## **Partner Center**

# **User Guide**

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For vulnerability information, enterprise customers can visit the following web page: <u>https://securitybulletin.huawei.com/enterprise/en/security-advisory</u>

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# Becoming a Partner

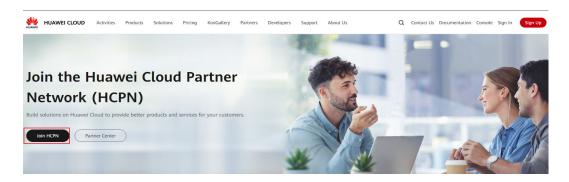
## **1.1 Registering a HUAWEI ID and Enabling Huawei Cloud Services**

#### Procedure

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

<b>W</b> NAWEI	HUAWEI CLOUD Activities Products	Solutions Pricing KooGallery Partners E	evelopers Support About Us	Q Contact Us Documentation Console Sign In
	Become a Partner >			
	Choose Your Partner Paths >	Join Programs >	Training and Support	More Support
	Software Partner Development Path	Partner Competency Program	Sign Up for Training	Partner Center
	Become a software partner	Leverage partner training and certifications to build up competency	Select the right learning path and sharpen your cloud knowledge and skills	Manage, build, and grow your partnerships with Huawei Cloud
	Service Partner Development Path			
	Become a service partner	Cloud Solution Provider Program	Get Certified on Huawei Cloud	
	Learning Partner Development Path	Sell Huawei Cloud services as part of your portfolio	Attend tailor-made courses and get the corresponding cloud certification to build up your cloud expertise	
	Become a training partner			
		Distribution Partner Program	Get Support	
	System Integrator Development Path	Become a distributor and recruit resellers to grow cloud businesses	Get assistance and guidance from our cloud	
	Become a system integrator partner		support engineers and subject matter experts	
	become a system integrator partner			
		Carrier Partner Program	Open APIs	
		Leverage innovative capabilities for digital transformation and business growth	Use open APIs to customize the Partner Center	
		consternation and passives growth	for your unique needs	
		KooGallery Program		
		Sell offerings on KooGallery		
		Startup Program		
		Unleash the power of startups		

Step 3 Click Join HCPN.



**Step 4** Click **Register** on the login page.

Phone/Email/	Login ID/HUAWEI CLOUD account name
Password	Ø
	LOG IN
R	egister Forgot password?
	Use Another Account
	erated User   Huawei Website Account se Partner   HUAWEI CLOUD Account

**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	
	about your account, region, and brows	ou actively upload. By clicking Register, e HUAWEI ID User Agreement and	
	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.

our account has been registered. For added security, set a security phone umber which can be used to reset your password if you forget it.		
escal-ung kang (chi 🔻	Phone	
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**.

**Step 7** Read and agree to the terms and enable Huawei Cloud services.

	Enable HUAWEI CLOUD Services
* Country/Region	Hong Kong SAR, China
Huawei Cloud signi	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 we changed after you enable HUAWEI CLOUD services.Learn more
	agree with the HUAWEI CLOUD Customer Agreement and Privacy Statement. noose to enable services later.)
<ul> <li>I would like to re available.</li> </ul>	eceive updates about discounts and promotions as and when they become
	Enable

**Step 8** Complete the information.

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

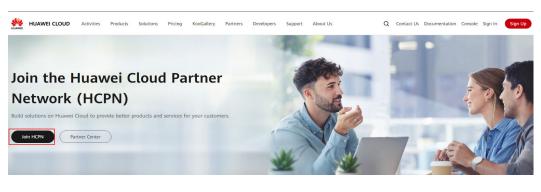
You can use the mobile number only to receive Huawei Cloud news and promotion messages and perform identity authentication. You cannot use it for login.

< Complete Information	
1 Verify Identity 2 Bind Mobile Number 3 Corr	nplete Account Information
* Mobile Number	401
* Verification Code	Send Code Didn't get a verification code?
	Next

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

< Complete Inform	ation		
1 Verify Identity	- ② Bind Mobile Number —	3 Complete Acc	ount Information
	* Te	nant Type	Individual C Enterprise
	* Fu	ll Name	Enter a name.
	Та	x Identification Number	
	* Ad	dress Line 1	Including P.O. box
	Ad	dress Line 2	Full address here
	* Cit	y	
	* Sta	ate/Province/Region	State/Province/Region 🔻
	× Po	stal Code	
	Co	untry/region	
	* Pa	yment Currency	•
	* Inc	dustry	Select
			ОК

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



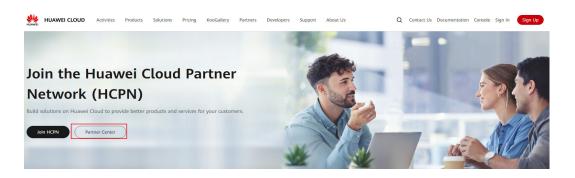
----End

## **1.2 Registering and Joining HCPN**

After registering a Huawei Cloud account, you can apply to become a Huawei Cloud Partner Network (HCPN) partner.

#### 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** 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.

Register and Join HCPN		Sensitive Relationship			
Fill in Business Information	O Specify Contact Info	3 Filing	(4) Sign Agr	eement	
Basic Information					
* Company Name	Enter the full name of your company.	0	Country/Region	0	
* Business License Registration No.	Name on the business license		★ Tax Identification Number	Enter the tax identification number of your co	0
* Registration Credential	Upload		* Payment Currency	•	0
File	Only a JPG, BMP, PNG, or PDF file of up to ed.	20 MB can be upload			
Legal Person	Enter the name of the legal person.		Business Period	Select a year.	Long term
Registered Address					
* State/Province	Select	•	★ City	Select •	
District/County	Select	•	* Address Line 1	Street, P.O. box, and company name	
Address Line 2	Street, P.O. box, and company name		* Postal Code		
More Information					
* Telephone	Enter the company phone number.		★ Email	Enter an email.	
Company Website	Enter the website address of the company.		Industry	Select 🔻	
Company Trademark	Upload		Fax	Enter the fax number of the company.	
	Dimension guide: Square shape with a reso r rectangle shape with a resolution of 230 G, BMP, or PNG file of up to 4 MB can be u e cannot contain the following characters:	(or less) x 90 px. A JP ploaded. The file nam !;;?'*@#\$%^&*<>			
Company Profile	Briefly describe the industry and main busin	ess of the company.			
				0/500	
	Next Save Draft Cancel			0/500	

#### D NOTE

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.

Fill in required info	prmation, and read and accept the agreements.		
★ Last Name		★ First Name	
Position	Select	★ Preferred Method	Email O Mobile Phone O Work Phone Fax
* Email		Mobile Phone	+852(Hon •
Work Phone		Fax	
Work Address			

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

Register and Join HCPN				
1 Fill in Business Information —	Specify Contact Info	<ul> <li>Sensitive Relationship</li> <li>Filing</li> </ul>	(4) Sign Ag	greement
More Information				
★ Last Name			★ First Name	
Position	Select	•	* Preferred Method	Email      Mobile Phone      Office Phone      Fax
* Email	Enter an email address.		Mobile Phone	+852(Hon •
Work Phone			Fax	
Work Address				
	Previous Next Save	Draft Cancel		

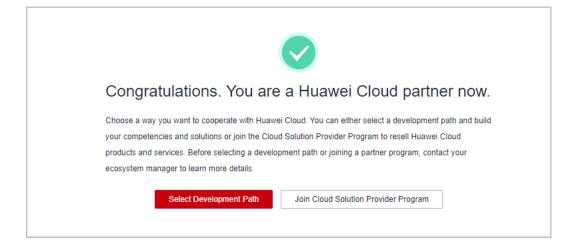
#### **Step 6** File the sensitive relationship and click **Next**.

Register and Join HCPN			
1 Fill in Business Information —	— ② Specify Contact Info ——	3 Sensitive Relationship	(4) Sign Agreement
Filed Information			
According to the Clause 3.9 in	the Code of Conduct for HUAWEI CL	OUD Partners, partners shall not allow	those who currently work at Huawei or their family members to have a stake in their
			r, or acts as an employee, consultant, board member, executive, or shareholder of the
Partner, the Partner shall repor	t such situations to Huawei immedia	tely.	
* File the sensitive relationship	os with Huawei employees on behalf	of your company.	
◯ File ◯ N/A ◯ I dor	n't want to provide such information.		
Previous Next	Save Draft Cancel		
Previous Next	Save Draft Cancel		

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

Register and Join HCPN			
1 Fill in Business Information —	(2) Specify Contact Info	— <sup>3</sup> Sensitive Relationship Filing	4 Sign Agreement
Please read and agre	e to the following agreemen	its:	
🔽 I have read and agree to 《	HUAWEI CLOUD Partner Certification Agree	eement»	
Previous	Save Draft Cancel		

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



Choose the way you want to cooperate with Huawei Cloud.

- You can click **Select Development Path** and build your solutions and competencies through the partner development path you selected:
  - Software Partner Development Path
  - Service Partner Development Path
  - Learning Partner Development Path
  - Distributor
- You can join a partner program to market and promote your products and services.
  - Cloud Solution Provider Program
  - Distribution Partner Program
  - KooGallery Seller Program
  - KooGallery Sales Program
  - Carrier Partner Program
  - Partner Competency Program

#### **NOTE**

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

	Registration 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 May 21, 2024 15:53:52

- Huawei Cloud will review your application as soon as possible.
- 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.

----End

## **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.

HUAV	VEI ID login
Phone/Email/Login ID/	/HUAWEI CLOUD account name
Password	Ø
	LOG IN
Register	Forgot password?
Use A	Another Account
	Jser   Huawei Website Account er   HUAWEI CLOUD Account
Your account and network in your login experience. Learn	formation 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

## **1.4 Development Paths**

Huawei Cloud provides you with different learning, growth, and business development paths. You can select one or more development paths based on your business needs to turbocharge your success.

### **1.4.1 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.

#### **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.

## 1.4.2 Software Partner Development Path

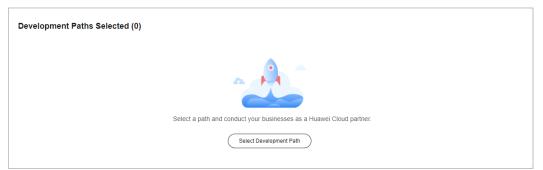
Software partners develop applications and optimize software solutions based on Huawei Cloud, migrate existing applications to Huawei Cloud, and conduct joint marketing with Huawei Cloud. In this way, customers can enjoy diverse digital scenario-specific applications and better cloud services, and partners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

#### 1.4.2.1 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.



**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 su your business.	pport your learning, growth, and business development. You can choose	one or multiple development paths based on your business needs and ex	sily 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	Provides cloud migration consulting and implementation,	Provides customers with digital transformation consulting and	Provides Huawei Cloud training services for customers,
based on HUAWEI CLOUD	O&M, and managed services based on Huawei Cloud.	system integration based on Huawei Cloud.	partners, and developers.
View Details   Obtain Training Resources	View Details   Obtain Training Resources	View Details   Obtain Training Resources	View Details   Obtain Training Resources
Select	Select	Invitation Only	Invitation Only
Distributor			
Develops resellers, and sells and delivers Huawei Cloud			
products and services to end customers through the resellers.			
View Details   Obtain Training Resources			
GoCloud Path Selected			

#### **NOTE**

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

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

e <sup>7</sup> Select Path		
Software Partner		
Develops applications and software solutions based on Huawei Cloud.		
Partner Journey		
-(1)	-(2)	-(3)
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 Cloud
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.	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 this v foundation for the subsequent Cloud Software Validation or Advanced Cloud Software Validatior	vay, you can learn more about Huawei Cloud services and grasp capabilities of refactoring and upp 1.	grading your applications and software solutions based on Huawei Cloud, laying a solid
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. Vou have chosen to become a software partner: Corpeter not validation and competency differentiation as soon as possible by referring to the relevant requirements. Vew Datable Each to Home	Benefits     You can obtain according basic benefits after selecting this path to build your own competencies. View Benefits     Resources     Haave Cloud provides you with learning and barring resources. View Resources     Rev Validation     You need to refer to the requirements of note validation and complete the validation as soon as possible. View Requestments

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

#### Partner Center User Guide

#### 1 Becoming a Partner

iome / Details		Switch Path Software Partner •
iome / Details		Switch Pain Software Partner 👻
Software Partner		
Develops applications and software solutions based on Huawei Cloud.		
Partner Journey		
	-2	
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 Cloud
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.	Software Validation is entitled as Advanced Cloud Software, and corresponding benefits will be provided to you.
	consequencing contents minute providence to your.	aa kamaa ta yaa.
	Download	Download
Development path Progress		
Selection	Validation	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
Requirements	Requirements	Requirements
Join HCPN and choose to be a Software Partner.	Solution	Solution
	At least one application and software solution that has completed the Cl 0/1 ③	At least one application and software solution that has completed the Ad 0/1 ③
Senefits	Senefits	Ø Benefits
Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices ①
Haydn Cloud Solution Factory (HaydnCSF) ① SaaS DreamWorks ①	Haydn Cloud Solution Factory (HaydnCSF) ① SaaS DreamWorks ①	Haydn Cloud Solution Factory (HaydnCSF) ① SøaS DreamWorks ①
Sast DreamWorks ()	SaaS DreamWorks () Technical expert support ()	SaaS UreamWorks ()) Technical expert support ())
lechnical expert support () Huawei Cloud test coupons: Up to \$3,000 USD/solution ()	lechnical expert support () Huawei Cloud test coupons: Up to \$15,000 USD/solution ()	lechnical expert support () Huawei Cloud test coupons: Up to \$50,000 USD/solution ()
Eligible to apply for NRE incentives (development and migration support ①	Eligible to apply for NRE incentives (development and migration support ①	Eligible to apply for NRE incentives (development and migration support ① Huawei Cloud online courses ①
Huawei Cloud online courses ①	Huawei Cloud online courses ①	-
Online KooLabs Cloud Lab Benefits (lab points): 1,000 points ①	Online KooLabs Cloud Lab Benefits (lab points): 1,500 points ①	Online KooLabs Cloud Lab Benefits (lab points): 1,500 points ①
HCIX-cloud service and HCCDX developer certification exam vouchers: 2 ①	HCIX-cloud service and HCCDX developer certification exam vouchers: 4 ()	HCIX-cloud service and HCCDX developer certification exam vouchers: 4 ()
Eligible to request the incentives for the contribution to business opport 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 ()	Partner certificate ()
	Solution certificate ()	Solution certificate ()
	Recommended Ecosystem Core War Map (Heatmap) ①	Eligible for being invited to participate in Huawei Cloud marketing activit ()
	Joint solution support ①	Recommended Ecosystem Core War Map (Heatmap) 🕕
	Market Development Fund (MDF): Up to \$10,000 USD/solution ①	Eligible to be recommended for joint operations on KooGallery $$
	Eligible to request the incentives for the contribution to business opport $\hfill {\textcircled{\sc 0}}$	Joint solution support ①
		Market Development Fund (MDF): Up to \$15,000 USD/solution ①
		Eligible to request the incentives for the contribution to business opport $$
R Available Partner Programs	Available Partner Programs	R Available Partner Programs
Huawei Cloud Developer Program ()	Partner Competency Program ()	Partner Competency Program ()

#### D NOTE

velopment Paths Selected (1)	Select Development Path
Software Partner	
Selection     Validation	<ul> <li>O Differentiation</li> </ul>
用 Requirements	
Solution	
It least one application and software solution that has completed the Cloud Software Validation	0/1 🕒
Certification Application 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

#### 1.4.2.2 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.

Development Paths Selected (1)	Select Development Path >
Software Partner             Ø Selection	⊘ Differentiation
Requirements Solution At least one application and software solution that has completed the Cloud Software Validation	0/1 (5)
	-
Certification Application View Details Quit	

Step 4 Click the requirement At least one application and software solution that has completed the Cloud Software Validation to switch to the Solutions > Cloud Software Solutions page.

**Create** and certify a cloud software solution.

#### 

- 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.

#### **Step 5** Click **Certification Application** after meeting the role validation requirement.

Development Paths Selected (1)	Select Development Path >
Software Partner  Selection Validation	<ul> <li>Olfferentiation</li> </ul>
Requirements Solution At least one application and software solution that has completed the Cloud Software Validation You can submit certification application only when all requirements listed are met. After you pass the certification, you can download the certificate.  Certification Application Yiew Details Out	0 1/1 S

#### **NOTE**

- 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

#### **1.4.2.3 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.

Development Paths Selected (1)	Select Development Path
Software Partner           O Selection O Validation	Differentiation
• You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu	u. Complete competency differentiation c $$
Requirements	
Solution	
At least one application and software solution that has completed the Advanced Cloud Software Validation	0/1 🕓
Certification Application View Details Quit	

Step 4 Click the requirement At least one application and software solution that has completed the Advanced Cloud Software Validation to switch to the Solutions > Advanced Cloud Software Solutions page.

**Create** and certify an advanced cloud software solution.

**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.

**Step 5** Click **Certification Application** after meeting the competency differentiation requirements.

Development Paths Selected (1)	Select Development Path >
Software Partner       Selection <ul> <li>Validation</li> <li>Validation</li> </ul>	Differentiation
You have completed Validation, and the benefits you can get are updated. Check out your benefits in the Benefits menu. Complete complet	etency differentiation c $ arsim   imes   imes $
Requirements Solution	
You can submit certification application only when all requirements listed are met. After you pass the certification, you can download the certificate.	1/1 🕑
Certification View Details Quit	

#### **NOTE**

- 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 6** Click **View Details** to view the available benefits and partner programs for each stage of the entire partner journey.

/ Details		Switch Path Software Partner
oftware Partner		
velops applications and software solutions based on Huawei Cloud.		
rtner Journey		
·		
Apply to become a service partner when young NCPN and then request alther Cloud Software Validation or Advanced Cloud Software Validation.	Validation Reputer Could subhase Validation (or Advanced Cloud Software Nationale Nationale Nationale Nationale Nationale Nationale Nationale Nationale Cloud Software, and corresponding benefits with be provided to you.	Differentiation Request Advanced Cloud Software Notification A software that has completed Advanced Cloud Software (Cloud Software, and corresponding buends with be provided to you Devented
velopment path Progress		
Selection	>>> Validation	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
Requirements	Requirements	Requirements
Join HCPN and choose to be a Software Partner.	Solution	Solution
	At least one application and software solution that has completed the Cl 1/1	At least one application and software solution that has completed the Ad 1/1
🗢 Benefits	Benefits	Benefits
Toolkit, technical documents, capability suite, and best practices ${f I}$	Toolkit, technical documents, capability suite, and best practices $\textcircled{1}$	Toolkit, technical documents, capability suite, and best practices $$
Haydn Cloud Solution Factory (HaydnCSF) ①	Haydn Cloud Solution Factory (HaydnCSF)	Haydn Cloud Solution Factory (HaydnCSF)
SaaS DreamWorks ①	SaaS DreamWorks ①	SaaS DreamWorks ①
Technical expert support ①	Technical expert support ①	Technical expert support ①
Huawei Cloud test coupons: Up to \$3,000 USD/solution (j)	Huawei Cloud test coupons: Up to \$15,000 USD/solution ()	Huawei Cloud test coupons: Up to \$50,000 USD/solution ()
Eligible to apply for NRE incentives (development and migration support ()	Eligible to apply for NRE incentives (development and migration support ()	Eligible to apply for NRE incentives (development and migration support ()
Huawei Cloud online courses ()	Huawei Cloud online courses ①	Huawei Cloud online courses ①
Online KooLabs Cloud Lab Benefits (lab points): 1,000 points 🕕	Online KooLabs Cloud Lab Benefits (lab points): 1,500 points ①	Online KooLabs Cloud Lab Benefits (lab points): 1,500 points 🕕
HCIX-cloud service and HCCDX developer certification exam vouchers: 2 🕕	HCIX-cloud service and HCCDX developer certification exam vouchers: 4 ①	HCIX-cloud service and HCCDX developer certification exam vouchers: 4 ①
Eligible to request the incentives for the contribution to business opport	Eligible for being searched or displayed in Partner Finder of Huawei Clou ()	Eligible for being searched or displayed in Partner Finder of Huawei Clou
	Partner certificate ①	Partner certificate (])
	Solution certificate ①	Solution certificate ①
	Recommended Ecosystem Core War Map (Heatmap) ()	Eligible for being invited to participate in Huawei Cloud marketing activit ①
	Joint solution support ()	Recommended Ecosystem Core War Map (Heatmap) ()
	Market Development Fund (MDF): Up to \$10,000 USD/solution ()	Eligible to be recommended for joint operations on KooGallery ①
	Eligible to request the incentives for the contribution to business opport ①	Joint solution support ①
		Market Development Fund (MDF): Up to \$15,000 USD/solution ()
		Eligible to request the incentives for the contribution to business opport ①
🗑 Available Partner Programs	🕱 Available Partner Programs	🕱 Available Partner Programs
Huawei Cloud Developer Program ()	Partner Competency Program ()	Partner Competency Program (i)

----End

## **1.4.3 Service Partner Development Path**

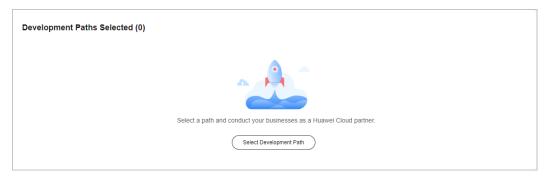
Service partners are focused on building core service competencies on cloud, such as cloud migration planning, cloud migration implementation, application refactoring, and managed services. Huawei Cloud provides a wealth of benefits, such as training, technical support, and incentives, to help partners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

#### 1.4.3.1 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.



**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	one or multiple development paths based on your business needs and ea	sily 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 Huawei Cloud.	Provides customers with digital transformation consulting and system integration based on Huawei Cloud.	Provides Huawei Cloud training services for customers, partners, and developers.
View Details   Obtain Training Resources	View Details   Obtain Training Resources	View Details   Obtain Training Resources	View Details   Obtain Training Resources
Select	Select	Invitation Only SI	Invitation Only SI
Distributor			
Develops resellers, and sells and delivers Huawei Cloud products and services to end customers through the resellers.			
View Details   Obtain Training Resources			
Invitation Only SI			

#### D 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 on	Huawei Cloud.	
Partner Journey  Selection Adve points HCPN, you can apply to become a service partner and enjoy the according bandits.	2 Validation Become a Haavan Coud service partner when meeting the related requirements of role validation and obtain a coefficiale.	3 Differentiation In this phase, Hawael that due to maintain the competency differentiation regumenters through competency certification, dedicated team building, and project practice.
Confirmation After becoming a service partner, you can enjoy corresponding benefits and resources. In this way and the sustainable business models based on Huaset Cloud, laying a solid foundation for the sub other control of the sub-	you can learn more about Huavei Ooud services and build core service competencies, such as asagent Role Validation or Competency Differentiation.	cloud migration planning and implementation, application reflactoring, and managed services,

#### **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.           Were plates         Note requirements	Benefits      Voc can obtain according basic benefits after selecting this path to build your own completencies. Were Remefits      Resources      Hause Could provides you with learning and training resources. View Resources      Relo Validation      Vou need 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.

/ Details				Switch Path Service Partner		
rvice Partner						
vides cloud migration consulting and implementation, O&M, and managed services b	ased on H	Huawei Cloud.				
rtner Journey						
		-2	-	3		
Selection After prioring ICPRL you can apply to become a service partner and enjoy the according benefits.		Validation Become a Husevel Cloud service partner when meeting the related requirements of note validation and obtain a certificate.		Otherentiation     In the phase, Hawae (Doud provides you with advanced support and benefits to help you     stand out in makers. Value can need competency differentiator requirements through     considering certification, dedicated team building, and project practice.      Dountiated		
velopment path Progress						
Selection	<b>&gt;&gt;&gt;</b>	Validation	<b>&gt;&gt;&gt;</b>	Differentiation		
🛱 Requirements		Requirements		🛱 Requirements		
Join HCPN and choose to be a Service Partner. 1/2	٩	Dedicated Team and Employee Certification		Dedicated Team and Employee Certification		
		Number of employees who earn professional business certifications (i) 0/2 O		Number of dedicated Huawei Cloud project managers with the Project M 0/2 🗘		
		Number of employees who earn professional business certifications () 0/2 0/2 0		Number of employees who earn professional business certifications () 0/2 (		
		Number of employees who earn work-level certifications () 0/2 O		Number of employees who earn work-level certifications () 0/10 (		
				Number of employees who earn expert -level certifications () 0/2 (		
		Cases				
		Number of practices in cloud professional service projects over last 12 m ① 1		Competency		
				Number of service competency badges obtained (the cloud migration co () 0/2 (		
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				Number of practices in Huawei Cloud professional service projects over t_ ① 2		
				Business Plan Approved business plan ①		
Ø Benefits		🗢 Benefits		Ø Benefits		
Toolkit, technical documents, capability suite, and best practices ①		Toolkit, technical documents, capability suite, and best practices ①		Toolkit, technical documents, capability suite, and best practices ①		
Haydn Cloud Solution Factory (HaydnCSF) ①		Haydn Cloud Solution Factory (HaydnCSF) ①		Haydn Cloud Solution Factory (HaydnCSF) ①		
Huawei Cloud online courses ①				Dedicated technical expert support ①		
Market Development Fund (MDF): Up to \$15,000 USD/capabilityTag ()		HCIX-cloud service and HCCDX developer certification exam vouchers ①		Premier Partner Support Plans ①		
HCIX-cloud service and HCCDX developer certification exam vouchers ①		Huawei Cloud online courses ①		Huawei Cloud test coupons: Up to \$15,000 USD/year ①		
		HCCDX developer certification training (times/person): 6 ①		Huawei Cloud online courses ①		
		Delivery capability improvement support: can be applied for ①		Test points for online experiment on KooLabs: 1,500 ①		
		Huawei Cloud test coupons: Up to \$10,000 USD/year ①		HCCDX developer certification training (person-time): 10 ①		
		Competency badge: available after successful competency certification ①		HCIX career certification training (times/person): 2 ①		
		Eligible for being searched or displayed in Partner Finder of Huawei Clou ①		HCCDX and HCIX expert certification exam vouchers ①		
		Eligible for being invited to participate in Huawei Cloud marketing activit ①		Delivery capability improvement support: can be applied for ①		
		Joint solution support ①		HCIX-cloud service and HCCDX developer certification exam vouchers ①		
		Service partner program Support Special Voucher ①		Competency badge: available after successful competency certification ①		
		Market Development Fund (MDF): Up to \$15,000 USD/capabilityTag ()		Eligible for being searched or displayed in Partner Finder of Huawei Clou ①		
		,		Eligible for being invited to participate in Huawei Cloud marketing activit ①		
				Joint solution support ()		
				Eligible for the opportunities shared from Huawei Cloud (market projects ①		
				Service partner program Support Special Voucher ①		
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				· · · · · · · · · · · · · · · · · · ·		
Available Partner Programs		🖩 Available Partner Programs		🛿 Available Partner Programs		

#### D NOTE

Service Partner		
Selection	Validation	O Differentiation
Requirements		
Dedicated Team and Employee Certification		
Number of employees who earn professional business certifications 🕕		0/2 🕒
Number of employees who earn entry-level certifications ①		0/2 🕒
Number of employees who earn work-level certifications 🕕		0/2 🕒
Cases		
Number of practices in cloud professional service projects over last 12 months ①	)	1

- 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

#### 1.4.3.2 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.

#### 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 service partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1) Select Development Path				
Service Partner            Ø Selection —          Ø Validation	⊘ Differentiation			
Requirements				
Dedicated Team and Employee Certification				
Number of employees who earn professional business certifications ①	0/2 🕒			
Number of employees who earn entry-level certifications ①	0/2 🕒			
Number of employees who earn work-level certifications 🕕	0/2 🕒			
Cases				
Number of practices in cloud professional service projects over last 12 months ①	1			
Certification Application View Datails Quit				

**Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

Certification Application		×	Palast Davalanmant Dath
Development Paths Selected (1)	Ensure that all requirements specified in this phase are met before continuing this operation.		Select Development Path >
Service Partner	The file to be uploaded can be in pdf/doc/docr/ppt/pptx/sts/xis/zip/rar format. The maximum size of a single file is 50 MB. The file name cannot contain the following special characters: !;?"@#\$%^&*<>]		Ø Differentiation
	Dedicated Team and Employee Certification		
Requirements  Dedicated Team and Employee Certification	* Employment Certificate Upload		
Number of employees who earn professional busine	Cases Download Template		0/2 🕒
Number of employees who earn entry-level certificat Number of employees who earn work-level certificat	* Case File Upload		0/2 🕒
Cases	Upload a case material of practice in cloud professional service projects		W2 (5
Number of practices in cloud professional service pr Certification Application <u>View Details</u>	OK Cancel		

#### **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

#### 1.4.3.3 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.

#### 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 service partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path
Service Partner	
⊘ 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 c $\checkmark$ $\times$
開 Requirements	
Dedicated Team and Employee Certification	
Number of dedicated Huawei Cloud project managers with the Project Management Professional (PMP) certificate	2
Number of employees who earn professional business certifications 🕕	0/2 🕒
Number of employees who earn work-level certifications 🕕	0/10 🕒
Number of employees who earn expert -level certifications ①	0/2 🕒
Certification Application <u>View Details</u> <u>Quit</u>	

**Step 4** Click a requirement to switch to the according page and complete the certification.

#### **NOTE**

Requirements:

- 1. Personnel: **Dedicated Personnel** need to log in to Partner Center and refer to the process flow to supplement certificate information.
- 2. Competency: **Competency certification** is required (the certification for the cloud migration competency is mandatory).
- **Step 5** Click **Certification Application** after meeting the competency differentiation requirements. In the displayed dialog box, upload required materials and submit them.

	Certification Application	×	
Development Paths Selected (1)	Ensure that all requirements specified in this phase are met before continuing this operation.		Select Development Path >
Service Partner	The file to be uploaded can be in pdf/doc/docx/ppt/ptx/xls/xlsx/zip/rar format. The maximum size of a single file is 50 MB. The file name cannot contain the following special characters: !:?*@#\$%^&*<>  Dedicated Team and Employee Certification		Differentiation
You have completed Validation, and the	* Employment Certificate Upload		ete competency differentiation c $ arsim   imes $
Requirements  Dedicated Team and Employee Certification  Number of dedicated Huawel Cloud project man Number of employees who earn work-level certi Number of employees who earn expert -level cert  Certification Application  View Detail	Cases     Download Template       * Case File     Upload       Upload five case materials of practices in cloud profession service projects       Business Plan     Download Template       * Business Plan     Upload	nal	2 0/2 ③ 0/10 ④ 0/2 ④
	OK		

#### **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.

Development Paths Selected (1)	Select Development Path >
Service Partner           (·) Selection	O Differentiation
<ul> <li>You have completed Differentiation, and the benefits you can get are updated. Check out your benefits in the Benefits menu.</li> </ul>	X
民 Requirements	
Dedicated Team and Employee Certification	
Number of dedicated Huawei Cloud project managers with the Project Management Professional (PMP) certificate	2
Number of employees who earn professional business certifications 🕕	2/2 🕑
Number of employees who earn work-level certifications ①	10/10 🕑
Number of employees who earn expert -level certifications ①	2/2 📀
View Details Quit	

**Step 7** View the available benefits and partner programs for each stage of the entire partner journey on the displayed page.

/ Details		Switch Path Service Partner
ervice Partner		
rvice Partner wides cloud migration consulting and implementation. ORM, and managed services based o	a kirawai Claud	
wides cloud migration consulting and imprementation, Ocow, and managed services based o	n Huawer Cloud.	
rtner Journey		
Selection After joining HCPN, you can apply to become a service partner and enjoy the according	Validation Become a Huawei Cloud service partner when meeting the related requirements of role	Differentiation In this phase, Huawei Cloud provides you with advanced support and benefits to help 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
velopment path Progress		
	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	Differentiation
Selection	Validation	Differentiation
Requirements	Requirements	Requirements
Join HCPN and choose to be a Service Partner. 1/2 🕥	Dedicated Team and Employee Certification	Dedicated Team and Employee Certification
1/2 0	Number of employees who earn professional business certifications () 2/2 📀	Number of dedicated Huawei Cloud project managers with the Project M 2/2
	Number of employees who earn entry-level certifications () 2/2 📀	Number of employees who earn professional business certifications () 2/2
	Number of employees who earn work-level certifications ① 2/2 🛇	Number of employees who earn work-level certifications ① 10/10 (
		Number of employees who earn expert -level certifications ① 2/2
	Cases	
	Number of practices in cloud professional service projects over last 12 m ① 1	Competency
		Number of service competency badges obtained (the cloud migration co ① 2/2 ①
		Cases
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		Business Plan
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Benefits	Benefits	
	Benefits Tookit, technical documents, capability suite, and best practices ()	Approved business plan ①
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♥ Benefits Tookit, technical documents, capability suite, and best practices () Hayder Cloud Solution Factory HeydorCSP () Market Development Fund (MDP): Up to \$15,000 USD/sepability/bg () MACC-cloud service and HCCDX developer certification exam vouchers ()	Tookkit, technical documents, capability suike, and best practices       ()         Haydrn Cloud Solution Factory (HaydrnCEF)       ()         Brandrad Pattner Support Flors ()       ()         HCX: cloud service and HCCDX developer certification exam vouchers ()       ()         Huasevi Cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Eligible for being sacched and applayed in Partner Finder of Housevi Cloue. ()       ()         Eligible for being invited to participate in Housevi Cloue marketing activit ()       ()         Joint solution support. ()       ()	Approved business plan ()
Tooliki, technical documents, capability suite, and best practices ① Haydn Cloud Solution Factory (HaydnCSF) ① Huanei Cloud anline courses ① Market Development Fund (MDF): Up to \$15,000 USD/capabilityTag ①	Tookkit, technical documents, capability suike, and best practices       ()         Haydrn Cloud Solution Factory (HaydrnCEF)       ()         Brandrad Pattner Support Flors ()       ()         HCX: cloud service and HCCDX developer certification exam vouchers ()       ()         Huasevi Cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Eligible for being scenched and alphaped in Partner Finder of Housevi Cloue. ()       ()         Eligible for being invited to participate in Housevi Cloue marketing activit ()       ()         Joint solution support. ()       ()	Approved business plan ()
Isoliki, technical documents, capability suite, and best practices ① Haydn Cloud Solution Factory (HaydnCSF) ① Huannei Cloud online courses ① Market Development Fund (MDF): Up to \$15,000 USD/capabilityTag ①	Tookkit, technical documents, capability suike, and best practices       ()         Haydrn Cloud Solution Factory (HaydrnCEF)       ()         Brandrad Pattner Support Flors ()       ()         HCX: cloud service and HCCDX developer certification exam vouchers ()       ()         Huasevi Cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification teram vouchers ()       ()         HCX: cloud service and HCCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         HCX: cloud service and HCDX developer certification ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Housevi Cloud tert coupons: Up to \$10,000 USD/year ()       ()         Eligible for being scenched and alphaped in Partner Finder of Housevi Cloue. ()       ()         Eligible for being invited to participate in Housevi Cloue marketing activit ()       ()         Joint solution support. ()       ()	Approved business plan ()

#### ----End

# 1.4.4 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.

# 1.4.4.1 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
HUAWEI CLOUD invites you to join System Integrator. 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 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

## 

Join HCPN before you select a development path.

