server \$19,678.94 USD Virtual Private Cloud \$3.54 USD	Enter a customer name or account.
	Elastic Volume Service -\$7,262.06 USD	Advanced Settings
		Amount Due 👻
Export *		
Service Type	Amount (USD) Percent	
Total Amount-Amount Due	12,420.42 100.00%	
Elastic Cloud Server	19,678.94 158.44%	
Virtual Private Cloud	3.54 0.03%	

NOTE

When **Customer Account** is selected as a criterion for grouping data, you can click the eye button next to **Customer Name/Customer Account** to show or hide the complete content of customer names.

Export the detailed expenditures.

Export the selected records.

Choose **Export** > **Export Selected**. A message is displayed, indicating that the export task has been created.

- View the export history.
 - i. Choose Export > View Export to switch to the Export History page.
 - ii. Click **Download** in the **Operation** column to download and view expenditure data in the **Completed** state.

----End

13 Operations of Partner Customers

13.1 Requesting Association with a Partner

You can request to associate with a partner in the reseller model in either of the following ways:

- Contact a Huawei Cloud partner to obtain an invitation link and click the link to complete the registration and association.
- Contact a Huawei Cloud partner to obtain a QR code and scan the QR code to complete the registration and association.

If you already have a Huawei Cloud account, you can only associate with a partner through invitation link.

After you are associated with a partner, your account will be automatically frozen. You cannot buy, renew, or change resources. Some of the provisioned resources may be unavailable, but they still incur fees. To normally run services, you must contact your associated partner to set a budget and unfreeze your account. To avoid any impact on your cloud services due to association, it is recommended that you stop the online association and reach out to your partner to submit a service ticket for association in the background.

Precautions

- A customer cannot be associated with a partner if the customer:
 - Registers with Huawei Cloud (China).
 - Has been associated with another partner.
 - Has signed a special contract with HUAWEI CLOUD, such as offline directly-signed contract, authorized telemarketing contract with discounts, or directly-signed special offer contract.
 - Has registered for more than seven days or has cash expenditure records.

- Has unpaid bills.
- Has been associated with an enterprise master in the unified accounting mode with a resource account or a cloud account.
- A customer cannot be associated with a partner in reseller model if the customer:
 - Has signed a professional service contract with Huawei Cloud.
 - Has valid reserved instances (RIs).
 - Is using an enterprise member account.
 - Is using an enterprise master account that has independent accounting members.
- If a customer associates with a partner in reseller model, customer's cash coupons:
 - Can only be used to deduct customer's expenditures generated before the association.
- In the reseller model, if a customer invited has subscribed to resources before, you can **freeze both an account and resources** to prevent new fees from being generated by those resources.

Procedure

Step 1 Click the invitation link sent by the partner or scan the QR code sent by the partner.

If you already have a Huawei Cloud account, contact your partner to send you an invitation link again.

- **Step 2** Read the *Instructions for Associating with a Huawei Cloud Partner*.
 - 1. Select I have read and agree with the *Instructions for Associating with a Huawei Cloud Partner*.
 - 2. (Optional) Select I have read and agree to the Letter of Authorization. This operation does not affect the current association process. If you select this option, your partner has the permission to place orders and perform O&M on your behalf.

Dear custom	er, you are invited to become a customer of a Huawei Cloud partner.
Huawei Cloud provides you with th carefully read this Statement (inclu "Partner"). If you have questions a	ne Account Association service (hereinafter referred to as "this Service") according to this Statement. Please be sure to ding any subsequent modifications) before associating with the service of the statement, please contact Huawei Cloud.
Notice:	
Service Usage Requirements 1.After you associate with a Partne operations including but not limit recovery. 2.After you associate with a Partne freezing) of the Partner account w relevant impact. Any disputes arisi the Partner through negotiation. H 3.To get better and efficient servic to the Partner and/or Partner's ass a Your percent information on Hi Last Updated:Feb 01, 2024	r's account, the Partner will be responsible for providing contracts, invoices, settlement, technical assistance, and to placing orders and perform O&M on your behalf, account freezing, resource freezing, and account r account, if you have member accounts, the status and operations (including but not limited to restriction and Il affect you and your member accounts. You shall manage your member accounts and inform enterprise members of ng from you or Partner' s status and operations shall be resolved by you, your associated enterprise members, and uawei Cloud shall not be liable for any loss or liability arising therefrom. es from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information ocitated distributor (if any):
	with the partner your account will be frozen by default and some of your resources will be inaccessible before you ask

Step 3 Associate with the partner.

- Registering a new Huawei Cloud account to associate with a partner
 - a. Click **Register for Association** to go to the account registration page.
 - b. Select **Country/Region**, set **Password** and **Email**, enter the email verification code, and click **Register**.
- Using an existing Huawei Cloud account to associate with a partner
 - a. Click Login for Association.
 - b. On the login page, enter your account name and password, and click **Log In**.

Accour	nt Login
Account name or email	
Password	Ø
Mobile Number Login	Remember me
Mobile Number Login	La nemember me
Log	g In
Free Registration	g In Forgot Password
Free Registration	g In Forgot Password
Free Registration IAM User Login	g In Forgot Password
Free Registration IAM User Login Use Anothe	g In Forgot Password er Account ^
Free Registration IAM User Login ————————————————————————————————————	g In Forgot Password er Account A al Website Huawei Developer Alliance

Step 4Select the country or region that matches your billing address and select I have
read and agree with the Huawei Cloud Customer Agreement and Privacy
Statement. You can also choose to enable services later. Click Enable and
Associate to enable Huawei Cloud services and associate with the partner.

Enable H	luawei Cloud Services and Associate with Partner
* Country/Region	Hong Kong SAR, China
Select the country o Huawei Cloud signii because it cannot b	or region that matches your billing address. This will affect the applicable laws, ng entities, and tax rates. Exercise caution when selecting the country/region e changed after you enable Huawei Cloud services.Learn more
I have read and	agree with the Huawei Cloud Customer Agreement and Privacy Statement. (You
can also choose	to enable services later.)
 can also choose I would like to re available. 	to enable services later.) ceive updates about discounts and promotions as and when they become



13.2 Disassociating from a Partner

13.2.1 How Does a Customer Associated with Its Partner in Reseller Model Request Disassociation?

If a customer associated with a partner in the reseller model wants to disassociate from the partner, the customer can request disassociation in My Account.

Precautions

- 1. Only three disassociation requests can be initiated by a customer within a three-month period.
- 2. After the disassociation, the customer shall promptly update their account information and configure a valid payment method. Failure to do so may result in the initiation of a grace period and retention period, consequent to payment failure. During the grace period, the customer can access and use only some of their resources. During the retention period, they cannot access or use their resources but the data stored in the resources can be retained. If the renewal is still not completed or the outstanding amount is still not paid off when the retention period ends, the stored data will be deleted and the cloud service resources will be released.
- 3. For customers associated with a partner in the Reseller model, they cannot apply to disassociate from the partner if they are in one of the following conditions:
 - If the account of a customer is an enterprise master account, and the account is associated with independent accounting members, the customer needs to disassociate from all independent accounting members before disassociating from the partner.
 - If the customer account is frozen, the customer must contact the partner to unfreeze the account, and then apply for disassociation.
 - If the customer account and resources are frozen, the customer must contact the partner to unfreeze the account and resources, and then apply for disassociation.
 - A customer has valid RIs or a partner support plan. In this case, the customer needs to unsubscribe from the RIs or the partner support plan before disassociating from the partner.
 - The customer has not set the currency. To disassociate from a partner, the customer needs to go to the account center and set a currency first.
 - A customer has an effective special commerce contract. In this case, the customer needs to contact the partner offline to handle it before applying for canceling the association relationship.

Procedure

Step 1 The **My Partner** page is displayed.

Step 2 Initiate a disassociation request.

Click **More Operations** > **Disassociate** at the bottom of the page.

My Partner				Help
Partner Information	Authorization Management Agreements			
Enterprise Name Enterprise Information Associated	Oct 17, 2023 16:35:17 GMT+08:00	Cooperation Status Website Agreement Content	In Cooperation Instructions for Customers to Associate with a Huawel Cloud Partner*	
Contact Information	tihding op ann tihdin			
More Operations Disassociate Operation Log				

Step 3 Verify your account and confirm the disassociation.

 If the account passes the check, select I understand the preceding statement and confirm to disassociate from the partner account, and click Disassociate.

Check Account	Precautions 3 Finish
ad through the follow	ng statement before disassociating from your partner account:
Customer Notices	
1. Disassociate from yo	r cloud solution provider only after obtaining approval from them. Huawei Cloud shall not be held accountable for any consequences.
2. If you want to disasso	ciate from the current reseller and associate with another one, submit a service ticket.
3. After your account is Huawei Cloud.	isassociated from your cloud solution provider's account, you need to add your credit card or contact your account manager to grant the expenditure quota. You will then directly deal with
4. You need to pay off a	the expenditures on Huawei Cloud. If you fail to do so, you will not be allowed to associate with any other reseller.
5. Only up to 3 disassoc	ation requests can be submitted within 3 months.
I understand the preced	ing statement and confirm to disassociate from the partner account.
understand the preced	ing statement and committee usessociate norm are partner account.

• If the account fails the check, handle the failed items as prompted. Then check the account again.

Step 4 Obtain the verification code, enter it, and click OK.

- If there is only an email address linked to your account, click **Send Code**.
- If there is only a mobile number linked to your account, click **Send Code**.
- If both a mobile number and an email address are linked to your account, you have to choose either email or mobile number to receive the verification code, and then click **Send Code**.

Are you sur disassociat	e you want to submit the request for ing from your partner? $ imes$
Reason	
	0/256
Verify your identity	to proceed with the operation.
Email Address	jerkk****@xiaoxiao.com
Verification Code	Send Code
	Cancel OK

Step 5 Specify the reason.

Select the reason for disassociating from the partner and click **Submit**.

I need to change	he association model. 🔵	I am changing partners.	
I do not need serv	ices from the partner. 🔵	I am leaving Huawei Cloud.	
Others			

Step 6 Verify that the disassociation request has been submitted successfully.

The system displays a message indicating that the request for disassociating from the partner has been submitted successfully. After your partner completes the processing, you will be notified of the processing result.

O
Request for disassociating from the partner account () submitted successfully. We will inform you of the result once the partner finishes processing your request.
Back to My Partner

Handling a Disassociation Request Initiated by a Partner

Step 1 Access **My Account > My Partner** and click **process**.

My Partner	
1 Your partner	requests to disassociate from your account (Reasor). Please process the request immediately.
Partner Information	Agreements

Step 2 Verify you account.

• If the account passes the check, read the precautions carefully.

Disa	associate
ead thi	rough the following statement before disassociating from your partner account:
Cust	omer Notices
1. Any	y issues arising from the disassociation shall be resolved through negotiation between you and the Huawei Cloud partner. Huawei Cloud shall not be held accountable for any consequences.
2. The	e settlement matters during the association shall be handled through negotiation between you and the Huawei Cloud partner.
3. You	ur can only make up to 3 disassociation requests within 3months.
4. Afte	er the disassociation, you shall promptly update your account information and configure a valid payment method. Failure to do so may result in the initiation of a grace period and retention period, consequent to payment failure.
D	uring the grace period, you can access and use only some of your resources. During the retention period, you cannot access or use your resources but the data stored in the resources can be relained.
lf	the renewal is still not completed or the outstanding amount is still not paid off when the retention period ends, the stored data will be deleted and the cloud service resources will be released.
Lund	larchand the prevaling chalamant and confirm to dissocrations the nations account
Tunu	eisianu uie preceving siarainein anu cumini nu vuoassovala iruni nie parutei account.

• If the account fails the check, handle the failed items as prompted. Then check the account again.

If you do not agree to the disassociation, you can go to the next step even if the account fails the check.

- **Step 3** Confirm whether to agree to the disassociation.
 - Agree to the disassociation.

Select I understand the preceding statement and confirm to disassociate from the partner account and click Agree.

- Disagree with the disassociation. Click **Reject**.
- **Step 4** Obtain the verification code, enter it, and click **OK**.
 - Agree to the disassociation.
 - If there is only an email address linked to your account, click **Send Code**.
 - If there is only a mobile number linked to your account, click **Send Code**.
 - If both a mobile number and an email address are linked to your account, you have to choose either email or mobile number to receive the verification code, and then click **Send Code**.

Your partne account.	r has requested to disassociate from your $^ imes$
Verify your identity	to proceed with the operation.
Email Address	xiejjhk******@2225.com
Verification Code	Send Code
	Cancel

- Reject the disassociation application.
 - If there is only an email address linked to your account, click **Send Code**.
 - If there is only a mobile number linked to your account, click **Send Code**.
 - If both a mobile number and an email address are linked to your account, you have to choose either email or mobile number to receive the verification code, and then click **Send Code**.

Are you sure you want to reject the disassociation $\overset{\times}{}$ request?	
Verify your identity to proceed with the operation.	
Email Address	xiejjhk******@2225.com
Verification Code	Send Code
	Cancel OK

- **Step 5** Verify that the disassociation request has been handled.
 - The system displays a message indicating that you have been successfully disassociated from the partner.



• The system displays a message indicating that you have rejected the disassociation request submitted by the partner.
Rejected the disassociation request from your partner
Back to Basic Information

----End

Other Operations

• Viewing operation logs

Access **My Partner** > **Partner Information** and click **More Operations** > **Operation Log**. On the displayed page, you can view the logs of association and disassociation operations.

My F	artner / Operation Log					
	-				-	
	Time	Partner Name	Purpose	Initiation Method	Reason	Status
	Apr 28, 2025 14:01:20 GMT+08:00	Jay Select Municipality	Disassociate	Requested by partners	-	Pending customer confirmation
	Apr 28, 2025 09:28:51 GMT+08:00	jog fallenfek sompromy	Disassociate	Requested by partners	-	Rejected
	Nov 26, 2024 19:55:45 GMT+08:00	psylation incorports	Association	System operation	-	Completed

13.3 Topping Up a HUAWEI CLOUD Account

Customers associated in the Referral model can top up their Huawei Cloud accounts in the Billing Center.

If the monthly budget of a customer associated with the partner in reseller model is insufficient, the customer needs to contact the partner to adjust the budget.

Procedure

- Step 1 Use the customer account to log in to Huawei Cloud.
- **Step 2** In the drop-down list of your account name, click **Billing Center**.
- **Step 3 Click** to view how to top up your HUAWEI CLOUD account.

----End

13.4 Using Discounts Granted by the Partner

13.4.1 Viewing Discounts

Customers associated in the Referral model can view the discounts granted by their partners.

Procedure

- **Step 1** Use your customer account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Billing Center** to go to the Billing Center.

- **Step 3** In the navigation tree, choose **Coupons and Discounts** > **Commercial Discounts** to go to the **Commercial Discounts** page.
- **Step 4** On the **Partner Discounts** tab page, view the discounts granted by the partner.

----End

13.4.2 Using Discounts

When paying an order, a customer associated in the Referral model can select the discounts granted by the partner. Discounts are granted based on the prices presented on the HUAWEI CLOUD official website.

Precautions

- The discounts granted by partners are applicable to list-price products and promotional products.
 - Standard products: Pay-per-use products, monthly products, one-year reserved instances, and normal one-year products listed on the HUAWEI CLOUD website (https://www.huaweicloud.com/intl/en-us/)
 - Promotional products: Promotional products, three-year reserved instances, Direct Connect, and Spot ECSs listed on the HUAWEI CLOUD website (https://www.huaweicloud.com/intl/en-us/)

The discounts are not applicable to the following products:

- Spot ECSs
- KooGallery products

You can view the list of applicable products on the **Sales Management** > **Product Discounts and Incentives** page in the Partner Center.

• Discounts granted by a partner cannot be used together with commercial discounts (special-offer contracted discounts), promotional discounts, and adjusted prices.

NOTE

If the partner has set a discount for a customer's order, the customer cannot use other discounts when paying the order.

Procedure

When paying an order, select **Partner Discounts** and complete the payment.

Follow-up Operation

Click a completed order and view the discounts on the **Details** page.

13.5 Buying HUAWEI CLOUD Products

Procedure

The following procedure shows how to buy an EVS disk:

Step 1 Go to the All Products page.
Step 2 Select Storage > Elastic Volume Service (EVS).
Step 3 Click Buy.



Step 4 Set the product information and click **Next**.

Billing Mode	Yearly/Monthly Pay-per-use
	Select this option to save money when you have a good idea of what resources you will need and for how long. You will be billed in advance.
Region	CN-North-Ulanqab203 To select a different region, use the region selector at the upper left of the main menu bar.
AZ 💿	可用区1 可用区2 可用区3
	No server is available in the current AZ. Select the AZ where your server resides. The AZ cannot be changed after the disk is created.
Data Source (Optional)	Create from V
Disk Specifications	Common I/O v () - 10 + GIB ()
Selected Specifications	Common I/O 10 GIB IOPS limit: 110, IOPS burst limit: 1,000
More 🗸	Share SCSI Encryption Tag
(Recommended) Backup	Periodic backup CBR provides backups to protect against unintended destruction or loss of data during virus Backup Pricing
Automatic Backup	Cloud Backup and Recovery (CBR) allows you to back up and restore the disk data to any backup point. To use CBR, buy a disk backup vault first. Vaults are containers that
	store backups.
	Utinot use Use existing Buy new (7)
Enterprise Project	Select an enterprise project V Q Create Enterprise Project (2)

Step 5 Confirm order information, select I have read and agree to the Service Level Agreement (SLA), and click Submit.

	Configuration		Billing Mode	Usage Duration	Quantity	Subtotal
	Region	CN-North-Ulanqab203				
	AZ	可用区1				
	Data Source	Not required				
	Capacity (GiB)	10	Yearly/Monthly	1 month		
	Disk Type	Common I/O			1	50.46
Disk	Disk Encryption	No				40.40
	Device Type	VBD				
	Disk Sharing	Disabled				
	Disk Name	volume-3138				
	Enterprise Project	default				
I have read and	agree to the Service Level Agreer	ment				

Step 6 On the **Pay** page, select a payment method and complete the payment.

----End

13.6 Managing Authorization Requests of Partners

A partner must obtain authorization before performing operation on behalf of customers associated with the partner in the reseller model. The customers can manage the authorization requests submitted by partners on the **My Account** > **My Partner** page.

Procedure

- **Step 1** Use your customer account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Basic Information**.
- **Step 3** In the navigation pane on the left, choose **My Partner**.
- **Step 4** Select the **Authorization Management** tab.
- **Step 5** Select an authorization request and click **Process** in the **Operation** column.

Partner Information Aut	norization Management Agreements			
Requested	Status	Effective Time	Expiration Time	Operation
Jun 19, 2025 16:39:37 GMT+08	:00 • Pending acceptance		-	Process

Step 6 Select I have read and agree to the Huawei Cloud Customer Authorization Letter and click Agree.

My Partner / Authorize Partner to Place Orders for Me							
Authorize							
 Confirm whether to authorize your partner to perform any operations: Manage my Huawei Cloud resources Subscribe to, renew, unsubscribe from, and change cloud services Start, stop, restart, and delete cloud resources Reset passwords and modify policies of cloud services View my account, expenditure, order, discount, and contract information Create and view work orders You can revoke the authorization on the My Partner page anytime. 							
I have read and agree to the Huawei Cloud Customer Authorization Letter Agree Reject							

In the displayed dialog box, enter the verification code and click **OK**.

After the authorization is successful, you are advised to enable CTS immediately so that you can view the records of operations performed by the partner on your resources.

----End

Follow-up Operations

- **Step 1** In the navigation pane on the left, choose **My Partner**.
- **Step 2** Select the **Authorization Management** tab.
- **Step 3** Click **Revoke** in the **Operation** column if you want to cancel the authorization granted to a partner.

Partner Information	Authorization Management	Agreements			
Requested	Status		Effective Time	Expiration Time	Operation
Jul 01, 2024 16:19:59 GM	T+08:00 • Accepted		Jul 01, 2024 16:33:38 GMT+08:00	-	View Letter of Authorization Revoke

Step 4 Enter the reason and verification code and click **OK**.

The cancellation car	not be undone	9.				
* Cause						
					0/12	28
Verify your identity	to proceed with	the op	eration.			
Mobile Number	193****0003	Use	an Email Addr	ess		
Verification Code			Send Code)		

----End

13.7 Signing Instructions for Customers to Associate with a Huawei Cloud Partner

Procedure

- **Step 1** Go to the **My Partner** page.
- **Step 2** View the displayed message and click **Sign Now**.

My Partner	
• You need to sign the latest Instructions for Associating with a Huawei Cloud Partner Sign Now	

Step 3 View content in the dialog box displayed, select I have read and agree to this Agreement, and click OK.

Instruction Partner	s for Customers to Associate with a Huawei Cloud
Service Usage F	Requirements
1.After you asso contracts, invoi placing orders a recovery.	ociate with a Partner's account, the Partner will be responsible for providing ces, settlement, technical assistance, and operations including but not limited to and perform O&M on your behalf, account freezing, resource freezing, and account
2.After you asso operations (incl and your memb members of rele be resolved by y Huawei Cloud s	ociate with a Partner account, if you have member accounts, the status and uding but not limited to restriction and freezing) of the Partner account will affect you er accounts. You shall manage your member accounts and inform enterprise evant impact. Any disputes arising from you or Partner's status and operations shall you, your associated enterprise members, and the Partner through negotiation. hall not be liable for any loss or liability arising therefrom.
3.To get better a Huawei Cloud c distributor (if an	nd efficient services from your associated Partner, you understand and agree that an disclose the following information to the Partner and/or Partner's associated y):
I have read and	agree to this Agreement.

NOTE

When a customer signs in to Huawei Cloud, a message will be automatically displayed to inform the customer of the updated *Instructions for Customers to Associate with a Huawei Cloud Partner.* The customer can click **OK** to sign the new *Instructions for Customers to Associate with a Huawei Cloud Partner.*

Step 4 A message is displayed indicating that the Agreement is signed.

Click **Agreements** to view signed agreements, including information of agreement name, version, and time.

Partner Information	Authorization Management Agreements		
Name	Version	Signed	Operation
Instructions for Customer	to Associate with a Huawei V1001	May 14, 2024 20:02:08 GMT+08:00	View

NOTE

Please refer to the latest updated version of the *Instructions for Associating with a Huawei Cloud Partner*. For historical signed versions, visit **Earlier Version** in Help Center on the official website.

----End

13.8 Cloud Trace Service

13.8.1 Operations Supported by Cloud Trace Service

Scenario

Cloud Trace Service (CTS) allows you to record customer-related operations for further queries, auditing, and backtracking.

Prerequisites

You have enabled CTS.

Supported Operations

Table 13-1	Supported	operations
------------	-----------	------------

Operation	Resource Type	Trace Name
Inviting customers to associate with partners	csbchannelsal es	addBpInviteTraceLog
Inviting customers to create Huawei Cloud accounts and associate with partners	csbchannelsal es	customerEnter
Confirming authorization	csbchannelsal es	confirmCustomerAgentAuthorizationAp- ply
Requesting disassociation and association mode change	accountInfo	applyUnbindOrSwitchCooperation
Reviewing and approving requests	accountInfo	approvePartnerOrCustomerApply
Applying for unified payment by partners	order	applyPartnerPayment
Confirming or rejecting authorization	csbchannelsal es	confirmCustomerAgentAuthorizationAp- ply

Operation	Resource Type	Trace Name
Requesting disassociation and association mode change	csbchannelsal es	applyUnbindOrSwitchCooperation
Reviewing and approving requests	csbchannelsal es	approvePartnerOrCustomerApply

13.8.2 Viewing Traces

Scenario

CTS allows you to record customer related operations that are performed by calling APIs. CTS stores operation records for the last seven days.