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

Home / Select Path		
System Integrator (SI)		
Provides digital transformation consultation and system integration services based on Huawei C	loud.	
Partner Journey		
<u>-(1)</u>	-2	
Selection You must be invited to apply to become a system integration partner. In this phase, we provide you with records such as online learning resources, tools, and platforms to help you meet role validation requirements.	Validation After meeting the related requirements of role validation, you can become a Huawei Cloud SI and can obtain a certificate.	Differentiation In his 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 "Huawei Cloud Advanced Cloud Str.
Invitation to Become an SI Partner		
After joining this development path, you will get according resources and benefits so that you ca 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 transfi rou can lay a solid foundation for the subsequent Role Validation or Competency Differentiation.	ormation 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 <sup>7</sup> Select Path	
You have successfully joined the System Integrator Development Path. Were the requirements of the subsequent certifications and complete time as soon as possible.	Benefits     Via can obtain according basic benefits after selecting this path to built your own competencies. View Benefits     Resources     Husewer Cloud provides you with learning and taining resources. View Resources     Rel Validation     Via need to refer to the requirements of role validation and complete the validation as soon as possible. View Requirements

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

#### Partner Center User Guide

# 1 Becoming a Partner

/ Details		Switch Path System Integrator (SI)
stem Integrator (SI)		
wides digital transformation consultation and system integration services based on Huawei Clo	ud.	
artner Journey		
	_0	-(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	After meeting the related requirements of role validation, you can become a Huawei 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 "Huawei
you with resources such as online rearing resources, tools, and platforms to help you meet role validation requirements.	and can dotain a certificate.	Cloud Advanced Cloud SI".
	Download	Download
evelopment path Progress		
Selection	Validation	>>> Differentiation
Requirements	Requirements	Requirements
Join HCPN and receive an invitation from Huawei Cloud for joining the S ①	Business Plan	Business Plan
Dedicated Team and Employee Certification	Reach a consensus with Huawei Cloud on the business plan and custome (	Reach a consensus with Huawei Cloud on the business plan and custome ()
Members in the dedicated Huawei Cloud pre-sales solution team () 2	Dedicated Team and Employee Certification	Dedicated Team and Employee Certification
	Dedicated Huawei Cloud pre-sales solution team () 4	Dedicated Huawei Cloud pre-sales solution team (i)
	Members who have earned professional business certifications (1) 0/4 (2)	Members who have earned professional business certifications () 0/10 (
	Expert certification (number of employees) (1) 0/4 (0)	Expert certification (number of employees) ① 0/9 (
	Offering Co-construction	Number of employees who earn expert -level certifications ① 0/1 (
	Approved jointly-created afferings ① 1	Competency
		Competency badges obtained (1) 0/1 (
		Offering Co-construction
		Approved jointly-created offerings ①
		Approved jointly-created onemitys ()
Senefits	Benefits Including Those for Role Selection	Benefits Including Those for Role Selection
- Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices ①
Havdn Cloud Solution Factory (HavdnCSF)	Havdn Cloud Solution Factory (HavdnCSF) ①	Havdn Cloud Solution Factory (HavdnCSF)
Product and solution ractory (Hayancsr)	Product and solution ractory (nayancar)	Product and solution ractory (mayonCsr)
Dedicated technical expert support: Basic ①	Standard Partner Support Plans ①	Dedicated technical expert support ①
Huawei Cloud cash coupons/year: \$3,000USD ()	Huawei Cloud cash coupons/year: \$1,500USD ①	Premier Partner Support Plans ①
Available seats for HCCDP certification training: 10 ①	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli	Huawei Cloud cash coupons/year: \$50,000USD ()
Huawei Cloud online courses ①	Huawei Cloud online courses ①	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli
Huawei Cloud ecosystem partner sales training ①	Available seats for HCCDP certification training: 20 ()	Huawei Cloud online courses ①
HCIX-cloud service and HCCDX developer certification exam vouchers ()	Huawei Cloud ecosystem partner sales training ①	Huawei Cloud ecosystem partner sales training ①
	Available seats for HCIE-Cloud Service Solutions Architect certification tr	Centralized advanced training camp for SIs ①
	Huawei Cloud SI certificate ()	Available seats for HCCDP certification training: 50 ①
	Competency badge: available after successful competency certification ①	Available seats for HCIE-Cloud Service Solutions Architect certification tr (j)
	Market Development Fund (MDF): Up to \$30,000USD ①	Huawei Cloud SI certificate (])
	Eligible for being invited to participate in Huawei Cloud marketing activit ①	Competency badge: available after successful competency certification (1)
	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①	Market Development Fund (MDF): Up to \$50,000USD ①
	Enterprise Discount Program (EDP): Invitation required ①	Eligible for being searched or displayed in Partner Finder of Huawei Clou ①
	Special incentives for sales growth and key account breakthrough of SIs ()	Enterprise Discount Program (EDP): Invitation required ①
	Incentives for partner-originated opportunities ①	Special incentives for sales growth and key account breakthrough of SIs ${igla}$
	HCIX-cloud service and HCCDX developer certification exam vouchers ①	Incentives for partner-originated opportunities ①
	HCCDX and HCIX expert certification exam vouchers ①	Funding Head for dedicated pre-sales personnel ①
		Eligible for the opportunities shared from Huawei Cloud ①
		HCIX-cloud service and HCCDX developer certification exam vouchers ①
		HCCDX and HCIX expert certification exam vouchers ①
Available Partner Programs	R Available Partner Programs	📓 Available Partner Programs
Huawei Cloud Developer Program ①	Partner Competency Program (1)	

## D NOTE

Development Paths Selected (1)	Select Development Path >
System Integrator (SI)	○ Differentiation
民 Requirements	
Business Plan	
Reach a consensus with Huawei Cloud on the business plan and customer list. ①	
Dedicated Team and Employee Certification	
Dedicated Huawei Cloud pre-sales solution team ()	4
Members who have earned professional business certifications ①	0/4 🕒
Expert certification (number of employees)	0/4 🕒
Certification Application <u>View Details</u> <u>Quit</u>	

- 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

# 1.4.4.2 Role Validation

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

# 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 SI partners in the **Development Paths Selected** area on the **Home** page.

De	evelopment Paths Selected (1)	Select Development Path	>
	System Integrator (SI)  Selection  Validation	<ul> <li>Differentiation</li> </ul>	
	E Requirements		
	Business Plan		
	Reach a consensus with Huawei Cloud on the business plan and customer list. ()		
	Dedicated Team and Employee Certification		
	Dedicated Huawei Cloud pre-sales solution team ()	4	
	Members who have earned professional business certifications ()	0/4 🕒	
	Expert certification (number of employees)	0/4 🕒	
	Certification Application <u>View Details</u> <u>Quit</u>		

**Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

	Certification Application	
Development Paths Selected (1)	Ensure that all requirements specified in this phase are met before continuing this operation.	Select Development Path >
System Integrator (SI) Selection	You can upload only one PDF, DOC, DOCX, PPT, PPTX, XLS, XLSX, ZIP, or RAR file of up to 20 MB for each item. The file name cannot contain the following special characters: $!;?"@#$\%^&"<> $	🕑 Differentiation
	Business Plan Download Template	
Requirements	* Business Plan Upload	
Business Plan		
Reach a consensus with Huawei Cloud on the busin	Dedicated Team and Employee CertificationDownload Template	
Dedicated Team and Employee Certification Dedicated Huawei Cloud pre-sales solution team	* Employment Certificate Upload	4
Members who have earned professional business c Expert certification (number of employees)	Offering Co-construction Download Template	0/4 🕓 0/4 🕒
Certification Application <u>View Details</u>	* Planning Document Upload	

#### D NOTE

- Requirements:
  - 1. Dedicated team and personnel certification: Members of the dedicated team have earned professional business and developer certifications.

**Dedicated personnel** need to log in to Partner Center, choose **Partner Information** > **Basic Information** in the drop-down list of the account name in the upper right corner, switch to the **Account Information** tab, click **View Details** next to **HUAWEI ID**, and maintain the information on the **Certificates** tab page.

- 2. Offering co-construction: joint offering creating with Huawei Cloud in the following six months, including cloud software validation, advanced cloud software validation, baseline solution release, and joint operations offering release
- 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** Click **View Details** after the entire journey of the development path certification is complete to view the benefits available.

tem Integrator (5) vides digital transformation consultation and system integration services based on Hauvei C tem Journey  Selection You must be index to apply to become a system integration partner. In this phase, we provide you will resource sub a softee haming resources, tools, and platforms to help you meet rais validation negutements.	loud.	-0
rtner Journey Selection Selection with resource and other hereignetic particle in the phase we provide way with resource and other hereing resources, toos, and address to here von meet		
Selection 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	-	
Selection 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	-	
Selection 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	-	
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	Validation	9
	Vandauon Atter meeting the related requirements of role validation, you can become a Huawei Cloud SI and can obtain a certificate.	Differentiation In this phase, we provide advanced support and other benefits to help you stand out in the manifelplace. Once you meet the requirements of this phase, you will be an official "Huawei Cloud Advanced Cloud Sr.
	Download	Download
velopment path Progress		
Selection	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	» Differentiation
Requirements	Requirements	Requirements
Join HCPN and receive an invitation from Huawei Cloud for joining the S ①	Business Plan	Business Plan
Dedicated Team and Employee Certification	Reach a consensus with Huawei Cloud on the business plan and custome (1)	Reach a consensus with Huawei Cloud on the business plan and custome (1)
	· · · · · ·	· · · · ·
Members in the dedicated Huawei Cloud pre-sales solution team () 2	Dedicated Team and Employee Certification	Dedicated Team and Employee Certification
	Dedicated Huawei Cloud pre-sales solution team () 4	Dedicated Huawei Cloud pre-sales solution team ()
	Members who have earned professional business certifications ① 4/4 🛇	Members who have earned professional business certifications ① 0/10
	Expert certification (number of employees) ① 4/4 😒	Expert certification (number of employees) () 0/9
	Offering Co-construction	Number of employees who earn expert -level certifications ① 0/1 0
	Approved jointly-created offerings ① 1	Competency
		Competency badges obtained ① 0/1 0
		Offering Co-construction
		Approved jointly-created offerings ①
Benefits	Benefits Including Those for Role Selection	Benefits Including Those for Role Selection
Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices $$	Toolkit, technical documents, capability suite, and best practices $$
Haydn Cloud Solution Factory (HaydnCSF) ①	Haydn Cloud Solution Factory (HaydnCSF) (1)	Haydn Cloud Solution Factory (HaydnCSF) ①
Product and solution capability training (	Product and solution capability training ①	Product and solution capability training ①
Dedicated technical expert support: Basic ①	Standard Partner Support Plans ①	Dedicated technical expert support ①
Huawei Cloud cash coupons/year: \$3,000USD ①	Huawei Cloud cash coupons/year: \$1,500USD ①	Premier Partner Support Plans ①
Available seats for HCCDP certification training: 10 ①	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli ①	Huawei Cloud cash coupons/year: \$50,000USD ①
Huawei Cloud online courses ①	Huawei Cloud online courses ①	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli
Huawei Cloud ecosystem partner sales training ①	Available seats for HCCDP certification training: 20 ①	Huawei Cloud online courses ①
HCIX-cloud service and HCCDX developer certification exam vouchers ①	Huawei Cloud ecosystem partner sales training ①	Huawei Cloud ecosystem partner sales training ①
	Available seats for HCIE-Cloud Service Solutions Architect certification tr ①	Centralized advanced training camp for SIs ①
	Huawei Cloud SI certificate (])	Available seats for HCCDP certification training: 50 ①
	Competency badge: available after successful competency certification ①	Available seats for HCIE-Cloud Service Solutions Architect certification tr ①
	Market Development Fund (MDF): Up to \$30,000USD ①	Huawei Cloud SI certificate ①
	Eligible for being invited to participate in Huawei Cloud marketing activit	Competency badge: available after successful competency certification ①
	Eligible for being searched or displayed in Partner Finder of Huawei Cloum.	Market Development Fund (MDF): Up to \$50,000USD ①
	Englishe for being searched or displayed in Partner Finder of Huawel Clou	Eligible for being searched or displayed in Partner Finder of Huawei Clou ()
	Special incentives for sales growth and key account breakthrough of SIs ①	Enterprise Discount Program (EDP): Invitation required ①
	Incentives for partner-originated opportunities ①	Special incentives for sales growth and key account breakthrough of SIs ①
	HCIX-cloud service and HCCDX developer certification exam vouchers ①	Incentives for partner-originated opportunities ①
	HCCDX and HCIX expert certification exam vouchers ①	Funding Head for dedicated pre-sales personnel ①
		Eligible for the opportunities shared from Huawei Cloud ①
		HCIX-cloud service and HCCDX developer certification exam vouchers $$
		$\operatorname{HCCDX}$ and $\operatorname{HCIX}$ expert certification exam vouchers $$
Available Partner Programs	Available Partner Programs	HCCDX and HCIX expert certification exam vouchers ①

#### ----End

# 1.4.4.3 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.

# 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 SI partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)		oment Path ゝ
System Integrator (SI)		
⊘ Selection	- ⊘ Validation — 🕒 Differ	entiation
You have completed Validation, and the benefits you can get are update	ed. Check out your benefits in the Benefits menu. Complete competency differentiation	c ∨ ×
Requirements		
Business Plan		
Reach a consensus with Huawei Cloud on the business plan and customer list. $(\car{o})$		
Dedicated Team and Employee Certification		
Dedicated Huawei Cloud pre-sales solution team ①		4
		~~~~
Certification Application <u>View Details</u> <u>Quit</u>		

**Step 4** Click **Certification Application** after meeting the competency differentiation requirements. In the displayed dialog box, upload required materials and submit them.

	Certification Application	
Development Paths Selected (1)	Ensure that all requirements specified in this phase are met before continuing this operation.	Select Development Path >
System Integrator (SI)	You can upload only one PDF, DOC, DOCX, PPT, PPTX, XLS, XLSX, ZIP, or RAR file of up to 20 MB for each item. The file name cannot contain the following special characters: !:;?*@#\$%^&*<>	
Selection	Business Plan Download Template	Differentiation
You have completed Validation, and the be	* Business Plan Upload	competency differentiation c $$
Requirements	Dedicated Team and Employee CertificationDownload Template	
Business Plan	* Employment Certificate Upload	
Reach a consensus with Huawei Cloud on the busin		
Dedicated Team and Employee Certification	Offering Co-construction Download Template	
Dedicated Huawei Cloud pre-sales solution team (	* Planning Document 1 Upload	4
Certification Application View Details	* Planning Document 2 Upload	
	OK Cancel	

#### D NOTE

- Requirements:
  - 1. Dedicated team and personnel certification: Members of the dedicated team have earned professional business and developer certifications.

**Dedicated Personnel** need to log in to Partner Center and refer to the process flow to supplement certificate information.

- 2. Competency certification: Obtain competency badges by **certifying your competencies**.
- 3. Offering co-construction: offerings jointly created with Huawei Cloud in the following six months, including cloud software validation, advanced cloud software validation, baseline solution release, and joint operations offering release
- 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.

Development Paths Selected (1)	Select Development Path >
System Integrator (SI)           Selection	O Ifferentiation
You have completed Differentiation, and the benefits you can get are updated. Check out your benefits in the Benefits menu.	×
Business Plan	
Reach a consensus with Huawei Cloud on the business plan and customer list. ()	
Dedicated Team and Employee Certification	
Dedicated Huawei Cloud pre-sales solution team 🕕	4
Hambara olea karra anna d'andra a' an dealana an addaadaan 🧥	040
View Details Quit	

**Step 6** View the available benefits and partner programs for each stage of the entire partner journey.

/ Details		Switch Path System Integrator (SI)
stem Integrator (SI)		
vides digital transformation consultation and system integration services based on Huav	rei Cloud.	
rtner Journey		
Selection You must be invited to apply to become a system integration partner. In this phase, we provide	Validation After meeting the related requirements of role validation, you can become a Huawel Cloud SI	Differentiation In this phase, we provide advanced support and other benefits to help you stand out in the
you with resources such as online learning resources, tools, and platforms to help you meet role validation requirements.	Point meeting are readed requirements on one valuation, you can become a maxime choice of and can obtain a certificate.	marketplace. Once you meet the requirements of this phase, you will be an official "Huawei Cloud Advanced Cloud SI".
	Download	Download
velopment path Progress		
Selection	>>> Validation	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
Requirements	Requirements	Requirements
Join HCPN and receive an invitation from Huawei Cloud for joining the S ①	Business Plan	Business Plan
Dedicated Team and Employee Certification	Reach a consensus with Huawei Cloud on the business plan and custome ①	Reach a consensus with Huawei Cloud on the business plan and custome ①
Dedicated Team and Employee Certification Members in the dedicated Huawei Cloud pre-sales solution team () 2	Reach a consensus with Huawer Cloud on the business plan and custome	Reach a consensus with Huawer Cloud on the business plan and custome
members in the dedicated Huawei Cloud pre-sales solution team (J) 2		
	Dedicated Huawei Cloud pre-sales solution team ① 4 Members who have earned professional kuriness certifications ① 4/4 S	Dedicated Huawei Cloud pre-sales solution team (1) 4
		Members who have earned professional business certifications ① 10/10 §
	Expert certification (number of employees) ① 4/4 🤗	Expert certification (number of employees) ① 9/9 C
	Offering Co-construction	Number of employees who earn expert -level certifications ① 1/1 🔮
	Approved jointly-created offerings ① 1	Competency
		Competency badges obtained ① 1/1 🔮
		Offering Co-construction
		Approved jointly-created offerings ① 2
Benefits	Benefits Including Those for Role Selection	Benefits Including Those for Role Selection
Toolkit, technical documents, capability suite, and best practices ()	Toolkit, technical documents, capability suite, and best practices ①	Toolkit, technical documents, capability suite, and best practices ①
Haydn Cloud Solution Factory (HaydnCSF) ①	Haydn Cloud Solution Factory (HaydnCSF) ①	Haydn Cloud Solution Factory (HaydnCSF) (
Product and solution capability training ①	Product and solution capability training ①	Product and solution capability training ①
Dedicated technical expert support: Basic ①	Standard Partner Support Plans ①	Dedicated technical expert support ①
Huawei Cloud cash coupons/year: \$3,000USD ①	Huawei Cloud cash coupons/year: \$1,500USD ①	Premier Partner Support Plans ①
Available seats for HCCDP certification training: 10 ()	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli	Huawei Cloud cash coupons/year: \$50,000USD ①
Huawei Cloud online courses ①	Huawei Cloud online courses ()	Huawei Cloud ecosystem non-recurring engineering (NRE) incentives: Eli (]
Huawei Cloud ecosystem partner sales training ①	Available seats for HCCDP certification training: 20 ①	Huawei Cloud online courses ①
HCIX-cloud service and HCCDX developer certification exam vouchers ①	Huawei Cloud ecosystem partner sales training ()	Huawei Cloud ecosystem partner sales training ①
	Available seats for HCIE-Cloud Service Solutions Architect certification tr	Centralized advanced training camp for SIs ①
	Huawei Cloud SI certificate ()	Available seats for HCCDP certification training: 50 ()
	Competency badge: available after successful competency certification ()	Available seats for HCIE-Cloud Service Solutions Architect certification tr (])
	Market Development Fund (MDF): Up to \$30,000USD ()	Huawei Cloud SI certificate ①
	Eligible for being invited to participate in Huawei Cloud marketing activit ①	Competency badge: available after successful competency certification ①
	Eligible for being searched or displayed in Partner Finder of Huavei Clou.	Market Development Fund (MDF): Up to \$50,000USD ①
	Enterprise Discount Program (EDP): Invitation required ①	Eligible for being searched or displayed in Partner Finder of Huawei Clou
	Special incentives for sales growth and key account breakthrough of Sis (1)	Englishe for being searched or displayed in Partner Finder of Huawel Clou
	Incentives for partner-originated opportunities ①	Special incentives for sales growth and key account breakthrough of SIs ①
	-	Incentives for partner-originated opportunities ①
	HCIX-cloud service and HCCDX developer certification exam vouchers $$	
	HCIX-cloud service and HCCDX developer certification exam vouchers ① HCCDX and HCIX expert certification exam vouchers ①	Funding Head for dedicated pre-sales personnel ①
		Funding Head for dedicated pre-sales personnel ①
		Funding Head for dedicated pre-sales personnel ()) Eligible for the opportunities shared from Huawei Cloud ())
🖉 Avsilable Partner Programs		Funding Head for dedicated pre-sales personnel () Eligible for the opportunities shared from Huawei Coud () HCIX-cloud service and HCCDX developer certification exam vouchers ()

#### ----End

# 1.4.5 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.

# 1.4.5.1 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.

# 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 <b>ear</b> ,
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

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

Overview / Select Path	
Learning Partner Provides Huawei Cloud training services for customers, partners, and developers.	
Partner Journey	Or Validation Provide required proof materials to complete role validation.
Confirmation OK canod	

### **NOTE**

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. Compreter low validations as soon as possible by referring to the relevant requirements. Vower betailt Back to Overview	Secrets     True can attain according basic benefits after setteding this path to built your new competencies. View Benefits     Resources     Heaven: Cloud provides you with learning and training resources. Resources     Resources     No for Validation     You need to refer to the requirements of role validation and complete the validation as soon as possible. View Regularements

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

w / Details	Switch Path Learning	Partner
aming Partner		
vides Huawei Cloud training services for customers, partners, and developers.		
rtner Journey		
· 🖉		
Role Selection PDM sends you an invitation link to invite you to become a Huawel Cloud learning partner.	Role Validation Provide required proof materials to complete role validation.	
	download	
velopment path progress		
	» Bole Validation	
Role Selection	>>> Role Validation	
Requirements	Requirements	
Ioin HCPN and choose to a learning partner	Basic Requirements	
	At least two years of experience in training	
	Available facilities for face-to-face and online teaching (each authorized training site must have at least one classroom the	
	Joint business plan development. The business plans must be reviewed by the Huawei Cloud Learning Partner Developm.	
	Team and Certified Instructors	
	Number of dedicated instructors who have earned the Huawei Cloud Learning Partner Instructor Certification	0/3 🕑
	Practical Competency Requirements for Trainers	
	Number of dedicated training management personnel	0/1 🖸
	Number of dedicated course sales personnel	0/1 🕑
	Annual Performance	
	Number of trainees of a Huawei Cloud-certified instructor	0/240 🔿
	Number of trainees who pass the certification	0/100 🕑
	Delivery satisfaction score	0/4 🕚
	Number of courses developed	0/1 🕚
Senefits	Ø Benefits	
Number of exam vouchers for HCCDX and HCIX work-level certifications: 4 $\odot$	HCCDX certification exam vouchers: distributed on demand based on the business plan $$	
Number of Huawei Cloud Certified Developer Professional certification exam vouchers (HCIP-cloud service exam vouche 🕕	HCIX career certification or HCCDX developer certification training: implemented on demand based on the business plan	0
Test points for experiment on KooLabs: 500/instructor ①	Toolkit, technical documents, capability suite, and best practices ())	
Number of instructors who can get free training: 6 ①	Course and training service building support ①	
	Eligible to be recommended for Heatmap ①	
	Support for product release in KooGallery ①	
	Display in Partner Finder ①	
	Market Development Fund (MDF): \$8,000 USD ①	
	Huawei Cloud coupons for Class-A instructor/quarter: \$500 USD ①	
	Huawei Cloud coupons for Class-P instructor/quarter: \$1,000 USD ①	
	Huawei Cloud coupons for Class-E instructor/quarter: \$3,000 USD ()	
	Course resale qualification ①	
	Discounts for purchasing Huawei Cloud developer certification exam vouchers ①	
	Shared project opportunities ①	
	Delivery management platform permissions ①	
	Training delivery authorization ①	
	Huavei Cloud coupons for training delivery and test points for experiment on KooLabs ①	
	Funds: ①	
	Funds: ()	
	runa: U	
🛿 Available Partner Programs	runes: U	

## D NOTE

Development Paths Selected (1)	Select Development Path >
Learning Partner	
Selection	Validation
同 Requirements	
Basic Requirements	
At least two years of experience in training ① Available facilities for face-to-face and online teaching. ① Joint business plan development. The business plans must be reviewed by the Huawei Cloud Learning Partner Development Team. ①	
Team and Certified Instructors	
Number of dedicated instructors who have earned the Huawei Cloud Learning Partner Instructor Certification	2
Certification Application View Defails Quit	

- 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

# 1.4.5.2 Role Validation

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

## 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 learning partners in the **Development Paths Selected** area on the **Home** page.

Development Paths Selected (1)	Select Development Path	>
Learning Partner		
⊘ Selection	Validation	
民 Requirements		
Basic Requirements		
At least two years of experience in training () Available facilities for face-to-face and online teaching. () Joint business plan development. The business plans must be reviewed by the Huawei Cloud Learning Partner Development Team. ()		
Team and Certified Instructors		
Number of dedicated instructors who have earned the Huawei Cloud Learning Partner Instructor Certification	2	
Certification Application <u>View Details</u> <u>Quit</u>		

**Step 4** Click **Certification Application** after meeting the role validation requirements. In the displayed dialog box, upload required materials and submit them.

Development Path (1)			Select Development Path >
Learning Partner	Certification Application	(	Role Validation
Requirements Basic Requirements At least two years of experience in training Available facilities for face-to-face and online teaching ()	The role validation is in progress. Ensure that all requirements of the validation are met.     You can upload only one PDF, DOC, DOCX, PPT, PPTX, XLS, XLSX, ZIP, or RAR file of up to 20 MB for each item. The file name cannot contain the following special characters: !;?"@#\$\$%~&*<>      Business Plan	es.)	
Joint business plan development. The business plans m Team and Certified Instructors	* Business Plan Upload	63.)	
Number of dedicated instructors who have earned the H	Submit for review cancels		3

# D 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.

**Step 5** Click **View Details** after the entire journey of the development path certification is complete to view the benefits available.

zw / Details	Switch Path Learning Pz	irtner
arning Partner		
wides Huawei Cloud training services for customers, partners, and developers.		
rtner Journey		
	$\bigcirc$	
Role Selection PDM sends you an invitation link to invite you to become a Huawel Cloud learning partner.	Role Validation Provide required proof materials to complete role validation.	
	download	
velopment path progress		
Role Selection	> Role Validation	
	-	
Requirements	Requirements	
Join HCPN and choose to a learning partner	Basic Requirements	
	At least two years of experience in training	
	Available facilities for face-to-face and online teaching (each authorized training site must have at least one classroom th	
	Joint business plan development. The business plans must be reviewed by the Huawei Cloud Learning Partner Developm	
	Team and Certified Instructors	
	Number of dedicated instructors who have earned the Huawei Cloud Learning Partner Instructor Certification	0/3 🕻
	Practical Competency Requirements for Trainers	
	Number of dedicated training management personnel	0/1 (
	Number of dedicated course sales personnel	0/1 (
	Annual Performance	
	Number of trainees of a Huawei Cloud-certified instructor	0/240 (
	Number of trainees who pass the certification	0/100
	Delivery satisfaction score	0/4 (
		0/1 (
	Number of courses developed	0/10
Benefits	Benefits	
Number of exam vouchers for HCCDX and HCIX work-level certifications: 4 ①	HCCDX certification exam vouchers: distributed on demand based on the business plan ①	
Number of Huawei Cloud Certified Developer Professional certification exam vouchers (HCIP-cloud service exam vouche ①	HCIX career certification or HCCDX developer certification training: implemented on demand based on the business plan 🗍	)
Test points for experiment on Koolabs: 500/instructor ①	Toolkit, technical documents, capability suite, and best practices ①	
Number of instructors who can get free training: 6 ①	Course and training service building support ①	
www.or. or instructions who can get nee naming: o $igcup$	Course and training service building support () Eligible to be recommended for Heatmap ()	
	Support for product release in KooGallery ①	
	Display in Partner Finder (])	
	Market Development Fund (MDF): \$8,000 USD ①	
	Huawei Cloud coupons for Class-A instructor/quarter: \$500 USD ①	
	Huawei Cloud coupons for Class-P instructor/quarter: \$1,000 USD ①	
	Huawei Cloud coupons for Class-E instructor/quarter: \$3,000 USD ①	
	Course resale qualification ①	
	Discounts for purchasing Huawei Cloud developer certification exam vouchers ①	
	Shared project opportunities ①	
	Delivery management platform permissions ①	
	Delivery management platform permissions	
	Huawei Cloud coupons for training delivery and test points for experiment on KooLabs ①	
	Funds: ①	
🗑 Available Partner Programs	R Available Partner Programs	

#### **NOTE**

- 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.

#### ----End

# **1.4.6 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.

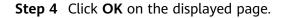
# Procedure

- **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.

Dear Martine Antonio,
HUAWEI CLOUD invites you to join Distribution Partner Program. 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 Path** in the **Select Distributor Development Path** area on the displayed page.

Apply to Become a Huawei Cloud D	istributor		
	Huawei Cloud invites you You are eligible for select the D		
Procedure      Join HCPN Join HCPN to become a Huawei Cloud partner.	- O Select Distributor Development	<ul> <li>Join Distribution Partner Program.</li> <li>Choose to join the Distribution Partner Program (Distributor) and submit an application.</li> <li>Join Program</li> </ul>	<ul> <li>Wait for Approval</li> <li>Huawei Cloud reviews your application.</li> <li>After being approved, you will become a Huawei Cloud distributor.</li> <li>View Application</li> </ul>



Home / Select Path		
Distributor Develops resellers, and sells and delivers Huavei Cloud products and services to end customers th	rough the resellers.	
Partner Journey	2 Join Distribution Partner Program (Distributor) Join this program to enjoy according benefits.	3 Distribute Huavei Cloud Bel and deliver Huavei Cloud products and services to end customers through Huavei Cloud reselters and obtain according incentives.
Confirmation A Huavei Cloud distributor develops and associates with Huavei Cloud resellers to grow Huavei C CK Cancel	Soud ecosystem and sells and delivers Huawei Cloud products and services to end customers the	ough the resellers.

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

Distributor development path selected.
Join Distribution Partner Program and distribute Huawei Cloud products and services.
Join Distribution Partner Program (Distributor)

#### **NOTE**

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

# **1.5 Partner Programs**

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

# 1.5.1 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**.

# **1.5.2 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.

# 1.5.2.1 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:

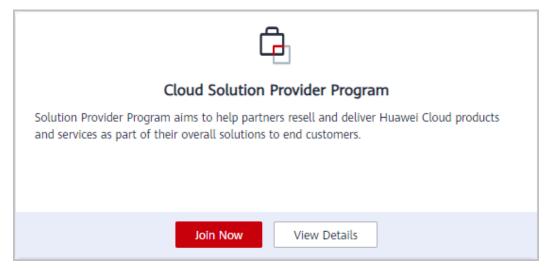
- There is already an account in the same business area specified that has joined Cloud Solution Provider Program.
- The account has already joined a development path.
- The account has joined Distribution Partner Program.
- Resources are provisioned for the account.
- The account is in arrears.
- The 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**.

Ē					
Cloud Solution Provider Program					
Solution Provider Program aims to help partners resell and deliver Huawei Cloud products and services as part of their overall solutions to end customers.					
Ineligible View Cause View Details					

**Step 5** Specify required company information, read and agree the agreement below, and click **Next**.

Thank you for joinin Solution Provider Prog									
Solution Provider Prog									
	fram aims to neip pa		and the second second second second		to according to a transmission				
		artners resett and deliver m	uawei cioud products a	and services as part or the	er overall solutions to en	i customers.			
application procedure									
Fill in Company Informat	lon 2 E	nter Business Qualification Info	③ Fill out t	he program application.	④ Due Diligence				
Basic Information									
* Company Name									
		nust be the same as that used	in the registration credentia	al file. Otherwise, the certifica	tion may fail.				
* Tax Identification									
Number	Take care to enter the	correct TIN to ensure successi	ul tax processing. Learn me	ore					
* Business License	-								
Registration No.									
<ul> <li>Registration Credential</li> <li>File</li> </ul>	Upload Maximum file size: 20	MB							
	Supported file types:	IPG, BMP, PNG, PDF							
		X							
<ul> <li>Where the business is carried out</li> </ul>	Hong Kong SAR, Ch	nina 🔹							
Show 🛩									
Registration Address									
+ Country/Region	Hong Kong SAR Chin	a							
[	An incorrect registrati modified once this ap	on address will affect tax calcu plication is approved. Ensure th	lation and involce issuance the country/region registered	for your later transactions ar d here is correct. To correct th	id cannot be e address, submit a				
l	service ticket.								
* State/Province	Hong Kong								
* City	Hong Kong								
District/County	Other								
★ Address Line 1									
Address Line 2									
* Postal Code									
Other Information									
* Telephone									
* Email									
<ul> <li>Work with a Huawei ecosystem manager</li> </ul>		•							
Show 🗸									
Contacts									
	Add at least one conta								
Last Name Firs	it Name	Position	Preferred Method	Email	Mobile Phone	Office Phone	Fax	Office Address	Operation Modify
									Moulty
		VEI ID Association with Huawe	Claud Barder						

#### **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.

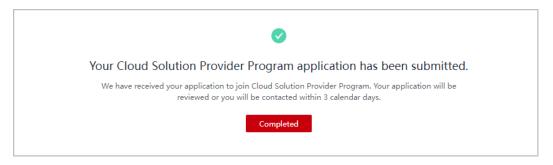
HUAWEI CLOUD Partner Pr / Jo	in Cloud Solution Provider Progra	ım		
1 Fill in Company Information	on —— 2 Enter Busine	ss Qualification Info 3	) Fill out the program application. ——	—— ④ Due Diligence
Complete your company's busi	ness qualification information to	better provide HUAWEI CLOUD serv	ices.	
★ Date of Establishment		Ħ		
★ Registered Capital(USD)				
* Total Fixed Assets(USD)				
* Number of Employees		Ŧ		
* 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**.

HUAWEI CLOUD Partner Programs / Join Cloud Solu	tion Provider Program		
Sill in Company Information	Enter Business Qualification Info	Fill out the program application.	(4) Due Diligence
Select the Cloud Solution Provider Program	n partner tier.		
Standard Advanced Pr	remier Core		
Application Details			
$\star$ Have you completed the role certification for a	Software Partner, Service Partner,	or System Integrator?	
Select	•		
* What is your expected annual performance of H	IUAWEI CLOUD?		
Select	•		
How many employees do you expect to pass th     How many employees do you expect to pass th			
* How many HUAWEI CLOUD customers (annua	Il performance ≥ \$1K) can you exp	ect?	
Select	•		
★ Work with a Huawei ecosystem manager?			
Select	•		
✓ I have read and agree to Huawei Cloud Solu	tion Provider Cooperation Agreen	ent	
Previous Next Save Draft	Cancel		

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

# 1.5.2.2 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 can request upgrading its partner tier only when one of its accounts has joined **Software Partner Development Path**, **Service Partner Development Path**, or **System Integrator Development Path** and completed the role validation.

## 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.

nrolled F	Partner Programs	
There may be	partner programs that your company's accounts have enrolled in a e no certificates available for some of partner programs. For details, see Partner (Current Account)	are displayed here. Program Certificates. Contact your ecosystem manager to learn more about what you can do atter joining a partner program.
-	Cloud Solution Provider Program Hong Kong SAR, China	

• 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.

Enrolled Partner Programs		
Note: All the partner programs that your company's accounts have enrolled in are disp There may be no certificates available for some of partner programs. For details, see Partner Progr (Current Account)		out what you can do after joining a partner program.
Cloud Solution Provider Program Hong Kong SAR, China Standard Tier upgrade not allowed tow View Reason	View Details   Download Certificate	

**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 upg We look forward to further cooperation with you. After		vel support in training, technology, marketing, and services.			
Upgrade To Standard Advanced Pred	mier Core				
Application Information					
Scorecard indicator attainment	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 08:27:41	5	4	Yes	
Role Validation	Jun 23, 2024 08:27:41	Software Partner	t	<ul> <li>Yes</li> </ul>	
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.

sted Partner Programs / Detail				
loud Solution Provider				
Under review   We will revie	w your application or contact you within 3 calendar days.			
artner Tier Advanced		Submitted C	n Jul 02, 2024 11:00:31	
pplication Details				
e following shows the Scorecard indicator a	ttainment status when the tier upgrade application is submitte	d.		
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

# D NOTE

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