This section describes how to view the operation records on the CTS console.

Procedure

- 1. Sign in to the management console.
- 2. Click 💿 in the upper left corner, and select the target region and project.
- 3. Choose Service List > Management & Governance > Cloud Trace Service.
- 4. Choose **Trace List** in the navigation pane.
- 5. In the upper right corner, select a time range from Last 1 hour, Last 1 day, and Last 1 week, or select Customize to specify a time range as needed. And specify filter criteria as needed. The following filter criteria are available: You can filter operation events with a combination of four criteria:
 - Trace Type, Trace Source, Resource Type, and Search By.

Select a filter criterion from the drop-down list of **Search By**.

If you select **Trace name**, you need to select a specific trace name.

If you select **Resource ID**, you need to enter a specific resource ID.

If you select **Resource name**, you need to enter a specific resource name.

- **Operator**: Select a specific operator (a user other than tenant).
- Trace Status: Select Normal, Warning, or Incident.
- **Time Range**: You can query traces generated during any time range of the last seven days.
- 6. Expand the trace to view details.

Figure 13-1 Trace details

Trace Name	Resource Type	Trace Source	Resource ID (?)	Resource Name (⑦ Trace Statu	us 🕐	Operator (?)	Operation Time	Operation
∧ createTracker	tracker	CTS		system	📀 normal			Feb 02, 2019 19:22:43 GMT+08:00	View Trace
Trace ID dbee5100-2 Trace Type ConsoleAct	26dc-11e9-bb00-286e	d488cbe2		So Ge	urce IP Address nerated	Feb	02, 2019 19:22:43	GMT+08:00	

Locate a trace and click View Trace in the Operation column.
 For details about CTS, see Cloud Trace Service User Guide.

14 Partner Support Management

14.1 Help and Feedback

When you encounter a problem and need help or feedback, you can submit a service ticket, contact Huawei Cloud pre-sales or after-sales service personnel, or contact the local Huawei Cloud ecosystem manager.

Help and Feedback Process



Procedure

- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center**.

You are navigated to the Partner Center.

Step 3 Click **Service Ticket Management** in the drop-down list of your account name in the upper right corner.



- **Step 4** Choose **Service Tickets** > **Create Service Ticket** in the navigation pane on the left.
- Step 5 Specify Partners for My Service/Product.
- Step 6 Select an issue category.

• Click **Create Now**, describe the problem, upload an attachment, and click **Submit**.

----End

Other Operations

In addition to submitting service tickets, you can also contact HUAWEI CLOUD pre-sales or after-sales service personnel. For contact information, see **Contact Us**.

14.2 Viewing the Document Library

You can check and download documents related to partner policies, benefits, products and solutions, and marketing in Document Library of Partner Center.

Prerequisites

You have joined a partner program or a partner development path.

Procedure

- Step 1 Use your partner account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Support** > **Document Library** in the menu on the top.
- **Step 4** On the displayed page, you can find desired documents using filters such as the directory, update time, and scenario.

Document Library 💿		🗂 Usage Guideline
	Search by document name.	
C. Search by directory name. Directories Clear Filters	Scenario ALL Costoner communication pre-sales training PPT content type test Updated All Last 30 days Last 6 months Last 1 year	-
🖃 🔽 All		C Reset
- (+) 🗹 Policy		
🕘 💽 Benefit		
- 🕑 🗹 Solution	Select All 👃 Batch Download	Updated 🖯
 Product Computing service Storage Service 	D Jun 18, 2023 © 0 ↓ 0 D 1.00X8 © Spoints	Ť
 El Service Database Service PaaS Service 	□ Jun 11, 2023	
Security Services media service aPaaS service	□ Jun 15, 2225 © 3 J. 0 D. 2.39MB © 3points	Ŀ
 Industrial Software Cloud Servi Marketing Othere 	□ X □ Jun 14, 2023 @ 0 _ L 0 D 1595000. @ 2pvints	بلا ا
C M GUNA	□ ▶ □ Jun 12,2825 @ 0 ↓ 0 0 947.5938 @ 5points	+

Step 5 In the list of found documents, click a document name to view the document details.

Document Library ③		🕒 Usage Guidelines
	Search by document name.	
Q. Search by directory name.	Updated O AR O Last 30 days O Last 6 months O Last 1 year	() provide
		C reset
Policy Benefit	Select All 🛃 Batch Download	Updated 🖯
		یلی Download Supported
Others Partner Behaviors - Penalty No Oneration Guide	June 1, 2025 - 2.15MB - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -	Download Not Supported
V Others	A 5 sep 11,2023 ● 0 4.55983 ● 3poolet.	ىك.

NOTE

If there is a download icon next to the document name, it indicates that this document can be downloaded. If no download icon is displayed for a document, the document cannot be downloaded.

Step 6 After browsing the document on the details page, you can hit the like or dislike button and rate the document.

Huawei Cloud Partn	er Development Path Policy Updates for 2025.pdf 👷 👳	
	D 973.70KB @ 5points	🕹 Download
	Trademarks and Permissions	
	All other trademarks and trade names mentioned in this document are the property of their respective holders.	
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N 4 2 / 12 D	Very satisfied	- 90 % + ^K y
	Rating 🚖 🚖 🚖 💏 Not rated	Rating 5 points 1 persons rated

- If the document is helpful or not, you can give it a thumbs up or thumbs down.
- Rating: Once you have reviewed the content, assign a rating from 1 to 5 to reflect how effectively the document meets your needs.
- Download: Click the download icon to download a document to the local PC.

----End

15 Appendix

15.1 HCPN Agreement

15.1.1 Huawei Cloud Partner Network Certification Agreement

For details, visit https://www.huaweicloud.com/intl/en-us/declaration-sg/ hcpn_ca.html.

15.1.2 Huawei Cloud Solution Provider Cooperation Agreement

For details, visit https://www.huaweicloud.com/intl/en-us/declaration-sg/ spca.html.

15.1.3 Huawei Cloud Distributor Cooperation Agreement

For details, see Huawei Cloud Distributor Cooperation Agreement.

15.1.4 HCPN Partner Behavior Regulations

For details, see HCPN Partner Behavior Regulations.pdf.

15.2 HCPN Badge Usage Guide

Definition

The HCPN Badge ("the badge") is intended for use by HUAWEI CLOUD partners to demonstrate their identity, tier, and business area with a purpose for customers to identify the partners as well as for partners to promote its products and services.

Qualification

HUAWEI CLOUD partners can use the HCPN logo only after obtaining approval from HUAWEI. Partners will enjoy non-exclusive, non-transferable, worldwide, and

royalty-free right to use the HCPN logo in accordance with the terms of the HCPN Agreement. For example, they can use the latest version of the HCPN logo on their websites or advertisements to show their partnership with HUAWEI CLOUD.

Approvable examples



Applicable Scope

This usage guide applies to partners outside of the Chinese Mainland who have been granted a license to use the badge. The badge shall be used only in compliance with this guide and the *HUAWEI CLOUD Brand Guide*. If you are unsure whether you are allowed to use the badge, contact your HUAWEI CLOUD partner manager for guidance.

Usage Instructions

- 1. Partners shall use the badge only according to the terms of the *HCPN Certification Agreement.*
- 2. Application Scenarios

Websites	Permitted. The HCPN badge can be used to promote the products and services involved in the HCPN Partner Programs.
Online ads	Permitted. The HCPN badge can be used to promote the products and services involved in the HCPN Partner Programs.
Marketing materials	Permitted. Partners can use the HCPN badge in marketing materials to demonstrate that their products or solutions are powered by HUAWEI CLOUD. Marketing materials include but are not limited to manuals, leaflets, data/sales sheets, white papers, case studies, and event promotions.

Event materials	Permitted. Partners can use the HCPN badge in event materials to demonstrate that their products or solutions are powered by HUAWEI CLOUD. Event materials include but are not limited to booth graphics, presentations, demos, and any other printed or digital event marketing assets.
Email marketing	Permitted. Partners can use the HCPN badge in email marketing materials to demonstrate that their products or solutions are powered by HUAWEI CLOUD.
Partner business cards	Permitted. Partners can use the HCPN badge on business cards to demonstrate that their products or solutions are powered by HUAWEI CLOUD.
Outdoor ads	Restricted use. Outdoor ads include but are not limited to metro ads, outdoor billboards, airport ads, printed ads, and TV ads. If partners require the badge in outdoor ads to promote their products and services, they need to ask their ecosystem manager to submit an application to Huawei Cloud.
Social media	Not permitted.
Promotional items	Not permitted.

- 3. Use the HCPN badge as a whole and do not break it up to use separately.
- 4. Align your branding elements with the HCPN log or make your branding elements more prominent than the HCPN badge. Use your company name in the promotional materials to make it clear they are produced by your company. Do not include Huawei or HUAWEI CLOUD in the email subject line or printed cover.
- 5. Use the badge only in the marketing materials for the enrolled partner programs. Do not exaggerate the content or scope of your cooperation with Huawei or HUAWEI CLOUD in any way. Do not imply that Huawei or HUAWEI CLOUD sponsors your promotional activities or has partnered with you beyond the partner program.
- 6. Do not behave in any way that may affect or damage the reputation of Huawei or HUAWEI CLOUD, including but not limited to degrading Huawei or HUAWEI CLOUD products, services, or partners.
- 7. HCPN badge combination standards



- 8. Before downloading the HCPN logo, you are obligated to register all website links, ADs, and marketing materials on which you will use the HCPN logo. We may review customer materials irregularly to ensure that the HCPN log is used in compliance with this Guide and the *HUAWEI CLOUD Brand Guide*.
- 9. HUAWEI CLOUD reserves the right to modify this Guide and take appropriate measures against any unauthorized or non-compliant use of the HCPN logo.

15.3 HCPN Partner Competency Badge Usage Guide

HCPN Partner Competency Badge Usage Guide

I. Application Scope

This document applies to partners who have obtained authorization for using badges of certified competencies.

II. Definition

Competency badges are granted by Huawei Cloud to partners for their certified competencies. Partners can use badges to show their expertise and successful experience in product technologies, services, and comprehensive capabilities when they develop customers and markets.

Example competency badges



III. Qualification

Badges are only granted to the partners who meet the requirements specified in *Huawei Cloud Partner Competency Program* and obtain competency certification approval from Huawei Cloud. The badges are non-exclusive and non-transferable, and they are limited to the specified regions and can only be used for general purposes.

IV. Important Notes for Badge Usage

- 1. Partners must use the badges in accordance with the terms in the *Huawei Cloud Partner Network Certification Agreement* and the requirements in this document. If partners have any questions about the qualification and requirements, they can contact the corresponding Huawei Cloud ecosystem manager.
- 2. A badge must be used as a whole and cannot be broken up and used separately. Any elements and the scale of the badge cannot be changed. The use of badges must comply with the *Specifications for Authorized Use of Competency Badges*.



Example standards in the Specifications for Authorized Use of Competency Badges

3. A partner needs to focus on its company and products when using badges to support company and product publicity, and should not over highlight the

badges. In any publicity activities, a partner shall clearly indicate that all publicity behaviors are its own unilateral behaviors and have nothing to do with Huawei Cloud. Partners shall independently bear all related responsibilities. Without prior written authorization from Huawei Cloud, partners shall not use the brands, names, or trademarks of Huawei Cloud and its affiliates.

- 4. Partners shall use the badges in accordance with the provisions of this document and the content and scope of the badges authorized by Huawei Cloud. Partners shall not exaggerate the content, scope, and tier of the cooperation with Huawei Cloud in any way, and shall not imply or express to third parties that there are cooperation relationships with Huawei Cloud that are beyond the partner competency program. For example, Huawei Cloud and its affiliates are the sponsors of partners' promotional activities.
- 5. When using badges, partners shall not conduct any behavior that may affect or damage the reputation of Huawei Cloud and its affiliates, including, but not limited to, degrading the products, services, or partners of Huawei Cloud and its affiliates. Otherwise, Huawei Cloud reserves the right to cancel the authorized use of competency badges and request partners to assume the corresponding responsibilities and liabilities.

Websites	Partners can use the competency badges within the
Partners' marketing emails	 authorized scope if the following conditions are met: Partners' official website content, marketing materials, and exhibition materials must comply with laws and
Partners' exhibition materials	regulations to ensure that the use of the competency badges on such materials will not cause any adverse impact or losses to Huawei Cloud and its affiliates.
	2. Partners shall only use the competency badges on their own official websites, marketing materials, and exhibition materials.
	3. HCPN partners can use the competency badges granted by Huawei Cloud to show their expertise and successful experience in product technologies, services, and comprehensive capabilities and win recognition from customers. However, the Huawei Cloud competency badge cannot be used together with the HCPN badge. The use of competency badges must comply with <i>Specifications for Authorized Use of Competency Badges.</i> <i>The competency badges shall not be used together with</i> <i>partner's logo side by side or placed above the logo.</i>

6. Partners must comply with the following regulations when using the competency badges:

Partners' marketing emails	Partners can use the competency badges in marketing emails if the following conditions are met:
	1. The marketing email content and email marketing activities and methods of partners shall comply with laws and regulations to ensure that the use of the competency badges on related materials will not cause any adverse impact or losses to Huawei Cloud and its affiliates.
	Partners can only use the competency badges in their own marketing emails.
	3. The use of competency badges in marketing emails must comply with <i>Specifications for Authorized Use of</i> <i>Competency Badges.</i> <i>Note that the competency badges cannot be used in</i> <i>email signatures</i>
Offline and online ads	Restricted use. Partners shall not use the competency badges in offline and online ads unless explicitly authorized by Huawei Cloud in advance. Offline ads include but are not limited to metro ads, outdoor billboards, airport ads, printed ads, and TV ads. Online ads include but are not limited to in-feed ads, Search Engine Marketing (SEM) ads, and splash ads. Partners need to contact the corresponding ecosystem manager to submit an application to Huawei Cloud before using badges in online and offline ads.
Social media	Not permitted. Partners shall not use the competency badges or HCPN badges as the avatar or logo of the partner on social media. The use of the badges in the marketing materials on social media for promotions must comply with the related provisions of this document.
Promotional items	Not permitted.
If there are scenaric corresponding ecosy	os that are not listed above, partners can contact the ystem manager.

7. Huawei Cloud has the right to review the information submitted by partners (including but not limited to the product website links and marketing materials to be released) at any time to ensure that partners comply with requirements in this document and Huawei Cloud Brand Guide.

This document takes effect as of the date of release and remains valid for one year. Huawei Cloud reserves the right to interpret and maintain this document.

15.4 Critical Operations

If the verification code function is enabled, the system will authenticate operator identity through emails or short messages when the operator performs a critical operation. This can help improve your account security.

Involved critical operations are as follows.

Partner Type	Critical Operation	
Cloud solution providers	Freezing/Unfreezing customer accounts	
	Setting discounts for customers	
	Setting budgets for customers	
	Adjusting the price of a customer's order	
	Setting customer notification receiving rules	
	Configuring customer bill permissions	

15.5 Tax Notice

Huawei Cloud Partner Terms Change Notice

1. Tax Clauses

According to the tax laws in Malaysia and Kenya, Huawei Cloud updated some clauses in the *Huawei Cloud Cloud Solution Provider Cooperation Agreement* on November 1, 2021, 00:00:00 (GMT+08:00). Major changes are as follows:

The prices of Huawei Cloud and Huawei Cloud KooGallery services did not include withholding tax before November 1, 2021. You need to make an extra payment for the withholding tax to competent tax authorities if it is required by the tax laws.

Since November 1, 2021, 00:00:00 (GMT+08:00), the prices of Huawei Cloud and Huawei Cloud Marketplace services include the withholding tax. When you pay us for Huawei Cloud and Huawei Cloud KooGallery expenditures generated on or after this date, you should withhold/deduct and pay the withholding tax to competent tax authorities, provide a valid withholding tax payment certificate to us, according to the local tax laws and applicable tax treaties and practices.

For example, if the service fee is \$100 USD and the withholding tax rate is 10%, you need to pay \$90 USD to Huawei Cloud and \$10 USD withholding tax to the tax authority, and provide the corresponding withholding tax payment certificate to us.

The example above is for reference only. The actual tax rate or amount may vary according to territories and products. If you have any questions, please submit a **service ticket** to us.

2. Links to the Updated Agreements on the Huawei Cloud Official Website

https://www.huaweicloud.com/intl/en-us/declaration/hcpn_spca.html

3. Tax Resident Certificate (TRC) and Delivery Addresses for Withholding Tax Payment Certificate

As the Huawei Cloud entity is a Hong Kong (China) resident, you can download and use the Tax Resident Certificate (TRC) to apply for the preferential tax rate per tax treaties. TRC link: **HK Services TRC 2021 - Malaysia**

If you are a Kenyan user, please provide the following email address to your competent tax authority for them to send us the withholding tax payment certificate: KENYAITAX1351@HUAWEI.COM.

If you are a Malaysian user, please post the withholding tax payment certificate issued by the tax authority to the following address:

Low Ee Lyn

Huawei Technologies (Malaysia) Sdn. Bhd.

Suite 32-01, Level 32, Integra Tower, The Intermark, 348, Jalan, Kuala Lumpur, Malaysia

15.6 Statement for HUAWEI ID Association with Huawei Cloud Partner 1.0

Dear customer, Huawei Cloud Contracting Party as defined in Section 15.4 of **HUAWEI CLOUD Customer Agreement** (hereinafter referred to as "Huawei Cloud", "we", "us", and "our") provides you with the account association service (hereinafter referred to as "this Service") according to this Statement. You shall represent and warrant that you are the employee of Huawei Cloud Partner (hereinafter referred to as "Partner"). If you are not the employee of the Partner, the below Statement is not applicable.

Please be sure to carefully read and accept this Statement (including any subsequent modifications) before associating your HUAWEI ID with Partner in the Partner Center (https://partner-intl.huaweicloud.com/hcpn). By selecting "I have read and agreed to the Statement for HUAWEI ID Association with Huawei Cloud Partner" and start using this Service, you will be deemed to have agreed to and accepted all terms and conditions in this Statement. If you do not agree to any content of this Statement, please stop using this Service.

1. You understand and agree that, to provide you with better management and interaction service in **Partner Center**, we may collect, process, and disclose your personal information, including account name, account ID, personal name, phone number, email address, and learning and exam records and certificates in HUAWEI CLOUD Developer Institute (hereinafter referred to as "personal information") for the following purposes:

(1) Associate you with the partner.

(2) Review the materials or information provided by Partner to decide whether Partner meets the conditions of competency certification, partner program certification, competency improvement (including tier upgrade), or qualification certification for special incentives or subsidies.

We will not share, transfer, or disclose your personal information to any third party without your prior consent unless otherwise required by laws and regulations.

2. You understand and agree that Partner has been granted by you legally to transfer and disclose your personal information to us, and you hereby expressly authorize Huawei Cloud to collect these personal information from the Partner or you so that we could legally use, process, and manage your personal information in accordance with this Statement. For the information you disclosed to the Partner, the Partner shall be responsible for the security of personal information and data in accordance with the agreement between you and the Partner. You could contact the Partner for more information on your personal information protection policies. You understand and agree to have fully read this Statement and been thoughtful when you determine if you agree to associate your account with the Partner.

3. You can disassociate your HUAWEI ID from the Partner in **Partner Center** if necessary. After disassociation, the Partner may still manage your personal information that has already been disclosed to them during the association period, and please contact the Partner to exercise your privacy rights.

4. Huawei Cloud understands the importance of your privacy information, and will take appropriate security measures, including but not limited to encryption, to protect your privacy information. If you have any questions, please contact us through https://www.huaweicloud.com/intl/en-us/personal-data-request or at dpo.sg@huawei.com. For more details about Huawei Cloud privacy policies, see Privacy Statement.

5. In respect of matters not covered in this Statement, such as limitation of liabilities, security, and data protection, Huawei Cloud Customer Agreement shall apply. Huawei Cloud may modify this Statement, including the documents and policies referenced herein, at any time at our discretion by posting a revised version on the Website or by otherwise notifying you. Except as otherwise indicated in the modified Statement, documents, or policies, the modified version will come into effect upon posting or as otherwise notified by Huawei Cloud. You will review such terms regularly on the Website. Your continuous use of this Service after the coming into effect of such modification will be deemed as your acceptance to the modified Statement.

Updated: November 17, 2022

15.7 Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf

Before accepting the Commitment Letter, you shall read carefully and understand the content of the Huawei Cloud Agreements and this Commitment Letter. By selecting "I have read and agree to the Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf", you will be deemed to have agreed to all terms and conditions in this Commitment Letter. If you do not agree to any content of this Commitment Letter, please stop using the service of performing operations on behalf of customers (hereinafter referred to as "this Service").

The Huawei Cloud Distributor (hereinafter referred to as "Distributor") has entered into Huawei Cloud Agreements with Huawei Cloud, including but not limited to Huawei Cloud Partner Network Certification Agreement and Huawei Cloud Distributor Cooperation Agreement, to act as a long-term partner for Huawei Cloud. To use this Service, Distributor shall authorize Huawei Cloud Resellers (hereinafter referred to as "Resellers") to perform operations on customers' accounts in accordance with the Huawei Cloud Customer Authorization Letter (hereinafter referred to as "Authorization Letter").

Distributor acknowledges and agrees that the authorization only applies to certain operation permission of customers' accounts under the Authorization Letter. This authorization shall not change the rights and obligations under Huawei Cloud Agreements between Huawei Cloud and either the Distributor or the customers.

Distributor hereby makes the following commitment to Huawei Cloud:

1. Distributor guarantees that the Resellers shall not violate Huawei Cloud Agreements, or any applicable laws, regulations, rules, or business ethics when performing operations on customers' accounts.

2. Distributor guarantees that the Resellers shall never modify or delete any customers' cloud services or cloud resources without explicit permission from the customers. Under no circumstances will the Resellers implant any Trojans, viruses, or other malware in Huawei Cloud products and services.

3. Distributor guarantees that Resellers shall perform operations within customers' authorization scope with reasonable care in accordance with the Authorization Letter and Huawei Cloud Agreements, including but not limited to act with duty of loyalty to operations and possible consequences, and shall be liable for the integrity and confidentiality of Resellers' operation and corresponding content.

4. Distributor guarantees that the Resellers shall keep secret and confidential all the information obtained in accordance with the Authorization Letter and Huawei Cloud Agreements, including but not limited to product, commerce, contract, order, expenditure, and resource information. The Resellers shall not copy, transfer, directly or indirectly use confidential information. The Distributor and the Resellers shall be liable for any losses caused to Huawei Cloud and/or the customers due to information leakage.

5. Distributor guarantees that any disputes, controversy, loss, infringement, and liability for breach between Resellers and customers shall be resolved between themselves in accordance with the Commitment Letter, the Authorization Letter, and other agreements applicable. Huawei Cloud shall not intervene in any disagreements or disputes between Resellers and customers, and shall not be liable for any losses, claims, damages, costs, or expenses caused to Distributor, Resellers and/or customers.

The Distributor shall be jointly and severally liable for all behaviors of the Resellers arising from performing operation on customers' behalf.

6. If the Distributor violates the Commitment Letter, the Authorization Letter, Huawei Cloud Agreements, or any applicable laws or regulations, Huawei Cloud shall be entitled to take measures, including but not limited to verbal or written warnings, decreasing or canceling sales revenue or incentives involved, canceling Partner identity, requesting compensation for all losses, and/or taking legal actions against Distributor.