```
----End
```

# **1.5.3 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.

# 1.5.3.1 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.

## 

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.

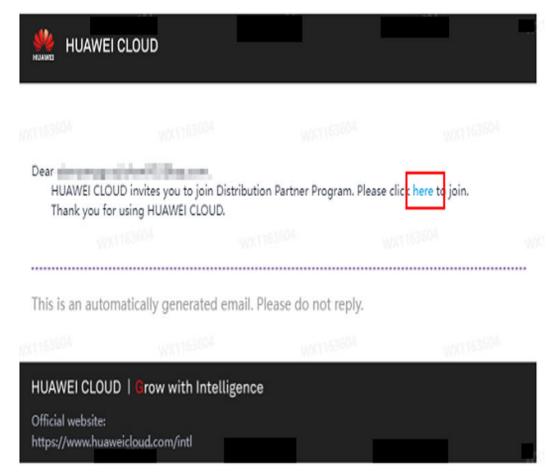
- Is in arrears. Top up the account to pay off the arrears.
- Has become an enterprise master account or member account.
- The account has a credit account.
- The account has been preregistered by a Huawei BD.
- The account is being used for or has passed real-name authentication.

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.



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

	HUAWEI ID log	gin
Phone/Email	I/Login ID/HUAWEI CLOU	JD account name
Password		Ø
	LOG IN	
F	Register   Forgot passv	word?
	Use Another Accoun	t
	derated User   Huawei rise Partner   HUAWEI 0	
Your account and your login experie	network information will be u	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 i	oining Distribution	Partner Program							
			sellers. After joining th	nis program, a distributo	or is authorized by Huawe	ei Cloud to sell and de	liver Huawei Cloud sol	lutions to end customers throug	h Huawei Cloud resellers
Application procedu	re								
Fill in Company Info	rmation 2	Enter Business Qualification I	nfo —— ③ Fill ou	ut the program application.					
asic Information									
Company Name	040114/02								
		company name from the busi e must be the same as that use				local language.			
Tax Identification		e must be the same as that use	ed in the registration crede	ential file. Otherwise, the ce	rencation may fail.				
Number	Take care to enter t	he correct TIN to ensure succe	ssful tax processing. Learn	n more					
Business License Registration No.	ONDELNING								
Registration Credential File	Upload								
	Maximum file size: Supported file type	20 MB s: JPG, BMP, PNG, PDF							
	- Intel Lastra	Hillow X							
Show 🗸									
egistration Addr	ess								
Country/Region	Hong Kong								
		ation address will affect tax ca application is approved. Ensur							
	submit a service tio		e ale country/region regi						
State/Province	Hong Kong		•						
City	04041-04070		•						
Address Line 1	OWER LAWRENCE								
Address Line 2									
Postal Code	CHICKLASSING.								
	Contraction of the local distance of the loc								
ther Information									
Telephone	OVER LANDS								
Email	OWNERS								
Work with a Huawei	No		•						
ecosystem manager	NU								
Show 🗸									
ontacts									
Add Contact Person	Add at least one co	ontact person.							
	First Name	Position	Preferred Method	Email	Mobile Phone	Office Phone	Fax	Office Address	Operation
	£****	CXO / General Manager		OWING LANDING					Modify Del

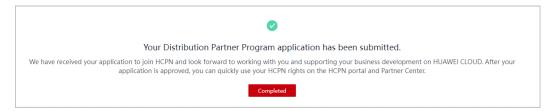
**Step 5** Enter business qualification information and click **Next**.

D Fill in Company Informa	ation 2 En	ter Business Qualification Info	- ③ Fill out the program application.
omplete your company's b	ousiness qualification info	ormation to better provide HUAWEI CLOU	JD services.
• Date of Establishment	2023,423,03	tii iii	
Registered Capital(USD)	141		
<ul> <li>Total Fixed</li> <li>Assets(USD)</li> </ul>	121,42,421		
Number of Employees	Fev	•	
Business Performance	Year	Annual Turnover(USD)	Annual Operating Profit(USD)
	2022	101,423,471	101,63,07
	2021	123/02/07	10.6,43,43

# **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

# **1.5.3.2 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.

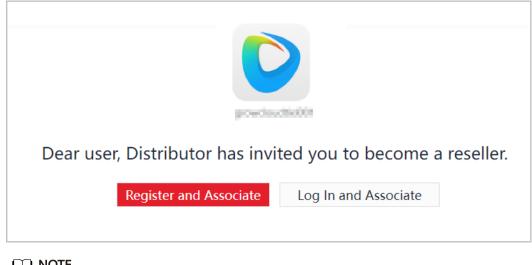
# Procedure

Step 1 Check the invitation email.

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

Dear user,
HUAWEI CLOUD Distributor () 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.

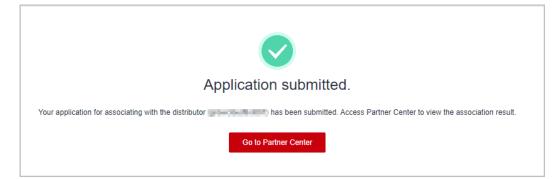
c. Fill in required information on the displayed page. For details, see **Registering and Joining HCPN**.

Register and Join HCPN				
Fill in Business Information —	2) Specify Contact Info     3) Sensitive Relationst	nip Filing — (4) Sign Ag	greement	
Basic Information				
* Company Name	Enter the full name of your company.	Country/Region	Hong Kong SAR, China HK 🕥	
* Business License Registration No.	Name on the business license	* Tax Identification Number	Enter the tax identification number of your co	0
* Registration Credential	Upload	* Payment Currency	•	0
File	Only a JPG, BMP, PNG, or PDF file of up to 20 MB can be uploaded.			
Legal Person	Enter the name of the legal person.	Business Period	Select a year.	Long term
Registered Address				
* State/Province	¥	★ City	•	
District/County	•	* Address Line 1	Street, P.O. box, and company name	
Address Line 2	Street, P.O. box, and company name	* Postal Code		
More Information				
* Telephone	Enter the company phone number.	* Email	Enter an email.	
Company Website	Enter the website address of the company.	Industry	-Select •	
Company Trademark	Upload	Fax	Enter the fax number of the company.	
	Dimension guide: Square shape with a resolution of 90 x 90 px or rectangle shape with a resolution of 230 (or less) x 90 px. A JPG, BMP, or PNG file of up to 4 MB can be uploaded. The file name cannot contain the following characters: $!z_{i}^{**} \oplus \#\$\%^{*}\&^{*} <>$			
Company Profile	Briefly describe the industry and main business of the company.			
	Next Save Draft Cancel		ام 0/500	

#### D NOTE

	Registration Application Information		
Your registration application is under review now. We will complete the review as soon as possible. Thank you for using Huawei Cloud. Contact Reviewer	Company Name Legal Person Contact Registered Apr 27, 2023 15:08:23		
Distributor to Be Associated Company Name Company Profile Comp	IR. S.Z. WO. WR. MRITHMARINER, POLITIMEROWRALISED, DATES		

- 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

# **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.

verview / My Distributor		
	growioattisi	01
	Website	Maximum Annual Control of the branches and
	Company Description	ACCUPATION (New Date) Engineering State of the ACCUPATION OF THE A
		<ol> <li>Pertrageoustrasses, InvestmentalPress. Personals.</li> </ol>
Cooperation Info	ormation	
Cooperation Status	In cooperation	
Start Time	Apr 26, 2023 09:46:55	
Contacts		
<b>•</b> -		
-	action#540011	
Email	IN WIGHT	
Mobile Number	0x-+00410	

• 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

# 1.5.3.3 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.

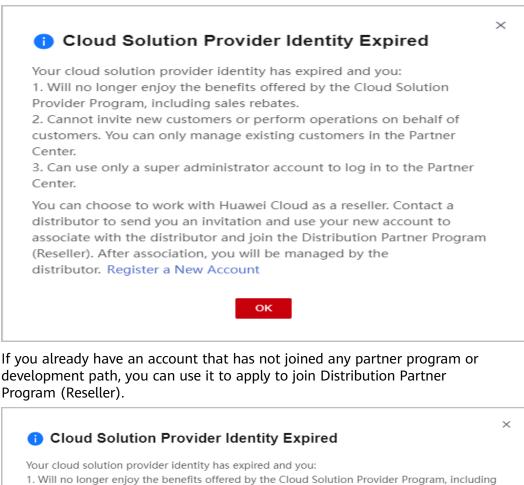
# Procedure

- **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

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

OK

Development Path

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

sales rebates.

Account Name

THE REPORT OF THE REPORT

**Step 5** Enter the verification code you received.

managed by the distributor.

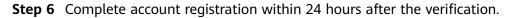
manage existing customers in the Partner Center.

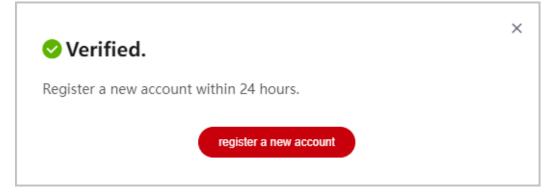
Account Type

Enrolled Partner Programs

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

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 >
	Country/Region	Hong Kong (Dima)	
		Get code	
		Ø	
		Ø	
	This service requires an Internet conne- about your account, region, and browse personal and identity information that yo you agree to these terms as well as the Statement About HUAWEI ID and Privac	r settings, in addition to any basic u actively upload. By clicking Register, HUAWEI ID User Agreement and	
	Reg	jister	

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 State (You can also choose to enable services later.)	ment.
I would like to receive updates about discounts and promotions as and when they becom available.	Э
Enable	

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

Register and Join HCPN			
Fill in required inform	rmation, and read and accept the agreements.		
★ Last Name			
★ First Name			
Preferred Method	Email		
* Email	Enter an email address.		
	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

# 1.5.4 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**.

# 1.5.5 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.

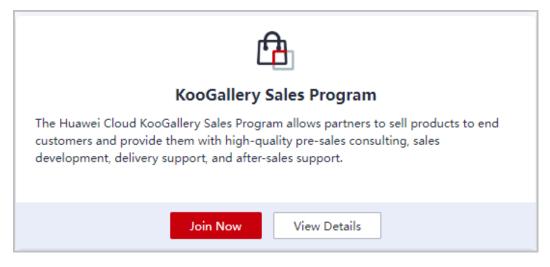
# 1.5.5.1 Applying to Join KooGallery Sales Program

# Prerequisites

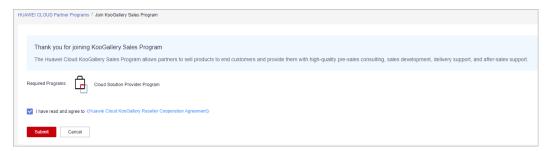
You have joined the Cloud Solution Provider Program.

# 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.

0	
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	

# 1.5.6 Carrier Partner Program

Carrier Partner Program has been developed to help telecom operators (carriers) to build cloud offerings for their enterprise customers. The program has been specifically designed to allow carriers to leverage advantages on their broadband networks to provide B2B customers with converged networks and public cloud services. Additionally, the Carrier Partner Program supports telecom operators in their own digital transformation by providing preferential Huawei Cloud services.

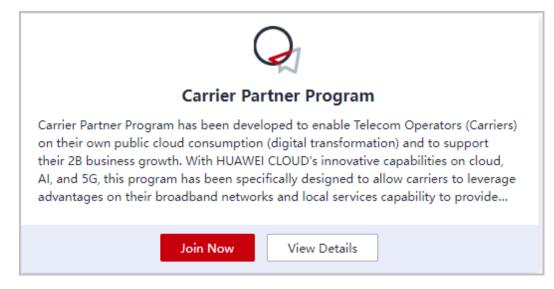
# 1.5.6.1 Applying to Join Carrier Partner Program

# 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 **Carrier Partner Program** and click **Join Now**.





HUA	HUNNEI CLOUD Partner P / Join HCPN Carrier Partner Program				
	Thank you for joining HCPN Carrier Partner Program				
HCPN Carrier Partner Program has been developed to support Telecom Operators (Carriers) to build a Cloud offering to their enterprise customers. The Program has been specifically designed to allow carrier their broadband networks to provide 828 customers with converged network and public cloud services.					
,	Application Details				
1	Please fill in your business goals within 1 year after you become a HUAWEI CLOUD partner: Proof requirements 💿				
-	Please provide the relevant qualification documents of the telecom operator.				
[	Uplead				
	banquanigo X				
1	Cubmit Save Draft Cancel				

# 

- You can also click **Save Draft**.
- On the **Partner Programs** > **Requested Partner Programs** page, you can view, submit, or delete the draft applications.
- On the HUAWEI CLOUD Partner Programs page, you can edit your draft applications.
- **Step 6** A message indicating that your application has been submitted successfully is displayed.

Your HCPN Carrier Partner 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

----End

# 1.5.7 HMS Ecosystem Support Program

# **1.5.7.1 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.

# **NOTE**

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.

Partner 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

# **1.5.8 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.

# 1.5.8.1 Joining PCE Program

# Procedure

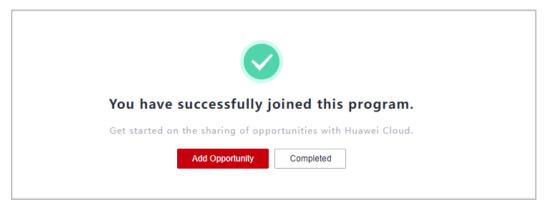
- Step 1 Use your partner account to log in to Huawei Cloud.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- **Step 3** Choose **Partner Programs** > **Huawei Cloud Partner Programs** in the menu on the top.
- **Step 4** Select **Partner Customer 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.



# D NOTE

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

----End

# **1.5.9 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.

Requested Partner Programs				
P	artner Prog	rams Partner Level		
	₽	KooGallery Sales Program The Huarrel Cloud KeoGallery Sales Program allows pathers to sell products to end customers and provide them with high quality	Status:   Approved  V	New Details
	Ē	Cloud Solution Provider Program Solution Provider Program aims to help pathers receil and deliver Huavel Cloud products and services as part of their overall soluti	Status:   Approved  V	New Details

#### **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

# **1.5.10 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 where in a re displayed here. There may be no certificates available for some of partner programs. For details, see Partner Program Certificates. Contact your ecosystem manager to learn more about what you can do after joining a partner			
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.

For more operations, contact your ecosystem manager.

----End

# **1.5.11 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.

mmitments and Agreements								
igned Agreements Relationship Filing	Annual Revenue Goal							
					Contract No.	ter 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.,	<ul> <li>Valid</li> </ul>	Jul 07, 2022	Jul 07, 2033	Download View		
SOW5531CHN230209ONLINE90013561	HUAWEI CLOUD Partner Certification A	Sparkoo Technologies Hong Kong Co.,	<ul> <li>Valid</li> </ul>	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	ommitments and Agre	eements
	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

# 1.5.12 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**.

ommitments and	d Agreements
Signed Agreements	Annual Revenue Goal
Enter an annual revenu	ue goal agreed with the Huawei Cloud team so that they can better support your businesses.
You are eligible to get r	rebates for annual increased revenue if your committed annual revenue goal exceeds \$360,000 USD.
<ul> <li>The annual revenue go</li> </ul>	al you configured must be reviewed. Once being approved, the annual revenue goal cannot be modified.
An annual revenue goa	al less than \$360,000 USD takes effect upon being submitted and cannot be changed.
Year 20	123
Revenue Goal(USD)	
	ОК
Annual Revenue Goal∨	

- 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.
- If the committed annual revenue is less than \$360,000 USD, it takes effect immediately upon submission and cannot be modified. Committed annual revenue that is greater than or equal to \$360,000 USD must be reviewed.

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

Submit the ann review?	$\overset{\times}{}_{\text{ual revenue goal for}}$
The annual revenue goal car approved.	nnot be modified once being
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.

nmitments and Agreements						
Signed Agreements Annual	Revenue Goal					
Approving   The review	for your revenue goal will be completed five	vorking days.				Withdraw Contact Approve
Year         2023         Annual Revenue Goal(USD)         390,000.00           Created         Mar 14, 2023 15:40:45         Sec.         Sec.						
Annual Revenue Goal A						
Year 7	Annual Revenue Goal(USD)	Revenue Earned(USD)	Completion Rate	Created	Status 🔽	Approved
2023	390,000.00	560.00	0.14%	Mar 14, 2023 15:40:45	<ul> <li>Approving</li> </ul>	**
2022	6,555.00	3,600.25	54.92%	Dec 30, 2022 16:47:25	<ul> <li>Approved</li> </ul>	Dec 30, 2022 16:47:25

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.

Commitments and Agreements										
Signed Agreements	Signed Agreements Annual Revenue 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 Goa	•									
Annual Revenue Ou										
Year 🔽	Annual Revenue Goal(USD)	Created	Status 🖓	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.

mitments and Agreemer	ts					
gned Agreements Annu	al Revenue Goal					
ər 2023		Annual Revenue Goal(USE	0) 350,000.00			
eated Feb 22, 2023 15:39:04		Approved	Feb 22, 2023 15:39:04			
Completion Bate	venue EarnedRovenue Goal 16,600.00 USD/\$350,000. d once a day.	.00 USD				
inual Revenue Goal 🔨						
rinual Revenue Goal 🔨 Year 🛛 🏹	Annual Revenue Goal(USD)	Revenue Earned(USD)	Completion Rate	Created	Status 🖓	Approved
	Annual Revenue Goal(USD) 350,000.00	Revenue Earned(USD) 16,600.00		Created Feb 22, 2023 15:39:04	Status 🖓 • Approved	Approved Feb 22, 2023 15:3

# **2** Partner Information Management

# 2.1 Changing Your Password

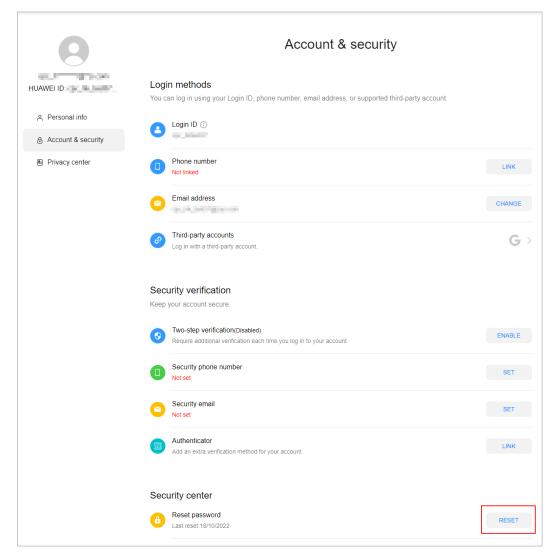
Change your password periodically to ensure account security.

# Procedure

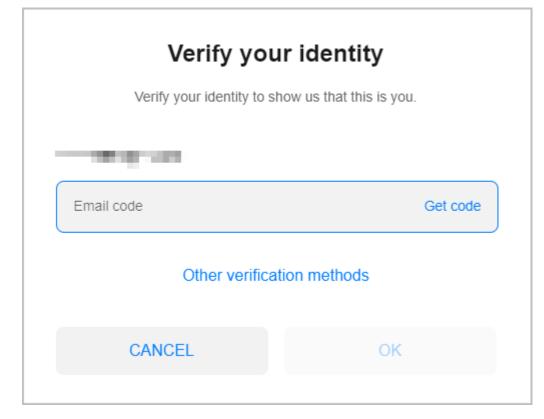
- **Step 1** Use your account to log in to **Huawei Cloud**.
- **Step 2** Click **Partner Center** in the drop-down list of your account name in the upper right corner.
- Step 3 Choose Partner Information > Basic Information in the drop-down list of the account name in the upper right corner, and then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

sic Informa	uon		
ompany Informa	tion Account Infon	Accounts	
1 HUAWEI CL	OUD has automatically gene	alled a benant name for you, because your Huavel 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 () Mana	0	
ccount Name	40,000		
lobile Number	-		
mail	1.11		
assword			
IUAWEI CLOUD	Basic Information ⑦		
enant Name	au. 200		
usiness Mobile		Notiv	
umber 🕜		incered.	
lusiness Email		Modly	
ecurity	Manage		
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	2
Enter new password	Ś
Confirm new password	
Log out of other devices using the	nis HUAWEI ID 🛈
Your password must: Contain at least 8 characters Include both letters and numbers, b	out no spaces
Password strength	
Do not use the same password as you Forgot password?	r other user accounts
	OK

----End

# 2.2 Managing Basic Information

On the **Basic Information** page, partners can modify the 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.

# 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.
- **Step 4** Manage the company information.
  - Modifying the company information
    - Change the company logo.
      - Click Change Logo. Then, click Upload and upload a new logo.
    - Modifying the partner information

On the **Company Information** tab page, click **Modify Partner Info**. On the **Modify Information** page, modify the basic information, registration address, and contact information. Click **Save** to save the modification.

Downloading the HCPN badge

Click **Download Badge**. In the **Select Content to Display** and **Where to Use the HCPN Badge** areas on the **Download Badge** page, select the content to display and the HCPN badge usage scenarios and select I have **read and agree to the HCPN Badge Usage Guide**. Then, click **OK** to download the HCPN badge.

Basic Information	-Compan / Download E	Badge				
Select Con	ntent to Display					
* Main Content	t <ol> <li>Learning Partner</li> </ol>	Cloud Transformation	Service Provider			
					HUAWEI CLOUD Partner	
* Others	A maximum five items				I NELWOIK HOLWEI	
	Development Paths Sel					
	Learning Partner	Cloud Transformation	Service Provider			
					Cloud Transformation Service Provider	
					A	
Where to U	Ise the HCPN Badge					
Select the so	enarios where you will use t	he HCPN Badge.				
* Scenarios	Vebsites	Online ads	Marketing materials (?)	Event materials (?)		
	Email marketing	Business cards				
	Notes					
	1. If you require the HCR	PN badge for an outdoor ad	s to demonstrate that your product or s	olution is powered by HUAWEI CL	LOUD, ask your ecosystem manager to submit a	an application to HUAWEI CLOUD.
	2. The HCPN badge car	nnot be used on social medi	a materials or promotional products.			
	🖌 I have read and agr	ree to HCPN Badge Usage	Guide.			
	OK Cancel					
		·				

• Modifying the account information

Company Inform	nation A	account Information	Consumption Quota	Preferences	Customer Notification Settings	Customer Bill Setting
Account Name	head an	awarte .				
Mobile Number	1000	Modify				
		Modify				
Password	*******	Modify				
Security	Manage					
Credentials	Manage					
Verify It's You 🧿						

- You can set whether to enable the verification code function (disabled by default). After you enable this function, verification code will be required for some operations. For details, see Critical Operations.
- You can enable or disable the verification code option as needed.
- Modifying the email address

Click **Modify** next to **Email**. On the **Change Email Address** page that is displayed, verify the identity and enter the new email address.

- Modifying the mobile number

On the **Account Information** tab, click **Modify** next to **Mobile Number**. On the **Change Mobile Number** page that is displayed, verify the identity and enter the new mobile number.

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.

asic Info	rmation						
Company Ir	nformation	Account Information	Consumption Quota	Preferences	Customer Notification Settings	Customer Bill Settings	
Time Zone for Notifications							
		r notifications according to your s or emails will be displayed ba			s during working hours.		
Language	English		•				
Time Zone	(UTC+00:00)	Casablanca	•				
⊃ayment Ci	urrency						
<ul> <li>The system</li> </ul>	ystem will perfor	m settlement in your selected c	urrency.				
<ul> <li>The set</li> </ul>	elected currency	will take effect for monthly bills	of the next billing cycle.				
Currency	HKD - Hong	Kong Dollar	•				
	Save						

• Setting customer notification receiving rules

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 reseller customers' behalf 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.

you deselect Emai	tandardized templates for m il or SMS, customers will not on Customers' Behalf			Customer Notification Settings	Customer Bill Settings	
you deselect Emai onfigure Templates otification Templa	il or SMS, customers will not on Customers' Behalf	receive messages of this type.	customers. A configured t	emplate cannot be modified by custo	omers.	
Operation						
					Email	SMS
V Finance						~
V Product						
V Security						~
✓ 0&M						<b>~</b>
<ul> <li>Campaigns</li> </ul>						<b>~</b>
✓ Filing						<b>~</b>

#### **NOTE**

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

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 Qu	Inta Preferences Customer Notification Settings Customer Bill Settings
You can revole your reseller customers' permissions for Billing and Cost Ce Revoke Permissions to View Bills and Cost	K     Are you sure you want to revoke the permissions     required to view Bills and Cost?     If these permissions are not granted, no resider customers can view Billing or Cost Center     in the Billing Center.     Verify your identify to proceed with the operation.     Mobile Number 180****961     Send Code     Cancel     Cancel

# **NOTE**

- A partner can grant or revoke its 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 partners have enabled the verification code function, a verification code is required.
- 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 expenditure quota is a cr indicate the exact amount y		llocates to you. If you exceed ti	he quota, your acc	ount will be restricted and all your resa	e customers will be restricted. It specifies the maximum amount that you can ove to HUAWEI CLDUD. It is not used for payment and does not
Allocated 00%	Allocated/Total \$329.06 USD Your quota has been us		ning properly, pleas	e pay off your outstanding balance as soor	1 as possible Repay
Allocated Quota					
\$329.06 USD =	Amount Due Exper \$329.16 USD +	nditure Estimate (Unbilled) A \$0.00 USD -	Account Balance \$0.00 USD	Remaining Coupon Amount - \$0.10 USD	
Amount Due	Total amount due, which is a	accumulated from all historical bil	Is. View Details		
Expenditure Estimate (Unbilled)	An amount due, which is es	timated from charges incurred in	the previous and cu	rrent months. These charges are estimate	d several days before the bill is generated. View Details
Description					
<ol> <li>If your expenditure quota u</li> <li>Your expenditure quota is n</li> </ol>	sage reaches or exceeds 1009 not used for payment. It is not a	a payment method and does not i	IUAWEI CLOUD wil ndicate your bills or		ie customers wit not be able to subscribe to new resources. en 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 repay money in advance.

----End

# 2.3 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.

-	n will be reviewed within an hour. Once approved, the certification is completed.
<ul> <li>You will receive an email</li> </ul>	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 cer	tification 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 —	Orplate the Associated     Supplier Survey
Contracting Entity	
Contracting Entity	Sparkoo Technologies Singapore Pte. Ltd.
Basic Information	
* Company Name	
* Registration	Harry Marca AND All har
Country/Region	Hong Kong SAR China v
* State/Province	Hong Kong 👻
+ City	
* Oky	Hong Kong 👻
* Address	
Tax Information	
* Invoice Type	0%-VAT-registered in Hong Kong v If the target invoice type is not on the list, submit a service ticket to add the invoice type and then submit the request.
Tax Registration ⑦	Example:37801176-000-04-15-8
Financial Contact Inform	ation
	contact so that Huawel financial personnel can communicate with him or her about problems with invoice or bank information.
* Last Name	
Last Hanto	
* First Name	
* Mobile Number	+852(Hong Kong SAR, China) •
* Email	

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

#### 

- 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.

	on will be reviewed within an hour. Once approved, the certifica il and an SMS notification after the certification is complete. If y	tion is completed. our 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.
ill in Company Information –	(3)	plete the Associated Diler 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 fun	is, enter the intermediary bank information.
Bank Name		
SWIFT Code		
Bank Account Number		

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

Business Information	
1 • Your business information will be reviewed within an hour. Once approved, the certification is com	npleted.
You will receive an email and an SMS notification after the certification is complete. If your application	ation 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.
Fill in Company Information      OF Fill in Bank Information     Suppler Surve	
Do personnel (including investors and employees) of your company involve H	luawei employees (including current Huawei employees and their major relatives and former Huawei employees)?
Yes      No	
Select the check box and provide the details if any statement is true to your company.	
1. A current Huawei employee is an investor of your company	
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 Huawei 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.

# D 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)**

Step 1 On the Business Information page, click Recertificate.

Precautions for Completing E	usiness Information			
• Trecations for comparing c				
Certified successfully	Certification time			Modify Finance Contact Information Recettificate
Company Information Ba	ank Information			
Basic Information				
Company Name	ola.withpeos	City	Pedensity (Interference Tellar) Areas	
Registration Country/Region	Pakistan	Registration State/Province	Periods the International Vehicles and	
District/County	-	Registration Address	date:	
Tax Information				
Invoice Type	Bert .	Tex Registration Number	ORCYCTROPH	
Financial Contact				
Last Name	*******	Mobile Number	-10.107777342	
First Name		Email	107771-0-000 eren	

- 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

# 2.4 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.

ase Management							
The cases you have submitted during rise validation and competency differentiation certification are displayed here.							
					Please enter a case name. Q		
Case Name	Case materials	Status	Review comments	Approver	Last Update Time		
800 A 907 A 908 A	RECORD AND	Passed	ок	100000	May 29, 2023 18:19:06		
1040.4040.0240	22004-044	Passed	ок	dentro	May 29, 2023 18:19:06		
Entration Care	10572.00	Passed	ок	providence	May 29, 2023 17:14:16		

----End

# 2.5 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.

В	Business Plan								
	The business plane you have submitted during relevabletion and competency differentiation contrictions are displayed have.								
						Please enter a case name. Q			
	Business Plan Name	Document	Status	Review comments	Approver	Upload Time			
	#GunkbuQetro4	#2215 Sec	Passed	ок	404870	May 29, 2023 18:42:15			
	BRING WOLFS AND A	R2210-444	Passed	ок	304010	May 29, 2023 18:19:06			

----End

# **3** Partner Organization Management

# 3.1 Member Management

# 3.1.1 Personnel Management

# 3.1.1.1 Organization Members, Roles, and Permissions

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

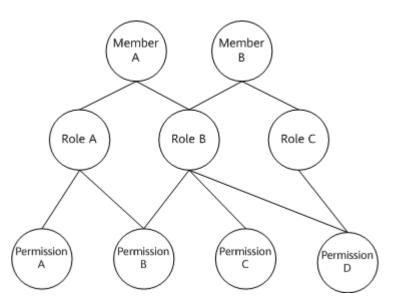
You can create user accounts for your employees and assign them specific roles and permissions.

# **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.



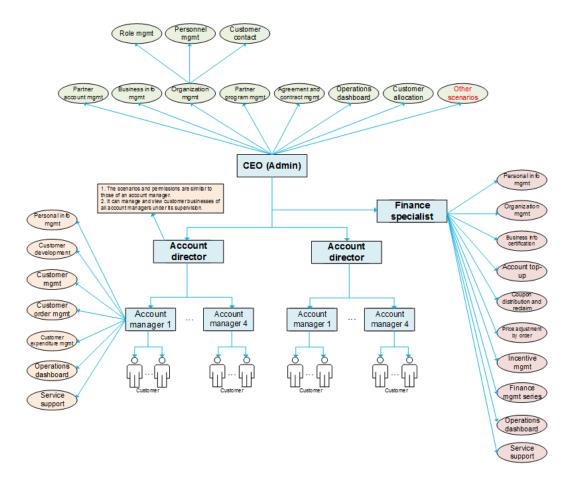
# Example:

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.

# 3.1.1.2 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.

# 3.1.1.3 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.

		inth your partner account, submitting dedicated personnel applica	ations, and disqualifying the dedicated personnel, in Organization-Ded	licated Personnel.	
For more information, see How Do I Man	age Organization Permissions?				
Users Roles					
Create User Export 👻			All roles 💌 All statuses	s v User v	Enter User Q
Username	User	Mobile Number	Role	Status	Operation
100			Admin (super administrator)	Normal	Modify   Assign Role   More 👻
(me)					
(me)	-		100 C	Normal	Modify   Assign Role   More 🔻

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

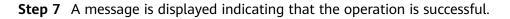
Member Management-Users / C	reate User
1 Specify User Information	——— (2) Assign Role ——— (3) Finish
Account Information	
* Username	
* Password	
* Confirm Password	
Personal Information	
* Name	
* Mobile Number	+852 (Hong Ko   🔻
* Email	
Office Phone	+852 (Hong Ko
	Next Cancel

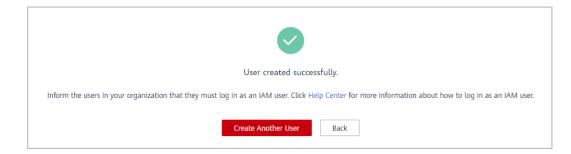
The username cannot be changed once it is confirmed.

**Step 6** Assign roles to the new user.

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

ember Management-Users / Create User			
Specify User Information 2 /	Assign Role ③ Finish		
Select a maximum of 3 roles. Selected roles	Account manager X		All role types
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			





- 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
```

# 3.1.1.4 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.

	n, such as inviting them to associate their POAVELLUS with your partner acco	unt, submitting dedicated personnel applications, and disqualifying the dedicated personnel, in Organization-Ded	icated Personnel			
For more information, see How Do I Manage	Organization Permissions?					
Jsers Roles						
Create Custom Role You can creat	e 7 more custom roles. A maximum of 10 custom roles can be created.		All role types		• Er	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
Admin						
	System defined (No modification or deletion allowed)	Technical engineer, responsible for submitting solution building applications, tracking and processing all	1	View Details	Modify	Delete
	System defined (No modification or deletion allowed)	Technical engineer, responsible for submitting solution building applications, tracking and processing all		View Details View Details		
Technical engineer			0		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		
A Noie Description	ß	
	0/32	

#### **Step 6** Select permissions for the new role.

tole Permissions	Enter a keyword.
Overview  Seles  Pather Information  Pather Information  Pather Pagens  Vouchers  Markel Development Funs (MDF)  Markel Development Funs (MDF)  E Eather Development	Partner Rights Vouchers Vouchers Vouchers Vouchers VouchersBenefts Manara Development Fund (MDP) V ADF Coucha Agelication History Verw Application History Verw Application Visitory Verw Application Visitory Verw Application Visitory Send Imvoice Send I
KooLabs Test Points	Exam Vouchers
	Exam Vouchers      View     Request     Modfy
	Koolats Test Points

#### 

• 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.

mber Management					
You can now manage dedicated perso	nnel, such as inviting them to associate their HUAWEI IDs	with your partner account, submitting dedicated personnel applicat	ions, and disqualifying the dedicated personnel, in Organization-Dedica	ated Personnel.	
or more information, see How Do I Mana	ge Organization Permissions?				
Isers Roles					
Create User Export *			All roles 💌 All statuses	v User v	Enter User Q
Username	User	Mobile Number	Role	Status	Operation
(me)	10 million (10 mil		Admin (super administrator)	Normal	Modify   Assign Role   More 💌
			800 B	Normal	Modify Assign Role More 👻

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

er		Username	
les			
lect 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
5   Total Records: 6 < 1 2			v vrew Details

----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.

#### 3.1.1.5 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.

nber Management					
You can now manage dedicated perso	nnel, such as inviting them to associate their HUAWEI IDs w	th your partner account, submitting dedicated personnel applica	ions, and disqualifying the dedicated personnel, in Organization-Dedica	ted Personnel.	
r more information, see How Do I Mana sers Roles	uge Organization Permissions?				
Create User Export *			All roles 💌 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 💌
			Aug. 199	Normal	Modify   Assign Role   More +
				- Norman	moony ( rabight rate ) 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.

nber Management				
You can now manage dedicated person	nel, such as inviting them to associate their HUAWEI IDs v	with your partner account, submitting dedicated personnel application	ons, and disqualifying the dedicated personnel, in Organization-Dedicate	ed Personnel.
or more information, see How Do I Manag Isers Roles Create User Export •	e Organization Permissions?		All roles v All statuses	User     Enter User     Q
Username	User	Mobile Number	Role	Status Operation
(me)	10.000		Admin (super administrator)	Normal Modify   Assign Role   More
	100	1000		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.

#### **3.1.1.6 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.

mber Manageme	nt				
You can now manage dedi	cated personnel, such as inviting them to asso	ciate their HUAWEI IDs with your partner account, submi	tting dedicated personnel applications, and disqualifying	the dedicated personnel, in Organization-Dedicated Personnel.	
Users Roles C	w Do I Manage Organization Permissions? Customer Contacts				
Create Customer Contac	t Information on this page will be disclose Position	ed to your customers. You can create 5 more customer c Mobile Number	entacts/Maximum allowed 5 customer contacts. If you d	o not create any co Office Phone	Operation
			No data available.		

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

iber 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

# 3.1.2 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 na	ame		
IAM user name or email address			
IAM user password	Ø		
Log In			
Forgot Password 🗹 F	Remember me		
Use Another Account: HUAWEI ID   Fede	rated User		

Table 3-1 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

# **3.2 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.

**NOTE** 

• 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.

# 3.2.1 Administrator

#### 3.2.1.1 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.

ocess Flow								
vitation Disgualification								
-(1)				-3		-4-		
Invite Member	View As	sociation		Submit Dedicated Perso	nnel Application	Review Re	esults	
Cilck Invite, enter the login ID of an organization member, send them an invitation.	invited me	status of the association betwee amber and your account in Invite cation information uploaded by t	d Members and check	Select the members, specify th program they have joined, and		View the app	proved dedicated personnel in Dedicated Person	nnel.
gible Members Associated HUAWEI IDs Last 7 days				edicated personnel applications	Disqualification applications			
Associated HUAWEI IDs Last 7 days	Last 30 days 3			edicated personnel applications	Disqualification applications O			
Associated HUAWEI IDs Last 7 days				edicated personnel applications		Ē	Logit •   Etter an login 10	
Associated HUAWEI IDs Last 7 days 3 1 dicated Personnel Invited Members		Email Address		edicated personnel applications	0		Logn • Enter an login (D Operation	
Associated HUAWEI Ds Last 7 days 3 1 accated Personnel Invited Members Invite	3	Email Address	₽ <sup>be</sup> 3	adicated personnel applications	0 te – End Date			

#### **NOTE**

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

**Step 5** Specify the mobile number, email address, or login ID in the displayed dialog box. After the verification for the mobile number, email address, or login ID you entered succeeds, click **OK**.

have co their HU	HUAWEI IDs (mobile numbers/email addresses/login II mpleted learning and certification on Huawei Cloud, ar AWEI IDs with your account. The system automatically , and will send an invitation link (valid for seven days) a ls.	nd invite them to a y verifies the login	ssociate ID you
today.	num of 5 members can be invited at a time. You can inv	vite 100 more mer	
No.	Mobile Number/Email Address/Login ID	verificati	Ope
			Delete
1	Mob ▼ +852( ▼		Doloto

#### 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.
- 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.

**NOTE** 

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

----End

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.

#### Table 3-2 Status description

#### 3.2.1.2 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.

rocess Flow						
vitation Disqualification						
-0		-2				
Invite Member		View Association	Submit Dedicated	d Personnel Application	Review Resul	ts
Click Invite, enter the login ID of an organizatio send them an invitation.	n member, and	View the status of the association between the HUAWEI II Invited member and your account in Invited Members and the qualification information uploaded by the member invit details.	I check program they have jo	specify the development path or partner ined, and upload the required materials.	View the approve	ed dedicated personnel in Dedicated Personnel.
-			My Applications			
Associated HUAWEI IDs	Last 7 days La 2 4	ast 30 days	My Applications Dedicated personnel applica 3	ations Disqualification applicati O	ons	
Associated HUAIVEI IDs			Dedicated personnel applica		ons	
Associated HUAIVEI IDs			Dedicated personnel applica			gin ▼   Enter an login ()
Associated HUAWEI IDs			Dedicated personnel applica	0		gn v   Enter an login () Operation
edicated Personnel Invited Members	2 4	Moble Number E	Dedicated personnel applica 3	0 Start Date – End Date	iii Lo	

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

Details			
Associated			Submit Dedicated Personnel Application Cancel Association
Name	-	Login ID	and the second sec
Mobile Number	-	Email Address	17180-11
Invited	2023/12/08 10:16:22		
Employment Informa	lion Certificates Training Projects		
Position	Project Manager	Base Location	Hong Kong SAR China
Start Date of Engageme	n 2022/12/01	Employment Proof	and an and a second

#### ----End

#### 3.2.1.3 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).

#### D 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 disqualified 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.

Process Flow			
nvitation Disqualification			
-(1)		-3	(4)
Invite Member	View Association	Submit Dedicated Personnel Application	Review Results
Click invite, enter the login ID of an organization member, and send them an invitation.	View the status of the association between the HUAWEI ID of the invited member and your account in Invited Members and check the qualification information uploaded by the member invited in details.	Select the members, specify the development path or partner program they have joined, and upload the required materials.	View the approved dedicated personnel in Dedicated Personnel.
Eligible Members	My Applic	cations Dedicated personnel applications Disqualification applications	
Q	ast 30 days	3 0	
8 4 2 ·	ε Ε <i>θ</i>	3 0	
4 2 ·	e Ez	3 0 Start Date - End Date	Login •   Enter an login ID
4 2 ·		Start Date - End Date	Cogn_      Finter an login ID     Correction

#### **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.

ecify the information of the member you invite to d upload the required materials. Add	become a dedicated personnel, including the second s second second sec second second sec	e name and the development path or partner program the mem	ber has joined,
Member Information (?)	Development Path/Partner Program	Materials (?)	Oper
Login ID Lagarda and a second	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.

• Find the member for which you have submitted the dedicated personnel application on the **Invited Members** tab page and click **View Details** in the **Operation** column. View the application information and the review status.

dddald Personel / Verz Detais						
Details						
Dedicated personnel under review	Canol Application					
Name Login	D					
Mobile Number Email	Address					
Development Path/Partne Software Partner Invite	d 2023/12/11 17.01:19					
Materials Reviewed in Dedicated Personnel Application						
Employment Information Certificates Training Projects						
Position Business Developer Base	Location Hong Kong SAR China					
Start Date of Engagemen 2023/11/26 Emplo	oyment Proof					
Start Date of Engagemen 2023/12/05 Date	of Engagement Into					

#### **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.

Dedicated Personnel / View Details			
Details			
Dedicated personnel rejected View Reason:			Modify Application
Name -	Login ID	Technology (etc.)	
Mobile Number -	Email Address	in Traighting	
Development Path/Partne Software Partner	Invited	2023/12/14 15:18:41	
Materials Reviewed in Dedicated Personnel Application Allachment			
Employment Information Certificates Training Projects			
Position Project Manager	Base Location	Hong Kong SAR China	
Start Date of Engagemen 2022/12/01	Employment Proof	pdf	
Start Date of Engagemen 2023/06/01	Date of Engagement Into	2023/12/01-2023/12/31	

• You can find the member on the **Dedicated Personnel** tab page after the application is approved.