7. The Commitment Letter shall become effective when the Distributor clicks to agree this Commitment Letter and is valid unless customers cancel the authorization.

8. Any issues not covered in this Commitment Letter shall be resolved in accordance with Huawei Cloud Agreements.

15.8 Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf

Before accepting the Commitment Letter, you shall read carefully and understand the content of the Huawei Cloud Agreements and this Commitment Letter. By selecting "I have read and agree to the Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf", you will be deemed to have agreed to all terms and conditions in this Commitment Letter. If you do not agree to any content of this Commitment Letter, please stop using the service of performing operations on behalf of customers (hereinafter referred to as "this Service").

The Huawei Cloud Partner (hereinafter referred to as "Partner") has entered into Huawei Cloud Agreements with Huawei Cloud, including but not limited to Huawei Cloud Solution Provider Cooperation Agreement and Huawei Cloud Partner Network Certification Agreement, to act as a long-term partner for Huawei Cloud.

To use this Service, Partner shall acquire authorization from customers to perform operation on customers' accounts in accordance with the Huawei Cloud Customer Authorization Letter (hereinafter referred to as "Authorization Letter").

Partner acknowledge and agree that the authorization only applies to certain operation permissions of customers' accounts under the Authorization Letter. This authorization shall not change the rights and obligations under Huawei Cloud Agreements between Huawei Cloud and either the Partner or the customers.

Partner hereby makes the following commitments to Huawei Cloud:

1. Partner shall not violate Huawei Cloud Agreements, or any applicable laws, regulations, rules, or business ethics when performing operations on customers' accounts.

2. Partner shall not modify or delete customers' cloud services or cloud resources without explicit permission from the customers. Under no circumstances will the Partner implant any Trojans, viruses, or other malware in Huawei Cloud products and services.

3. Partner shall perform operations within the authorization scope with reasonable care in accordance with the Authorization Letter and Huawei Cloud Agreements, including but not limited to act with duty of loyalty to operations and possible consequences, and shall be liable for the integrity and confidentiality of the operation and corresponding content.

4. Partner shall keep secret and confidential all the information obtained in accordance with the Authorization Letter and Huawei Cloud Agreements, including but not limited to product, commerce, contract, order, expenditure, and resource information. Partner shall not copy, transfer, directly or indirectly use the confidential information and shall be liable for any losses caused to Huawei Cloud and/or the customers due to information leakage.

5. Any disputes, controversy, loss, infringement, and liability for breach between Partner and customers shall be resolved between Partner and customers in accordance with the Commitment Letter, the Authorization Letter, and other agreements applicable. Huawei Cloud shall not intervene in any disagreements or disputes between Resellers and customers, and shall not be liable for any losses, claims, damages, costs, or expenses caused to Partner and/or customers.

6. If the Partner violates the Commitment Letter, the Authorization Letter, Huawei Cloud Agreements, or any applicable laws or regulations, Huawei Cloud shall be entitled to take measures, including but not limited to verbal or written warnings, decreasing or canceling sales revenue or incentives involved, canceling Partner identity, requesting compensation for all losses, and/or taking legal actions against Partner.

7. The Commitment Letter shall become effective when the Partner clicks to agree this Commitment Letter and is valid unless customers cancel the authorization.

8. Any issues not covered in this Commitment Letter shall be resolved in accordance with Huawei Cloud Agreements.

15.9 Huawei Cloud Customer Authorization Letter

As a Huawei Cloud Partner (hereinafter referred to as "we" or "us"), to provide you with the service of performing operations on your behalf (hereinafter referred to as "this Service"), we need your authorization to your account under the Huawei Cloud Customer Authorization Letter (hereinafter referred to as "Authorization Letter"). Before accepting the Authorization Letter, you shall read carefully and fully understand the contents of the Huawei Cloud Website Agreement and this Authorization Letter. By selecting "I have read and agreed to the Huawei Cloud Customer Authorization Letter", you will be deemed to have agreed to all terms and conditions in this Authorization Letter. If you do not agree to any content of this Authorization Letter, please stop using this Service. If you need to cancel or operate the authorization, you may visit Huawei Cloud My Account at any time.

This Authorization Letter contains the terms and conditions that govern your authorization to us for the operations and of your own account. You authorize and agree to the following:

1. Scope and Consequence of Authorization

We may use your account to log in to the Huawei Cloud website and perform operations in My Account, Billing Center, Resource Center, Service Tickets, Message Center, cloud service console and other modules.

The authorized operations include but are not limited to the following:

- 1. Managing your resources.
- 2. Subscribing to, renewing, unsubscribing from, and changing cloud services.
- 3. Starting, stopping, restarting, and deleting cloud resources.
- 4. Resetting passwords and modifying the policies for cloud services.
- 5. Viewing your account, expenditure, order, discount, and contract information.

You acknowledge and agree that the preceding permission types may not fully cover the operation authorization scope required for providing you with required services. You further understand and agree that the authorization is granted directly to us for the provision of this Service. This Authorization Letter shall not replace or change your relationship with Huawei Cloud or the rights and obligations under Huawei Cloud Website Agreement. Huawei Cloud shall not be liable for any action related to this Authorization Letter and the subsequent consequences.

Any dispute, controversy, loss, infringement, and liability for breach between you and us arising from the authorization shall be resolved between ourselves. Huawei Cloud shall not be liable for any losses caused to you and/or us.

2. Update and Cancellation of Authorization

This Authorization Letter may be updated from time to time. You may log in to the Huawei Cloud My Account to review the updates. Please regularly review such terms. If you do not agree to the updates, you shall cancel the authorization in the **Huawei Cloud My Account** immediately.

3. Authorization Period

The powers and rights you granted to us under this Authorization Letter shall become effective when you click to agree this Authorization Letter and are valid unless you cancel the authorization on the **Huawei Cloud My Account**.

4. How to Contact Us

If you have any questions about this Authorization Letter, please contact us via **Huawei Cloud My Account**.

16 Change History

Description	Released On
This issue is the 109th official release.	2025-02-20
 Extended the time range for querying and exporting expenditure data to 36 months ago on the Sales > Customers > Customer Expenditure > Expenditure Summary/ Expenditure Details page. Added a new search method. For details, see Querying Expenditure Summary and Viewing Expenditure Details. 	
• A partner or customer can initiate three disassociation requests within three months.	
 A comprehensive search box is provided on the Sales > Incentives > Revenue Management > Revenues page. For details, see Querying Revenues. 	
This issue is the 108th official release.	2025-01-20
This release incorporates the following change:	
 A search criterion: Customer ID, was added to Sales > Customer > Customer Management, and exact search is supported. 	
• Updated the partner policy in 2025. Updated the certification content of each path in the section "Partner Development Paths" based on the policies for 2025.	
Updated the section Partner Build Management > Creating a Cloud Software Solution/Creating an Advanced Cloud Software Solution.	
Updated the benefits in section "Partner Benefits Request" based on the policies for 2025.	

Description	Released On
This issue is the 107th official release.	2024-12-23
This release incorporates the following changes:	
 Added the Sales > Financial Information > Funds > Remittance Claim tab. After a distributor or a cloud solution provider uses the standard top-up account to transfer money, they can claim the money online. After the claim is successful, the amount is automatically topped up to the partner's Huawei Cloud account. For details, see Remittance Claim. 	
 Added section Partner Benefit Request > Sales Performance Incentive Fund (SPIF) > Uploading Receipt Acknowledgement. 	
 Added the dedicated personnel data dashboard in section Partner Organization Management > Dedicated Personnel > Administrator > Inviting a Member. 	
 Renamed Partner Solution Management as Partner Build Management. 	
This issue is the 106th official release.	2024-11-28
This release incorporates the following changes:	
 Added a function where a distributor can assign an account manager to a reseller. For details, see Assigning an Account Manager to a Reseller. 	
 Added section Partner Development Paths > Requesting Annual Review for Partner Development Path Certification. 	
 Added section Partner Benefit Request > Sales Performance Incentive Fund (SPIF) > Fund Information Confirmation. 	
 Added section Partner Benefit Request > Sales Performance Incentive Fund (SPIF) > Fund Issuance. 	
 Modified section Partner Organization Management > Dedicated Personnel. 	
 Modified sections related to individual HUAWEI ID information maintenance in Partner Benefit Request. 	
 Modified section Opportunity Management > Opportunity Sharing > Partner-Originated Opportunities (POs). 	

Description	Released On
This issue is the 105th official release.	2024-11-4
This release incorporates the following changes:	
 Added section Partner Programs > Service Partner Competency Improvement Incentive Program. 	
 Added section Partner Benefit Request > Competency Improvement Incentive. 	
 By default, cash coupons that have expired for less than two years are displayed on the Sales > Financial Information > Coupons > All tab page. To view cash coupons that have expired for more than two years, click on the coupons that have expired for more than two years in the reminder. 	
 On the Sales > Operations Statistics > Expenditures > Expenditure Trend/Expenditure Distribution page, after the data is filtered using Customer Account, the customer names in the column Customer Name/Customer Account are displayed by default with privacy protection measures. 	
 The consumption quota card is added to the Partner Center home page. 	
This issue is the 104th official release.	2024-10-10
This release incorporates the following changes:	
 Adjusted the document contents. Modified section Becoming a Partner. 	
Added section Development Paths.	
Added section Partner Programs.	
Added section Partner Support.	
Modified section Appendix.	
This issue is the 103rd official release.	2024-8-29
This release incorporates the following changes:	
Changed the Sales menu in Partner Center.	
 Added section Partner Solution Management > Baseline Solutions. 	
 Added section Partner Benefit Request > Sales Performance Incentive Fund (SPIF) > Specifying Eligible Recipients. 	
 Modified section Partner Benefit Request > Test Coupons > Software Partner > Test Coupons for Cloud Software Solution. 	
 Modified section Partner Benefit Request > Test Coupons > Software Partner > Test Coupons for Advanced Cloud Software Solution. 	

Description	Released On
This issue is the 102nd official release.	2024-7-30
This release incorporates the following changes:	
• Added section Partner Benefit Request > Sales Performance Incentive Fund (SPIF) .	
 Modified section Partner Benefit Request > Test Coupons > Software Partner. 	
 Modified section Partner Benefit Request > Test Coupons > System Integrator (SI). 	
 Modified section Partner Benefit Request > Market Development Fund (MDF) > Submitting an MDF Application. 	
This issue is the 101st official release.	2024-7-2
This release incorporates the following changes:	
• Modified section Becoming a Partner > Development Paths .	
 Modified the section Becoming a Partner > Partner Programs > Cloud Solution Provider Program > Applying for Upgrading Partner Tier. 	
• Modified section Partner Benefit Request > Test Coupons .	
• Modified section Partner Benefit Request > Exam Vouchers .	
 Modified section Partner Benefit Request > Market Development Fund (MDF). 	
 Modified section Competency Certification > Requesting Competency Certification. 	
 Modified section Partner Organization Management > Dedicated Personnel > Members > Filling in Employment Details. 	
Modified section Partner Solution Management.	
This issue is the 100th official release.	2024-6-4
This release incorporates the following changes:	
 Modified section Becoming a Partner > Registering and Joining HCPN. 	
Modified section Partner Benefit Request.	
Modified section Partner Solution Management.	
Modified section Opportunity Management .	
• Modified section Appendix > Partner Program Certificates .	
 Modified section Appendix > Statement for HUAWEI ID Association with Huawei Cloud Partner 1.0. 	

Description	Released On
This issue is the ninety-ninth official release.	2024-4-28
This release incorporates the following changes:	
 Added section Partner Benefit Request > Test Coupons > Software Partner > Test Coupons for Basic Software. 	
 Added section Partner Benefit Request > Funding Head (FH) > System Integrator (SI). 	
 Modified section Becoming a Partner > Registering and Joining HCPN. 	
 Modified section Partner Benefit Request > Funding Head (FH) > Cloud Solution Provider Program or Distribution Partner Program (Distributor). 	
 Modified section Partner Organization Management > Dedicated Personnel. 	
 Added section Cloud Solution Providers > Customer Business > Marketing Tasks. 	
 Added section Distribution Partner Program > Distributor > Customer Business > Marketing Tasks. 	
 Added section Distribution Partner Program > Distributor's Resellers > Customer Business > Marketing Tasks. 	
This issue is the ninety-eighth official release.	2024-3-5
This release incorporates the following changes:	
 Modified section Partner Training and Certification Guide > Role-Based Partner Learning and Professional Accreditation > Taking Exams. 	
 Modified section Competency Certification > Requesting Competency Certification. 	
 Modified section Partner Organization Management > Dedicated Personnel > Administrator > Inviting a Member. 	
• Modified section Partner Benefit Request > Exam Vouchers .	

Description	Released On
This issue is the ninety-seventh official release.	2024-2-1
This release incorporates the following changes:	
 Added section Joining HCPN > Partner Programs > Distribution Partner Program > Registering a New Account and Applying to Join Distribution Partner Program (Reseller). 	
 Modified section Joining HCPN > Development Paths > Software Partner Development Path. 	
 Modified section Joining HCPN > Development Paths > System Integrator Development Path. 	
 Modified section Joining HCPN > Partner Programs > Cloud Solution Provider Program. 	
 Modified section Partner Benefit Request > Apply for Market Development Fund (MDF) > Applying for MDF Reimbursement. 	
This issue is the ninety-sixth official release.	2024-1-9
This release incorporates the following changes:	
 Added section Organization Management > Dedicated Personnel. 	
 Modified section Partner Benefit Request > Apply for Market Development Fund (MDF). 	
• Modified section Partner Benefit Request > Test Coupons .	
• Modified section Partner Benefit Request > Exam Vouchers .	
 Modified section Joining HCPN > Partner Programs > Cloud Solution Provider Program > Applying for Upgrading Partner Tier. 	
 Modified section Partner Solution Management > Creating a Cloud Software Solution. 	
 Modified section Partner Solution Management > Creating an Advanced Cloud Software Solution. 	
This issue is the ninety-fifth official release.	2023-11-30
This release incorporates the following changes:	
 Added section Partner Benefit Request > Test Coupons > System Integrator. 	
 Modified section Partner Benefit Request > Test Coupons > Software Partner. 	
 Modified section Partner Benefit Request > Test Coupons > Service Partner. 	
Modified section Help and Feedback.	
 Modified section Opportunities > Opportunity Sharing. 	

Description	Released On
This issue is the ninety-fourth official release.	2023-10-12
This release incorporates the following changes:	
 Modified section Joining HCPN > Partner Programs > Cloud Solution Provider Program. 	
• Modified section Partner Benefit Request > Exam Vouchers .	
Added section Opportunity Management .	
 Added section Joining HCPN > Partner Programs > Partner Customer Engagement. 	
This issue is the ninety-third official release.	2023-9-26
This release incorporates the following change:	
• Added section Financial Information > Payment Methods.	
This issue is the ninety-second official release.	2023-9.7
This release incorporates the following changes:	
 Added section Joining HCPN > Development Paths > System Integrator Development Path. 	
 Modified section Competency Certification > Requesting Competency Certification. 	
This issue is the ninety-first official release.	2023-8.22
This release incorporates the following changes:	
 Modified the section Joining HCPN > Development Paths > Software Partner Development Path > Role Selection. 	
 Modified the section Joining HCPN > Development Paths > Service Partner Development Path > Role Selection. 	
 Modified the section Joining HCPN > Development Paths > Learning Partner Development Path > Role Selection. 	
 Modified the section Joining HCPN > Partner Programs > Cloud Solution Provider Program > Applying to Join the Cloud Solution Provider Program. 	
 Modified the section Joining HCPN > Partner Programs > Cloud Solution Provider Program > Applying for Upgrading Partner Tier. 	
This issue is the ninetieth official release.	2023-6.29
This release incorporates the following changes:	
 Modified the section Cloud Solution Providers > Financial Information > Incentive Management > Confirming Incentive Earnings. 	
 Added the section Cloud Solution Providers > Financial Information > Revenue Management > Querying Revenues. 	

Description	Released On
This issue is the eighty-ninth official release.	2023-4.27
This release incorporates the following changes:	
 Added section Partner Benefits > Funding Head (FH). 	
 Added section Partner Benefits > Cash Coupons > Service Partner. 	
 Modified Joining HCPN > Partner Programs > Distribution Partner Program. 	
 Added the section Partner Benefit Request > Exam Vouchers. 	
This issue is the eighty-eighth official release.	2023-3.28
This release incorporates the following changes:	
 Modified the section, Distributor > Sales Management > Authorizing a Reseller to Place Orders and Perform O&M on the Behalf of Customers. 	
 Added the section, Cloud Solution Provider > Customer Business > Customer Management > Setting One-Time Budgets for Customers. 	
 Modified the section, Cloud Solution Provider > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Added the section, Distribution Partner Program > Distributor's Resellers > Customer Business > Customer Management > Setting One-Time Budgets for Customers. 	
 Modified the section, Distribution Partner Program > Distributor's Resellers > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Added the section, Distribution Partner Program > Distributor > Customer Business > Customer Management > Setting One-Time Budgets for Customers. 	
 Modified the section, Distribution Partner Program > Distributor > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Modified the section, Distribution Partner Program > Distributor's Resellers > Partner Information > Basic Information. 	
This issue is the eighty-seventh official release.	2023-3.14
This release incorporates the following changes:	
Modified the section Joining the Partner Program > Setting an Annual Revenue Goal .	
Description	Released On
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This issue is the eighty-sixth official release.	2023-2.28
This release incorporates the following changes:	
 Added section Cloud Solution Provider > Operations Statistics > Viewing Revenue Statistics. 	
 Added section Cloud Solution Provider > Operations Statistics > Viewing Incentive Statistics. 	
 Added the section, Partner Organization Management > Dedicated Personnel Management. 	
• Added section Partner Organization Management > Managing IAM Users.	
 Added section Partner Organization Management > Security Settings. 	
 Added section Partner Benefits > Cash Coupons > Software Partner Benefits. 	
 Added section Partner Rights & > Market Development Fund (MDF). 	
 Added section Partner Solution Management > Solution Management. 	
• Added the "Joining HCPN > Development Path" section.	
 Added section Joining HCPN > partner program > Partner Capability Program. 	
• Added section Joining HCPN > partner program > Cloud Store Plan.	
• Added section Joining HCPN > partner program > Cloud Store Sales Plan.	
• Added the Joining HCPN & > partner program & > Carrier partner program section.	
• Added Partner Information Management > Case Management.	
 Added section Partner Information Management > Business Plan. 	

Description	Released On
This issue is the eighty-fifth official release.	2023-1.17
This release incorporates the following change:	
 Added the section Distributor > Sales Management > Authorizing a Reseller to Place Orders and Perform O&M on the Behalf of Customers. 	
 Added the section Cloud Solution Provider > Customer Business > Customer Management > Request Authorization from a Customer. 	ו
 Added the section Cloud Solution Provider > Customer Business > Customer Management > Placing Orders on Customers' Behalf. 	
 Added the section Cloud Solution Provider > Customer Business > Customer Management > Performing Resource O&M on Customers' Behalf. 	
 Added the section Distributor's Resellers > Customer Business > Customer Management > Request Authorization from a Customer. 	ו
 Added the section Distributor's Resellers > Customer Business > Customer Management > Placing Orders on Customers' Behalf. 	
 Added the section Distributor's Resellers > Customer Business > Customer Management > Performing Resource O&M on Customers' Behalf. 	
 Added the section Help and Feedback > Appendix > Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf. 	
 Added the section Help and Feedback > Appendix > Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf. 	
 Added the section Help and Feedback > Appendix > Huawei Cloud Customer Authorization Letter. 	
This issue is the eighty-fourth official release.	2022-12.13
This release incorporates the following change:	
 Added the section Cloud Solution Provider > Financial Information > Indicator Management. 	
Changed Account Management to Partner Information.	

Description	Released On
This issue is the eighty-third official release.	2022-11.7
This release incorporates the following change:	
 Added the section Joining the Partner Program > Setting an Annual Revenue Goal. 	
Added section "Partner Organization Management."	
 Added the section Help and Feedback > Appendix > Statement for HUAWEI ID Association with Huawei Cloud Partner. 	
 Added the section Account Management > Competency Certification. 	
 Added the section Partner Organization Management > Dedicated Personnel Management. 	
 Added the section Partner Benefit Request > Applying for Market Development Fund. 	

Description	Released On
This issue is the eighty-second official release.	2022-09.27
This release incorporates the following changes:	
 Added the section Distributor's Resellers > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Added the section Distributor's Resellers > Customer Business > Customer Management > Freezing Customer Accounts and Resources. 	
 Added the section Distributor's Resellers > Customer Business > Customer Management > Unfreezing a Customer Account. 	
 Added section Distributor > Sales Management > Setting Account Freezing and Budget Setting Permissions for Resellers. 	
 Modified the section Distributor > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Modified the section Distributor > Customer Business > Customer Management > Freezing Customer Accounts and Resources. 	
 Added the section Distributor > Customer Business > Customer Management > Unfreezing a Customer Account. 	
 Modified section Cloud Solution Provider > Customer Business > Customer Management > Unfreezing a Customer Account. 	
Added section "Service Partner Program (Brand New)".	
 Modified the section Distributor's Resellers > Account Management > Managing Basic Information. 	
 Modified Partner Account Management > Managing Basic Information. 	
This issue is the eighty-first official release.	2022-08.02
This release incorporates the following change:	
 Modified the Cloud Solution Providers > Financial Information > Invoice Management page. 	
 Modified the Partner Training and Certification Guide > Huawei Cloud Partner Training and Certification Guide page. 	
Added the section Distribution Partner Plan .	
Added the section Distributor .	
Added the section Distributor's Resellers .	
• Added Joining a Partner Program > Applying for Joining the Partner Program > Invitation for Joining Distribution Partner Program.	

Description	Released On
This issue is the eightieth official release.	2022-07.05
This release incorporates the following change:	
 Changed "solution partner" to "cloud solution provider", "Solution Partner Program" to "Cloud Solution Provider Program", and "Marketplace" to "KooGallery". 	
 Modified the section Cloud Solution Provider > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Added Help and Feedback > Appendix > Important Notes for Personal Account Association with User Accounts Created by a Partner. 	
This issue is the seventy-ninth official release.	2022-06.07
This release incorporates the following change:	
 Modified section Elite Service Providers > Accepting the Huawei Cloud Partner Service Provider Cooperation Invitation. 	
 Modified section HCPN Partner Training and Certification Guide > Huawei Cloud Partner Training and Certification Guide. 	
 Modified section Solution Partners > Customer Business > Customer Management > Freezing Customer Accounts and Resources. 	
This issue is the seventy-eighth official release.	2022-04.12
This release incorporates the following change:	
 Modified the section Help and Feedback > Appendix > Tax Notice. 	
This issue is the seventy-seventh official release.	2022-03.29
This release incorporates the following changes:	
 The transaction model name in Chinese for Referral has been changed, but the English name remains unchanged. The Prepayment model has been changed to Authorized Distributor. 	
 Added the section Solution Partners > Customer Business > Business Opportunities. 	
 Added the section Partner Training and Certification Guide Huawei Cloud Partner Training and Certification Guide. 	