Dedicated Personnel / View Details		
Details		
Vormal		Disqualify
Name -	Login ID	lat, appartation
Mobile Number	Email Address	- perse
Development Path/Partne Software Partner	Invited	2023/12/14 15:18:41
Materials Reviewed in Dedicated Personnel Application Allschnet		
Employment Information Certificates Training Projects		
Position Business Developer	Base Location	Hong Kong SAR China
Start Date of Engagemen 2023/11/26	Employment Proof	100
Start Date of Engagemen 2023/12/05	Date of Engagement Into	

#### ----End

Table 3	<b>8-3</b> Stat	us description	on
---------	-----------------	----------------	----

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.		

#### 3.2.1.4 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.

#### 

• 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 Disgualification					
-1	-2		-3		-4
Invite Member	View Association		Submit Dedicated Pe	ersonnel Application	Review Results
Citick invite, enter the login ID of an organization member, and send them an invitation.	View the status of the association between th invited member and your account in Invited 1 the qualification information uploaded by the details.	Members and check		Ify the development path or partner and upload the required materials.	View the approved dedicated personnel in Dedicated Personnel.
Eligible Members		My Applicati	ions		
Associated HUAWEI IDs Last 7 days Last 3 4 2 4	0 days	E 3	dicated personnel application:	s Disqualification applications 0	
Dedicated Personnel Invited Members					
Invite			Sta	rt Date End Date	E Login • Enter an login ID Q
Login ID Name Mobile Numb	er Email Address	Development Path/Part	Status 7	Approved \$	Operation
1. Sec. 1. Sec	- 10 C	Software Partner	Normal	2023/12/22 14:26	53 View Details Disquality
		Service Partner	Normal	2023/12/20 16:20	46 View Details   Disqualify

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

E.

Basic I	nformation		
Name		Account	10.000
Mobile N	lum	Email	"gperies
Reason	Specify the reason for	or disqualifying the memb	er as dedicated personnel.
Reason	Specify the reason fo	or disqualifying the memb	er as dedicated personnel. 0/50
Reason File	Specify the reason fo	or disqualifying the memb	

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

The status changes to **Disqualification under review**.

Process Flow			
Invite Member Citcle Initia, enter the HUAWEI to of an organization member, specify the mobile number or email, and send them an invitation.	2 Wew Association Were the status of the association between the HJJWEEI ID of the invited member and your account in Invited Members and check the qualification information upleaded by the member invited in details.	3 Submit Dedicated Personnel Application Search the members, spaceh the development path or pather program they have joined, and upload the required materials.	A     Review Results     Wave the approved dedicated personnel in Dedicated Personnel.
Associated HUAWEI IDs Last 7 days	Last 30 days 2	ations tices Discusification applications 1 0	
Q	Last 30 days	Dedicated personnel applications Disqualification applications	Account      Chine on account name

#### 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**.

icated Personnel 🐵 Pr	ocess Flow							
rocess Flow								×
vitation Disqualification								
-(1)				-3		(4)		
Invite Member		View Association		Submit Dedicated Personn	nel Application	Review Results		
Click Invite, enter the HUAWEI ID of specify the mobile number or email, a		View the status of the association between th invited member and your account in Invited to the qualification information uploaded by the details.	Members and check	Select the members, specify the program they have joined, and up			dedicated personnel in Dedicated Person	neL
igible Members			My Applic					
Associated HUAWEI IDs	Last 7 days La 2 2	ast 30 days		Dedicated personnel applications O	Disqualification applica	duorns		
edicated Personnel Invited M	lembers							
Invite				Start Date	- End Date	Acco	unt v Enter an account name	Q
Login ID	Name	Mobile Number	Email Address	Status 🗸		Invited ≑	Operation	
			1.00	Disqualif	ication approved	2023/12/14 16:33:50	View Details   More 💌	
				Dedicate	d personnel rejected	2023/12/14 15:18:41	View Details   More 💌	

#### **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
```

#### 3.2.1.5 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.

rocess Flow			
vitation Disqualification			
-1	2		
Invite Member	View Association	Submit Dedicated Personnel Application	Review Results
Click invite, enter the login ID of an organization member, and send them an invitation.	View the status of the association between the HUAWEII Do the invited member and your account in invited Members and check the qualification information uploaded by the member invited in details.	Select the members, specify the development path or partner program they have joined, and upload the required materials.	View the approved dedicated personnel in Dedicated Personnel.
-	My Appl		
Associated HUAWEI IDs Last 7 days	Last 30 days 4	cations Dedicated personnel applications Disqualification application 0	5
Associated HUAWEI IDs Last 7 days 4 2	Last 30 days	Dedicated personnel applications Disqualification application	8
Associated HUAWEI IDs Last 7 days 4 2	Last 30 days	Dedicated personnel applications Disqualification application	s
4     2  edicated Personnel  Invited Members	Last 30 days	Dedicated personnel applications Disqualification application 3 0 Start Date — End Date	

**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

## 3.2.2 Members

#### 3.2.2.1 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

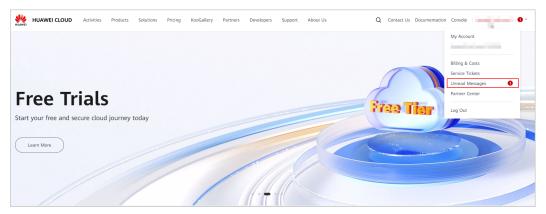
Your HUAWEI ID must meet the following conditions before being associated with the partner account:

- 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

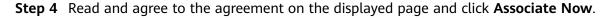
Use the HUAWEI IDs of your employees to perform the following operations.

- **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.

Message Center	All Categories Finance Product Security O.&.M. Campaigns	Filing Contract & Commerce Other	Enter a key word
My Messages	Delete Marked read Mark all read Delete All	Reminder of Binding HUAWEI ID with Partner Account Posted on Dec 08, 2023 09:23:44   Other   Other	
Unread Messages	Reminder of Binding HUAWEI ID with Partner Account		
Read Messages Message Receiving Management		Not HUAWEI CLOUD	
		Dear Bind your HUAWEI ID with the account of there within seven days invitation link. Thank you for using HUAWEI CLOUD.	of when receiving this
		This is an automatically generated email. Please do not reply.	
		HUAWEI CLOUD   i row with Intelligence Official website: https://www.huaweicloud.com/inti	



Associate Hl	JAWEI ID witl	n Partner Account
2	@	
HUAWE	ID	Partner Account
After the association, the • Your personal name, lo	following information will gin ID, mobile number, an	the account of 中国你我他有限公司. be shared with the company: d email address n Huawei Cloud Developer Institute
✓ I have read and agree Cloud Partner 1.0	to the Statement for HUA	WEI ID Association with Huawei
	Associate Nov	v

#### **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
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

#### 3.2.2.2 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.

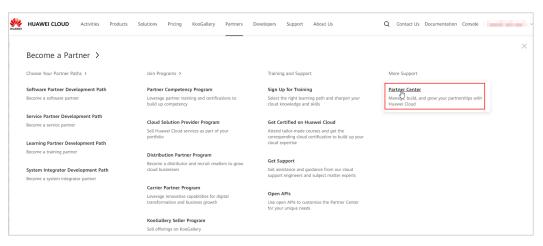
#### **NOTE**

• 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.

Process Flow			د
Fill in Employment Details     Provide information about your current employment,     updade employment entificates, and speedy your     base location. The base location must be the same as     the social insurance registration place.	Provide Project Details Provide details about any Huaveel Cloud projects you have participated in last 24 months, including project names, initiation time and delivery time, and your role in the projects.	3 Enter Certificate Details Enter your certificate details /Vour certificates will be reviewed by Hause, and you can view the review status in Certificates.	View Training Details     The learning and exam records generated in     Hauseic Cloud Development Institute for you will be     synchronized and displayed in Partner Center.
Associated Partner Company Name		Partner Account	
HUAWEI ID Information Name - Mobile Number -		Login ID Email Address	
Complete your employment and project information.			
Employment Information Projects Certificates Training Exet			
Position - Start Date of Engagemen		Base Location Employment Proof	
Enrollment Date		Start Date of Engagemen	
Date of Engagement Into			

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

Associated Partner	Modify		×		
Company Name	Position	Select 💌		Partner Account	Hi.anghi.aganri
	Start Date of Engagem	Select a date.			
HUAWEI ID Information	Start Date of Engagem	Select a date.		Login ID	14_0.0000000
Mobile Number	* Employment Proof	Upload A DOC, DOCX, XLS, XLSX, ZIP, RAR, JPG, BMP, PNG, GIF, or PDF file of up to		Email Address	No-solition
Complete your employment and proj		20 MB can be uploaded. The file name cannot contain the following special characters: !;?"@≢\$%^&*<>			
	* Enrollment Date	Select a date.			
Employment Information Pro	* Base Location	Countr 🔻			
Edit		The base location is the same as the social insurance registration place. Once submitted, it cannot be modified.			
Position	Date of Concernant int	Next Date Fort Date		Base Location	-
Start Date of Engagemen	Date of Engagement Int	Statt Date - Link Date		Employment Proof	
Enrollment Date		OK Cancel		Start Date of Engagem	en
Date of Engagement Into					
Edit Position - Start Date of Engagemen Enroltment Date -		Countr   The base location is the same as the social insurance registration place. Once submitted, it cannot be modified.  Start Date - End Date		Employment Proof	- -

#### **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.

Associated Partner Company Name	<b>Modify</b> Position	Solution Architect	×	ini, silaninasia
HUAWEI ID Information	Start Date of Engagem	2022-03-01 菌		
Name	Start Date of Engagem	2023-04-01		MURDINGS.
Mobile Number	* Employment Proof	Reupload PNG		na-arite no
Complete your employment and project information.		A DOC, DOCX, XLS, XLSX, ZIP, RAR, JPG, BMP, PNG, GIF, or PDF file of up to 20 MB can be uploaded. The file name cannot contain the following special characters: I;?"*@#\$%^&*<>]		
Employment Information Projects Certific	* Enrollment Date	2023-02-01		
Edit	* Base Location	Hong 💌		
Position Solution Architect		The base location is the same as the social insurance registration place. Modification is not supported. Contact the ecosystem manager if needed.		Hong Kong SAR China
Start Date of Engagemen 2022/03/01	Date of Engagement Int	Start Date End Date		PNG
Enrollment Date 2023/02/01 Date of Engagement Into 2024/03/01-2024/03/31		Cancel		men 2023/04/01



#### 3.2.2.3 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.

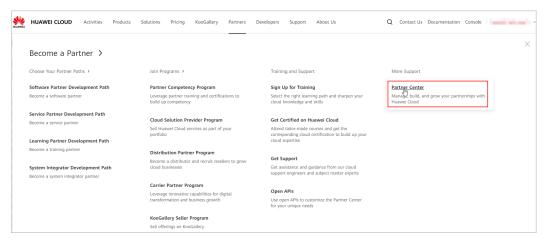
#### 

• 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.



Step 3 Provide project details.

rocess Flow			
Fill in Employment Details     Provide information about your current employment, update employment contributes, and specify your base location. The base location must be the same as the social insurance registration place.	Provide Project Details     Provide details about any Huavei Cloud projects you have participated in last 24 months, including project names, initiation time and delivery time, and your role in the projects.	Enter Certificate Details     Enter your certificate details Your certificates will be reviewed by Haunes, and you can view the review status in Certificates.	View Training Details     The learning and exam records generated in     Heave Cloud Development Institute for you will be     synchronized and displayed in Partner Center.
ssociated Partner		Partner Account	
UAWEI ID Information ame oble Number		Logn ID Email Address	
Complete your employment and project information.			
polyment Information Projects Certificates Training			
silion – arl Date of Engagemen		Base Location Employment Proof	
rollment Date		Start Date of Engagemen	

Step 4 Click Add in Projects tab and provide required project information.

Associated Partner		
Company Name	Add	_acpucx1
	Add a project you were engaged in over the last 24 months.	
HUAWEI ID Information	* Project Name	
Name	* Delivery Sta Select a date.	od0i7xe
Mobile Number	* Delivery En Select a date.	1q.com
Complete your employment and project information.	Project Period -	
	* Role Project Manager Other	
Employment Information Projects Certificates Training		
Add	Remarks	
Project Name Delivery Start Time	0/500	Operation
	OK Cancel	
	No data available.	

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

Associated Partner						
Company Name			Partner Account			
HUAWEI ID Information						
Name			Login ID			
Mobile Number			Email Address			
Complete your employment and project information.						×
Employment Information Projects Certificates	Training					
Add (2)					The data is synchronized from Cloud Ecosystem Workplace and you are not allowed to perform operations on it. Contact Ecosystem manager if you have to modify	
Project Name	Delivery Start Time	Delivery End Time	Project Period	Role	the data.	
	2024/04/04	2024/06/28	2.9months	Project Manager	MdQry   Delete	
	2024/03/01	2024/06/01	3.1months	Project Manager	Modify   Delete	Q

#### **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

#### 3.2.2.4 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.

HUAWEI	HUAWEI CLOUD	Activities	Products	Solutions	Pricing	KooGallery	Partners	Developers	Support	About Us		Q Contact Us	Documentation	Console	
	Become a Par	tner )													×
	become a rai														
	Choose Your Partner Part	ths >		Join Pro	igrams >			Traini	ng and Supp	oort		More Support			
	Software Partner Deve	lopment Path	n	Partner	Competer	ncy Program		Sign	Up for Train	ing		Partner Center			]
	Become a software partne	er			e partner tra competency	ining and certifica /	itions to		the right lear knowledge ar	rning path and sharpe nd skills	en your	Manage, build, ar Huawei Cloud	nd grow your partn	erships with	
	Service Partner Develo	pment Path													
	Become a service partner			Cloud S	Solution Pre	ovider Program		Get C	ertified on I	Huawei Cloud					
	Learning Partner Deve	lonment Path		Sell Hua portfolio		ervices as part of	your	corres		courses and get the d certification to build	d up your				
	Become a training partne								enpereise						
	become a training partne			Distrib	ution Partn	er Program									
						r and recruit resel	lers to grow		upport						
	System Integrator Dev	•	th	cloud bu	usinesses					guidance from our clo and subject matter exp					
	Become a system integrat	tor partner													
					Partner Pr	-		Open	ADIe						
						capabilities for di business growth	gital			ustomize the Partner (	Cambox				
				transfor	macion anu i	uusiness growur			ur unique nee		Centrer				
				KooGal	lery Seller	Program									
				Sell offe	rings on Koc	Gallery									

**Step 3** Enter certificate details.

	×
Enter Certificate Details     Orgects you     Enter you certificate details. Your certificates will be     Enter you certificate details. Your certificates will be     provide prevention of the transmission of transmissin of transmission of transmissin of transmissin of transmission o	
Patter Account	
Login ID Email Address	
	×
Bare Loadon – Craybypeet Hoad – Clar Using of Loggeneen. –	Q ()
cl	

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

Process Flow							×
Fill in Employment Details      Provate information about your current employment, upusad employment certificates, and specify your base location. The base location must be the same as the social insurance registration place.	2 Provide Project Details Provide details about any Huaw you have participated in last 24 including pro- delivery time Add * Individual C			Details e details. Your certificates w wwei, and you can view the X		View Training Details The learning and exam records generated Huawei Cloud Developer Institute for you to be synchronized and displayed in Partner Center.	
Associated Partner Company Name	* Photo	Upload A JPG, BMP, PNG, GIF, or P uploaded. The file name cannot comb characters: \/*?*<&;fl;?**@					
HUAWEI ID Information	* Certificate No						
Mobile Number	* Certification . * Effective Date	Select Select a date.	•				
Complete your employment and project information.	* Expiration D.	. Select a date.					×
Employment Information Projects Certificates Training	_	ок	ancel	-			Q 0
Certificate No. Individual Certific $\nabla$ Certification Ite	em	Effective Date	Expiration Date	Status 🖓	Review Comment	Operation	
Others Certified Kubern	netes Administrator certification	2024/03/01	2025/04/30	Under review	-	View	

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

Associated Partner Company Name		Partner	Account				
HUAWEI ID Information Name Mobile Number		Login IC Email A					
Complete your employment and project information.							
Employment Information Projects Ce	rtificates Training						
Certificate No. Individual Cert	ific 🍸 Certification Item	Effective Date	Expiration Date	Status 🍞	Review Comment	Operation	
Others	Certified Kubernetes Administrator certification	2024/03/01	2025/04/30	<ul> <li>Under review</li> </ul>	-	View	
Career certifical	ion HCIP-Cloud Service Solution Architect	2024/03/01	2025/04/30	<ul> <li>Approved</li> </ul>	ок	View   Modify   Delete	

#### **NOTE**

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

----End

#### 3.2.2.5 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	HUAWEI CLOUD Activities Prod	ucts Solutions Pricing KooGallery Partners	Developers Support About Us	Q Contact Us Documentation Console
	Become a Partner >			×
	Choose Your Partner Paths >	Join Programs >	Training and Support	More Support
	Software Partner Development Path Become a software partner	Partner Competency Program Leverage partner training and certifications to build up competency	Sign Up for Training Select the right learning path and sharpen your cloud knowledge and skills	Partner Center Manaby, build, and grow your partnerships with Huawel Cloud
	Service Partner Development Path Become a service partner Learning Partner Development Path	Cloud Solution Provider Program Sell Huawei Cloud services as part of your portfolio	Get Certified on Huawei Cloud Attend tailor-made courses and get the corresponding cloud certification to build up your cloud expertise	
	Become a training partner System Integrator Development Path Become a system integrator partner	Distribution Partner Program Become a distributor and recruit resellers to grow cloud businesses	Get Support Get assistance and guidance from our cloud support engineers and subject matter experts	
		Carrier Partner Program Leverage innovative capabilities for digital transformation and business growth	Open APIs 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.

Process Flow			×
Fill in Employment Details Provide information about your current employment upsoad employment certificates, and specify your base focution. The base location may be the same as the social insurance registration place.	2 Provide Project Details Provide details about any Huave Cloud projects you have participated in tast 24 months, including project amane, haitation time and delivery time, and your role in the projects.	(a) Enter Certificate Details Enter your certificate details. Your certificates will be reviewed by Hausey and you can view the review status in Centificates.	View Training Details     The learning and exam records generated in Huawe Cloud Development instante for you will be synchronized and displayed in Partner Center.
Associated Partner Company Name		Partner Account	
HUAWEI ID Information		Login ID	
Mobile Number Complete your employment and project information.		Email Address	x
Employment Information Projects Certificates Traini The learning and exam records generated in Huawel Cloud Develope	-	in Partner Center on the following day.	Q
Course Name Course Type	Progress/Score	Status	Learning/Examination Time

----End

# **4** Partner Training and Certification Guide

# 4.1 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.

# 4.1.1 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

# 4.2 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.

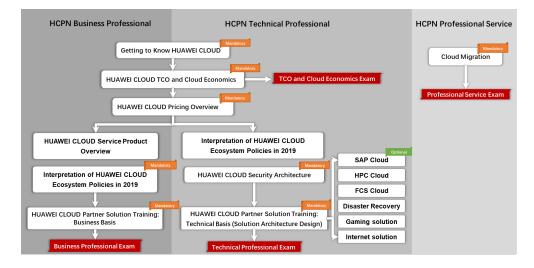
# 4.2.1 Target Audience

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
<ul> <li>Get to know HUAWEI CLOUD and its advantages, HUAWEI CLOUD TCO, basic cloud services and industry solutions.</li> <li>Learn about how to build services based on HUAWEI CLOUD and how to use HCPN resources to suit customers' needs.</li> </ul>

# 4.2.2 Learning Paths

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



# 4.2.3 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.

	Guide you through competency certification	Sell and deliver Huawei Cloud services and solutions
	Distribution Partner Program Expand businesses with your resellers in authorized regions	Carrier Partner Program Leverage Huawel Cloud innovative capabilities for digital transformation and business growth
Partners Huawei Cloud aims to build an open.	KooGallery Program Provide you the platform to market and sell your products and	KooGallery Sales Program Authorize you to sell and deliver KooGallery products
Huawei Cloud aims to build an open, cooperative, and win-win cloud ecosystem and helps you quickly integrate into the local	solutions HMS Ecosystem Support Program	
ecosystem Become a Partner >	Provide you support to develop, test, and deploy on Huawei Cloud	
Partner Center >		
	Training and Support	
	Sign Up (in Training Select a right learning path and sharpen your cloud knowledge and skills	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	Open APIs
	Get assistance and guidance from our cloud support engineers and subject matter experts	Use open APIs to customize the Partner Center for your unique needs
	FAQ	

	ness Professional Accreditation	TCO and Cloud Economics Accreditation	HCIA-Cloud Service Certification	
Jawei Cloud Business Profess s series of accreditations is for salespec vices, and industry-specific solutions of Errolt Now	pple to understand the value pro	opositions, advantages, TCO, cloud		
		awei Cloud Technical Profe		
Technical Professional Accreditation	TCO and Clo	aud Economics	ervice Certification HCIP-Cloud Service Soluti Architect Certification	

# 4.2.4 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

# 4.3 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

# 4.3.1 Certification System

Expert	HCIECloud Service Solutions Architect HCIPCloud Service Solutions Architect	HCIE-Cloud Service Developer	HCIECloud Service Administrator HCIPCloud Service Administrator
Associate	Architect	HCIA-Cloud Service	Administrator

# 4.3.2 Certification Paths

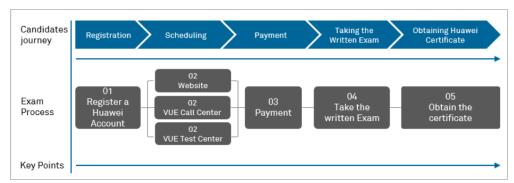
01	Step 1: Take the online HUAWEI CLOUD courses     The online courses provide basic information on HUAWEI CLOUD practices and prepare you for your exams.
02	Step 2: Read the exam information and sample exam questions     Exam Code: H13-811 Exam Duration: 90 min Pass/Total Score: 600/1000 points     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.

# 4.3.3 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

# 4.3.4 Schedule and Take the Exam



### 4.3.4.1 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.

#### 4.3.4.2 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.

Huawei Certification	
Huawei Specialist Certification is about to be updated	To schedule, reschedule or cancel an exam:
Huawei Certification is in line with the company's "Platform + Ecosystem" development strategy, and its new ICT infrastructure featuring "Cloud-Pipe-Device" synergy. It evolves to fit with the latest trends of ICT	Find a test center View exams
convergence. Huawei Certification consists of two categories: Cloud Service & Platform and ICT Infrastructure. With its leading talent development system and certification standards, Huawei is committed to developing new ICT professionals in the digital era and building a healthy ICT talent	Need help? Contact customer service
ecosystem. For more information about Huawei Certification, please visit <u>https://e.huawei.com/en/talent/#/cert</u> .	Test accommodations
For Huawei Certification (Carrier), please visit <u>https://en.e-</u> learning.huawei.com/#/huaweiTenant/Certification.	Related links > <u>Huawei Certification</u>

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 Uniport	al ID
Email address, mobile number, account name, or W	'3 account
Password	2
Remember Account Name	Login via SMS
Login	
Register   Forgot Password   Change Pa	assword
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.
  - D 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.)

<b>1</b> .									
실 HUAWEI	Learning $\sim$	Certification	<ul> <li>ICT Acad</li> </ul>	lemy ~ Lear	ning Partner $\vee$	More $\vee$		Search All	
Home > Overvie	ew > Schedule an exam								
ave submit the exar	rmation * Your ID NO. m registration before so tha you can't take the exam. Ma	at your name can't b	pe edited online, ple	ase Submit the Case	to deal it.Don"t register f	the exam with Third-p	party accounts s	such as face book	
Huawei Certificat	tion Examination Appointm tion written exam is delivere rour invigilator or Huawei lo	ed by Pearson VUE, p	lease click Here for						Code
	-	car training manager							
* User ID			* Last Name			* First Name	2		
* E-mail	1 Charles and the second		* Phone Number			* Country of Resid.			
		-	- Hone Number	100 000-000		,			
* ID Type			* ID NO.			* Examee Identity			
If you encounter	e difficulties during identity v on		* ID NO. re for help.	Please enter and se	ect ····		1	y Matched	
If you encounter	e difficulties during identity v on		* ID NO. re for help.		ect	* Examee Identity	1	y Matched	
If you encounter <b>xam Informatio</b> * Location * Language <b>vailable Coupor</b> As per the Huaw register your ID <b>information aff</b> • Have readen • As per the Information of • Information o	e difficulties during identity v n Please enter and select Please select	verification Learn mov verifications, Huaws tregulations, Huaws y for Huawsei certificz Learn more about Hi Policy, I know that my nose of this exam and i.nc. ) for the stated	* ID NO. re for help. * Exam ei shall verify the ID tition exam voucher, uawel's regulations y personal informat I certificate issuance handling	Please enter and se information for cand schedule Huawei cer about identity verific ion will be stored on only. You hereby aut	dates taking Huawei cer tification exam, or bind H ation. a server in China. After si horize Huawei Company Heduling you for a test d	Examee Identity     Exam Code     tification exams. Thee Huawei certificate. Plu ubmission, you will er to transfer your Hua tae and time, admini	Automatically efore, to use th asse noted that here the Pearson wei User ID, first stering the test,	e required servici t you cannot mo n VUE exam platfc t name, last name processing your	dify the ID orm and pa e, and ema test results

#### 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.

#### 4.3.4.3 Take The Exam

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

#### 4.3.4.4 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.

# 4.3.5 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.

# **5** Partner Solution Management

## 5.1 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 Solutions > Cloud Software Solutions in the menu on the top. Click Create Cloud Software Solutions on the page displayed by default.

s						
]						Enter a solution name. Q
Version	Industry	Status 🖓	Validity Period (?)	Submission Time	Review Time	Operation
	Agriculture, forestry, a	<ul> <li>Certified</li> </ul>	Aug 23, 2024 - Aug 23, 2025	Aug 23, 2024 15:36:54	Aug 23, 2024 15:38:18	View Details   Download Certificate
	Construction	<ul> <li>Draft</li> </ul>	-	Aug 21, 2024 11:36:52	-	View Details   Certify   Cancel
	Government	Failed	-	Jul 22, 2024 10:30:54	Jul 24, 2024 10:35:03	View Details   Recertify   Cancel
		Version isdustry Agrather, forsity, a Construction	Version industry Status ⊽ Agrauture, forestry, a @ Centited Construction @ Draft	Version         Industry         Status         V         Validity Period         O           Aproxime foreity, a         C certified         Aug 23, 2024 - Aug 23, 2025         Construction         D trait         -	Wersion         Industry         Status         V         Validity Period         O         Submission Time           Agriculture, forestry, a         Centraled         Aug 21, 2024 - Aug 21, 2025         Aug 23, 2024 153 454           Construction         ID part         -         Aug 21, 2024 1136 52	Version         Industry         Status         V         Vability Period         Submission Time         Review Time           Aproxime         Approxime         Centred         Aug 21, 2024 - Aug 23, 2024 - Sag 23, 2024 + 53.65 +4         Aug 23, 2024 +53.65 +4

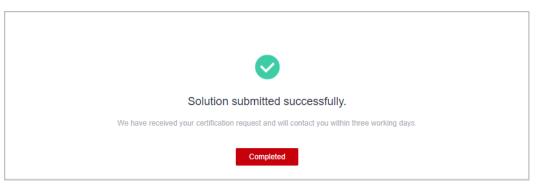
#### **Step 4** Specify solution details and click **Next**.

Cloud Software Solutions / Create Clou	ud Software Solutions
1 Specify Solution Details	— ② Specify Contact Info
Solution Information	
* Solution Name	
* Version	
de La douter	
* Industry	Select 💌
* Segment	Select v
* Product Type	Select
* Solution/Target Customers	Describe the target customers and typical customer references.
	0/1,000
* Solution/Service Application Sc	Describe your requirements, pain points, and solution benefits.
* Cloud Transition Mode	Select •
* Deployed on Public Cloud	Select v
	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	•101/000. •	]
* Email Address		
Huawei Contact Available	-Select	If you select Yes, provide a Huawei contact and corresponding phone number.
Previous Save Draft	Cancel	

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



**Step 7** Click **View Details** in the **Operation** column on the **Cloud Software Solutions** page to view the review status.

Certification Application			• Cert
Aug 29, 2024 14:42:40			Pen
🚹 Under prelimina	ary review   We will contact you within three working days.		
Technical revie	w		Business review
Under review			Pending
ubmission Time	Aug 29, 2024 14:42:40		
lubmission Time	Aug 29, 2024 14:42:40		
ubmission Time	Aug 29, 2024 14:42:40		
	Aug 29, 2024 14 42 40		
Solution Information			
Solution Information		Version 1.0	
Solution Information	Contacts	Version 1.0 Validity Pered -	
Solution Information	Contacts		
iolution Information Solution Description Jolution Name Industry	Contacts	Validity Period	

#### **NOTE**

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

----End

#### **Other Operations**

• Downloading the solution certificate

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

loud Software Solu	tions						
All Certified							
Solution Name	Version	Industry	Status	Validity Period (2)	Submission Time	Review Time	Operation
	10	Agriculture, forestry, an	Certified	Aug 23, 2024 - Aug 23, 2025	Aug 23, 2024 15:36:54	Aug 23, 2024 15:38:18	View Details Download Certificate
	-	Energy	Certified	Jun 12, 2024 - Jun 13, 2026	Jun 11, 2024 20:13:01	Jun 12, 2024 10:38:01	View Details   Download Certificate

## 5.2 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 Solutions > Advanced Cloud Software Solutions in the menu on the top. Click Create Advanced Cloud Software Solutions on the page displayed by default.

Advanced Cloud Softw	are Solutions						
All Certified							
Create Advanced Cloud Softwar	e Solutions						Enter a solution name.
Solution Name	Version	Industry	Status 🏹	Validity Period (?)	Submission Time	Review Time	Operation
-		Agriculture, forestry, an	Certified	Aug 23, 2024 - Aug 23, 2025	Aug 23, 2024 15:46:21	Aug 23, 2024 15:59:10	View Details   Download Certificate
100		Agriculture, forestry, an	<ul> <li>Under preliminary review</li> </ul>		Jul 22, 2024 11:49:51	-	View Details
and the second sec	10	Agriculture, forestry, an	<ul> <li>Under preliminary review</li> </ul>		Mar 27, 2024 17:25:30		View Details

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

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	-Select- Y
* Product Type	-Select-
* Solution/Target Customers	Describe the target customers and typical customer references.
	0/1,000
<ul> <li>Solution/Service Application</li> <li>Scenarios</li> </ul>	Describe your requirements, pain points, and solution benefits.
	0/1,000
* Cloud Transition Mode	<b>•</b>
* Deployed on Public Cloud	· · ·
	Select the deployed platforms if you choose "Yes"
Vaterials	
Jpload Description 🕐	
Software copyright	Upload
	The software copyright statement is required when the software copyright owner is not consistent with the solution certification subject. Download Tem
* 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

**Step 5** Enter the contact information and click **Certify**.

Advanced Cloud Software Solutions / Cr	eate Advanced Cloud Software Solutions	
Specify Solution Details	Specify Contact Info	
* Business Contact		
* Phone Number	+illpin	
* Email Address		
Huawei Contact Available	-Select	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.

Solution submitted successfully.	
We have received your certification request and will contact you within three working days.	
Completed	

**Step 7** Click **View Details** in the **Operation** column on the **Advanced Cloud Software Solutions** page to view the review status.

Certification Application Aug 29, 2024 14:47:14				• Ce Per
Under prelimina	ry review We will contact you within three working days.			
• Technical revie Under review	w			Business revi Pending
Submission Time	Aug 29, 2024 14:47:14			
	Aug 20, 2024 14 47.14			
Solution Information		Version	10	
Solution Information	Contacts	Version Version	10	
Solution Information	Contacts			
Solution Information Solution Description Solution Name Industry	Contacts	Validity Period	- Others	

#### **NOTE**

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

#### ----End

#### **Other Operations**

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

JI Certified							
Solution Name	Version	Industry	Status	Validity Period (?)	Submission Time	Review Time	Operation
	1.0	Agriculture, forestry, an	Certified	Aug 23, 2024 - Aug 23, 2025	Aug 23, 2024 15:46:21	Aug 23, 2024 15:59:10	View Details Download Certificate

## **5.3 Baseline Solutions**

## 5.3.1 Solution Building

#### 5.3.1.1 Creating a Solution

After you submit a project initiation application for your solution, Huawei will review the application. The review result and meeting details will be automatically shared with you, ensuring a systematic approach to solution development management.

#### 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 In the menu on the top, choose Solutions > Baseline Solutions > Solution Building.
- **Step 4** Click **Create** on the displayed page.

Solution Building			
Create			Solution Name 🔻   Enter Solution Name Q
Solution Name	Solution Content 7	Status 🖓	Operation
	N	( ) o data available.	

**Step 5** Specify the required information, upload the initiation report materials, and click **Submit**.

Solution / Create Solution				
Basic Information				
* Solution Name ⑦	Example: YinHuaCloudStar Enterprise Mar			
* Solution Content	Select 💌			
Target Markets/Custome	5			
* Key Region	Select			
* Target Customer	Enter			
	Enter one or more customer company names. Separate n names with commas (,).	ultiple customer comp&fiy200		
Deployment Information				
* Deployed on Public Cloud	Select   Select   Select   Select the public cloud platforms if you choose "Yes"			
Partner Business Contact Specify at least one partner bu				
SN Na	ne	Email	Mobile (Optional)	
1			+852(Hong K    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			
		MB in the format of DOC, DOCX, XLSX, ZIP, JP	G, BMP, PNG, GIF, PDF, PPT, and PPTX. The file name cannot contain the follow	wing special characters: l;;?"@#\$%^&*<>
	Submit Save Cancel			

#### **NOTE**

- The solution name will be used for future solution development and go-to-market (GTM). It is utilized for both the CSBI system application and its release to the market. It is important to be careful when setting up the solution name, as it cannot be modified once configured.
- You can save the solution as a draft. Then, you can view, modify, or delete the solution in the draft state on the **Solution Building** page.
- **Step 6** The system displays a message indicating that the solution has been successfully submitted.

$\bigcirc$
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.
View Details Back

#### **Step 7** Check the solution review status.

• Click the name of a solution that is under review. Check the review progress on the solution details page.

Solution / View Details				
Reviewing	We will review your solution as soon as possible.			
Solution Resp		Operation Specialist Synchronizes Review Meeting Information		Final Review Of Solution Initiation
2024/08/29 1	146:25	2024/08/29 11:47:53		Reviewing
Submitted Aug 29, 20	324 11:45:59			
Initiation Review Meet	ing Information			
Торіс		Time	2024/08/29 00:00:00-2024/09/05 23:59:59	
Attendees		Meeting Link	https://imeeting	p=1
Remark	the second s			
Solution Details Co	ontact Information Initiation Information			
Basic Information				
		Solution Content	Software	
Target Markets/Customers				
Key Region Chin	1a	Target Customer	Tana California (California (C	
Deployment Information				
Deployed on Public CYes		Cloud Platform	AWS,Azure	

#### **NOTE**

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

• If your solution has been rejected, modify the solution based on the review comments provided and submit it again.

Solu	ion / View Details			
	testsolution			
	Rejected   Reasons			Resubmit Delete
	Updated Aug 29, 2024 11:31:52			
	Solution Details Contact Information Initiation Information			
	Basic Information			
	Solution Name	Solution Content	Software	
	Target Markets/Customers			
	Key Region China	Target Customer		
	Deployment Information			
	Deployed on Public C Yes	Cloud Platform	AWS,Azure	

• If your solution has been approved, it indicates that the project initiation for the solution is completed.

Solution / View Details	
Journal / View Details	
1000 C	
Initiation completed   The solution initiation has been approved.	
Updated Aug 29, 2024 11:41:05	
Solution Details Contact Information Initiation Information	
Basic Information	
Solution Name	Solution Content Software
Target Markets/Customers	
Key Region China	Target Customer
Deployment Information	
Deployed on Public C Yes	Cloud Platform AWS,Azure

#### ----End

# **6** 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.

## 6.1 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;?"@#\$%^&*<-1
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"@#\$%%&*
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**.

Competency Certification - Certification History 7 Details			
Progress			
Certification Application Jun 26, 2024 15:26:13	Preliminary Review     Jun 26, 2024 15:26:13	<ul> <li>Technical Review</li> <li>Pending</li> </ul>	<ul> <li>Comprehensive Review</li> <li>Pending</li> </ul>
Materials under preliminary review			
Submit the preliminary review result of the certification materials Under review			Summarize the preliminary review results Pending
Certification Details			
Application Information			
Requested 2024/06/26 15:26:13			
Assessment Form	xilsx		
Proof Materials			

#### ----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					
ladge Download					
Industrianian Industrianian Industrianianian Industrianianianianianianianianianianianianiani					
competency Certification Certification Results	Certification History				Enter a competency name.
Competency Certification Certification Results	Certification History Requested	Result	Validity Period	Approved	Enter a competency name.
		Result Under review	Validity Period	Approved	Enter a competency name.
Level-1 Competency	Requested				Enter a competency name.
Level-1 Competency UevOps Support (Hardware Competency)	Requested Aug 08, 2023	Under review	-	-	Enter a competency name.
Level-1 Competency Uevelps Support (Hardware Competency) Cloud Migration Service Competency)	Requested Aug 08, 2023 Dec 08, 2022	Under review     Materials to be updated	-	-	Enter a competency name.

#### Step 3 Download the assessment form containing the review comments of experts.

Competency Certification - Certification History / Details			
Progress			
Certification Application Jun 26, 2024 15:26:13	Preliminary Review Jun 26, 2024 15:26:13	Technical Review     Pending	<ul> <li>Comprehensive Review</li> <li>Pending</li> </ul>
	materials have not passed the preliminary review. Please complete rect erials within 30 calendar days. If the materials are not submitted within :		
Certification Details (2)			
Cloud Migration Service Competency			
Application Information			
Requested 2024/06/26 15:26:13			
Assessment Form	xaix		
Proof 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 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 Dupload an EXCEL file of up to 50 MB, and the file name cannot contain the following special characters: 1;279@#\$%A&*>1
Huawei Cloud+Cloud+Migration+Competency+Self-Assessment.xlsx ×
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
N

----End

## 6.2 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.

ompetency	y Certification		
HUAN	Download which holds which come Relicious PETENCY Relicious HUMWEICLOUD COMPETENCY		
Compe	tency Certification Certification Results Certification History		Enter a level-1 competency. Q
	Level-1 Competency	Effective Time	
~	Database	Jul 01, 2021 -Dec 09, 2024	
~	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
ompetency 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 business cards to demonstrate that your products or solutions are powered by HU
adge Preview	
-	
Data Analysis Application Plat	Cloud USM
DevOps S Databa	Support Uoud Kanagement Uoud Consulting and Hanning
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**Step 5** Select the **Certification History** tab and view the certification history of all level-1 competencies and according level-2 competencies included.

etency Certification					
Datament PCS Parring and Datamay HUAWEI CLOUD HUAWEI CLOUD HUA	which a sharey				
npetency Certification Certification Res	ults Certification History			Enter a compete	ncy name.
Level-1 Competency	Requested	Result	Validity Period	Approved	
<ul> <li>HCS Planning and Delivery</li> </ul>	Oct 27, 2022	<ul> <li>Approved</li> </ul>	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
Cloud MigrationService Competency	Jan 02, 2022	<ul> <li>Approved</li> </ul>	May 02, 2022 -Feb 01, 2023	May 02, 2022	
V DevOps Support	Oct 27, 2022	<ul> <li>Approved</li> </ul>	Oct 23, 2022 -Oct 31, 2023	Oct 27, 2022	
<ul> <li>Cloud Management</li> </ul>	Jan 01, 2022	<ul> <li>Approved</li> </ul>	May 01, 2022 -Jan 31, 2023	May 01, 2022	
<ul> <li>Data Analysis Platform</li> </ul>	Oct 27, 2022	<ul> <li>Approved</li> </ul>	Oct 27, 2022 -Oct 31, 2023	Oct 27, 2022	
V HCS OBM	Oct 27, 2022	<ul> <li>Approved</li> </ul>	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
Cloud Consulting and Planning	Oct 27, 2022	<ul> <li>Approved</li> </ul>	Nov 01, 2022 -Nov 01, 2024	Oct 27, 2022	
✓ Database	Oct 01, 2022	<ul> <li>Approved</li> </ul>	Oct 20, 2022 -Jul 30, 2023	Oct 01, 2022	
Database     Application Platform Service	Oct 01, 2022 Oct 27, 2022	Approved     Approved	Oct 20, 2022 - Jul 30, 2023 Oct 27, 2022 - Oct 31, 2023	Oct 01, 2022 Oct 27, 2022	

----End

## **7** Partner Benefit Request

## 7.1 Test Coupons

## 7.1.1 Software Partner

#### 7.1.1.1 Test Coupons for Cloud Software Solution

#### Prerequisites

You have joined the Software Development Path and created cloud software solutions (including those in the draft state).

#### 

Online coupon application is not supported if your account is a customer account associated with a partner. Contact the ecosystem manager to manually issue test coupons.

#### 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** > **Test Coupons** in the menu on the top.
- **Step 4** Locate **Software Partner** in the **Benefit** column, click the drop-down arrow to expand the details, find **Test Coupons for Cloud Software Solution**, and click **Request** in the **Operation** column.

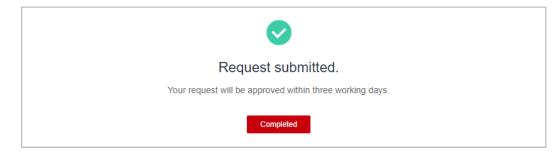
est Coupons					
You may want to know: FAQs About Test Coupons _ Operation Gi	uide on Test Coupons				
Only test coupons listed below can be requested online. For those	not listed, contact ecosystem manager.				
- If you enter a new phase of a development path, the test coupons i	in the previous phase will become unavailable for a	application.			
Coupons Request Historical Records					$\underline{\rm ill}$ Show Overview $\sim$
Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
∧ Software Partner					
Test Coupons for Cloud Software Solution	Up to \$15,000/Solution	-	Multiple requests are allowed	Permanent	View Details Request
Test Coupons for Advanced Cloud Software Solution	Up to \$50,000/Solution	-	Multiple requests are allowed	Permanent	View Details Request

#### Step 5 Specify the required information, read and select the Notes, and click Submit.

* Solution	Select The test coupo	n quota for cloud software solu	tions is \$3,000 USD p	er solution before validation, and \$15,000 US	D per solution after validation.
	Solution Name	Version	Industry	Status	
	040	2	Energy	Failed	
Requests	3				
Cumulative Amount(USD) ⑦	1,001.00				
* Amount Requested(USD)	10000	En	ter the amount for requ	uired resources. You can refer to the total amo	ount in the list generated by the price calculator on the official website.
* Description	10.000	ewenge-	1979 March 1999	Che .	
				144/1,000	
* Proof Materials	Upload				
			xls/xlsx/zip/rar format.	The maximum size of the file is 21 MB. The fil	le name cannot contain! :;? "@ # \$% ^ & * < >   these characters
	1100-000	×			
* Resource	Configure the required resource	es using the price calculator or	the official website. S	ave and share the generated price list and pa	iste the shareable link in the text box below. How Do I Obtain the Resource Configuration List?
Configuration	Transfer of		0		
				153/1,000	
<ul> <li>Start Time for Using Resources</li> </ul>	2024/07/25				
<ul> <li>End Time for Using Resources</li> </ul>	2024/07/25				
* Notes	<ol> <li>Ensure that the amount</li> </ol>	requested is calculated based	on the resources requ	ired in the test environment;	
	2. It is recommended that	you confirm the amount with H	uawei's solution certific	cation approver before a request.	

#### **NOTE**

- Select an existing solution in the **Solution** area on the coupon request page.
- The test coupon quota for cloud software solutions is \$3,000 USD per solution before validation, and \$15,000 USD per solution after validation.
- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only after the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.



----End

#### **Other Operations**

• Viewing request history

On the **Coupons Request** tab page, click **View Details** in the **Operation** column. View the request records of the test coupon on the displayed page.

est Coupons / Software Partner	- Test Coupons for Cloud Software Solution						
Test Coupons for Cloud	Software Solution						
	quest based on the resources required in the tes i confirm the amount with Huawe's solution certi						
Path Software I	Partner			Benefit Quota(USD) Up to15,000	0.00/solution		
Validity Period Permaner	nt						
Requests							
Requested	Solution	Amount Requested (USD)	Status	Comments	Amount Issued (USD)	Operation	
Jun 03, 2024 11:45:54		2,562.00	Under review		2,562.00	View Details	
Feb 15, 2023 15:28:05	-	325.00	Rejected			View Details	Resubmit
Feb 06, 2023 11:25:24		20.00	<ul> <li>Approved</li> </ul>	ок	20.00	View Details	

• Viewing historical records

Switch to the **Historical Records** tab page and view the request records of different test coupons.

- Re-initiating coupon request when your application is rejected
  - a. Click **View Details** in the **Operation** column. In the **Requests** area on the displayed page, view the rejection details , modify the request, and submit it again.
  - b. Click **Request** in the **Operation** column. In the displayed dialog box, you can choose to modify the information based on the review comments and submit the request again or initiate a new request.

You may want to know: FAQs About Test Coupons , Operation Guide on Test C	oupons							
Only test coupons listed below can be requested online. For those not listed, cor	itact ecosystem manager.							
+ If you enter a new phase of a development path, the test coupons in the previous	5				×			
	Information				^			
oupons Request Historical Records	Your latest application to comments, and then su			tion information based on review a new one.				A Show Overview
	Requested	Amount Reques	Status	Comments				
Benefit	Jun 03, 2024 11:45:54	2,562.00	<ul> <li>Rejected</li> </ul>	0.0000000000000000000000000000000000000		Validity Period	Operation	
A Software Partner								
Test Coupons for Cloud Software Solution		Modify	Initiate New	Request		Permanent	View Details	Desued

• Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupons in the current account.

Test Coupons			
You may want to know: FAQs About Test Coupons . Operat     Only test coupons listed below can be requested online. For     If you enter a new phase of a development path, the test cou	those not listed, contact ecosys		
			$\pm$ Hide Overview $\sim$
Test Coupon Quota	2024 -	Statistics	ALL + 2024 +
\$694,845.00		\$3,651.00 Test Coupone texand 4k	Test Coupons issued
Test Coupon Quota 🕥		3k	
		2k	
• Used \$7,322.00   1.05%		1k	
<ul> <li>Remaining \$687,523.00   98.95%</li> </ul>		0 Jan Feb Mar Apr May Jun Jul J	Aug Sep Oct Nov Dec

#### 7.1.1.2 Test Coupons for Advanced Cloud Software Solution

#### Prerequisites

You have joined the Software Development Path and created advanced cloud software solutions (including those in the draft state).

#### **NOTE**

Online coupon application is not supported if your account is a customer account associated with a partner. Contact the ecosystem manager to manually issue test coupons.

#### 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 > Test Coupons in the menu on the top.
- **Step 4** Locate **Software Partner** in the **Benefit** column, click the drop-down arrow to expand the details, find **Test Coupons for Advanced Cloud Software Solution**, and click **Request** in the **Operation** column.

t Coupons						
You may want to know: FAQs About Test Coupons _ Operation Gi	uide on Test Coupons					
Only test coupons listed below can be requested online. For those	not listed, contact ecosystem manager.					
• If you enter a new phase of a development path, the test coupons i	in the previous phase will become unavailable for a	pplication.				
					<u>i</u> ≜ Show	Overview
Benefit Historical Records	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	u Show Operation	Overview
	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period		Overview
Benefit	Benefit Quota (USD) Up to \$15,000/Solution		Multiple Requests	Validity Period Permanent		Overview

#### Step 5 Specify required information and click Submit.

Test Coupons / Software P	artner-Test Coupons for Advanced C	Cloud Software Solution / Re	quest		
* Solution	Select The test coupon	quota for advanced cloud sof	tware solutions is \$3,000	) USD per solution before validation, and \$5	50,000 USD per solution after validation.
	Solution Name	Version	Industry	Status	
	1010	100	Construction	Under preliminary review	
Requests	2				
Cumulative Amount(USD) ⑦	256.00				
* Amount	1	En	er the amount for require	ed resources. You can refer to the total amo	unt in the list generated by the price calculator on the official website.
Requested(USD)					
* Description	a factor of second se	and the second second	1. Carlos de Carlos de		
				83/1,000	
* Proof Materials	Upload				
		aeg/gif/pdf/doc/docx/ppt/ppb//	ls/xlsx/zip/rar format. Th	e maximum size of the file is 21 MB. The fil	e name cannot contain! ::? "@ # \$% ^ & * < >   these characters
	×				
* Resource	Configure the required resource	s using the price calculator or	the official website. Sav	e and share the generated price list and pa	ste the shareable link in the text box below. How Do I Obtain the Resource Configuration List
Configuration	3 and the second		in Trianderson		
			14	53/1.000	
* Start Time for Using Resources	2024/07/25				
* End Time for Using	2024/07/31	<b></b>			
Resources	2024/07/31				
* Notes	<ol> <li>Ensure that the amount r</li> </ol>	equested is calculated based	on the resources require	of in the test environment-	
				tion approver before a request.	
Submit Ca	incel				

#### **NOTE**

- Select an existing solution in the **Solution** area on the coupon request page.
- The test coupon quota for advanced cloud software solutions is \$3,000 USD per solution before validation, and \$50,000 USD per solution after validation.
- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only after the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

Request submitted.
Your request will be approved within three working days.
Completed

----End

#### **Other Operations**

• Viewing request history

On the **Coupons Request** tab page, click **View Details** in the **Operation** column. View the request records of the test coupon on the displayed page.

est Coupons for Adva	anced Cloud Software Solution	n					
	request based on the resources requir ou confirm the amount with Huawe's :	ed in the test environment. solution certification approver before a request.					
ath Software	e Partner			Benefit Quota(USD) U	Jp to50,000.00/solution		
/alidity Period Permane	ent						
chony ronnou ronnan							
Requests							
Requests	Solution	Amount Requested (USD)	Status	Comments	Amount Issu	d (USD) Operation	
Requested	Solution		Status  Under review	Comments	Amount issu	ed (USD) Operation 256.00 View Details	
			Under review		Amount Issu		
Requested Jun 03, 2024 15:46:49	-	256.00	Under review     Approved	-	Amount issu	256.00 View Details	

• Viewing historical records

Switch to the **Historical Records** tab page and view the request records of different test coupons.

- Re-initiating coupon request when your request is rejected
  - a. Click **View Details** in the **Operation** column. In the **Requests** area on the displayed page, view the rejection details , modify the request, and submit it again.
  - b. Click **Request** in the **Operation** column. In the displayed dialog box, you can choose to modify the information based on the review comments and submit the request again or initiate a new request.
- Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupons in the current account.

<ol> <li>You may want to know; FAQs About Test Coupons</li> <li>Only test coupons listed below can be requested c</li> <li>If you enter a new phase of a development path, 8</li> </ol>	nline. For those not listed, contact ecosy		
			业 Hide Overview へ
Test Coupon Quota	2024 -	Statistics	ALL + 2024 ·
$\frown$		\$3,651.00	
		Test Coupons Issued	<ul> <li>Test Coupons Iss</li> </ul>
\$694,845.00		42	
Test Coupon Quota	3	3k	
	·	2k	
• Used \$7,322.00	1.05%	1k	

#### 7.1.1.3 Test Coupons for Basic Software

#### Prerequisites

You have become a basic software partner and created a cloud software solution or an advanced cloud software solution.

#### **NOTE**

Coupon application is not supported if your account has been associated with a partner as a member account. Contact the ecosystem manager to manually issue test coupons.

#### 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** > **Test Coupons** in the menu on the top.
- **Step 4** Locate **Software Partner** in the **Benefit** column, click the drop-down arrow to expand the details, find **Basic software test coupons**, and click **Request** in the **Operation** column.

at Coupons						
You may want to know: FAQs About Test Coupons, Operation Guide of	on Test Coupons					
Only test coupons listed below can be requested online. For those not	t listed, contact ecosystem manager.					
+ If you enter a new phase of a development path, the test coupons in the	he previous phase will become unavailable for ap	pplication.				
						山 Show Overview
Coupons Request Historical Records						L Show Overview
Coupons Request Historical Records						L Show Overview
Coupons Request Historical Records Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation	L Show Overview
	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation	L Show Overview
Benefit	Benefit Quota (USD) Up to \$15,000fisikution		Multiple Requests Multiple requests are allowed	Validity Period Permanent	Operation View Details	
Benefit Software Partner		-				Request

#### **Step 5** Specify the required information, read and select the **Notes**, and click **Submit**.

fest Coupons / Software Pa	artner-Basic software test coupons / Request
* Solution	Select
Requests	1
Cumulative Amount(USD) ⑦	0.00
* Amount Requested(USD)	Enter the amount for required resources. You can refer to the total amount in the list generated by the price calculator on the official website.
* Description	Enter a request reason. 0/1.000
* Proof Materials	Upload           1. Up to (max/Count) files can be uploaded. Maximum individual file size: 50 M.           2. Supported formats: ppt ppt (x0, x0, x0, x1, x0, x0, x0, x0, x0, x0, x0, x0, x0, x0
* 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 below. How Do I Obtain the Resource Configuration List?           1. Paste the shareable link here. Otherwise, your request may be rejected.           2. If it is not your first request, illustrate the request reason and differences (such as adding or modifying the xx configuration) between this request and the previous one.
	01,000
* Start Time for Using Resources	Select a date.
* End Time for Using Resources	Select a date.
* Notes	1. Ensure that the amount requested is calculated based on the resources required in the test environment:     2. It is recommended that you confirm the amount with Huave's solution certification approver before a request.
Submit Ca	ncel

#### D NOTE

- Select an existing solution in the **Solution** area on the coupon request page.
- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only when the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

Request submitted.	
Your request will be approved within three working days.	
Completed	

#### ----End

#### **Other Operations**

- Viewing request history
  - a. Click View Details in the Operation column.

est Coupons						
<ul> <li>You may want to know: FAQs About Test Coupons, Operation Guide on</li> <li>Only test coupons listed below can be requested online. For those not I</li> <li>If you enter a new phase of a development path, the test coupons in the</li> </ul>	sted, contact ecosystem manager.	pplication.				
Coupons Request Historical Records						山 Show Overview ~
Benefit	Benefit Quota (USD)	Remaining Amount (USD) Multip	ple Requests	Validity Period	Operation	
Software Partner						
Test Coupons for Cloud Software Solution	Up to \$15,000/Solution	Multip	ble requests are allowed	Permanent	View Details	Request
Test Coupons for Advanced Cloud Software Solution	Up to \$50,000/Solution	Multip	ble requests are allowed	Permanent	View Details	Request
Basic software test coupons	Up to \$80,000/Solution	Multip	ble requests are allowed	Permanent	View Details	Request

b. View the historical application details and review statuses of the test coupon in the **Requests** area.

If your application for the test coupon is rejected, modify the application based on the review comments and submit it again.

asic software test	coupons						
	o request based on the resources re you confirm the amount with Huaw	equired in the test environment. el's solution certification approver before a request.					
ath Softw	are Partner			Benefit Quota(USD) Up to	0,000.00/solution		
alidity Period Perm	anent						
Request							
request							
equests							
equests	Solution	Amount Requested (USD)	Status	Comments	Amount Issued (USD)	Operation	
	Solution		Status Approved	Comments OK		Operation View Details	
equests Requested		365.00			365.00		
equests Requested Apr 03, 2024 16:07:11 Apr 02, 2024 14:53:17		365.00	<ul> <li>Approved</li> </ul>	ок	365.00	View Details	
equests Requested Apr 03, 2024 16:07:11	-	365.00 10.00 80,000.00	<ul> <li>Approved</li> <li>Approved</li> </ul>	ок	365.00  80,000.00	View Details	ant

## 7.1.2 System Integrator (SI)

#### 7.1.2.1 Requesting Role Selection Test Coupons

#### Prerequisites

You have joined the **System Integrator Development Path**.

#### **NOTE**

Online coupon application is not supported if your account is a customer account associated with a partner. Contact the ecosystem manager to manually issue test coupons.

#### 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** > **Test Coupons** in the menu on the top.
- **Step 4** On the **Coupons Request** tab page that is displayed by default, locate **System Integrator** in the **Benefit** column, click the drop-down arrow to expand the details, find **Role Selection**, and click **Request** in the **Operation** column.

t Coupons					
You may want to know: FAQs About Test Coupons, Oper     Only test coupons listed below can be requested online.     If you enter a new phase of a development path, the test		plication.			
oupons Request Historical Records					业 Show Overview
Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
Benefit  Service Partner	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
<ul> <li>Service Partner</li> </ul>	Benefit Guota (USU)			Validity Period Jan 01, 2024–Dec 31, 2024	Uperation View Details Request
Service Partner     System Integrator		3,000.00	Multiple requests are allowed within the quota		

#### **NOTE**

- Once you enter the role validation or competency differentiation phase, you cannot apply for test coupons specific for role selection.
- To view details and request records of the test coupon, click **View Details** in the **Operation** column.
- You can switch to the **Historical Records** tab page to view the request records of invalid benefits.

#### **Step 5** Specify the required information, read and select the **Notes**, and click **Submit**.

Test Coupons / System Integral	tor-Role 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.
	d 0/1,024
* 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 below. How Do I Obtain the Resource Configuration List?
	Paste the shareable link here. Otherwise, your request may be rejected.
	0/1,000
* Notes	1.The test coupons can only be used for trainings as well as solution building, testing, verification, and migration.
	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 FSA.
	Submit Cancel

#### **NOTE**

- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only after the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

$\checkmark$	
Request submitted.	
Your request will be approved within three working days.	
Completed	

----End

#### **Other Operations**

• Viewing request history

On the **Coupons Request** tab page, click **View Details** in the **Operation** column. View the request records of the test coupon on the displayed page.

- Viewing historical records Switch to the **Historical Records** tab page and view the request records of different test coupons.
- Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupons in the current account.

fest Coupons			
<ul> <li>You may want to know: FAOs About Test Coupons, Operation</li> <li>Only test coupons listed below can be requested online. For the if you enter a new phase of a development path; the test coupons</li> </ul>	hose not listed, contact ecosys		
Test Coupon Quota	2024 -	Statistics	L Hide Overview ∧ ALL ★ 2024 ★
	2024 *	\$0.00	ALL * 2024 *
$\frown$		Test Coupons Issued	Test Coupons Issue
\$50,000.00		1	
Test Coupon Quota 🛞		0.8	
		0.6	
		0.4	
• Used \$0.00   0.00%		0.2	
Remaining \$50,000.00   100.00%		0 Jan Feb Mar Apr May Jun Jul Aug	Sep Oct Nov Dec

#### 7.1.2.2 Requesting Role Validation Test Coupons

#### Prerequisites

You have joined the **System Integrator Development Path** and completed role validation.

#### **NOTE**

Online coupon application is not supported if your account is a customer account associated with a partner. Contact the ecosystem manager to manually issue test coupons.

#### 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** > **Test Coupons** in the menu on the top.
- **Step 4** On the **Coupons Request** tab page that is displayed by default, locate **System Integrator** in the **Benefit** column, click the drop-down arrow to expand the details, find **Role Validation Test Coupons**, and click **Request** in the **Operation** column.

st Coupons					
You may want to know: FAQs About Test Coupons, Operation Guid     Only test coupons listed below can be requested online. For those     If you enter a new phase of a development path, the test coupons i	not listed, contact ecosystem manager.	plication.			
Coupons Request Historical Records					₫. Show Overview ~
Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
Service Partner     System Integrator					
				Jan 01, 2024-Dec 31, 2024	View Details Request
Role Selection	3,000.00	3,000.00	Multiple requests are allowed within the quota	Jan 01, 2024-Dec 31, 2024	www.betails Prequest
Role Selection Role Validation Test Coupons	3,000.00		Multiple requests are allowed within the quota	Oct 01, 2023-Dec 31, 2024	View Details Request

#### D NOTE

- Once you enter the competency differentiation phase, you cannot apply for test coupons specific for role validation.
- To view details and request records of the test coupon, click **View Details** in the **Operation** column.
- You can switch to the **Historical Records** tab page to view the request records of invalid benefits.
- **Step 5** Specify the required information, read and select the **Notes**, and click **Submit**.

Test Coupons / System Integral	tor-Role Validation Test Coupons / Request
Specify the following deta	ails and submit the request.
Basic Information	
Benefit Quota(USD)	15,000.00
Issued Amount(USD)	0.00
Remaining Amount(USD)	15,000.00
* 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 size for a single file: 50 MB; 2. Files can be uploaded in FT, PFTX, DOC, DOCX, XLS, XLS, ZHP, RAR, IPO, BMP, PNG, GIF, or PDF format; 3. File name can to contain the following characters: 1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;<"@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;<"@gsRVAS">1;="@gsRVAS">1;="@gsRVAS">1;<"@gsRVAS">1;="@gsRVAS">1;<"@gsRVAS">1;<"@gsRVAS">1;="@gsRVAS">1;<"@gsRVAS">1;<"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS">1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS"</!!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS" 1;:"@gsRVAS" !!"@gsRVAS"</!!"@gsRVAS"</!!"@gsRVAS"</!!"@gsRVAS"</!!"</th
* 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 below. How Do I Obtain the Resource Configuration List?
	Paste the shareable link here. Otherwise, your request may be rejected.
	0/1,000
* Notes	1.The test coupons can only be used for trainings as well as solution building, testing, verification, and migration. 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.
	2. Too camor source unique test cooper appressions on the same source on the same version in omercent development pairs. The resource comparations must be commined with Pow and Pow.
	Contract Contract

#### **NOTE**

- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only after the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

Request submitted.
Your request will be approved within three working days.
Completed

----End

#### **Other Operations**

• Viewing request history

On the **Coupons Request** tab page, click **View Details** in the **Operation** column. View the request records of the test coupon on the displayed page.

- Viewing historical records
   Switch to the Historical Records tab page and view the request records of different test coupons.
- Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupons in the current account.

Test Coupons		
You may want to know. FAGs About Test Coupons, Operation Guide on Test Coupons     Only test coupons listed below can be neguested online. For those not listed, contact ecosy     If you enter a new phase of a development path, the test coupons in the previous phase will		
		止 Hide Overview 스
Test Coupon Quota 2024 -	Statistics	ALL - 2024 -
\$50,000.00 Text Coupon Quota	\$0.00 Test Coupons Issued 1 0.9 0.9	Test Coupons Issued
• Used \$0.00   0.00%	04	
<ul> <li>Remaining \$50,000.00   100.00%</li> </ul>		Nov Dec

#### 7.1.2.3 Requesting Competency Differentiation Test Coupons

#### Prerequisites

You have joined the **System Integrator Development Path** and completed competency differentiation certification.

#### **NOTE**

Online coupon application is not supported if your account is a customer account associated with a partner. Contact the ecosystem manager to manually issue test coupons.

#### 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** > **Test Coupons** in the menu on the top.
- **Step 4** On the **Coupons Request** tab page that is displayed by default, locate **System Integrator** in the **Benefit** column, click the drop-down arrow to expand the details, find **Differentiation Test Coupons**, and click **Request** in the **Operation** column.

st Coupons					
<ul> <li>You may want to know: FAQs About Test Coupons, Operation Guide on Test</li> <li>Only test coupons listed below can be requested online. For those not listed</li> <li>If you enter a new phase of a development path; the test coupons in the pre</li> </ul>	contact ecosystem manager.	cation.			
Coupons Request Historical Records					Ik Show Overview >
Benefit	Benefit Quota (USD)	Remaining Amount (USD)	Multiple Requests	Validity Period	Operation
∧ System Integrator					
Role Selection	3,000.00	3,000.00	Multiple requests are allowed within the quota	Jan 01, 2024–Dec 31, 2024	View Details Request
Role Validation Test Coupons	15,000.00	15,000.00	Multiple requests are allowed within the quota	Oct 01, 2023-Dec 31, 2024	View Details Request
Differentiation Test Coupons	50,000.00	50,000.00	Multiple requests are allowed within the quota	Jan 01, 2024–Dec 31, 2024	View Details Request

#### D NOTE

- To view details and request records of the test coupon, click **View Details** in the **Operation** column.
- You can switch to the **Historical Records** tab page to view the request records of invalid benefits.
- **Step 5** Specify the required information, read and select the **Notes**, and click **Submit**.

Test Coupons / System Integra	ar-Differentiation Test Coupons / Request
Specify the following deta	ils and submit the request.
Basic Information	
Benefit Quota(USD)	50,000.00
Issued Amount(USD)	000
Remaining Amount(USD)	50,000.00
* Amount Requested(USD)	The final amount issued may differ slightly from what is shown here.
* Description	Enter a request reason.
* Description	Citeri a reglatos freson.
	011,024
* 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 below. How Do I Oblain the Resource Configuration List?
	Paste the shareable link here. Otherwise, your request may be rejected.
* Notes	0/1,000
* NOIES	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.
Applicable Region	HUAWEI CLOUD CN HK1.ap-coutheast-1 CN East-Shanghai'l RLI-Moscow2 CN Nor The regions listed above are for reference. The actual regions are specified on the issued coupons.
	Submit Cancel

#### D NOTE

- If there is an application for test coupons that is in the pending approval state, you can request the test coupons again only after the application is approved.
- 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 **Resource configuration**.
- **Step 6** A message is displayed indicating that your request has been submitted successfully.

Request submitted.	
Your request will be approved within three working days.	
Completed	



#### **Other Operations**

• Viewing request history

On the **Coupons Request** tab page, click **View Details** in the **Operation** column. View the request records of the test coupon on the displayed page.

• Viewing historical records

Switch to the **Historical Records** tab page and view the request records of different test coupons.

• Viewing the statistics of test coupons

Click **Show Overview** on the **Test Coupons** page to show the statistics of the test coupons in the current account.

Test Coupons												
You may want to know. FAGs About Test Coupons, Operation Guide on Test Co     Only test coupons listed below can be requested online. For those not listed, co     if you enter a new phase of a development path, the test coupons in the previou	itact ecosystem manager.	r application.										
Test Coupon Quota 200	4 - Statistics										山 Hide O	
	\$0.00 Test Coupons Issu	ed									Test (	Coupons Issued
\$50,000.00 Test Coupon Quota 🕐	0.8											
$\bigcirc$	0.6											
• Used \$0.00   0.00%	0.2											
<ul> <li>Remaining \$50,000.00   100.00%</li> </ul>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

## 7.2 Exam Vouchers

D NOTE

- Only exam vouchers listed can be requested online. For those not listed, contact ecosystem manager.
- An exam voucher is valid for one year as of the issuance date.
- If you enter the next certification stage of a development path, the exam vouchers available for the previous stage cannot be requested.

#### 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 > 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.

-						
<ul> <li>You may want to know: FAQs About Exam W</li> </ul>						
	uested online. For those not listed, contact ecosy	/stem manager.				
An exam voucher is valid for one year as of t	he issuance date.					
						IL Show Overview
						a onon oronnon
Exam Vouchers Request History						
Exam Vouchers Request History						
Exam Vouchers Request History					Enter a benefit name.	
Exam Vouchers Request History Benefit	Quota	Remaining	Multiple Requests	Validity Period	Enter a benefit name.	
		Remaining	Multiple Requests	Validity Period		
Benefit	m	Remaining 5	Multiple Requests Multiple requests are allowed within the quota	Validity Period Feb 07, 2024 – Dec 31, 2024		

**Step 5** Specify the voucher users, read and select the promise, and click **Submit**.

m Vouchers / Request								
pecify the voucher use	r information first.							×
Basic Information								
Phase	Advanced			Quota	5			
Remaining	5			Vouchers iss	ued This Year 🕐 0			
oucher Users								
lotes :								
. The HUAWEI ID of a	associate its HUAWEI ID with your pa voucher user must be linked to an em	ail. What Is the Process for Linking a	HUAWEI ID to an Email?					
Votes : 1. A voucher user must 2. The HUAWEI ID of a 3. The voucher type car	voucher user must be linked to an em to be HCIA, HCIP, or HCIE. A voucher of	ail. What is the Process for Linking a user must provide the Huawei uniport	HUAWEI ID to an Email? tal account(authenticated with the real		Mohila Number	Email	Uninottal Account	Operation