Description	Released On
This issue is the seventy-sixth official release.	2022-01.25
This release incorporates the following changes:	
• Added Account Management > Competency Certification.	
 Modified Resellers of Huawei Cloud Partner Service Provider > Accepting the Huawei Cloud Partner Service Provider Cooperation Invitation. 	
 Added Help and Feedback > Appendix > HUAWEI CLOUD Partner Competency Badge Usage Guide. 	
This issue is the seventy-fifth official release.	2021-12.28
This release incorporates the following changes:	
 Modified the section Solution Partners > Customer Business > Customer Management > Managing Customer Associations. 	
 Modified descriptions in Reseller Customers > Disassociating from a Partner. 	
This issue is the seventy-fourth official release.	2021-11.16
This release incorporates the following change:	
 Modified descriptions in Solution Partner > Partner Account Management > Managing Basic Information. 	
This issue is the seventy-third official release.	2021-11.02
This release incorporates the following changes:	
 Modified the section Solution Partners > Financial Information > Invoice Management. 	
 Added the section Help and Feedback > Appendix > Tax Notice. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
 Modified descriptions in Joining HCPN > Applying to Become a Technology Partner. 	
This issue is the seventy-second official release.	2021-09.28
This release incorporates the following changes:	
 Modified the section Solution Partner > Customer Business > Customer Expenditures. 	
 Modified the section Solution Partner > Customer Business > Customer Order Management. 	
This issue is the seventy-first official release.	2021-08.27
This release incorporates the following change:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	

Description	Released On
 This issue is the seventieth official release. This release incorporates the following changes: Modified Solution Partners > Financial Information > Bill Management > Querying Bill Details. Modified Solution Partners > Sales Management > Querying Product Discounts and Incentives. 	2021-07.13
This issue is the sixty-ninth official release. This release incorporates the following change: Modified Solution Partners > Financial Information > Partner Bill Fields.	2021-06.26
 This issue is the sixty-eighth official release. This release incorporates the following changes: Modified the section Solution Partners > Account Management > Managing Organization Information > Adding a Member. Modified descriptions in Solution Partners > Customer Business > Customer Development > Inviting Pre- Registered Customers by Hyperlinks or QR Codes/Inviting Pre-Registered Customers by Emails. 	2021-06.15
This issue is the sixty-seventh official release. This release incorporates the following change: Modified descriptions in Partner Benefit Request > Requesting SaaS Partner Program Benefits .	2021-06.01
This issue is the sixty-sixth official release. This release incorporates the following change: Added section Partner Program Certificates .	2021-05.18
This issue is the sixty-fifth official release. This release incorporates the following change: Modified the section Solution Partners > Financial Information > Repayment .	2021-04.27
This issue is the sixty-fourth official release. This release incorporates the following change: Added section Solution Partners > Sales Management > Viewing Commercial Discounts .	2021-04.13
This issue is the sixty-third official release. This release incorporates the following change: Modified descriptions in Solution Partners > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings .	2021-03.31

Description	Released On
This issue is the sixty-second official release.	2021-02.09
This release incorporates the following changes:	
 Modified descriptions in Partner Account Management > Changing Your Password. 	
 Added Overview under Solution Partners > Transaction Models. 	
 Modified descriptions in Solution Partners > Customer Business > Customer Development > Inviting Pre- Registered Customers by Hyperlinks or QR Codes/Inviting Pre-Registered Customers by Emails. 	
This issue is the sixty-first official release.	2021-01.26
This release incorporates the following changes:	
 Modified descriptions in Solution Partners > Customer Business > Customer Development > Pre-registering Customers. 	
 Added Solution Partners > Sales Management > Querying Product Discounts and Incentives. 	
 Modified descriptions in Resellers of Huawei Cloud Partner Service Provider > Customer Business > Customer Development > Pre-registering Customers. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	
This issue is the sixtieth official release.	2021-01.12
This release incorporates the following change:	
Added Solution Partners > Financial Information > Querying Bill Details.	

Description	Released On
This issue is the fifty-ninth official release.	2020-12.30
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner/Applying to Become a Technology Partner. 	
 Modified descriptions in Partner Account Management > Modifying Basic Information. 	
 Modified descriptions in Solution Partners > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings/Creating Invoices for Incentive Earnings. 	
 Modified descriptions in Partner Benefit Request > Requesting Consulting Partner Basic Benefits/Requesting Technology Partner Basic Benefits. 	
 Added Solution Partners > Financial Information > Partner Bill Fields/Querying Bill Details. 	
 Added Solution Partners > Financial Information > Cash Coupon Management. 	
This issue is the fifty-eighth official release.	2020-12.01
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner/Applying to Become a Technology Partner. 	
 Modified descriptions in Partner Account Management > Modifying Basic Information. 	
This issue is the fifty-seventh official release.	2020-11.17
This release incorporates the following change:	
Modified descriptions in Partner Account Management > Modifying Basic Information .	
This issue is the fifty-sixth official release.	2020-11.03
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Development > Inviting Pre-Registered Customers by Hyperlinks or QR Codes. 	
 Modified descriptions in Resellers of Huawei Cloud Partner Service Provider > Customer Business > Customer Development > Inviting Pre-Registered Customers by Hyperlinks or QR Codes. 	

Description	Released On
This issue is the fifty-fifth official release.	2020-10-20
This release incorporates the following change:	
Modified Partner Account Management > Managing Basic Information.	
This issue is the fifty-fourth official release.	2020-09-28
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Technology Partner. 	
 Modified descriptions in Joining the Partner Program > Apply for Joining the Partner Program > Applying to Join the HCPN Solution Partner Program/Applying to Join the SaaS Partner Program/Applying to Join the HMS Ecosystem Support Program. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Disassociating from a Partner. 	
This issue is the fifty-third official release.	2020-09-15
This release incorporates the following change:	
Modified descriptions in Solution Partner Operations > Financial Information > Repayment.	
This issue is the fifty-second official release.	2020-09-01
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Development > Pre- registering Customers. 	
 Modified descriptions in Resellers of Huawei Cloud Partner Service Provider > Customer Business > Customer Development > Pre-registering Customers. 	
This issue is the fifty-first official release.	2020-08-11
This release incorporates the following change:	
Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings .	

Description	Released On
This issue is the fiftieth official release.	2020-07-28
This release incorporates the following changes:	
 Modified descriptions in Partner Account Management > Managing Basic Information. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers/Viewing a Customer's Resources/Placing Orders on Customers' Behalf. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Order Management > Viewing a Customer's Orders. 	
This issue is the forty-ninth official release.	2020-07-14
This release incorporates the following change:	
Modified descriptions in Partner Account Management > Business Information Certification .	
This issue is the forty-eighth official release.	2020-06-30
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
 Modified descriptions in Joining HCPN > Applying to Become a Technology Partner. 	
 Modified descriptions in Partner Account Management > Managing Organization Information > An Organization Member Logging In to the Partner Center. 	
 Modified descriptions in Business Models Between Partners and Customers > Reseller Model. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers/Setting Monthly Budgets for Customers/ Freezing a Customer Account/Setting Discounts for Customers/Performing Resource O&M for Customers/ Assigning an Account Manager for a Customer. 	
 Modified descriptions in Resellers of Huawei Cloud Partner Service Provider > Customer Business > Customer Management > Querying Customers/Setting Discounts for Customers/Assigning an Account Manager for a Customer. 	
This issue is the forty-seventh official release.	2020-06-02
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
 Modified descriptions in Joining HCPN > Applying to Become a Technology Partner. 	

Description	Released On
 This issue is the forty-sixth official release. This release incorporates the following changes: Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	2020-05-26
 Modified descriptions in Resellers of Huawei Cloud Partner Service Provider > Customer Development > Managing Invited Customers. 	
 This issue is the forty-fifth official release. This release incorporates the following changes: Added Solution Partner Operations > Sales Management. Added section "Resellers of Huawei Cloud Partner Service Provider". 	2020-04-21
This issue is the forty-fourth official release. This release incorporates the following changes: Modified descriptions in Solution Partner Operations > Financial Information > Bill Management .	2020-04-15
This issue is the forty-third official release. This release incorporates the following changes: Modified descriptions in Solution Partner Operations > Financial Information > Invoice Management .	2020-04-01
 This issue is the forty-second official release. This release incorporates the following changes: Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Monthly Budgets for Customers. Modified descriptions in Solution Partner Operations > Customer Business > Customer Development > Managing Invited Customers. Modified descriptions in Solution Partner Operations > Financial Information > Repayment. Modified descriptions in Solution Partner Operations > Financial Information > Bill Management > Viewing Partner Bills. 	2020-03-18
This issue is the forty-first official release. This release incorporates the following change: Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HMS Ecosystem Support Program.	2020-02-26

Description	Released On
This issue is the fortieth official release.	2020-02-19
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Coupon Management > Issuing Cash Coupons to Customers. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Topping Up an Account. 	
This issue is the thirty-ninth official release.	2020-02-13
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Freezing a Customer Account. 	
This issue is the thirty-eighth official release.	2020-01-19
This release incorporates the following changes:	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HMS Ecosystem Support Program. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings. 	
This issue is the thirty-seventh official release.	2020-01-15
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Account Statements. 	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HMS Ecosystem Support Program. 	
This issue is the thirty-sixth official release.	2019-12-31
This release incorporates the following changes:	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the SaaS Partner Program. 	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the AI Partner Program. 	
 Added descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HMS Ecosystem Support Program. 	

Description	Released On
This issue is the thirty-fifth official release.	2019-12-18
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Assigning an Account Manager for a Customer. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
This issue is the thirty-fourth official release.	2019-12-04
This release incorporates the following changes:	
• Modified descriptions in Joining HCPN > Applying to Become a Technology Partner.	
 Modified descriptions in Partner Account Management > Business Information. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Development. 	
This issue is the thirty-third official release.	2019-11-27
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Modified descriptions in Solution Partner Operations > Operation Statistics > Viewing Expenditure Statistics. 	

Description	Released On
This issue is the thirty-second official release.	2019-11-20
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Assigning an Account Manager for a Customer. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Expenditures > Viewing Expenditure Summary. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Assigning Customers to an Account Manager. 	
 Added Solution Partner Operations > Financial Information > Bill Management > Partner Bill Description. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Bill Management > Viewing Partner Bills. 	
 Modified descriptions in Solution Partner Operations > Operation Statistics > Viewing Expenditure Statistics. 	
This issue is the thirty-first official release.	2019-11-06
This release incorporates the following changes:	
 Modified descriptions in Partner Account Management > Business Information. Specifically, updated the business information screenshot. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Order Management > Viewing a Customer's Orders. 	
This issue is the thirtieth official release.	2019-10-30
This release incorporates the following changes:	
 Modified descriptions in Joining the Partner Program > Querying Enrolled Partner Programs. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Monthly Budgets for Customers. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	
• Modified descriptions in Appendix > Critical Operations .	

Description	Released On
This issue is the twenty-ninth official release.	2019-10-23
This release incorporates the following changes:	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
 Modified descriptions in Joining HCPN > Applying to Become a Technology Partner. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Budgets for Customers. 	
 Added Solution Partner Operations > Customer Business > Customer Management > Assigning an Account Manager for a Customer 	
 Modified descriptions in Solution Partner Operations > Customer Business > Coupon Management > Withdrawing Cash Coupons. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Description of Incentive Earnings Distribution Statuses. Specifically, modified the description about the receiving time in the payment step. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Confirming Incentive Earnings. 	
• Modified descriptions in Appendix > Critical Operations .	
This issue is the twenty-eighth official release.	2019-09-30
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management. Specifically, updated some snapshots. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management. Specifically, updated some snapshots. 	
 Modified descriptions in Solution Partner Operations > Operation Statistics > Viewing Expenditure Statistics. 	