iotes : I. A voucher user must I. The HUAWEI ID of a	voucher user must be linked to an em t be HCIA, HCIP, or HCIE. A voucher of Voucher Type	ail. What is the Process for Linking a user must provide the Huawei uniport Voucher Name	HUAWEI ID to an Email? tal account(authenticated with the real Personal Name/Huawei ID	Huawei ID	Mobile Number	Email	Uniportal Account	Operation
lotes : A voucher user must The HUAWEI ID of a The voucher type car	voucher user must be linked to an em to be HCIA, HCIP, or HCIE. A voucher of	ail. What is the Process for Linking a user must provide the Huawei uniport	HUAWEI ID to an Email? tal account(authenticated with the real		Mobile Number	Email	Uniportal Account	Operation Delete
lotes : . A voucher user must . The HUAWEI ID of a . The voucher type car	voucher user must be linked to an em t be HCIA, HCIP, or HCIE. A voucher of Voucher Type	ail. What is the Process for Linking a user must provide the Huawei uniport Voucher Name	HUAWEI ID to an Email? tal account(authenticated with the real Personal Name/Huawei ID	Huawei ID		Email	Uniportal Account	
ioles: A voucher user must The HUAWEI ID of a The voucher type can No. 1 2	voucher user must be linked to an em s be HCIA, HCIP, or HCIE. A voucher is Voucher Type HCIA	ail. What is the Process for Linking a user must provide the Huawei uniport Voucher Name HCIA-Cloud Service •	HUAWEI ID to an Email? at account/authenticated with the real Personal Name/Huawei ID	Huawei ID		17.981.0	Uniportal Account	Delete
ioloss : A voucher user must The HUAVEI ID of a The voucher type can No. 1 2 Add	voucher user must be linked to an em be HCIA, HCIP, or HCIE. A voucher of Voucher Type HCIA • HCIA • HCCDA •	alli What is the Process for Linking a user must provide the Huawei unport Voucher Name HCIA-Cloud Service • HCCDA – Tech Essen •	HUANE ID to an Email? all account(authenticated with the real Personal Name/Huawei ID	Huawei ID		17.981.0		Delete

#### D NOTE

- 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 coupon 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.

#### **Step 7** View the 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.

 HCIX: Voucher users use a uniportal account to log in to the Huawei Talent platform and access My Voucher > Coded voucher to view the exam vouchers and corresponding usage methods.  HCCDX: Voucher users can use their HUAWEI IDs to log in to the Huawei Cloud management console, access Billing Center > Promotions > Coupons to view the exam vouchers.

----End

#### **Other Operations**

• Viewing Request History

On the **Benefits** > **Exam Vouchers** page, select the **Request History** tab page and view the request history.

You may want to know: FAG	as About Exam Vouchers . Ope	ration Guide on Exam Vouchers								
Only exam vouchers listed	below can be requested online. F	For those not listed, contact ecosystem ma	nager.							
An exam voucher is valid for	r one year as of the issuance da	te.								
• If you enter a new phase, th	e exam vouchers in the previous	s phase will become unavailable for applica	ation.							
xam Vouchers Requ										
xam voucners Requ	est History				Re	quested SI	art Date - End Date		Enter a ben	efit name. Q
	Used By	Benefit	Development Path/Partne	Phase	Re Vouchers Requested	status V		view Comment	Enter a ben	efit name. Q Operation
Request No.		Benefit Entry-level and Work-level	Development Path/Partne Service Partner	Phase Competency Differenti	Vouchers Requested		Re	view Comment		Operation
Request No. 4WDnQK275MAGdm7nlCu	Used By				Vouchers Requested	Status 🍞	Re eview		Requested	Operation 26
Request No.	Used By	Entry-level and Work-level	Service Partner	Competency Differenti	Vouchers Requested 1 1	Status 🖓 Under n	Re eview	(	Requested Mar 20, 2024 14:32:	Operation 28

• 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.

Exam Vouchers								
You may want to know: FAGs About Exam Vouchers, Operatio Only exam vouchers listed below can be requested online. For th An exam voucher is valid for one year as of the issuance date. If you enter a new phase, the exam vouchers in the previous pha	nose not listed, contact ecos	ystem manager.						
Exam Voucher Quota	2024 🔻	Statistics						L Hide Overview ∧ ALL ★ 2023 ★
22 1 Total Vouchers @ Exam Vouchers Requested @		5 Vouchers Eligible for Issuance	4 Vouchers Issued				Vouchers Eligible for Issu	ance • Vouchers Issued
21 Remaining Exam Vocchere @		1 0JanFeb	Mar Apr	May Jun	luc.	Aug Sep	Oct N	av Dec

## 7.3 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?** 

### 7.3.1 Submitting an MDF Application

Partners can apply for MDF before activities.

#### **NOTE**

MDF applications must be submitted at least 10 working days before the activity. Specify the reason if the applications are submitted after this deadline.

#### 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**.

For more information, see MDF FAQ_MDF Guide						
Complete business information authentication be	fore requesting MDF reimburser	nent.				
cess Flow						
۰.						
Submit Application(1)		Request Reimb	ursement(1)	Mail Invoice(2)		View Payment Progress(0)
Apply for an MDF quota befor	2	Request MDF reimt		Issue an invoice based or		View the payment progress of
holding an activity.		the activity	rends.	invoicing information and m Huawei.	ail it to	Huawei.
F Quota Application History						业 Show Overview
						Enter a benefit name.
Benefit Name	Quota(USD) (2)	Remaining(USD)	Used(USD)	Multiple Requests Allowed or Not	Validity Period 🕜	Operation
<ul> <li>Distribution Partner Program</li> </ul>						

**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**.

Partner Benefits - Market D / HCPN Consulting Part	ner / Submit MDF Application					
1 Describe Activity Plan (2) Specify Ac	tivity Objectives (3) Enter Activit	y Budget				
Basic Information						
* Activity Name			* Organizer	Select		
* Activity Type	Select	•	* Intended Audience	Select		
* Participated by Huawei's Peer Vendors	🔿 Yes 🚫 No		Ecosystem Manager	<i>F</i> 2		
* Expected Start Date	Select a date.		* Expected End Date	Select a date.	Ē	
Reimbursement Application Deadline	Apply for reimbursement within 90 days after	the activity ends.	* Location	Country/Region	State/Province	City 👻
* Address						
* Background & Purpose	Please fill in the background and purpose o	f this activity.				
					0/1,0	00
* Agenda/Pian	Please fill in the agenda or schedule of this	activity.			0/1,0	00
Attachment Participants	Upload Only JPG, BMP, PNG, GIF, F	PDF, DOC, DOCX, PPT, PPTX, XLS, XLS	K, ZIP, and RAR files can be uploaded, and $\ensuremath{\mathbbm N}$	e maximum size of a single file is 20 M	B. The file name cannot contain the fi	Nowing characters: E;?"@#\$%^&*⇔
* Estimated Number of Participants						
Support Personnel						
SN Type	Nan	ne	Position	Phone	Email	Action
1 -Select	•					Delete
Add     Add     Save Draft     Cancel						
Cancer						

**Step 6** Specify the activity objectives and click **Next**.

Partner Benefits - Market D / Distribution Partner Pr	ogra / Submit MDF Application		
1 Describe Activity Plan 2 Specify Ac	divity Objectives ——— (3) Enter Activity Budget		
★ In Brief			
			0/1,000
★ In Detail	Item	Objective	
	Type of customers rea	0	
	Media views	0	
	Customers developed	0	
	Leads 🕜	0	
	Estimated revenue amount of opportunities (2)	0.00 USD	
	Previous Next Save Draft Cancel		

#### **Step 7** Enter the activity budget and click **Submit**.

Partner Benefits - Marke	t D / Distribution Partner Progra / Submit MDF App	lication					
1 Describe Activity Pla	an (2) Specify Activity Objectives	3 Enter Activity Budget					
Marketing Deve	lopment Fund						
Program	Distribution Partner Program		Max MDF Quota(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	•	•				Delete	
🕣 Add					Total	Amount with MDF Used (Tax Included)	0 USD
						Amount with No MDF Used (Tax Included)	
						Total Budget (Tax Included)	0 USD
Previous	Submit Save Draft Cancel						

#### **NOTE**

- 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.

Submitted.
Your application will be reviewed as soon as possible. The result will be sent to you via email.
Completed

#### D 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) $_{\odot}$	Process Flow				
For more information,see MDF FAQ_MDF Guide					
Complete business information authentication before requesting M	IDF 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 a	fter	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.
					Ils Hide Overview
MDF Quota	2023 💌	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
		1w -			
\$35,000.00					
Total Quota 🕐		8000			
		6000			
		4000			
• Used \$451.00   1.29%		2000			
<ul> <li>Remaining \$34,549.00   98.71%</li> </ul>		0			
		Jan	Feb Mar Apr	May Jun	Jul Aug Sep Oct Nov Dec

## 7.3.2 Applying for MDF Reimbursement

You can apply for MDF reimbursement after activities.

#### **NOTE**

- You must complete **business information authentication** before submitting an application for MDF reimbursement.
- The bills of GrowCloud partners have been associated with benefit distribution, and payment requests cannot be made until the bills are fully paid. Applying for MDF reimbursement is supported only when the bills are fully paid. For details, see **Repayment**.

#### 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.

For more information, see N								
Complete business informa	tion authentication before requesting MDF	reimbursement.						
rocess Flow								
			<u>ه</u>		<u>a</u>			
Subi	nit Application(1)	Request Rein	nbursement(1)	M	ail Invoice(2)		View Payment Progress(0)	
	r an MDF quota before (ding an activity.		imbursement after rity ends.		invoice based on the formation and mail it to Huawei.		View the payment progress of Huawei.	
DF Quota Applicatic	n History						≜ Show O	verview
				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 ST	Status 📅	Application Time	Operation	

**Step 5** Describe the activity information and click **Next**.

arket Development Fund (N	IDF) / Distribution Partr	er Program - Marketing Developmen	t Fund / Request Reimbursement				
Describe Activity Information	(2) Pr	ovide Activity Summary	(3) Specify Actual Expenses	(4) Upload Activity Materials			
Basic Information							
Activity Name 🕜		0-02001		Activity No.	v3c9bcfnmv	mjluxg6qi	
* Actual Start Date		Apr 21, 2023		* Actual End Date	Apr 28, 20	023	
* Delayed Reimbursen	ient Proof	reimbursement and upload it a	s an attachment.	ystem manager to obtain the email that co re maximum size of a single file is 20 MB.			dget Mgmt Dept for the delayed
* Location * Agenda/Plan		Angola v Bié	• Chitembo •	* Address	sargenia	Name - Andrew Charleson and	I
Participants						262/1	,000
* Actual Number of Par	ticipants	20					
Support Personnel							
SN	Туре		Name	Position	Phone	Email	Action
1	Select	•					Delete
O Add							
Next Save I	Draft Cancel						

#### **NOTE**

If you are about to submit the reimbursement application more than 90 days later than the activity, contact your ecosystem manager to obtain the email that contains the approval comments from the authorized approver of Huawei Cloud Budget Mgmt Dept for the delayed reimbursement and upload it as an attachment.

**Step 6** Specify the activity summary and click **Next**.

Describe Activity     Information	(2) Provide Activity Summary (3) Specify Actual Expenses	— (4) Upload Activity Materials	
★ In Brief	$T \! \simeq \! $ data do no sind of which the data in the data in the $T$		
			<sup>45</sup> 65/1,000
★ In Detail	Item	Objective	
	Customers reached + Others +	6	
	Media views	0	
	Developed customers 👻	1	
	Leads ⑦	0	
	Estimated revenue amount of opportunities ⑦	3,422.00 USD	
	Previous Next Save Draft Cancel		

#### **Step 7** Specify the actual expenses and click **Next**.

ormation		(3) Specify Actual Expenses (	<ol> <li>Upload Activity Materials</li> </ol>				
ctivity B	udget						
SN	Item	MDF Used	amount(USD)	Remarks			
1	Design	Yes	100	100			
					Total	Amount with MDF Used (Tax Included)	100.00 L
						Amount with No MDF Used (Tax Included)	0.00
						Amount with No MDF Used (Tax Included) Total Budget (Tax Included)	100.00
ctual Exp	penses						100.00
	penses Rem	MDF Used	amount(USD)	Remarks			100.00
ctual Exp SN		MDF Used	amount(USSI) 22.00	Remarks		Total Budget (Tax Included)	100.00
5N	Item				Total	Total Budget (Tax Induded) Operation Delete	100.00
ŝN	Item				Total	Total Budget (Tax Induded) Operation Delete	100.00 Hi

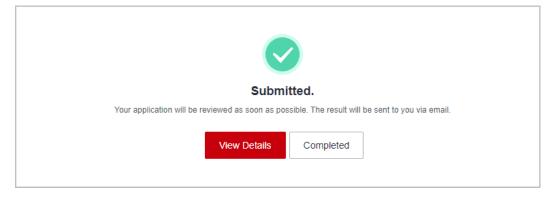
#### **NOTE**

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.

Describe Activity Information	Provide Activity Summary   Specify	Actual Expenses — 🥢 Upload A	clivity Materials		
	y materials as required. If multiple files need to be uploaded, compress the ? PNG, GIF, PDF, DOC, DOCX, PPT, PTX, XLS, XLSX, ZIP, and RAR files can b		ngle file is 50 MB. The file name cannot contain the following characters	x [;?"@#\$%^&*<>	
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.



#### **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.

() MDF rein	nbursement being reviewed 🛛 M	DF Amount Requested (Tax Included)(USD) 2000.00			
Huawei's revie	w progress				
Ecosystem 2024-01-1	1 Manager Review	Service review		🚫 Financial review	Review by the expense approv
rogress					
<ul> <li>Submit Applica Apr 03, 2023 09</li> </ul>		Request Reimbursement     Nov 17, 2023 15:36:04	•	Send Invoice	<ul> <li>Receive Payment from Huawei</li> <li>Pending</li> </ul>
IDE Application D	etails Reimbursement Application	Tietails			
IDF Application D	Reimbursement Application	Details			. anang
	Reimbursement Application	Details			
asic Information	etails Reimbursement Application	Details	Activity No.	v3c8ochmvmjluxg8qi	, romg
asic Information		Details	Activity No. Activity Type	v3c8c/mmmjlurg6q Advettaing and trand campaign	
asic Information ctivity Name Irganizer	****	Details			, rang
asic Information clivity Name rganizer	Partner	Details	Activity Type	Advertising and brand campaign	
asic Information ctivity Name Irganizer	Partner	Details	Activity Type Participated by	Advertising and brand campaign	
asic Information ctivity Name Irganizer Nended Audience	Partner	Details	Activity Type Participated by Huawei's Peer	Advertising and brand campaign	
asic Information ctivity Name Irganizer Nended Audience	Pather Customers	Details	Activity Type Participated by Huswe's Peer Vendors	Advertising and brand campaign	
ADF Application De tasic Information schrity Name brganizer intended Audience	Pather Customers	Details	Activity Type Participated by Huawer's Peer Vendors Responsible	Advertising and brand campaign	

----End

## 7.3.3 Mailing Invoice

Partners must issue invoices based on the invoicing information and mail them to Huawei after their reimbursement applications are approved.

- 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.

	nsee MDF FAQ_MDF Guide	reimbursement.						
rocess Flow								
	<b>,</b>				<u></u>			
	Submit Application(1)	Request Reimb			Mail Invoice(2)		view Payment Progress(0)	
A	pply for an MDF quota before holding an activity.	Request MDF reim the activity			an invoice based on the ig information and mail it to Huawei.		View the payment progress of Huawei.	
DF Quota App	vilication History						<u>d</u> ⊾ 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	
	Partner discussion and enablement	200.00			<ul> <li>MDF reimbursement app</li> </ul>	Jan 31, 2023 14:31:51	View Invoicing Information	

#### **Step 5** Fill in the supplier information and click **Print**.

arket Development Fund (MDF)				
NUM I I I I I I I I I I I I I I I I I I I		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

## 7.3.4 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								
<ul> <li>Complete business information auth</li> </ul>	entication before requesting MDF	rembursement.						
ocess Flow								
	e				<u>a</u>			
Submit Appli			nbursement(1)		Mail Invoice(2)		View Payment Progress(0)	
Apply for an MDF holding an			imbursement after rity ends.		e an invoice based on the ing information and mail it to		View the payment progress of Huawei.	
			,		Huawei.			
							il. Show	Overvier
OF Quota Application Histo	<u>v</u>							
				Application Time	Start Date - End Date	Activity Na	🔻   Enter an activity name.	Q
ctivity Name/No. Acti	vity Type 🛛	MDF Amount (Tax Included)(USD)	Benefit Name	Program/Path V	Status 🖓	Application Time	Operation	

**Step 5** On the displayed page, you can view the payment progress.

----End

## 7.4 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.

## 7.4.1 Cloud Solution Provider Program or Distribution Partner Program (Distributor).

#### 7.4.1.1 Qualification Confirmation

You can apply for FH only after your qualification is approved and related agreement is signed.

#### Prerequisites

• Before applying for this benefit, contact your partner sales manager to obtain the benefit threshold and the application conditions.

- 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**.

You might want to know: EAQ and Funding Head	d Operation Guide			
To request FH payment, you must complete bus	iness information authentication			
rocess Overview				
<b>(</b> ,			¥	
Qualification Confirmation(0)	Dedicated Personnel Information Maintenance	Incentive Reconciliation(1)	Payment Request(0)	Mailing Invoice & Payment Progress(
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.	Check the number of eligible recipients and the total incentive amount.	Request payment on a calendar quarterly basis.	Mailing Invoices, View Huawer's payment progress.
You have incentives to confirm. Please comp	lete the confirmation as soon as possible.			
ualification Confirmation Incentive Re-	conciliation(1) Payment Request(0)			
	Requirement	Status	Requested	Operation
Benefit Name				
Benefit Name  Distribution Partner Program				

Step 5 Read and agree the FH agreement and click Submit.

Funding	Head (FH) / Confirm Qualification	
Inf	formation	
Dev	velopment Path/Partner Program	Distribution Partner Program
Ben	nefit Name	BD/SA Incentives for full-time employees
Req	quirement Met	📀 Yes
		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.

**Step 7** Click **View Dedicated Personnel** and maintain their personal qualification information to ensure the accuracy of the incentives.

ng Head (FH) / Details				
BD/SA Incentives fo	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	Nov 30, 2023 17:28:31	Comment	Approve	
Information				
Benefit Name	BD/SA Incentives for full-time employees	Development Path/Partner Program	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

#### 7.4.1.2 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.

**NOTE** 

You must reconcile the incentives within 14 days of when they are generated, or they will expire.

#### 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 **Incentive Reconciliation** tab, select the incentive and click **Reconcile**.

Cayment Progress(1) s, Viow Huawel's progress.
s, View Huawei's
s, View Huawei's
s, View Huawei's
Ē

#### **Step 5** Check required information, select incentive recipients, and click **Confirm**.

Fending reconciliation   Qual	arterly Incentive (Tax Included)(USD) 0.00   Rei	concile the incentive before 2024/3/21, or it will expire.			
ppraisal Information					
Jarterly Revenue \$ 1,500,000	00000000 USD	MBO S	core 100		
uarterly Incentive = $\sum$ (i) On-the	-job duration/Quarter x 🛈 Monthly Funding Amo	unt x (i) MBO Score/100			
elect Incentive Recipients					
elect Incentive Recipients elected:2/10 ⑦	Personal Name ⑦	On-the-job duration Quarter ⑦	Monthly Funding Amount (Tax included)(U	MBO Score	Incentive amount (Tax Included)
elected:2/10 (2)	Personal Name 🕥	On-the-job duration Quarter (2)		MBO Score 100	Incentive amount (Tax Included) 5 18.000.00
elected:2/10 ⑦	~				
elected:2/10 ⑦	-	3months	\$ 6,000.00 USD	100	\$ 18,000.00
Huawei ID ⑦		3months 3months	\$ 6,000.00 USD \$ 6,000.00 USD	100 100 100	\$ 18,000.00
Hected:2/10 ⑦	-	3months 3months 3months	\$ 6,000.00 USD \$ 6,000.00 USD \$ 6,000.00 USD	100 100 100	\$ 18,000.00 \$ 18,000.00 \$ 18,000.00
Hected:2/10 @	- - -	3months 3months 3months 3months	\$ 6,000 00 USD \$ 6,000 00 USD \$ 6,000 00 USD \$ 6,000 00 USD \$ 6,000 00 USD	100 100 100 100	\$ 18,000.00 \$ 18,000.00 \$ 18,000.00 \$ 18,000.00 \$ 18,000.00
Hected:2/10 ⑦	-	3montes 2montes 2montes 3montes 3montes	deu 00.000,8 2 Deu 00.000,8 2 USD 00.000,8 3 Deu 00.00,8 2 Deu 00.00,8 2 Deu 00.00,8 2	100 100 100 100 100 100	5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00
Hected:2/10 ⑦	- - - -	3montes 3montes 2montes 2montes 2montes 3montes	8 6,000,00 USD 6 6,000,00 USD 6 6,000,00 USD 6 6,000,00 8 6,000,00 8 6,000,00 8 6,000,00 8 6,000,00 9 8 6,000,00 9 8 6,000,00 9 USD	100 100 100 100 100 100 100	5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00 5 18.000.00
Hected2/10 (\$)		3months 3months 3months 3months 3months 3months	dzu 00 000,8 2 Cau 00 000,8 2	100 100 100 100 100 100 100 100	\$ 10,000 00 \$ 10,000 00

#### D NOTE

- If you have any questions about the incentive details, click **Report Problem**.
- The number of recipients selected cannot exceed half the number of dedicated personnel invested.

**Step 6** In the displayed dialog box, confirm the eligible recipients and click **Next**.

View	v Eligible Recipients	(2) Upload Proof Ma	iterials		
No.	HUAWEI ID 🕐	Personal Name  ?	On-the-job duration	MBO Score	Incentive amount (Tax Included)(
1		-	3months	100	\$ 18,000.00 USD
2	1000		3months	100	\$ 18,000.00 USD

**Step 7** Upload the required proof materials and click **OK**.

Confirm		×
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: !:;?'"@#\$%^&*<>	
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 greater	
	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: !:;?"'@#\$%^&*<>	
Report and Summary	Upload	
	Provide the HCIX or HCCDX certificates of the eligible recipients and the output of business development such asdaily	
	report, weekly report, and case summary.	
	A The An AD Alex was be contained at Mandaman individual Alexian. PO MAN	
	Previous OK	

#### **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.
- **Step 8** A message indicating that the incentive has been confirmed is displayed.

#### **NOTE**

- If there is any information changed for the dedicated personnel, re-upload the proof materials.
- If your request is rejected, modify the required information based on the comments and confirm the incentive again.

----End

#### 7.4.1.3 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**.
- The bills of GrowCloud partners have been associated with benefit distribution, and payment requests cannot be made until the bills are fully paid. Applying for FH payment is supported only when the bills are fully paid. For details, see **Repayment**.

- 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 **Payment Request** tab, select the reconciliation period and click **Request Payment**.

<ul> <li>You might want to know: FAQ and Fundir</li> </ul>	g Head Operation Guide				
To request FH payment, you must comple	te business information authentication				
Process Overview					
<b>e.</b>				¥	
Qualification Confirmation(	) Dedicated Personnel Ir	formation Maintenance	Incentive Reconciliation(1)	Payment Request(0)	Mailing Invoice & Payment Progress(1)
You can apply for FH only after y			Check the number of eligible	Request payment on a calendar	Mailing Involces, View Huawei's
qualification is approved.	maintain their per information and		recipients and the total incentive amount	quarterly basis.	payment progress.
	personnel applic		amount.		
	emple	yees.			
1 You have incentives to confirm. Please	complete the confirmation as soon as possible				
ualification Confirmation Incention	e Reconciliation(1) Payment Requ	est(1)			
				Reconciliation Perio	d Start quarter - End quarter

**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
			Total Total Incentive A	mount USD16,200.00
		Submit Cancel		

**Step 6** A message indicating that the payment request has been submitted is displayed.

#### **NOTE**

If your request has been rejected, modify required information based on the comments and try again.

----End

#### 7.4.1.4 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.

- 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 **Payment Request** tab, select an approved payment request and click **View Invoicing Information** in the **Operation** column.

Process Overview	u must complete business inform	A						
Qualification Co				-				
				-				
	opfirmation(0)			=		¥		
		Dedicated Personnel Information Ma	aintenance	Incentive Reconciliation(1	)	Payment Request(0)	Mailing Invoice & Payment Progres	s(1)
	H only after your	Notify your employees to regula	rly	Check the number of eligible		Request payment on a calendar	Mailing Invoices, View Huawei's	
qualification is	s approved.	maintain their personal qualificat		recipients and the total incentiv	re	quarterly basis.	payment progress.	
		information and submit dedicate personnel applications for eligib		amount.				
		employees.						
You have incentives to control of the second sec	onfirm. Please complete the con	nfirmation as soon as possible.						
Qualification Confirmation	Incentive Reconciliation	on(1) Payment Request(1)						
						Reconcliation Period	Start quarter — End quarter	
Payment Application No.	Reconciliation Period (?).	Benefit Name 77	Development Path/Part	Status 17	Payment Request Time	Total Incentive Amount	t (Tax Included)(USI Operation	
		-						

**Step 5** Fill in the supplier information and click **Print**.

<ul> <li>Send the invoicing information and the invoice to have a let.</li> <li>Send the invoicing information and the invoice to have a let.</li> <li>The fields with an asteriak (*) are mandatory.</li> </ul>							
Hussoei Russoei Suppler Involcing Information							
* Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	* Filled In			
hanni, gja ji	2080	April 1998	2005-1234 1112222040304044	Jun 13, 2023 10:29:41			
Bank Name	Bank Account	Contract No.	Payment Terms	Payment Terms			
Indiana ana	10	FXN-20230208					
*Invoice No.	* Payment Requisition No.	* Payment Option	* Reconciliation Period	* FH Amount Payable(Tax Included)(USD)			
	IN-HILDOX/DECIVITEINED/DODDO1	Enderstein	2023-04	50000.00			

**Step 6** Mail the invoicing information form and the invoice to Huawei.

#### **NOTE**

The settlement currency is the one you entered during business information authentication.

----End

#### 7.4.1.5 Viewing Payment Progress

After mailing the invoice to Huawei, you can view Huawei's payment progress.

#### 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** In **Process Overview**, click **Mailing Invoice & Payment Progress** to view Huawei payment details. You can use filter to view the payments in different states.

----End

## 7.4.2 System Integrator (SI)

#### 7.4.2.1 Qualification Confirmation

You can apply for FH only after your qualification is approved and related agreement is signed.

#### Prerequisites

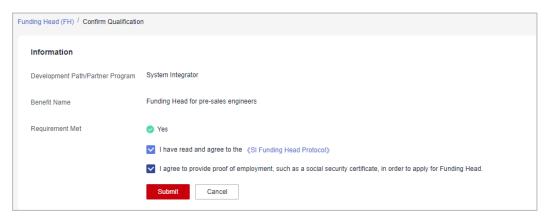
You have joined Huawei Cloud Partner Network (HCPN) and System Integrator Development Path and completed competency differentiation certification.

#### 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 Benefits > Funding Head (FH) in the menu on the top.
- **Step 4** On the **Qualification Confirmation** tab page, find **System Integrator** in the **Benefit Name** column, click the drop-down arrow, locate **Funding Head for pre-sales engineers**, and click **Confirm Qualification** in the **Operation** column.

You might want to know: FAQ, Funding Head Opera				
To request FH payment, you must complete business i	information authentication			
rocess Overview				
• • • • • • • • • • • • • • • • • • •			¥	
Confirm Qualification(0)	Dedicated Personnel Information Maintenance	Incentive Reconciliation(0)	Payment Request(0)	Mailing Invoice & Payment Progress(0)
You can apply for FH only after your qualification is approved.	Notity your employees to regularly mathtain their personal qualification information and submit dedicated personnel applications for eligible employees.	Submit incentive requests and check the information of the eligible recipients and the incentive amount.	Request payment on a calendar quarterly basis.	Mailing Invoices, View Huavei's payment progress.
onfirm Qualification Incentive Reconciliation	1(0) Payment Request(0)			nk Show Overview
Benefit Name	Requirement	Status	Requested	Operation
<ul> <li>System Integrator</li> </ul>				

**Step 5** Read and agree the FH agreement, select the commitment checkbox, and click **Submit**.



- **Step 6** A message indicating that the qualification confirmation request has been submitted is displayed. Click **View Details** to view the details of the request.
- **Step 7** Click **View Dedicated Personnel** and notify the dedicated personnel to maintain their personal qualification information to ensure the accuracy of the incentives.

ding Head (FH) / Details				
Funding Head for p	re-sales engineers			
Approved	Regularly maintain the information of the dedicated personnel each month to ensure their information is correct and valid.			View Dedicated Personnel
Reviewed	Mar 21, 2024 17.41:35	Comment	Approve	
Information				
Benefit Name	Funding Head for pre-sales engineers	Development Path/Partner Program	System Integrator	
Requirement Met	🕑 Yes	Requested	Mar 21, 2024 17:41:35	

#### **NOTE**

After your qualification is approved, you must notify the dedicated personnel of maintaining their personal qualification information on a monthly basis. For details, see **Dedicated Personnel**.

----End

#### 7.4.2.2 Maintaining Information of Dedicated Personnel

The personnel whom Funding Head for pre-sales engineers is applied for must be dedicated personnel of an SI partner, and their information must be maintained on a regular basis.

#### Procedure

- **Step 1** Invite members to associate their personal HUAWEI IDs with your partner account. For details, see **Inviting a Member** and **Accepting the Invitation from a Partner**.
- Step 2 Maintain the information of the members.
  - Maintain the employment information, such as position and start date of engagement into Huawei Cloud businesses. For details, see Filling in Employment Details.

Process Flow	×	
1         Fill in Employment Details         2         Enter Certificate Details           Provide information about your current employment, upoad employment certificates, and specify your base location. The base (coation must be the same as the social insurance registration place.         2         Enter Certificate Details	3         View Training Details         4         Provide Project Details           The learning and exam records generated in Huawet Cloud Devoloper Institute for you will be synchronized and displayed in Partner Center.         Provide Project Details         Provide details about any Huawet Cloud projects you have participated in Isal 24 months, including project names, initiation thre and delevery time, and your role in the projects.	
Associated Partner Company Name	Partner Account	
HUAWEI ID Information Name Mobile Number	Login ID Email Address	
Employment Information Certificates Training Projects Ext Puston Solution Architect Start Date of Englagement		6. 0

• Maintain certificate information. For details, see Entering Certificate Details.

Process Flow           1         Fill in Employment Details         2         Enter           Provide information about your current employment, uplaad employment certificaes, and specify your base location.         you ca           The base location must be the same as the social insurance registration place.         Certific	Add X I generated the for you provide Great about any Huawel Cloud attuite for you provide details about any Huawel Cloud attuite for you provide details about any Huawel Cloud project you provide details about any Huawel Cloud provide details about about about about any Huawel Cloud provide deta	
Associated Partner Company Name HUAWEI ID Information Name - Mobile Number -	uploaded. The file name contain the following special characters:\/r <sup>1</sup> ~s=gt <sup>op</sup> *@d\$to=3x * Certificate No. * Certificate No. * Effective Date \$ Select a data. * Epiration Do. \$ Select a data.	
Employment Information Certificates Training Projects           Add         D           Certificate No.         Individual Certi T Certification Item		6

**Step 3** Submit a dedicated personnel application. For details, see **Submitting a Dedicated Personnel Application**.

----End

#### 7.4.2.3 Submitting an FH Request

After your qualification is approved and your pre-sales engineers meet required conditions, you can apply for the incentive **Funding Head for pre-sales engineers**.

#### **Application Conditions for Pre-sales Engineers**

- They have become dedicated personnel of System Integrator Development Path, and their position is Solution Architect.
- They have earned valid certificates for Huawei Cloud Business Professional and HCCDP – Solution Architectures, HCCDE – Solution Architectures, HCIP-Cloud Service Solutions Architect, or HCIE-Cloud Service Solutions Architect certifications.
- They have been working on Huawei Cloud services for more than half a year.
- The FH incentive for a pre-sales engineer has been requested no more than two times within the corresponding funding period.

#### **NOTE**

The **funding period** lasts one year starting from the date when a dedicated personnel starts working on Huawei Cloud services.

- **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 page, find System Integrator in the Benefit Name column, click the drop-down arrow, locate Funding Head for presales engineers, and click Request in the Operation column.

You might want to know: FAQ, Funding Head Op     To request FH payment, you must complete busine				
rocess Overview				
<b>.</b>			¥	
Confirm Qualification(0) You can apply for FH only after your qualification is approved.	Dedicated Personnel Information Maintenance Notity you enspiryees to regularly markatin their personal qualification information and submit dedicated personnel applications for eligible employees.	Incentive Reconciliation(0) Submit incentive requests and check the information of the eligible recipients and the incentive amount.	Payment Request(1) Request payment on a calendar quarterly basis.	Mailing Invoice & Payment Progress(0) Mailing Invoices, View Huawers payment progress.
Incentive Reconcilia	tion(0) Payment Request(1)			业 Show Overview
Benefit Name	Requirement	Status	Requested	Operation
Benefit Name  System Integrator	Requirement	Status	Requested	Operation
		Approved	Mar 21, 2024 17:41:35	Request Details Request

#### **NOTE**

- You cannot submit the application again for the monthly incentives that failed to pass the preliminary review because you have already submitted a quarterly payment application.
- You must submit the application again for the monthly incentives that failed to pass the preliminary review in the same month as when you submitted the application for preliminary review the first time.

#### **Step 5** Select pre-sales engineers, upload proof materials, and click **Confirm**.

nding Head (FH) / Reque	st				
Basic Information					
Benefit Name Funding	g Head for pre-sales engineers		Development F	ath/Partner Program System Integrator	
Incentive Calculatio	'n				
Total Incentive = Nu	unber of pre-sales engineers $\chi$ Incentive	amount for each engineer			
Select Pre-sales Eng	gineers				
	ngineers are listed below. FH application once a month. You can requ	uest the FH incentive for a pre-sales engine	er twice within the corresponding funding period.		
			rrect. If there is a change to any of the funding periods, mod	y the information in orgManagement.	
Selected0/1					
Name		Account	Requests Submitted	Funding Period (2)	Incentive Amount (Tax Included)
		1.11.11.11.11.11.11.11.11.11.11.11.11.1	0	Sep - Sep	\$15,000.00 USD
					Total Incentive Amount (Tax Included) \$0.00 USD
Upload Proof Materi	ials				
Employment Certificate	Select File				
	Provide proof of documents clearly show engineers.	wing the employment relationships with	ore-sales		
	1. Up to 10 files can be uploaded. Maxin	num individual file size: 50 MB.			
	2. Supported formats: doc,docx,xis,xisx;	zip,rar.jpg,bmp,png.gif,pdf.			
	3. The file name cannot contain the follo	wing characters: 1:;?"@#\$%^&*~/			
Project Materials	Select File				
	1. Up to 10 files can be uploaded. Maxin	num individual file size: 50 MB.			
	2. Supported formats: doc,docx,xis,xisx,				
	3. The file name cannot contain the follor	wing characters: 1:;?"@#\$%^&*~>			
	I arree to provide proof of employme				
		ent, such as a social security certificate, in o	rder to apply for Funding Head.		
	Confirm Cancel	ent, such as a social security certificate, in o	rder to apply for Funding Head.		

#### 

- You can only submit an FH application once a month. You can request the FH incentive for a pre-sales engineer twice within the corresponding funding period.
- Before applying for FH, ensure that the funding periods of the eligible pre-sales engineers you selected are correct. If there is a change to any of the funding periods, modify the information for submitting FH applications. For details, see **Dedicated Personnel**.
- The required proof materials include:
  - 1. Employment certificate: Using the template to upload the employment certificates that clearly showing the employment relationships with pre-sales engineers.
  - 2. Project materials
- **Step 6** Confirm and submit the incentive request.
- **Step 7** A message is displayed indicating that the FH incentive application has been submitted successfully.

FH Incentive application submitted.
Your application will be reviewed as soon as possible. The result will be sent to you via email.
View Details Completed

#### **NOTE**

After the incentive application is submitted, Huawei Cloud will review it as soon as possible. The review result will be sent to you by email.

#### **Step 8** View the review status of the incentive application.

 Click the incentive number on the Incentive Reconciliation tab page to switch to the details page and check the application details and review status.

Progress						
Confirm Qualification     Mar 21, 2024 17:41:35	Incentive Applic Jun 03, 2024 16		Payment Request Pending	<ul> <li>Send Invoice</li> <li>Pending</li> </ul>		<ul> <li>Receive Payment from Huawel Pending</li> </ul>
Under preliminary review	Incentive Amount (Tax Included)(\$) 15,000.	00				
Sy Incentive Application	•	Preliminary Reviewer Approval Under review		usiness Reviewer Approval		Operation Specialist Approval Pending
Overview Benefit Name Funding Head fr Reconciliation 202402 Period	r pre-sales engineers		Development Pat Sy	stem integrator		
Incentive Calculation Total Incentive = Number of pre-sales of Pre-sales Engineer Information	ngineers $\chi$ incentive amount for each enginee	e				
SN	Name	Account	Requests Submitted	Funding Period (2)		Incentive Amount (Tax Included)
1 Proof Materials		NUL JANNON	2	Sep 20, 2023 - Sep 20, 2024	Total Incentive Amount	\$15,000.00 USD (Tax Included) \$15,000.00 USD
Employment Certificate			Project Materials	1017-1-1-1		

• If your application is rejected, modify the application based on the review comments and submit it again.

rogress					
Confirm Qualification Mar 21, 2024 17:41:35		ntive Application	<ul> <li>Payment Request</li> <li>Pending</li> </ul>	Send Invoice     Pending	<ul> <li>Receive Payment from Huz Pending</li> </ul>
Preliminary review failed	I Incentive Amount (Tax Included)(	i) 15,000.00			Resubmit
leviewed Jun 03, 2024 19:12:46			Review Comment		
Iverview					
enefit Name Funding Hea	d for pre-sales engineers		Development Pat Sys	tem integrator	
econciliation 2024Q2 eriod					
ncentive Calculation					
tal Incentive = Number of pre-sal	es engineers $\chi$ . Incentive amount for e	ach engineer			
re-sales Engineer Information					
SN	Name	Account	Requests Submitted	Funding Period 🕥	Incentive Amount (Tax Includ
1	-	THE REPORT OF	1	Sep 20, 2023 - Sep 20, 2024	\$15,000.00 U
					Total Incentive Amount (Tax Included) \$15,000.00
roof Materials					

• After your application is approved, click the incentive number on **Incentive Reconciliation** tab page to view the details.

Funding Head (FH) / Applic	cation Details				
Progress					
Confirm Qualification     Mar 21, 2024 17:4		Incentive Application     Apr 01, 2024 10:25:27	<ul> <li>Payment Request</li> <li>Pending</li> </ul>	Send Invoice     Pending	<ul> <li>Receive Payment from Huawei</li> <li>Pending</li> </ul>
Preliminar	y review passed   Incentive Amount (Ta	ax Included)(\$) 15,000.00			
Reviewed Apr 24, 20	024 19:45:17		Review Comment OK		
Overview Benefit Name Reconciliation Period	Funding Head for pre-sales engineers 202402		Development Pat System I	ntegrator	
Incentive Calculati Total Incentive = N	on $\$ iumber of pre-sales engineers $\chi$ incentive ar	mount for each engineer			
Pre-sales Engineer					
SN	Name	Account		nding Period 🕜	Incentive Amount (Tax Included)
1	-	NE_SORVINESS	<u>1</u> Sep	0 20, 2023 - Sep 20, 2024	\$15,000.00 USD
Proof Materials					Total Incentive Amount (Tax Included) \$15,000.00 USD

#### ----End

#### 7.4.2.4 Submitting a 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**.

#### **NOTE**

Payment request for incentives of a quarter will not be supported in the following scenarios:

- There are still incentives eligible for being requested in months of this quarter. Submit incentive applications and request payment after the preliminary review. If you do not want to request these incentives, you can request payment on the first day of the following quarter.
- Some of your monthly incentives in this quarter are still under preliminary review.
- The monthly incentives you requested in this quarter failed to pass the preliminary review.

- 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 **Payment Request** tab page, select the quarter (reconciliation period) and click **Request Payment** in the **Operation** column.

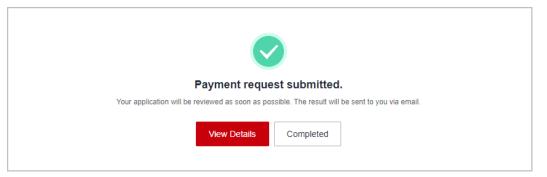
	might want to know: FAQ, Funding Head O						
• To n	equest FH payment, you must complete busin	ss information authentication					
roces	s Overview						
	<b>.</b>				¥	ę	
	Confirm Qualification(0)	Dedicated Personnel Info		Incentive Reconciliation(1)	Payment Requ		g Involce & Payment Progress(1)
	You can apply for FH only after your qualification is approved.	Notify your employ maintain their perso		Submit incentive requests and check the information of the eligible	Request payment on quarterly bas		Mailing Invoices, View Huawel's payment progress.
		information and su personnel applicat		recipients and the incentive amount.			
		personnel applicat employ					
							1 Show Overvie
0 1	ou have incentives to confirm. Please complet	the confirmation as soon as possible.					
	Qualification Incentive Reconcilia	No. (4) December 20					
	Qualification Incentive Reconcilia	tion(1) Payment Request(0)					
onfirm						Reconciliation Period Start quarter -	End quarter
onfirm						Giair quarter -	
	Payment Application No. Recon	illiation Period ⑦ Benefit Nar	me 🖓 Developme	nt Path/Partner Status 7	Payment Request Time	Total Incentive Amount (Tax Included	
	Payment Application No. Recom 0aXclSdIh/wsUBck1h6 202402	Ŭ	me V Developme aad for pre-sales e System Inte	,	Payment Request Time		
^	0aXclSdlhhwsUBck1h6 2024Q2	Ŭ		-	Payment Request Time		(USD) ⑦ Operation 15,000.00 Request Payment

**Step 5** Confirm the quarterly incentives and click **Submit**.

Only the monthly in	centives that have passed th	ne preliminary review will be	e counted towards your payme	nt application.
Incentive No.	Reconciliation Period	Development Path/	Status	Incentive amount (T
Abj1GeiVtbbBUc6tVKN	2024M3	System Integrator	Preliminary review pas	\$ 15,000.00 USD
		Total Total Ince	ntive Amount (Tax Included	1) \$15,000.00 USI

**Step 6** A message, indicating that the payment request has been submitted, is displayed.

Huawei Cloud will complete the review as soon as possible. The review result will be sent to you by email.



Step 7 View the payment application review progress.

• On the **Payment Request** tab page, click the incentive application number to switch to the application details page and view the application details and review progress.

Progress						
Confirm Qualification Apr 01, 2024 10:25:29	Incentive Application     Jun 03, 2024 19:19:16		Payment Request Jun 03, 2024 19:21:40		Send Invoice	<ul> <li>Receive Payment from Hui Pending</li> </ul>
Under review   Quart	erly Incentive(Tax Included)(USD) 30,000.00					
Sy Payment Requisition			Business Approval			Expense Authorization Approval Pending
Iverview enefit Name Funding Head for econciliation Pe 2024Q2	pre-sales engineers		Development Pat	System Integrator		
nformation ayer Huawei Cloud Cr mount(USD)	imputing Technologies Co., Ltd.		Method Paid	Bank transfer		
alculation Information Quarterly incentive amount is a su	m of amounts for each month in a quarter.					
Incentive No.	Reconciliation Period (?)	Development Path/Partne	Eligible Recipients		Status	Incentive amount (Tax Includ

• If your application is rejected, modify the application based on the review comments and submit it again.

Audred(USD) 30.000.00		Comment Development Pat	System Integrator		Resoluti
vers					
neers		Development Pat	System Integrator		
ologies Co., Ltd.		Method Paid	Bank transfer		
for each month in a quarter.					
ation Period (?)	Development Path/Partne	Eligible Recipients	Status		Incentive amount (Tax Include
	for each month in a quarter. Ition Period ⑦		ation Period ⑦ Development Path/Partne Eligible Recipients	tion Period ⑦ Development Path/Partne Eligible Recipients Status	tion Puriod 🕥 Development PathuPartne Eligible Recipients Status

• After your application is approved, click the incentive application number on the **Payment Request** tab page to view details.

Mar 26, 2024 19:21:27	Incentive Applica Mar 26, 2024 19		<ul> <li>Payment Request</li></ul>		Send Invoice	Receive Payment from Hus     Pending
Mar 26, 2024 19:21:27	Mar 2b, 2024 19	k21:26	Apr 01, 2024 10:45:33			Pending
Approved   Quart	erly Incentive(Tax Included)(USD) 15,000.00					View Invoicing Information
Apr 01, 2024	10:59:58		Comment	ок		
Dverview						
Senefit Name Funding Hea	d for pre-sales engineers		Development Pat	System Integrator		
Reconciliation Pe 2024Q1						
nformation						
Yayer Huawei Clou	d Computing Technologies Co., Ltd.		Method	Bank transfer		
mount(USD)			Paid	-		
Calculation Information						
Quarterly incentive amount is	a sum of amounts for each month in a quarter.					
Incentive No.	Reconciliation Period (2)	Development Path/Partne	Eligible Recipients		Status	Incentive amount (Tax Includ
	2024M3	System Integrator	1		Preliminary review passed	\$15.000.00 U

----End

#### 7.4.2.5 Mailing Invoice and Viewing Payment Progress

After the payment request is approved, you need to issue an invoice based on the invoice details 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 **Payment Request** tab, select an approved payment request and click **View Invoicing Information** in the **Operation** column.

You might want to know: FAQ, Fu	unding Head Operation Guide						
To request FH payment, you must o	complete business information authen	tication					
rocess Overview							
	e	🛋		¥	e		0
Confirm Qualificatio	in(0) Dedicate	d Personnel Information Maintenance	Incentive Reconciliation(0)	Payment Re	equest(0)	Mailing Invoice & F	ayment Progress(1)
You can apply for FH only a		lotify your employees to regularly	Submit incentive requests and check	Request payment			s, View Huawei's
qualification is approv		iaintain their personal qualification information and submit dedicated	the information of the eligible recipients and the incentive amount.	quarterly	basis.	payment	progress.
		personnel applications for eligible	recipients and the incentive amount.				
		employees.					
							L Show Overview
antino Qualification - Incontin		employees.					L Show Overview
nfirm Qualification Incentiv	ve Reconciliation(0) Paym						L Show Overview
nfirm Qualification Incenti	ve Reconciliation(0) Paym	employees.			Reconciliation Period	Start quarter — End quarter	
		employees.					
nfirm Qualification Incentiv Payment Application No.	ve Reconciliation(0) Paym	employees.	ment Path/Partner Status 🖓	Payment Request Time			
		employees.		Payment Request Time Apr 01, 2024 10:45:33		nt (Tax Included)(USD) ⑦	
Payment Application No.	Reconciliation Period ③	emptyves. ant Request(0) Benefit Name  T Develop Funding Head for pre-safes a System is			Total Incentive Amou	nt (Tax Included)(USD) ⑦	Operation View Invoicing Information
Payment Application No.	Reconciliation Period (2) 202401	emptyves. ant Request(0) Benefit Name  T Develop Funding Head for pre-safes a System is	ntegrator   Approved	Apr 01, 2024 10:45:33	Total Incentive Amou	nt (Tax Included)(USD) ⑦ 15,000.00	Operation View Invoicing Information

#### Step 5 Mailing Invoice

After your payment request is approved, you can view the invoice details.

On the **View Invoicing Information** page, check the invoice information, enter the invoice number, and click **Print**.

Mail the invoicing information form and the invoice to Huawei.

Send the Invoicing Information and the invoice to Huawe Address If you have any questions about the invoicing information	Recipient   Contact Information:-			
New Contraction of the Contracti		Huawei Supplier Involcing Information		The fields with an asterisk ( * ) are mandat
Supplier Name	* Supplier Code	* Supplier Contact (Finance)	* Mobile Number and Email	• Filled In
-1.1-mm-1		101	1140.	Apr 01, 2024 11:03:13
Bank Name	Bank Account	Contract No.	Payment Terms	
		10.000		
Invoice No.	* Payment Requisition No.	* Payment Method	* Reconciliation Period	Amount Payable(Tax Included)(USD)
	1. The second	Bank transfer	2024-02	15,000.00

#### **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 Viewing Payment Progress

In **Process Overview**, click **Mailing Invoice & Payment Progress** to view Huawei payment details.

----End

## 7.5 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.

## 7.5.1 Submitting an Application

Submit an application and upload the signed and sealed commitment letter.

#### Prerequisites

Before apply 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			
rocess Flow				
<b>5</b>				
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.
plication Submission				
pplication Submission	Requirement	Status	Application Time	Operation

**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**.

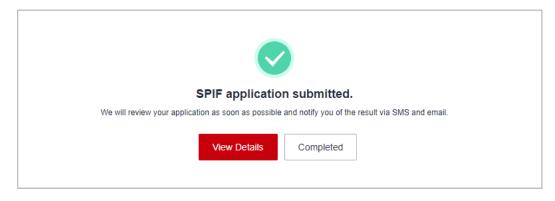
Sales Performance Incentive	Fund / Submit Application	
Benefit Name	Sales Performance Incentive Fund	
Development Path/Partr	ner Program Cloud Solution Provider Program	
Issued As	Cash	
Requirement Met	Yes	
Application Materials	Select File	
	Please upload the signed and sealed Registration Form a	nd 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,pr	g,gif,pdf.
	3. The file name cannot contain the following characters: !	.;?'''@#\$%^&*<>
	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.

Sales

• **Under review**: You can view the review progress on the application details page.

rogress				
Submit Application Jul 24, 2024 15:44:36	<ul> <li>Specify Eligible Recipients</li> <li>Pending</li> </ul>	Confirm SPIF     Pending	<ul> <li>Issue SPIF</li> <li>Pending</li> </ul>	<ul> <li>Acknowledge Receip Pending</li> </ul>
1 Under review				
Jul 24, 2024 15:44:36		Review by Business Reviewer Under review		Pending
pplication Information				
pplication Information	formance incentive Fund	Development PathPartner Program	Cloud Solution Provider Program	

• **Rejected**: If your application has been rejected, modify the application based on the review comments and submit the application again.

Progress				
Submit Application Jul 24, 2024 15:44:36	<ul> <li>Specify Eligible Recipients</li> <li>Pending</li> </ul>	Confirm SPIF Pending	<ul> <li>Issue SPIF</li> <li>Pending</li> </ul>	<ul> <li>Acknowledge Receip</li> <li>Pending</li> </ul>
Rejected				Resubmit
Approval Time	Jul 24, 2024 15:53:02	Comment	alle-2014	
Application Information				
Benefit Name	Sales Performance Incentive Fund	Development Path/Pariner Program	Cloud Solution Provider Program	
Requirement Met	Yes	Issued As	Cash	
Application Materials	10000000000000000000000000000000000000			

 Approved: After your application has been approved, you need to maintain the list of SPIF recipients.

Performance Incentive Fund / E				
Progress				
Submit Application Jul 24, 2024 15:44:36	<ul> <li>Specify Eligible Recipients</li> <li>Pending</li> </ul>	Confirm SPIF     Pending	Issue SPIF     Pending	<ul> <li>Acknowledge Rece Pending</li> </ul>
Approved   Plea	ase assign an organization member account to each SPIF recipient specified in the application	in and invite them to associate their personal HUAWEI IDs with your pa	artner account.	Maintain Recipient List
pproval Time	Jul 24, 2024 15:55:37	Comment	ок	
Application Information				
lenefit Name	Sales Performance Incentive Fund	Development Path/Partner Program	Cloud Solution Provider Program	
tequirement Met	Yes	Issued As	Cash	
polication Materials	A CONTRACTOR CONTRACTOR DE LA CONTRACTOR			

#### ----End

## 7.5.2 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.

- **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.

You may want to learn more about SPIF FAQs and SPIF     Complete business information authentication before ap				
rocess Flow				
<b>F</b>			🔩	¥
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.	Huawel issues SPIF.	Check the issued SPIF and upload the certificate of receipt.
uplication Submission				
Benefit	Requirement	Status	Application Time	Operation

**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 the list of SPIF recipients.							
Add recipients and select individual HUAWEI IDs for them.							
Application Materials	Add			×			
хорисация пиланенан	unable to	locate the person you ar	agers in your current login account. If you are e looking for, you can create an account for				
©Add		w Do I Create an Organiz				Organization Member Account 🔹 Please enter	Q
Organization Member Account Role Login ID	Selected2/3		Enter an organization member account. Q		Email	Operation	
		Organization Membe	er Account Role				
	$\checkmark$	1	Account manager				
			Account manager				
		and the set	Account manager				
		ок	Cancel				
Save Cancel							

**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 the list of SPIF recipients.				
Add recipients and select individual HUAWEI IDs for them.	Select Individual Huawe	i ID	×	
Application Materials		select is not listed, you can invite the correspon account. How Do I Invite a Member to Associate		
⊙ Add	Login ID N	Login ID v P	Email	Organization Member Account    Please enter   Q
Organization Member Account Role Log		aunis motors aunos		Operation
Account manager	hid_		com	Select Individual Huawei ID Delete
Account manager	⊖ hid <sub>e</sub>		com	Select Individual Huawel ID Delete
Save Cancel		Confirmation Cancel		

**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 th	ne list of SPIF recipients.					
Add recipients and select individual HUA	WEI IDs for them.					
Application Materials	- and a second second					
Add						Login ID - Please enter Q
Organization Member Account	Role	Login ID	Name	Mobile Number	Email	Operation
Automatica de la compañía de	Account manager	hid			;om	Select Individual Huawei ID   Delete
and the second	Account manager	hid			com	Select Individual Huawei ID   Delete
Save						

**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.

rogress						
Submit Application Jul 24, 2024 15:44:36		<ul> <li>Specify Eligible Recipients</li> <li>Pending</li> </ul>	<ul> <li>Confirm Pending</li> </ul>		Issue SPIF     Pending	<ul> <li>Acknowledge Receipt Pending</li> </ul>
Approved   Plea	se assign an organization mem	ber account to each SPIF recipient specified in t	the application and invite them to associate their per	sonal HUAWEI IDs with your partner ad	count.	Maintain Recipient List
pproval Time	Jul 24, 2024 15:55:37		Commen	t OK		
pplication Information						
enefit Name	Sales Performance Incen	tive Fund	Developm	nent Path/Partner Program Cloud S	tolution Provider Program	
equirement Met	😋 Yes		Issued As	s Cash		
pplication Materials	100000000000000000000000000000000000000					
ecipient List						
No Organization	Member Account	Role	Login ID	Name	Mobile Number	Email
1 Interflation	100	Account manager	hid			com
2	peli	Account manager	hid			om
nange History Hide 🔿						
						peration

----End

# **8** Cloud Solution Providers

## 8.1 Transaction Models

## 8.1.1 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).

## 8.1.2 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 **Repayment**.

#### **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**.

## 8.2 Leads and Opportunities

## 8.2.1 Leads and Opportunities

#### 8.2.1.1 Business Opportunities

#### 8.2.1.1.1 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.

- **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 Opport		ide Defailed Information ④	Complete Revenue Information				
Select a preregistered customer or an a Preregistered Customers	associated customer. Associated Customers				Cus	stomer Name V	Q
Customer Name 💿	Mobile Number 💿	Email 🚓	Preregistration Date	Expiration Date	Remarks	Account Manager 💿	
O p****e	-	4097***@qq.com	Jul 26, 2024 14:15:46 GMT+08:00	Expiry in 14 days		-	
Next Cancel							

#### • Associated customers

registered customer or an associat	ed oustomer. poiated Customers					Customer Name 🗸
Customer/Account Name @	Customer Level	Mobile Number 💿	Association Type	Associated On 🖓	Custom Tag	Account Manager 🚓
Contract No.	VO		Reseller	Jun 11, 2024 19:50:15 GMT+08:00	-	
Careful Ca	VD		Reseller	Jan 22, 2024 18:53:44 GMT+08:00	-	
anna Salasanan	VD		Reseller	Jan 22, 2024 18:52:50 GMT+08:00	-	
-	VD	**	Reseiler	Jan 22, 2024 17:34:07 GMT+08:00	-	
i	VD	**	Reseiler	Jan 22, 2024 17:33:50 GMT+08:00	-	
	VD	**	Reseiler	Jan 22, 2024 17:30:00 GMT+08:00	-	
	VO		Reseiler	Sep 07, 2023 10:20:10 GMT+08:00	-	-
-	VO		Reseiler	Sep 08, 2023 08:31:24 GMT+08:00	-	-
	V0	-	Reseller	Sep 08, 2023 08:22:31 GMT+08:00	-	-
	VO	-	Reseller	Aug 16, 2023 10:31:13 GMT+08:00	zhangshufenhk01	

**Step 5** Enter basic information and click **Next**.

Select Customer -	Enter Basic Informat	ion	3 Provide Detailed Information		4 Complete Revenue Information
Basic Informatio	on				
* Opportunity					
Name					
Industry	Select	~	Select a sub-Industry	~	
Service	-Select	~			
System					
* Opportunity	New (?) (Continuous)				
Туре	New ⑦  Continuous	operations 🣀	)		
	-Select-	operations (?	)		
Туре			)		
Type * Win Probability	-Select-	~	)		
Type  Win Probability  Development	-Select-	~	)		
Type * Win Probability * Development Phase	-Select-	~	)		

Step 6	Specify the	detailed	information	and	click	Next.
--------	-------------	----------	-------------	-----	-------	-------

Select Customer Select Customer	asic Information	nformation
Cloud Migration		
Estimated Expenditures on Cloud (?)	USD/year	
Technical Exchange	Seleci	
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 2	
Progress Details		
	0/1,000 %	
	uri,uuu »	
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 Oppor		Complete Revenue Information
Estimated Monthly Revenue(USD)		]
Estimated Deadline	Select a date.	
Service Period	Select V	
Major Products	-Select-	
Estimated Monthly Revenue from Major Products(USD)		
Previous Submit Cancel		

Business Opportunities / Add Opportunity		
	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.	
	Vew Details Ge 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 development phase cannot be modified.
  - Change the information as needed and save the changes.

Basic Information	Other Information Revenue Information
Opportunity Name	Entre .
Industry	Select V Select a sub-Industry V
Service System	-Select- V
★ Opportunity Type	● New ⑦ ○ Continuous operations ⑦
Win Probability	25% Modify
Development Phase	Potential business opportunities Modify
Testing Project	🔿 Yes 🔘 No
Bidding Project	No

- Change the information on the **Other Information** tab page, and save the changes.

Opportunity Management-Business Opportuni	ties / Modify
Basic Information Other Inform	nation Revenue Information
Cloud Migration	
Estimated Expenditures on Cloud (?)	USD/year
Technical Exchange	- Modify
Test Details	Modify
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Google Other
Use of Peer Vendor's Cloud Services	-Select V
Opportunity Operations	
Background	
	0/1,000 2
Progress Details	- Modify
Risk & Request	
	0/1,000
Save	

- Change the information on the **Revenue Information** tab page, and save the changes.

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	laaS
Estimated Monthly Revenue from Major Products(USD)	444.00

 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 progress details you have specified will be displayed in the Development Phase area on the Business Opportunities > Details > Basic Information page.

Specify Progress						
★ Development Phase	Select			•		
★ Win Probability	Select			•		
Technical Exchange	Select			•		
Test Details	Select			•		
Progress Details						
					 ø/1,000	
		ОК	Cancel			

#### 8.2.1.1.2 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** 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, 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.

usiness Opportunities	Opportunity Sharing	U								
Add Opportunity									Opportunit •	Enter an opportunity name
Opportunity Name	Customer Name ®	Account Name	Industry	Opportunity Type	Win Probability	Development P 🍞 Estimated N	fonthly Reven	Account Manager®	Last Updated 👙	Operation
and the second se		ALCOHOL: N		New	25%	Potential business	75.522.00		Jul 26: 2024 14:21	Specify Progress Modify

**Step 5** Click an opportunity name to go to its details page where you can view opportunity details and customer information.

Opportunity Management-	Business Opportunities / Details			
200				
Potential	business opportunities Keep in touch with the customer to promote the business develop	pment.		Specify Progress Modify
Potential busines opportunities	Opportunity confirmation 3 Solution communication	Business negotiation	(5) Contract signed     (6) Revenue recognition	
Opportunity ID	1e74ef979dbf47448a3ab3f480586fce	Creation Date	Jul 26, 2024 14:21:32 GMT+08:00	
Last Updated	Jul 26. 2024 14:21:32 GMT+08:00			
Customer Informat	on			
Customer Name	@	Account Name	210-007-04	
Mobile Number	@	Email	qi2024***@163.com @	
Account Manager	@			
Basic Information	Other Information Revenue Information			
Opportunity Name	800	Industry		
Service System		Opportunity Type	New	
Win Probability	25%	Development Pha		
Testing Project	No	Bidding Project	No	
result report		Divising Proposi		
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

## **8.2.2 Customer Development**

#### 8.2.2.1 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.

#### Precautions

- 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.
- 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.
- The maximum number of pending and pre-registered customers is 100. When the maximum number is reached, the partner cannot pre-register any customers.
- 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.
- If a partner does not reserve a mobile number or email address in the partner center, the partner cannot register a customer. Partners need to add mobile numbers or email addresses on the Personal Information page under Account Management > Basic Information in the partner center before registering customers.
- When a partner pre-registers a customer, ensure to enter the email address used by the customer to register its account.
- If a partner still wants to pre-register a customer who does not meet the preregistration conditions, the partner needs to submit a manual review request. The review will be completed within two working days.

- 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 Flowchart
<ul> <li>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.</li> <li>In the reseller model, if the customer livited has subscribed to resources before, you can freeze the customer's account and resources to prevent new fees from being generated by those resources.</li> <li>You can preepister customer in advance in Partner Center and send invitation links via email to invite them for association.</li> </ul>
From Partner Center By Link or QR Code History Records
Customer Name Mobile Number Email
Preregistered Customers 1 ③ Preregister Customer Delete Invtte
Customer Na Mobile Number Email 💿 Customer NamelAcc, Preregistr 🍸 Expiration D Status 🍸 Remarks Account M Operation
V 🗌 1711 - Hill Mar 111 - Qoq.com May 24, 2024 Expiny in 14 d Pre-regi Invite Delete

**Step 5** Enter the full name, email address, and mobile number of the customer, select whether to send an invitation link, and click **OK**.

	details are accurate. Invite customers to complete registration within the 15-day riod.View preregistration requirements
Customer Name	
Email	
	This email address is required for registration with HUAWEI CLOUD.
Mobile Number	+852(Hong Ko •
Sending Invitation Link	Yes No
	Invitation links are valid for 7 days. We recommend that you follow up with invited customers to ensure that they use the preregistered email address to register with HUAWEI CLOUD before their invitation link expires. If the link expires before customers have registered, you can resend an invitation link. Preview Email
Association Type	Reseller
	In the Reseller transaction model, partners, instead of Huawei Cloud, are responsible for providing billing and invoicing for customers, and need to bear certain fund return risks.

A message is displayed indicating that the pre-registration is successful.

- **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 **Preregister Customer**.

$_{\mbox{ following reasons.}}^{\times}$ This customer cannot be directly preregistered due to the following reasons.
Click Continue and provide more customer information for manual review. View preregistration requirements
The application causes within automatic affirmation cause.
Continue Modify Registration Information

2. In the **Preregister Customer** dialog box, fill in the required information and click **Submit**.

----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 **Pending review** or **Associated**.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

#### 8.2.2.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a pre-registered customer for association.

#### **NOTE**

By default, Partner Center provides only the reseller model. To enable the referral model, contact your ecosystem manager to apply for the permission.

#### 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** 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 > 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.

Customer Development 🔌 Process Fic	wchart							
<ul> <li>An account manager can generate an invitation lin         <ul> <li>In the reseller model, if the customer invited has s</li> <li>You can preregister customer in advance in Partne</li> </ul> </li> </ul>	bscribed to resources befo	re, you can freeze the custor	ner's account and res					
From Partner Center By Link or QR Code	History Records							
Customer Name Search Reset	Mobile	Number			Email			
Preregistered Customers 1 ⑦ Preregister Customer Delete Invite								
Customer Na Mobile Number	Email 💩	Customer Name/Acc	Preregistr 🖓	Expiration D	Status 🖓	Remarks	Account M	Operation
✓ [] 1711 +82-867862	111***@qq.com	/	May 24, 2024	Expiry in 14 d	Pre-regi	-	-	Invite   Delete

**Step 5** On the **Invite** page, select an association type and click **OK**.

nvitation links are valio	d for 7 days. We recommen	d that you follow u	p with invited customers to ensu
nat they use the prere	gistered email address to r	egister with HUAW	EI CLOUD before their invitation
nk expires. If the link e	expires before customers h	ave registered, you	can resend an invitation link.
review Email			
ssociation Type			
eseller			
esellers, instead of HU	JAWEI CLOUD, are respons and need to bear certain ca	1 0	
Customer Name	Email	Remarks	Eligible for Invitation
2000	110 (actual acts		Eligible

• Association types

**Referral** (contact your ecosystem manager to apply for the permission): A customer signs a contract with HUAWEI CLOUD. HUAWEI CLOUD is responsible for the customer's contracts, billing, and invoices, and the customer pays to HUAWEI CLOUD.

**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 the invitation emails, the customers click the links to register with HUAWEI CLOUD and associate with the partners. For details, see **Requesting Association with a Partner**.

#### ----End

## 8.2.2.3 Inviting Pre-Registered Customers by Hyperlinks or QR Codes

Except for **sending emails**, partners can send hyperlinks and QR codes to invite potential customers.

#### **NOTE**

By default, Partner Center provides only the reseller model. To enable the referral model, contact your ecosystem manager to apply for the permission.

## Precautions

- The invitation hyperlinks and QR codes displayed on the **By Link or QR Code** page contain custom tags (usernames used for login).
- 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.

A partner can invite a customer by the general/custom 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

**Referral** (contact your ecosystem manager to apply for the permission): A customer signs a contract with HUAWEI CLOUD. HUAWEI CLOUD is responsible for the customer's contracts, billing, and invoices, and the customer pays to HUAWEI CLOUD.

**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 in offline mode, such as emails.

Seneral-Purp	oose Invitation Links	Customized Invitation Links Promotional Invitation Links
nload the in	vitation link and QR co	de and send them to the customer for association.
Reseller		
Link	https://account-intl	.ulanqab.huawei.com/obmgrbetam/invitation/invitation.html?bpName=000000
QR Code		
	8 N.S.245 C. 2.12	

- Invite a pre-registered customer by a customized invitation link or QR code.
  - a. Click the **Customized Invitation Links** tab.
  - b. Choose an Association Type, specify Custom Tag, and click Generate.

From Partner Cer	nter 🔰 🛛 By Li	nk or QR Code   History	Records
General-Purpose I	nvitation Links	Customized Invitation Links	Promotional Invitation Links
Enter a custom tag, ge	enerate a custom i	nvitation link and QR code, and se	nd them to the potential customer.
Association Type	Reseller		
		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	🔿 Customiz	e 💿 Dedicated 🕅	
Remarks		0/100	
	Generate		
Generation Record 🗸			

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 in offline mode, such as emails.

Generate					×
Link a	nd QR code generated succ	essfully.			
Association Type	Reseller	Account Manager	hingdet		
Remarks					
Link	https://account-intl.huaweiclo	oud.com/obmgr/invitat	ion/invitation	Сору	
QR Code					
		ОК			

#### D NOTE

You can click **Generation Record** to view historical invitations. 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
```

# 8.2.2.4 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.
Failed to associate with the partner by reseller model because the customer has its enterprise master account.	The customer cannot be associated with a partner by reseller model.

Message	Suggested Operation
Failed to associate with the partner by reseller model because the customer has its enterprise member account associated with the enterprise master account. To associate with the partner by reseller model, disassociate from the enterprise master account.	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 repay 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 repay all the overdue payment 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 Invite** in the **Operation** column to send new invitations to these customers.

You can also select multiple customers and click **Resend Invite** on the top of the customer list to send new invitations to these customers in one batch.

**Step 6** In the **Resend Invite** 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**, **Account Name**, **Custom Tag**, **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.

----End

# 8.2.3 Marketing Tasks

## 8.2.3.1 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	\$											
Task Name	Start Date — End Date	Ē	Customer Name	Enter a customer na	account.	Account Manager						
Export +		J										0
Level-2 Policy 🍞	Task Name	Customer Name/	Last 12 Months(U	ISD) ⑦ 🎖 🛊	Created 🍸	Validity Period	Task Status 🍸	Completed	Account Manager	Operation		
536-S		Contenentials feet, 1 Notes and 10			 Mar 06, 2024 14:4		Uncompleted			Process Task	Add Opportunity	
H8-0	0,00040,00	Contente Autolited, / Trabalanter (21			 Mar 06, 2024 14:4	-	Uncompleted	-	-	Process Task	Add Opportunity	

#### **NOTE**

If you are a distributor, you can view both your and your resellers' marketing tasks in **My Customers** tab and **Resellers' Customers** tab respectively. To view your resellers' marketing tasks, you need to be authorized by your resellers.

**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

## 8.2.3.2 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 Task	(S												
Task Name			Customer Name	Enter a customer na	me or a	iccount.	Account Manager						
Expires	Start Date End Date	Ē		Search Re	set								
Export 💌													۲
Level-2 Policy 🍞	Task Name	Customer Name/	Last 12 Months(U	SD) ⑦ 🍞 🛊		Created 🍞	Validity Period	Task Status 🍸	Completed	Account Manager	Operation		
235-14	14,4,309498,800-	Conterventiate (Inc)_1 References				Mar 06, 2024 14:4		Uncompleted		-	Process Task	Add Opportunity	
88-9	AUGUSTALIS.	Conterne Autorited, A Traditional Col	•		-	Mar 06, 2024 14:4	-	Uncompleted	-	-	Process Task	Add Opportunity	

#### **NOTE**

- If you are a distributor, you can view both your and your resellers' marketing tasks in **My Customers** tab and **Resellers' Customers** tab respectively. To view your resellers' marketing tasks, you need to be authorized by your resellers.
- 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.

Call Answered			* Interes	ted or Not	
Communication completed	O In communication	O Unreachable	O Yes	🔿 No	Unknown
ners					

# 8.3 Customers

# 8.3.1 Customer Management

## 8.3.1.1 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 the frozen status, association type, association time, customer name, account manager name, expenditure in this month, resource expiration date, mobile number, or customer tag.

ustomer Management							(	Subscribe to Customer Information
<ul> <li>To view the customer associations a</li> <li>To view the batch transfer history, vi</li> <li>You might also want to know:How C</li> </ul>	sit Batch transfer history.			tomers' Behalf? How My Cus	tomers Manage th	e Authorization?		View Details 🗸
Set Budget Set Discount	Batch Assign Accoun	-	ifer ~ Export ~	īme Budget(USD)		Customer Name V	Q	Advanced Search 🗸 🛞
□ @ <sup>*</sup>	-	qi2024***	0.00	-		- 0	Set Budget   View Orders	More
Design and the second s		-		50.00	09	6 0	Set Budget   View Orders	More

#### **NOTE**

- Click **Manage Association Records** to view historical customer associations and disassociation.
- 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.
- A distributor can choose **Customer Management** > **Customers** to view their own customers or choose **Customer Management** > **Resellers' Customers** to view customers of their resellers.

Step 5 Click an account name to view customer details.

tomer Management / Customer Details						Go to Old Editio
Account Name Accou			Assign Account Manager 🛛 🔒 Request	Authorization ⑦ Account Fi	eezingUnfreezing V	Association Management V
Resources Basic Information						
Budgets	Set Budget	Cash Coupons (Customer-Specific)		Customer Orders	Р	ace Order on Customers' Beha
Current Estimate (2)	\$0.00 USD	Available	Expire in 7 Days	Unpaid Orders	A	I Orders
Budget Monthly Budget	\$0.00 USD	0 (Total: \$0.00 USD)	0	0	C	1
Expenditure Summary Last 12 months			View Expenditure	Customer Alerts		
Expenditures	Expenditure Rankir	ngs 💿		Loss	C	1
Last 12 Months(USD)						
0.00		1:1		Pending Renewals	O&M on Cu	stomers' Behalf All Resourc
Month-to-Date Expenditur ③ 0.00 View Details		S2				
Dependiture Last Month( (?) 0.00 View Details		No data available.		Expire in 7 Days	Expire in 15 Days	Expire in 30 Day
				0	0	0
			Le als			
Expenditure Change				Business Opportur	ities	Add Opportur

### D NOTE

- 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 Freeze/Unfreeze** drop-down list to freeze or unfreeze the account or both the account and resources.
- You can click **Association Management** and select **View Association Requests** from the drop-down list to view association records and manage association relationships for the customer. You can also click **Disassociate** from the drop-down list 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 view the customer's orders, including unpaid and paid orders. You can also click **Place Order on Customers' Behalf** to place orders for the customer.
- 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, and 30 days.
- On the **Overview** tab, you can view expenditure analysis and product rankings. You can click **View Expenditure** to view expenditure details. You can click **Month-to-Date Expenditure** to view expenditure details of this month, and **Expenditure Last Month** to view expenditures of last month. You can click the icon next to **Expenditure Change** to view expenditure analysis.
- 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.

Choose Export > Export History. On the Export History page, click
 Download in the Operation column to download and query the customer records in the Completed status.

- Click **Set Monthly Budget** to set the monthly budget for customers of the reseller model. For details, see **Setting Monthly Budgets for Customers**.
- Choose More > Create Discount to set a discount for customers. For details, see Setting Discounts for Customers.
- Choose More > Issue Coupon to issue coupons for customers.
- Choose More > 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.
- Choose More > View Expenditure 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.

## 8.3.1.2 Setting Monthly Budgets for Customers

A partner can set monthly budgets for a customer associated with the partner by reseller model. The budget will automatically restore in the next month.

## 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 (2) 50 00 USD) Customer Name - Account Name
Budget Type
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 quote: 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. 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 frozen. Unfreeze the account to allow the customer to buy resources.
Unfreeze Now
OK CONTRACTOR OF CONTRACTOR
Adjustment Records ~

• Manual account freezing

Monthly Budget \$0.00 USD (Current Estimate 💮 50 00 USD)   Customer Name   Account Name Indiadmate State	
Budget Type	
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	e 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	
3. If the budget of your customer is enhausted, the system will restrict customer's purchase of yearlyimonthy and reserved netances, but not the purchase of pay-per-use resources. The provisioned 4. After receiving the airt notification, increase your customer's monthly budget of riseze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use networks and pay-per-use networks are customer's monthly budget of riseze the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use networks are customer to prevent the customer from purchasing pay-per-use networks.	
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 are a count to prevent the customer from purchasing pay-per-use resources.	
4. After neeking the altert notification, increase your customer's monthly budget or these the account to prevent the customer from purchasing pay-ser-use resources. The provisioned pay-ser-use no fees will be incurned.	
After receiving the alter notification, increase your customer's monthly budget or flexce the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use no fees will be incread.     The customer expandure is an estimate and may be delayed by hours.     It is only used for managing expendance of your customers but will not exempt you from the corresponding responsibility.	
A After receiving the alter notification, increase your customer's monthly budget of flexts the account for prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use resources is the account for the account for purchasing pay-per-use resources.     It is only used for managing expendances of your customers but will not evening you from the corresponding responsibility.     It is only used for managing expendances of your customers but will not evening you from the corresponding responsibility.	
A After receiving the altert nutlication, increase your customer's monthly budget or these the account to prevent the customer from purchasing pay-per-use resources. The provisioned pay-per-use re no fees will be incomed.	

#### D 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 a Customer.
- 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 monthly budget adjustment record, click **Adjustment Record** on the displayed **Set Monthly Budget** page.

#### **Step 5** Enter a value and click **OK**.

#### **NOTE**

When a customer is associated with a partner by reseller model, the customer account is frozen by default. When the account is frozen, the customer cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the monthly budget for the customer to unfreeze the account.

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.

Step 6 Click OK.

----End

## 8.3.1.3 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
One-Time Budget (Total Expenditure 🕥 50.00 USD)   Customer Name gwhk_glyezhu03   Account Name gwhk_glyezhu03
Budget Type     Monthly Budget     @ One-Time Budget
+ One-Time Budget (USD)
Account freezing upon one-lime budget exhaustion
Automatic     Manual
To facilitate management of resetler 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. Huavel 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 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 customerri 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 unterease the account of the outstoner to clear the alert.
6. The customer expenditure is an estimate and may be delayed by hours. 7. If is only used for managing expenditures of your customers but in oto centry (you form the corresponding responsibility.
The customer account has been frozen. Unifeeze the account to allow the customer to buy resources.
Unfreeze Now
oc.
Adjustment Records ~

#### • Manual account freezing

Customer Management / Set Budget
One-Time Budget (Total Expenditure 💮 \$0.00 USD) Customer Name Account Name Account Name
* Budget Type One-Time Budget
« Cne-Time Budget (USD)
Account freezing upon one-time budget exhaustion
Automatic  Manual
To facilitate management of reseler customers' one-lime 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. 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 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.
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.
6. It is only used for managing expenditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been frazen. Unfreeze the account to allow the customer to buy resources.
ок
Adjustment Records V

- 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.
- After the one-time budget is used up, the customer account can be automatically or manual froze based on your needs. **Automatic** indicates that the system automatically freezes an account upon budget exhaustion. For details about how to **manually** freeze an account, see **Freezing a Customer**.
- 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.

#### **Step 5** Enter a one-time budget value and click **OK**.

#### **NOTE**

When a customer is associated with a partner in reseller model, the customer account is frozen by default and they cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the one-time budget for the customer to unfreeze the account.

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.

#### Step 6 Click OK.

----End

## 8.3.1.4 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	Develop Tools English Languardia
Message Center	SMS & Email Settings							
Ay Messages (155) •	Add Recipient Remove Recipie	nt						
eciplent Management	Message Type	Email	SMS	System Notification	Group Chatbot	Recipient Name	Message Receiver Robot	Operation
and the second	Finance		<b>M</b>					
	Account balance 0					stajng patros/heijkest, dangehales		Modify Configure Robot
	Account change 0					staging participlicity has photon		Modify Configure Robot
	Partner budget 🖲	<b>V</b>				stajng patros/teriptosi, daraphako		Modify Configure Robot
	BILO	<b>V</b>				stajng patros/teriptosi, dangetako		Modify Configure Robot
	Invoice 0	<b>V</b>				stajng patros/heijderit/stangetuker		Modify Configure Robot
	Cost Management 0	<b>V</b>				stajng patros/heightst, dangstakes		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.

ecipient Name	Phone Number/En	weCom Robot	DingTalk	Feishu Robot		
	Add Recipient					
	Recipient	Email	Phone Number	R	lemarks	Operation
	Recipient	Email	+86(C V Phor	e Number	Enter remarks	Save Cancel
	Resigned.	10-01000	40.00-022			
	- Ality	ar- 581 (artis)-	-10.12			
	- Anglain	24	-8/32-298			
	webse.	printlease and	-80.00002			

----End

## 8.3.1.5 Freezing a Customer

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 Partner Center.

You can choose to freeze only the account or both the account and resources of a customer.

## Impacts of Freezing Only Accounts or Both Accounts and Resources

• Impacts of Freezing Accounts

If customer's account is frozen, the customer cannot buy, renew, or change resources, and provisioned resources may be unavailable, but 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	<ul> <li>Unsubscribing from resources</li> <li>Modifying resource names</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Renewing subscription to resources</li> <li>Changing yearly/ monthly resources to pay-per-use resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>
Operations on pay- per-use cloud services (operations on pay- per-use instances and spot instances)	<ul> <li>Modifying resource names</li> <li>Viewing resource information</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Changing pay-per-use resources to yearly/ monthly resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>

• Impacts of Freezing Accounts and Resources

In addition to the account freezing, resources are also frozen and enter the retention period. During the retention period, customers cannot access or use the frozen cloud service resources. Cloud service resources and data stored will be retained, and the frozen resources will not incur fees.

## **Freezing an Account**

- **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				×
Freeze Account I	lotes			
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	urring new fees, you can choos	e to freeze both the account	
and its resources.				
2.Huawei Cloud shall no	t take the responsibilities fo	or any adverse impacts on custo	mers', services due to	
account freezing and dis	putes arising out of it. Exer	cise caution when performing th	nis operation.	
3.Visit Impacts of Accou	nt Freeze to learn about the	e impacts of frozen accounts. Y	ou can also unfreeze an	
account.				
4. The account unfreezin	g operation may fail if your	account has been frozen.		
Reason			0/256	
Account Name	Customer 💩	Budget(USD)	Total Expenditure(USD)	?
10,0000000000	W****户	100.00	0.	.00
			OK Cance	<u>i</u> l

#### **Step 5** Enter the reason.

Step 6 Click OK.

A message is displayed indicating that the account is frozen.

#### **NOTE**

- If partners have enabled the verification code function, a verification code is required.
- To unfreeze a customer account, click **Unfreeze Account** in the **Operation** column.

----End

## **Freezing Both an Account and Resources**

- 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 and Resources** in the **Operation** column in the row of the target customer.

1 If the account		otes	
1.11 the decount	and resources are frozen, the cu	ustomer cannot buy, renew, or change	e resources, and all
provisioned r	esources are not available	e. Unfreeze the resources with	nin <mark>15 days</mark> (subject to
the time rang	je regulated on the officia	l website) after they are frozer	n. Otherwise, the
stored data v	vill be deleted and the clo	ud service resources will be re	eleased.
2.Huawei Cloud	shall not take the responsibilitie	s for any adverse impacts on custom	ers', services due to
account freezing	and disputes arising out of it. E	exercise caution when performing this	operation.
3.Visit Impacts	of Account Freeze to learn about	t the impacts of frozen accounts. You	can also unfreeze an
account.			
	infreezing operation may fail if yo	our account has been frozen.	
	Infreezing operation may fail if yo	our account has been frozen.	0/256
4.The account u teason	Infreezing operation may fail if yo		0/256 Total Expenditure(USD)(

#### **Step 5** Enter the reason.

#### Step 6 Click OK.

A message is displayed indicating that the account and resources are frozen.

#### **NOTE**

- If partners have enabled the verification code function, a verification code is 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 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.
- ----End

## 8.3.1.6 Unfreezing a Customer

You can unfreeze accounts or both accounts and resources for your customers.