Description	Released On
This issue is the twenty-seventh official release.	2019-09-24
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Development > Inviting a Pre-Registered Customer by Hyperlink or QR Code. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Coupon Management > Viewing Operation Logs. 	
 Modified descriptions in Solution Partner Operations > Partner Account Management > Managing Basic Information. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Setting Discounts for Customers. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Order Management > Adjusting the Price of a Customer's Order. 	
 Added Solution Partner Operations > Customer Business > Customer Management > Performing Resource O&M for Customers. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Using Discounts Granted by the Partner > Viewing Discounts. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Account Statements. Specifically, updated the account statements screenshot. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings. Specifically, updated the incentive earning distribution procedure. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Confirming Incentive Earnings. Specifically, updated the incentive earnings confirmation screenshot and descriptions. 	
• Added Appendix (HCPN agreement, solution partner agreement, HCPN logo usage guide, and critical operations).	

Description	Released On
This issue is the twenty-sixth official release.	2019-09-02
This release incorporates the following changes:	
 Optimized descriptions in Operations of Sub-customers of Solution Partners > Using Discounts Granted by the Partner > Using Discounts. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Order Management > Viewing a Customer's Orders. Specifically, added descriptions of exporting customers' orders. 	
 Added Solution Partner Operations > Customer Business > Customer Management > Freezing a Customer Account. 	
This issue is the twenty-fifth official release.	2019-08-27
This release incorporates the following change:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Expenditures > Viewing Expenditure Summary. 	
This issue is the twenty-fourth official release.	2019-08-21
This release incorporates the following change:	
 Added Solution Partner Operations > Customer Business > Placing Orders for on Customers' Behalf. 	
This issue is the twenty-third official release.	2019-08-14
This release incorporates the following changes:	
• Changed Salesperson to Account manager and Supervisor to Account director.	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HCPN Solution Partner Program. 	

Description	Released On
This issue is the twenty-second official release.	2019-07-31
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Partner Account Management > Business Information Certification. 	
Modified descriptions in HCPN Overview and Common Operations.	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Expenditures > Viewing Expenditure Summary and Solution Partner Operations > Customer Business > Customer Expenditures > Viewing Expenditure Details. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Partner Bills. 	
This issue is the twenty-first official release.	2019-07-24
This release incorporates the following change:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
This issue is the twentieth official release.	2019-07-17
This release incorporates the following changes:	
 Modified descriptions in HCPN Overview and Common Operations. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner/Applying to Become a Technology Partner. 	
This issue is the nineteen official release.	2019-07-11
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Expenditures > Viewing Expenditure Summary. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Pre-registering Customers/Inviting Pre-Registered Customers by Emails. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Partner Bills. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Confirming Incentive Earnings/Applying to Issue Incentive Earnings. 	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	

Description	Released On
This issue is the eighteenth official release.	2019-06-25
This release incorporates the following change:	
Modified descriptions in Solution Partner Operations > Financial Information > Viewing Partner Bills .	
This issue is the seventeenth official release.	2019-06-14
This release incorporates the following change:	
Modified descriptions in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner.	
This issue is the sixteenth official release.	2019-06-12
This release incorporates the following change:	
Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Viewing a Customer's Resources .	
This issue is the fifteenth official release.	2019-05-30
This release incorporates the following change:	
 Modified descriptions in Partner Account Management > Business Information Certification. 	
This issue is the fourteenth official release.	2019-05-22
This release incorporates the following change:	
 Modified descriptions in Partner Account Management > Business Information Certification. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner/Applying to Become a Technology Partner/Requesting to Upgrade a Consulting Partner/ Requesting to Upgrade a Technology Partner. 	
 Modified descriptions in Joining the Partner Program > Applying for Joining the Partner Program > Applying for Joining the Service Partner Program/Applying to Join the HCPN AI Partner Club Program. 	
 Modified descriptions in Joining the Partner Program > Querying Enrolled Partner Programs. 	
 Modified descriptions in Partner Account Management > Managing Basic Information. 	

Description	Released On
This issue is the thirteen official release.	2019-04-29
This release incorporates the following changes:	
 Modified descriptions in Solution Partner Operations > Operation Statistics > Viewing Expenditure Statistics. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Coupon Management > Viewing the Cash Coupon Quota. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Incentive Earning Management > Applying to Issue Incentive Earnings. 	
 Added descriptions of modifying the company name in Partner Account Management > Managing Basic Information. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Invoice Management. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Partner Bills. 	
 Added Solution Partner Operations > Financial Information > Incentive Earning Management > Confirming Incentive Earnings. 	
This issue is the twelfth official release.	2019-03-22
This release incorporates the following changes:	
 Modified descriptions in Operations of Sub-customers of Solution Partners > Using Discounts Granted by the Partner > Using Discounts. 	
 Updated screenshots in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
 Added descriptions of querying reserved instances in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Development > Pre- registering Customers/ Managing Invited Customers. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Viewing Partner Bills. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner/Applying to Become a Technology Partner. 	
 Modified descriptions in Joining HCPN > Applying to Become a Consulting Partner. 	

Description	Released On
This issue is the eleventh official release.	2019-03-08
This release incorporates the following changes:	
 Added notes in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	
 Added notes in Operations of Sub-customers of Solution Partners > Disassociating from a Partner. 	
• Deleted the Viewing an Expenditure Summary chapter under Solution Partner Operations > Financial Information.	
 Deleted the Viewing Expenditure Details chapter under Solution Partner Operations > Financial Information. 	
 Added Solution Partner Operations > Customer Business > Customer Expenditures. 	
This issue is the tenth official release.	2019-03-01
This release incorporates the following change:	
Added chapter "Partner Training and Certification Guide".	

Description	Released On
This issue is the ninth official release.	2019-02-22
This release incorporates the following changes:	
 Added Solution Partner Operations > Financial Information > Incentive Reward Management. 	
 Modified descriptions in Solution Partner Operations > Financial Information > Topping Up an Account. 	
• Added Solution Partner Operations > Account Management > Business Information Certification.	
 Modified descriptions in Solution Partner Operations > Customer Business > Customer Management > Querying Customers. 	
 Added causes to customer association failures and recommended operations in Solution Partner Operations > Customer Business > Customer Development > Managing Invited Customers. 	
 Added a precaution in Operations of Sub-customers of Solution Partners > Requesting Association with a Partner. 	
 Added a precaution and optimized the procedure description in Joining HCPN > Applying to Become a Consulting Partner. 	
 Added a precaution and optimized the procedure description in Joining HCPN > Applying to Become a Technology Partner. 	
• Added a precaution and optimized the procedure description in Joining the Partner Program > Applying for Joining the Partner Program > Applying for Joining the Service Partner Program.	
 Added a precaution and optimized the procedure description in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HCPN AI Partner Club Program. 	
 Added a precaution in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HCPN Solution Partner Program. 	
 Added a precaution in Joining the Partner Program > Applying for Joining the Partner Program > Applying to Join the HCPN Software Partner Program. 	

Description	Released On
This issue is the eighth official release.	2019-02-01
This release incorporates the following changes:	
 Added descriptions of the negative bill amount in Solution Partner Operations > Financial Information > Viewing Partner Bills. 	
 Added the association failure causes and suggested operations in Solution Partner Operations > Customer Business > Customer Development > Managing Invited Customers. 	
This issue is the seventh official release.	2019-01-25
This release incorporates the following changes:	
 Added descriptions about SMS receiving setting in Solution Partners > Account Management > Managing Basic Information. 	
 Updated the figure for custom invitation in Solution Partners > Customer Business > Customer Development > Inviting a Pre-Registered Customer by Hyperlink or QR Code. 	
 Added Disassociating from a Partner under Sub-customers of Solution Partners. 	
 Updated figures in Managing Partner Types and Tiers > Managing Partner Tiers. 	
 Optimized descriptions in Solution Partners > Operation Statistics > Viewing Customer Statistics. 	
 Optimized descriptions in Managing Partner Types and Tiers > Managing Partner Types. 	
This issue is the sixth official release.	2019-01-08
This release incorporates the following changes:	
 Optimized descriptions in Solution Partners > Customer Business > Customer Order Management > Adjusting the Price of a Customer's Order. 	
 Optimized descriptions in Solution Partners > Operation Statistics > Viewing Customer Statistics. 	
 Optimized descriptions in Solution Partners > Customer Business > Customer Management > Adjusting Credit Limit for a Customer. 	

Description	Released On
This issue is the fifth official release.	2018-12-28
This release incorporates the following changes:	
• Optimized descriptions in Solution Partners > Registering as a Solution Partner .	
• Optimized descriptions in Solution Partners > Logging In to the Partner Center .	
 Optimized descriptions in Solution Partners > Account Management > Managing Basic Information. 	
 Optimized descriptions in Solution Partners > Partner Programs > Applying to Become a Solution Partner. 	
• Added chapter Overview to introduce partner types.	
Added chapter Joining HCPN.	
• Added Joining the Partner Program > Applying for Joining the Partner Program.	
This issue is the fourth official release.	2018-12-21
This release incorporates the following changes:	
 Added Solution Partners > Financial Information > Repayment. 	
 Added Solution Partners > Financial Information > Partner Bill. 	
• Optimized descriptions in Solution Partners > Customer Business > Customer Order Management > Adjusting the Price of a Customer's Order.	
 Optimized descriptions in Sub-customers of Solution Partners > Requesting Association with a Partner. 	
 Optimized descriptions in Solution Partners > Operation Statistics. 	
 Added Solution Partners > Financial Information > Invoice Management > Requesting a HUAWEI CLOUD Invoice and Returning a HUAWEI CLOUD Invoice. 	
 Optimized descriptions in Solution Partners > Customer Business > Customer Management > Querying Customers. 	
• Added Solution Partners > Customer Business > Customer Management > Adjusting Credit Limit for Customers.	
 Modified descriptions in Solution Partners > Customer Business > Customer Management > Setting Discounts for Customers. 	
 Optimized descriptions in Solution Partners > Customer Business > Customer Development. 	

Description	Released On
This issue is the third official release.	2018-12-14
This release incorporates the following changes:	
 Optimized descriptions in Solution Partners > Financial Information > Viewing Expenditure Details. 	
 Optimized descriptions in Solution Partners > Customer Business > Customer Order Management > Viewing a Customer's Orders because the system can now sort customer orders by product type. 	
 Optimized descriptions in Solution Partners > Operation Statistics > Viewing Customer Statistics and divided the number of customers with expenditure into those with cash expenditure and those with other expenditure. 	
 Optimized descriptions in Solution Partners > Customer Business > Customer Development. 	
 Optimized descriptions in Solution Partners > Account Management > Managing Basic Information. 	
 Optimized descriptions in Solution Partners > Help and Feedback. 	
Optimized descriptions in Customer Details .	
 Optimized descriptions in Sub-customers of Solution Partners > Requesting Association with a Partner. 	
 Optimized descriptions in Solution Partners > Financial Information > Query Expenditure Summary. 	

Description	Released On
This issue is the second official release.	2018-11-28
This release incorporates the following changes:	
 Optimized descriptions in Solution Partners > Customer Business > Customer Management. 	
 Optimized descriptions in Viewing Expenditure Summary, Viewing Account Statements, and Querying Allocations and Withdrawals. 	
 Added descriptions about viewing operation records in Solution Partners > Customer Business > Customer Management > Setting Discounts for Customers. 	
 Added descriptions about associated resources in Solution Partners > Customer Business > Customer Management > Viewing Customer's Resources. 	
 Added descriptions about viewing customer association records in Solution Partners > Customer Business > Customer Management > Querying Customers. 	
 Added descriptions about notifying customers of placing another order in Solution Partners > Customer Business > Paying an Order on a Customer's Behalf. 	
 Added icons to distinguish between the images for Referral and Reseller customers in Pre-Registering Customers Offline and Pre-Registering Customers Using Dedicated Promotion Links in Solution Partners > Customer Business > Customer Development. 	
 Added descriptions about the new tabs and screenshots in Solution Partners > Operation Statistics > Viewing Customer Statistics. 	
 Modified screenshots in Solution Partners > Operation Statistics > Viewing Spend Statistics. 	
 Added operation steps in Solution Partners > Customer Business > Customer Development > Pre-Registering Customers Using Dedicated Promotion Links. 	
This issue is the first official release.	2018-10-30