#### **Unfreezing an Account**

**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.

After the account is	unfrozen, customer	s can buy, renew, or chang	ge resources, and yo	u need to pay for your cu	stomers.
Reason				0/256	
Account Name	Customer 💩	Automatically	Budget(USD)	Total Expenditure(US	D) (?
Account name					

If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

## **Unfreezing 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 **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.

Reason 0/256	account and resources without adjusting the budget granted, its account and resources will be frozen again next hour. Increase the budget to unfreeze the account and resources of the customer. fter the account is unfrozen, customers can buy, renew, or change resources, and you need to pay for your customer eason 0/256	Infreeze Acc	ount and R	esources				
eason 0/256	eason 0/256 Account Name   Customer @   Automatically   Budget(USD)   Total Expenditure(USD) (?	account and	resources without	adjusting the budge	et granted,	its account and r	esources will be fro	
	Account Name   Customer 💩   Automatically   Budget(USD)   Total Expenditure(USD) ?		Infrozen, customei	rs can buy, renew, c	or change r	esources, and yo	ou need to pay for y	our customer
Account Name   Customer 💩   Automatically   Budget(USD)   Total Expenditure(USD) (								
	Yes 100.00 0.00	Account Name	Customer 💩	Automatically	/   E	Budget(USD)	Total Expenditu	ire(USD) (?)

### D NOTE

If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

## 8.3.1.7 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. Only one disassociation request can be initiated by a customer within a 3 month period.
- 2. Only one disassociation request can be initiated by a partner within a 3 month period.
- 3. You cannot disassociate from an enterprise master if this enterprise master has been associated with any independent accounting member.
- 4. If you need to disassociate from a customer whose account has been manually frozen, you need to unfreeze this customer account first.
- 5. 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.

stom	er Management							*	Subscribe to Customer Informa
• To 1	view the customer associations a view the batch transfer history, vi u might also want to know.How C	sit Batch transfer history.			ustomers' Behall? How My Customers	Manage the Authorizat	ion?		View Details
Set B	udget Set Discount Customer/Account Name @	Batch Assign Account		insfer v Export v	e-Time Budget(USD) Budget	Customer Na Usage ⑦   Alers t			dvanced Search 🗸 🛞
	Ø Jamma	-	qi2024***	0.00	-	- 0	Set	Budget   View Orders   M	fore
	a date of the local	-	-	-	Customer Management Disassociate	Promotion View Resources	Placed on Customer Request Authorization		
	general Balanas Marine IV	-		100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Cust Perform O&M Opera	omers' Behalf itions on Customers' Behalf	
	Constant of			0.00	Freeze Account				

### **NOTE**

If you need to disassociate from your customers rather than your resellers' customers, select the **Customers** tab.

**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**.

D 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 sı	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.

#### **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.

#### 

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.



#### **NOTE**

For Huawei Cloud distributors, they need to click the **Customers** tab and click **Manage Association Records**.

**Step 5** On the **Manage Association Records** page, you can query the customer associations, association type changes, and disassociation records.

Click Agree or Reject in the Operation column.

sustomer Management / Manage Association Records			
Batch Reject	Customer Name 🗸	Q Account Manager Q Mobile Number	Q
Account Name   Customer 💩   Mobile Number   A	ssociati 🖓 Purpose 🏹 🛛 Reason	Initiation ♀  Status ♀   Account ∞   Request T ♀  Approval ♀  O	peration
t****p 193****003 F	eseller 🖄 Disassociate test	Requested by C Pending confir - Jul 01, 2024 1	
F	eseller 🔗 Association	Recommende ⊘ Completed – Jun 11, 2024 Jun 11, 2024	

#### **NOTE**

If partners have enabled the verification code function, a verification code is required to verify the identity.

----End

## 8.3.1.8 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.

#### **NOTE**

• 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	AA7200209810
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.

## 8.3.1.9 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** 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.

Customer Management / Resources							
Customer Name Account Name							
YearlyMonthly Resources Pay-per-Use Resources Effective Time Start Date — End Date Product Type Select a product.	Reserved Instances	Savings Plans ime Start Date - Enc Search	t Date Reset		Order No.		
Export Name/ID	Product Type	Specifications	Region V	Status 🗸	Effective Time/Expiration Time	Processing upon Expl	Order No.
		specifications			Jan 04, 2023 10:24:34 GMT+08:00 Jan 05, 2024 07:59:59 GMT+08:00	Automatic deletion after	
<ul> <li>P Incluyer last strangelingering 202101.</li> </ul>	HIDGe(Hy Barl OF	Philopy Indexts.	NUM_DECOMPANY	() Frozen	Oct 28, 2023 15:54:19 GMT+08:00 Dec 30, 2023 07:59:59 GMT+08:00	Automatic deletion after	ODOHOBIET/WITP

- Click **Export** to export all yearly/monthly resource records of a customer.
- Click  $\vee$  to check instance information and resource status.
- Click *C* to check associated resources.

ļ	Ass	soci	ated Reso	ources			×
			Name/ID	Product Type	Specifications	Expiration Time	
			Elastic Volu	Elastic Volu	0.0000000000000000000000000000000000000	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	
					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 P	ans				
• Pay-per-use resources of the last	month are displayed by default. Yo	a can filter the resources of specified time rang	e in the subscription time area.				
Export		Product Ty	Select a product.	~ II	D		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.

• View the reserved instances.

On the **Reserved Instance** page, set the search criteria and query the desired reserved instance records.

Yearly/Monthly Re	sources Pay-per-Use Resou	rces Reserved Ins	tances Savings Plans				
Effective Time Product Type	Start Date — End Date Select a product.	E E	cpiration Time Start Date Search	e – End Date		Order No.	
Name/ID		Product Type	Specifications	Region 7	Status 7	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 Res	ources Reserved	Instances Savings Plan	s				
Effective Time	Start Date End Date	ŧ	Expiration Time Start C	ate – End Date		Order No.		
Product Type	Select a product.	¥	Sear	Reset				
Name/ID		Product Type	Specifications	Region 7	Status 🍞	Effective Time/Expiration Time	Order No.	

----End

## 8.3.1.10 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.

stomer Management							* Subscribe to	Customer Inform
To view the customer association     To view the batch transfer histo     You might also want to know.He	ry, visit Batch transfer history.			Customers' Behalf? How My Custome	ers Manage the Authorizat	tion?		View Details
Set Budget Set Discount	Batch Assign Accour	-			Customer Na		Q Advanced Se	arch 🗸 🤅
	⊗ () Y   Mobile Num	Email 💩 🛛 Moi	nthly Budget(USD) Or	ne-Time Budget(USD) Budg	et Usage 💿   Alers t	to Be Handled Operation		
		qi2024***	nthly Budget(USD) Or	ne-Time Budget(USD) Budg	etUsage ⊘   Alerst 0		at   View Orders   More	
				Customer Management Disassociate				
			0.00	Customer Management	- 0 Promotion View Resources Customer Spend	Set Budge Placed on Customers' Beh	alf	

**Step 5** Select I have read and agree to the Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf and click OK.

<u> </u>	thorized, you can perform operations, such as configuring, purchasing, and managing behalf of this customer.
Notes: You mu any violations.	st perform operations in strict accordance with this Commitment Letter and shall take responsibilities for
You have	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

## 8.3.1.11 Placing Orders on Customers' Behalf

Partners can place orders to purchase yearly/monthly resources or pay-per-use resources on Partner Center on reseller customers' behalf.

## Prerequisites

A partner must obtain the authorization from a customer before placing orders on behalf of the customer.

## Procedure

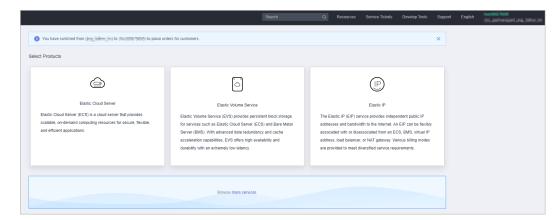
- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** In the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Select a record of a reseller customer and choose More > Place Order on Customers' Behalf in the Operation column.

stomer Management						6	Subscribe to Customer Informa
To view the batch transfer history	is and disassociations, visit Manage Association Records p , visit Batch transfer history. w Can I Request Authorization from My Customers?How Ca	-	Customers' Behall? How My Customers	Manage the Authorizat	ion?		View Details 🔨
Set Budget Set Discount	Batch Assign Account Manager Batch Trans ⊗ ⑦ ♡   Mobile Num   Email ⊗   Monti			Customer Na Usage ⑦   Alers t		Q	Advanced Search 🗸 🔘
C O Jamma	qi2024***	0.00	-	- 0		Set Budget   View Orders	More
			Customer Management Disassociate	Promotion View Resources	Placed on Cu Request Auth	stomers' Behalf	
		100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend		on Customers' Behalf I Operations on Customers' Beha	alf
		0.00	Freeze Account Business Opportunities				

## D NOTE

You can place orders for your customers on the **Customers** tab and for your resellers' customers on the **Resellers' Customers** tab.

- 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.



**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.

Ξ	Service List	Enter a service or function name.				Q			2
	Bare Metal Server	Recently Visited Services:							
3	Elastic Cloud Server	Computing		Storage		Network		Security	
5	Cloud Backup and Recovery	Auto Scaling		Elastic Volume Service		Virtual Private Cloud		Anti-DDoS	
		Bare Metal Server	Ŧ.	Cloud Backup and Recovery	- <b>F</b>	Elastic Load Balance	- <b>F</b>	DDoS Mitigation	
0	Object Storage Service	Dedicated Host		Cloud Server Backup Service		Direct Connect		Advanced Anti-DDoS	
5	Virtual Private Cloud	Elastic Cloud Server		Volume Backup Service		Virtual Private Network		Web Application Firewall	
5	Elastic Load Balance	FunctionGraph		Object Storage Service	<b>#</b>	Domain Name Service		Vulnerability Scan Service	
>	Liastic Load Datarice	Natural Language Processor		Data Express Service		NAT Gateway		Host Security Service	
)	Elastic IP	Elastic Cloud Server	¥.	Scalable File Service		Elastic IP	- <b>F</b>	Container Guard Service	
5	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	
		Distributed Message Service (for Kafka)		Resource Formation Service		Relational Database Service	- <b>#</b>	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	

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.

## 8.3.1.12 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.

stomer Managen	ient						Subscribe to Custo	mer Inform
To view the batch transfer	sociations and disassociations, visit er history, visit Batch transfer history now:How Can I Request Authorizati			ustomers' Behall? How My Customers	Manage the Authorizat	lion?	View	v Details
Set Budget Set Di	Scount Batch Assign Account Batch Assign Account Name ⊛ ⑦ ♡   Mobile Num	-	nthly Budget(USD)   One	-Time Budget(USD) Budget	Customer Na Usage ⑦   Alers t		Q Advanced Search	~ @
	-	qi2024***	0.00	-	0	Set Budget   V	View Orders   More	
	-	-	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization		
	-	-	100,000.00	Assign Account Manager Unfreeze Account and Resources	Customer Spend	Place Order on Customers' Beha Perform O&M Operations on Cus		
			0.00	Freeze Account				

You can perform resource O&M for your customers on the **Customers** tab and for your resellers' customers on the **Resellers' Customers** tab.

- **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

## 8.3.1.13 Assigning an Account Manager for a Customer

A partner can assign an account manager for a customer.

#### **NOTE**

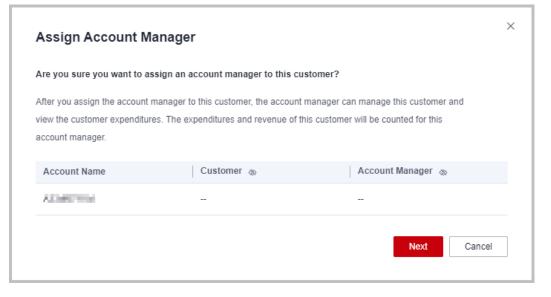
If a customer is associated with a partner via an invitation email, invitation link, or QR code sent by the account manager, the customer is assigned to the account manager after the association. In this case, the partner does not need to assign another account manager to the customer.

### Precautions

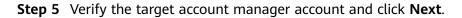
After an account manager is assigned for a customer, the account manager can manage the customer. Specifically, the account manager can view the expenditure records of the customer, and the customer's consumption and revenues generated during the management period belong to the account manager.

## 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.



### D NOTE



Assign Account Manager	×
	Account Manager V Q
Account Manager 🛞	Account Name
<ul> <li></li></ul>	nynyield
	Previous OK 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

## 8.3.1.14 Disassociating from a Customer

You can disassociate from your customers as needed.

#### D NOTE

#### Notes:

1. Any problems arising out of the disassociation shall be resolved by you and your customers. Huawei Cloud shall not be held accountable for any consequences.

2. After disassociation, the settlement matters will be handled through negotiation between you and your customers.

3. You are not allowed to submit multiple disassociation applications with a customer account within three months.

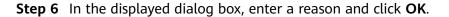
## Procedure

- 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** In the customer list, select a customer and click **More** > **Disassociate** in the **Operation** column.

istomer Management						E	Subscribe to Customer In
To view the customer associatio     To view the batch transfer histor     You might also want to know:Ho	y, visit Batch transfer history	с. Г.		Sustomers' Behalf? How My Customers	Manage the Authorizat	lion?	View Detai
Set Budget Set Discount Customer/Account Name	Batch Assign Accou	-	ansfer v Export v		Customer Na Usage ⑦   Alers t		Advanced Search v
O Accession	-	qi2024***	0.00	-	- 0	Set Budget   View Orders	More
	-	qi2024***	0.00	Customer Management	0 Promotion View Resources	Set Budget   View Orders   Placed on Customers' Behalf Request Authorization	More
	-	q(2024***			Promotion View Resources Customer Spend	Placed on Customers' Behalf	

**Step 5** On the displayed page, select **I understand the preceding statement and confirm to disassociate from the partner account**, and click **Disassociate**.

Custor	ner Management / Disassociate
	Customer Name Account Name Account Name Association Type Reseller Operation Type Disassociate
0	Check Customer Account 2 Confirm Request ③ Finish
	1. Before disassociating from your customer, notify them in advance of the disassociation and the resulting consequences. HUAWEI CLOUD will not be held responsible for the consequences.
	2. The settlement shall be resolved between you and the customer.
	3. Only one disassociation request can be initiated within a 3 month period.
	I understand the preceding statement and confirm to disassociate from the partner account.
	Disassociate



i Dis	sassociate	×
Are you s	ure you want to disassociate from the customer?	
Reason	0/256 OK Cancel	

**Step 7** A message is displayed indicating that you have been disassociated from the customer.

----End

# 8.3.2 Customer Assignment

## 8.3.2.1 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	+852 138*****040	409***092@qq.com	0 Assign Customers View Customers

### 

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 assign the ad	ccount manager to this customer, the ac	count manager can manage this custo	mer and view the customer expenditures. The expenditures and rev	enue of this customer will be counted for	this account manager.	×	
	Account Manager	···· @						
[	Select Customer Ye	ou 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**.

## D 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.

# 8.3.3 Customer Orders

# 8.3.3.1 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**.

A salesperson can only query orders of its own 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, select **Sales** > **Customers** > **Customer Orders**.

Customer Orders			
The data here shows the yearlytimothy product orders of customers. There is a delay of about 10 minutes. You can view pay-per-us     Orders of the last six months are displayed here by default. If you want to view the orders of other periods, use the filter in the Orders	-	Customer's Resources?	
Export ~	Customer Name 🗸	Order No. V	Search Reset
Order No. Product Type   Order Type   Order Status   Customer Na   Ordered On	Paid Order Subtotal(USI	0) Amount Paid(U Operation	
CS2407011723ZVAUH Elastic Volume Subscription Canceled tetrap Jul 01, 2024 11	i 0.4	6 Adjust Price	

**Step 4** Set search criteria to search for customer orders.

You can search for customer orders by **Customer**, **Order No.**, **Order Status**, **Product Type**, **Order Type**, or **Ordered On**.

- 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 🗐 icon in the **Paid Amount** column to check the payment details.

## D NOTE

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 "Records exported successfully" is displayed.

• Export all customer orders.

Choose **Export** > **Export All**. Message "Tasks exported successfully" is displayed.

- 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 query the customer orders in the **Completed** status.

#### **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

## 8.3.3.2 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** 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.

Customer Orders / Adjust Price		
Order No. C\$2105261733OKHH9S		
Pending payment   Order Subtotal \$154.00 USD   Maximum Discount ③ \$15.40 USD		
Customer Name Account Name Account Name View price adjustment records for other orders.		
Adjust Order Price Adjust Resource Price		
Order Amount (After Adjustment) \$154.00 USD   Discount (USD) 🕥 Inter a discount.   Estimated Rebate (USD) 🕥 38.50 Recalculate		
or the second		
Resource Information		
Name/ID Product Type Specifications Billing Mode Quantity Order Subtotal(USD) Maximum Discount(USD) 🕐 Discount(USD) Aft	\fter 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.

Customer Orders / Adjust	Price										
Order No. CS21052	617330КНН95										
Pending	payment	Order Subtotal \$154.0	0 USD   Max	imum Discount ②\$15.40	USD						
Customer Name	8148			А	iccount Name	(80)	ikii Wew p	price adjustment records for o	ther orders.		
Adjust Order Price	Adjust Re	esource Price									
Resource Inform	ation The d	discount cannot be les	s than the other c	liscounts available for the	customer. \$	0.00 USD					
Name/ID		Product Type	Specifications	Billing Mode		Quantity	Order Subtotal(USD)	Maximum Discount(USD)	Discount(USD)	After Adjustm	Estimated Rebate(US
SD3 linear EVS Yea	rly package/00	Elastic Volume Service	Ultra-High IO	Yearly/Monthly(1 year)		1	154.00	15.40	0.00	154.00	38.50
Order Amount (Aft	er Adjustment) <mark>\$1</mark>	54.00 USD   Discor	int (USD) 0.00   Esti	mated Rebate ⑦ 38.50	Recalculate						
ОК											

### **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.

## D 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.

# 8.3.4 Customer Expenditures

# 8.3.4.1 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, repayment, and billing.

# 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**, **Spent On**, **Account Manager**, and **Association Type**.

• View total expenditure amount and refund amount.

Expenditue Starmary       Ependitue Details            • The expenditues are price amount.           • Speed 0.             • The expenditues are price amount.           • Speed 0.             • Starbard           • Speed 0.             • Speed 0.								
Cutemer       Efter a cutimer ranse or account.       Speet On       2024-02       Account Manager       Efter an account manager.       Reader         Account manager       A       Search       Reader       Effer an account manager.       Reader         Epert +       Search       Reader       Search       Search       Search         Annount       Refunds       -\$114,175.00 USD       -\$114,175.00 USD       -\$114,175.00 USD         Contense Expenditure       Refunds       Search       Annount(SSD)       Component(SSD)       Monent(SSD)       Component(SSD)       Monent(SSD)       Component(SSD)       Discount(SSD)       Operation         *       Search       Savers       Savers<	Expenditure Summary Expenditure Details							
Association Type         Ad         Search         Reset           Export •	1 • The expenditures are pre-tax amounts.							
Amount         Refunds         Particular           S16,747.17 USD         -\$14,175.00 USD         -\$14,175.00 USD           Customer Expenditures         refunds         -           Customer Account Name         Service Type         Billing Mode         Association Type         Amount(USD)         Cash Paymenth(USD)         Coopens Used(USD)         Monthly Settlement(USD)         Discount(USD)         Operation           *         10         11,727.17         0.80         0.800.09         5,199.05			<ul> <li>Account Manager</li> </ul>	Enter an account manager.	Reseller			
S16,747.17 USD     -\$14,175.00 USD       Customer Expenditures     Related       Customer     Account Name     Service Type     Billing Mode     Association Type     Amount(USD)     Cash Psymetra(USD)     Coupons Useq(USD)     Monthly Settlement(USD)     Discount(USD)     Operation       V     Main Strategy     5190 05     10,222 17     10,222 17     0.80     0.000 09     5,199 05								
Condumer Expenditures         Related           Condumer         Account Name         Service Type         Billing Mode         Association Type         Amount(USD)         Coupons Useq(USD)         Monthly Settlement(USD)         Discount(USD)         Operation           V         Intermet         16,721.17         16,721.17         0.80         0.000.09         5,198.05	Amount Refunds (2)							
Customer Account Name Service Type Billing Mode Association Type Amount(USD) Cash Paymenth(USD) Coopons Used(USD) Monthly Settlement(USD) Discount(USD) Operation	\$16,747.17 USD -\$14,175.00 USD							
V         167/47.17         167/47.17         0.00         0.000.00         5.199.85	Customer Expenditures Refunds							
	Customer Account Name Service Type	Billing Mode Association Type	Amount(USD)	Cash Payments(USD)	Coupons Used(USD) Mor	nthly Settlement(USD)	Discount(USD)	Operation
✓ M_ANDER N. M_ANDER	<ul> <li>millionness</li> </ul>		16,747.17	16,747.17	0.00	0.00/0.00	5,199.05	
	<ul> <li>Hjapitit</li> <li>Hjapitit</li> </ul>		0.00	0.00	0.00	0.00/0.00	53.80	

- 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.

- 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 completed expenditure records.

----End

## 8.3.4.2 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.

Search options include billing cycle, customer name, partner name, account manager, order/transaction ID, resource ID, product type, association type, billing mode, bill type, and region.

Expenditure Sum	mary Expenditure	Details									
-	search for the expenditure expenditure is rounded off			ccount name.							
Billing Cycle	2024-05	~	Customer	Name Enter a	a customer name or account.	Account Manag	er				
Order/Transaction II	D		Resource	D		Resource					
Product Type	Select a product.	~	Amount D	ie 💿 All	Hide 0 Expenditures		Search Re	set			
Export ~											6
Billing Cycle	Customer Name/Acc	Associat 🝸	Account Ma	Product Type	Product Name	Billing M 🍸	Spent On	Order/Transaction ID	Order Type	Bill Type 🛛	Transaction Time
	and an and a second sec	Reseller	-	SP Test Ser	spsku050901n Yearly-1	Savings Plans	May 30, 2024 13:00:00 G/ May 30, 2024 14:00:00 G/	HWCSP0HK20230530001	Subscription	Expenditure - hourly b	May 30, 2024 14:08
2024-05	04244	Reseller	-	SP Test Ser	spsku050901n Yearly-1	Savings Plans	May 30, 2024 05:00:00 GA May 30, 2024 06:00:00 GA	HWCSP0HK20230530001	Subscription	Expenditure - hourly b	May 30, 2024 06:09

• In the expenditure list, view information about **Spent On**, **Product**, **Order No.**, **Total Expenditure**, and **Status**.

- You can select **Hide 0 Expenditures** for **Amount Due** to exclude related data from the list.

### **NOTE**

You can search for expenditure details by month. For expenditure details generated more than 18 months ago, contact your ecosystem manager.

#### **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.

A maximum of 5,000,000 records can be exported at a time.

- View export history.
  - a. Choose **Export > View Export** to switch to the **Export History** page.
  - b. Click **Download** in the **Operation** column to download all the completed expenditure records.

----End

## 8.3.4.3 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

# 8.3.5 Customer Alerts

# 8.3.5.1 Handling Customer Alerts

Customer alerts can be handled by only one person.

#### **NOTE**

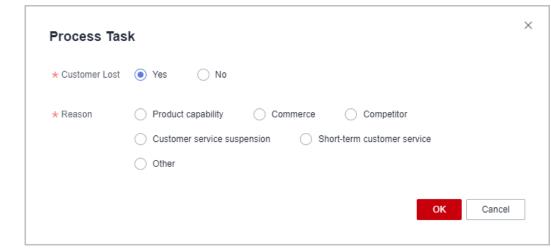
If an account manager has been assigned, the account manager is in charge of handling related alerts. Otherwise, the partner is in charge of alert handling.

## Procedure

- Step 1 Sign in to Huawei Cloud as a partner.
- **Step 2** 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.



- Click  $\bowtie$  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.



- 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 Partner Center > Sales > Customers > Customer Management and click a number in the Alerts to Be Handled column to handle customer alerts.

#### ----End

## 8.3.5.2 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 name	e or account.	Q
	Scenario	Alert Type 🛛	Title	Customer/Account Name 💿	Alerted 8		Account Manager	Status 🙄	
~	and second second	Loss	CONTRACTOR OF A CONTRACTOR OF	Lease .	Apr 15, 2023 03:18:38	8 GMT+08:00		Handled	
×	01000000.00	Loss	Conversion Conversion (Adversion)	10.907	Apr 15, 2023 03:18:38	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

# **8.4 Financial Information**

# 8.4.1 Partner Bills

## 8.4.1.1 Accounts

Table 8-1 describes the accounts for a cloud solution provider.

Table 8-1	Account	of the	cloud	solution	provider	
-----------	---------	--------	-------	----------	----------	--

Account	Description
Account	Partner can pay bills for their accounts. For details, see <b>Repayment</b> .

## 8.4.1.2 Partner Bill Description

A partner bill is generated when the partner consumes resources on HUAWEI CLOUD. The partner can repay or apply for an invoice based on the bill. Partners' expenditures on HUAWEI CLOUD comes from their customers.

## **NOTE**

In the Reseller model, the cloud solution provider is responsible for the customer's billing and invoicing, and HUAWEI CLOUD does not directly provide related services to the partner's 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 Eport Bills View Eport	2021-08
• 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, 2021.	×
Bill Estimate \$7,192.06 USD	
Expenditures	\$8,083.8494925 USD
Refunds ①	-\$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
✓ 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.

# 8.4.1.3 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 🔊		
<ul> <li>Would you like to lead</li> </ul>	e 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. ann how the bit was calculated? Vew the bit calculation method. df Product Details	
Billing Cycle Product Type	282407     Customer Information     Customer Name ×       Order/Transaction ID       Select a product.     Search     Reset       You have not yet been billed for this month's expenditures. The amount displayed here is just an estimate (ax not included). Check the bill again after it is issued on 2024-06-05.	
Export Bill Details	Vew 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.	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	<ul> <li>Bill types of the customer, including:</li> <li>Expenditure</li> <li>Refund</li> <li>Adjustment</li> </ul>	Expenditure
Billing Mode	<ul> <li>Product billing mode, including:</li> <li>Pay-per-use</li> <li>Yearly/monthly</li> <li>Reserved instance-upfront payment</li> <li>Reserved instance-hourly billing</li> </ul>	Pay-per-use
Product Type	Cloud service name.	Elastic Volume Service
Product Type Code	Cloud service type code.	hws.service.type.ebs

Field	Description	Example Value
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 <b>Region</b> column in <b>Regions and</b> Endpoints.	cn-north-1
Order ID/ Transaction ID	<b>Order ID</b> : indicates the unique ID of a yearly/monthly/reserved instance subscription order.	CS19091216532XXXX
	<b>Transaction ID</b> : indicates the unique ID of a pay-per-use/ reserved instance transaction (hourly billing).	
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	<ul> <li>Type of a yearly/monthly/reserved instance subscription, including:</li> <li>New purchase</li> <li>Renewal</li> <li>Change</li> <li>Unsubscription</li> <li>Price adjustment</li> </ul>	Unsubscription
Number of Terms	Term of a yearly/monthly product order.	1
Term Unit	Unit of a term for a yearly/ monthly product order.	Month
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
Settlement Discount	<ul> <li>Discount that HUAWEI CLOUD set for partners.</li> <li>Fixed unit price agreed by HUAWEI CLOUD and the partner.</li> </ul>	25%

Field	Description	Example Value
Payment (USD)	<ul> <li>If Settlement Discount is the discount set by HUAWEI CLOUD for partners, Settlement Amount = Consumption amount (USD) x (1 - Settlement discount)</li> <li>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)</li> <li>NOTE         <ul> <li>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.</li> </ul> </li> </ul>	750
Coupons Used (USD)	Cash coupons deducted for a partner's bill. If a bill type is <b>Refund</b> , this field indicates the cash coupons that should be refunded to a customer. Field <b>Whether to Refund Coupons</b> determines whether the cash coupons will be refunded. For details about cash coupon usage rules, see <b>Usage Rules</b> .	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 <b>4320</b> . The value of <b>4320/288</b> 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 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 <b>0.000000009</b> .	268
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

# 8.4.1.4 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 next month.

# 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** > **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 **Repay** to pay the bill. For details, see **Repayment**.
- 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 ①	Partner bills include only your expenditures on HUAWEI CLOUD and do not include the expenditures of your referred customers. These bills serve as a basis for payment an invoicing.	×	
	he Beijing time (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. In how the bill was calculated? View the bill calculation method.		
Amount Due @		Unpaid Bill	s Payment Records
\$11,344.73 US overdue\$10,444.73 USE Repay			

**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
Virtual Private Cloud	\$18	8.60 USD
✓ Cloud Service	\$10	0.31 USD
✓ Distributed Cache Service	\$1	1.53 USD
✓ Elastic Volume Service	so	0.99 USD
V Object Storage Service	sc	0.01 USD
V Relational Database Service	so	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
	\$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
$\sim~$ Virtual Private Cloud	\$1,336.66 USD
Marketplace Expenditure Summary	-\$100.00 USD
✓ 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.

Product By Custo	mer										
The amount shown here h	as been rounded off, so	there may be a discre	pancy with the total a	mount shown in the mont	hly bill. To view the exa	ct amount, export the r	nonthly bill.				
father_zs002(father	_zs002 company)										\$16.05 U
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
			Expenditures	30.30	With official list p.,	25%	25.22	10.00	15.22	0.83	16.05

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.

Partner Bills ⑦	
From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can	
The partner bills use GMT +08:00 as the standard time. Bills of each month are generated bef     Would you like to learn how the bill was calculated? View the bill calculation method.	Export Bills ×
From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after. Sot 2020 on the Consumed Product Details per      From Spt 2020, coupons will be deducted after partner's consumption is discounted. You can view the bill details generated after sot 2020 on the Consumed Product Details per	
	Export
Amount Due ⑦	
USD USD	Unpaid Fees of Previous Months
Monthly Bills Export Bills View Export	
8482,756.03 USD = Unpaid Fees of the Latest Billing Month +	Unpaid Fees of Previous Months

**NOTE** 

You can export up to 12 months of bills.

- 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

# 8.4.1.5 Querying Bill Details

You can view and export bill details in Partner Center.

# 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 > 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	0	
Would you like t	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. In learn how the bill was calculate?? View the bill calculation method.	
Billing Cycle	202407 V Customer Information Customer Name V Order/Transaction ID	
Product Type	Select a product. Search Reset Statut Are not yet been billed for bits monthly expenditures. The amount displayed here is just an estimate (as not included), Check the bill again after it is issued on 2024-65-65.	
Export Bill Detai	lls Vew Export	۲

**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.

- 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

## 8.4.1.6 Repayment

After you set the budget for your customer and the customer purchase products and services on Huawei Cloud, Huawei Cloud will generate and send you the bill and deducts the fee from your account balance to repay the bill. Huawei Cloud generates the bill at the fifth day of each month, and the billing cycle is one calendar month by default. If your account balance is insufficient, you can top up your account online or transfer money to repay the bill.

# **Online Payment**

- 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 Select Home on the top navigation bar.
- **Step 4** In the **Amount Due** area, click **Repay**.

Amount Due ⑦			Repay	Unpaid Bills   Payment Records
\$3.99 USD overdue\$3.00 USD				
Unpaid Fees of the Latest Billing Month \$0.00 USD	+	Unpaid Fees of Previous Months \$3.99 USD		

## **NOTE**

You can also top up the account in the **Amount Due** area on the **Bills** tab of the **Financial Information** > **Partner Bills** page.

The **Repay** page is displayed.

**Step 5** Click the **Online Payment** tab, specify the amount, select a credit card, and click **Repay**.

Partner Bills / Repay					
<ul> <li>Learn more about how t</li> <li>You are recommended t</li> </ul>	to repay the amount due. to use the online repayment method because the o	ffline bank transfer may be delayed du	e to the bank's processing efficiency.		
Amount Due	\$3.99 USD Expenditure Estimate (Unbilled) \$6,416.30 USD				
Bills	The following are unsettled bills. Billing Month	Deadline	Status	Amount Due	Exchange Rate on the Last Day of
	<ul> <li>2022/02</li> </ul>	2022/03/04 23:59:59	Overdue	3.00 USD = 19.20 CNY	1 USD = 6.3987 CN
	2022/07	2022/09/03 23:59:59	<ul> <li>Not overdue</li> </ul>	0.99 USD = 0.00 CNY	1 USD = 6.77761 CN
Repayment Method	Online Payment Bank Transfer				
* Repayment Amount (USD) Maximum \$30,000.00 USD for	3.00	in countries/regions including Hong Ko	ng SAR, Thailand, Myanmar, and Singapore ar	e accepted. View all supported countries/regions	
	Need to pay 19.20CNY(Exchange rate 1 USD =	6.3987 CNY) Switch Currency			
	Repay				

**Step 6** On the online payment page, specify the credit card information and click **Pay**.

After the repayment is successful, the **Account Statements** page is displayed. You can view the top-up records and repayment records.

----End

## **Bank Transfer**

- **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 Select Home on the top navigation bar.
- **Step 4** In the **Amount Due** area, click **Repay**.

\$3.99 USD overdue\$3.00 USD Unpaid Fees of the Latest Billing Month \$0.00 USD + \$3.99 USD	Amount Due ⑦			Repay	Unpaid Bills   Pa	ayment Records
+ .	\$3.99 USD overdue\$3.00 USD					
		+				

### D NOTE

A partner can also top up the account in the **Amount Due** area of the **Financial Information** > **Partner Bills** page.

The **Repay** page is displayed.

#### Step 5 Click Bank Transfer for Payment Method.

You need to submit a service ticket to Huawei after your transfer money to the standard top-up account.

payment Meth	hod	Online Payment	Bank Transfer	
Standard Top-	Up Account			
is open to all c orking days.	ustomers. Becaus	e there is not a fixed asso	ciation between your HUA	AWEI 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 to the servic
Payee	Neve tence	pergramping to compe		
Address	STREET, ST	Select in Select Kind of	and and and	
Currency	54.000			
Bank	10.046.00	IS INCOME.		
Account	1002100			
SwiftCode	545444433			

#### **NOTE**

- You can view the top-up account information on the invoices issued to you or **Billing Center**. The Billing Center displays only the latest top-up account information. The topup 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:

- On the bank transfer page, click Transfer 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.	,

#### 

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 repayment records on the **Account Statements** page.

## 8.4.1.7 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** Go to **Partner Center > Sales > Financial Information > Partner Bills** and click **Payment Methods**.

Partner Bills / Payment Method				
If you wish you add a debit card, please Su     When you add a credit card, Huawei Clouc		r credit card. The authorized security deposit will be returned to	your credit card immediately after the card is successfully added. The sp	ecific return time depends on the bank.
Add Card View History				Your payment curren
Card No.	Card Holder	Expiry Date	Operation	
**** 0002 Default	zha**	Apr 01, 2030	Edit   Delete	
<b>VISA</b> **** 1111	C*	Apr 01, 2030	Set as Default   Edit   Delete	

## **NOTE**

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 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.

Partner Bills / Payr	nent Method / Add Card
After you s     Acredit ca     The credit     You author     It will take	cards of Visa/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 ticket. Whith 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. If can be associated with only one HUAWEI CLOUD account. card to be used must meet HUAWEI CLOUD requirements. ize us to deduct fees from your credit card based on your expenditures. approximately 2 minutes to add a credit card. Information will be synchronized to the card issuing bank for card verification.
Amount	7.85 HKD The deposit will be returned to your credit card in a week.
Card No.	
Name on Card	
Expires	
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

## **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 Methods** 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.

#### **NOTE**

The default credit card cannot be deleted and the **Delete** button is unavailable.

# 8.4.1.8 Transaction Amount Limits

There are transaction amount limits for a single transaction, as listed in Table 8-2.

Table 8-2 Transaction amount limits

Currency	Upper Limit	Lower Limit
CLP	11,000,000	1
USD	20,000	0

# 8.4.2 Funds

# 8.4.2.1 Viewing Account Statements

Partners can query and export statements of their top-up accounts.

# 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, select **Sales** > **Financial Information** > **Funds**.
- **Step 4** The income and expense details page is displayed.

Account Statements	5					
	ed in real time. If you cannot find a transaction,					
The revenue and expenditure	are not updated in real time. If you cannot find	a transaction, refresh the page or tr	y again later.			
Export 👻						
Transaction SN	Transaction Time 🕲 🏹	Income or Expenditure	Transaction Type 7	Amount (USD)	Balance (USD)	Rema
AC-360000232-0	Dec 23, 2019 14:19:40	Expenditure	Expenditure (repayment)	-30.00	1,580,950.00	
AC-360000231-0	Dec 23, 2019 14:19:40	Income	Тор-ир	+30.00	1,580,980.00	
AC-360000228-0	Dec 23, 2019 11:09:01	Expenditure	Expenditure (repayment)	-30.00	1,580,950.00	
AC-360000227-0	Dec 23, 2019 11:09:01	Income	Top-up	+30.00	1,580,980.00	

**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, 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**. 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

# 8.4.3 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 created invoices.

In addition, you can add or modify your invoice information. Then, the system will create the invoices based on your configured information.

## 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** > **Financial Information** > **Invoices**.

View the invoices created by HUAWEI CLOUD.

Invoices	voices							
To ensure you never miss an i ticket.	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 licket to request invoicin	g. If you want to return an invoice, you can also submit a			
Manage Invoice Info	setting up email receipts for electronic invoices							
Period	Invoice No.	Invoice Content	Invoice Amount	Status	Operation			
202208	CSER22000878	Top-up	2.00 USD	Invoiced	Download			
202208	CSER22000841	Тор-ир	0.10 USD	Invoiced	Download			

## **NOTE**

- If you find that not all invoices are created, click **request** in the note, and enter the required information and upload the expenditure bill on the **Create Service Ticket** page to create an invoice creation service ticket.
- If you need to return an invoice, click **return** in the note, and enter the required information and upload a picture or scanning copy of the original invoice on the **Create Service Ticket** 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 **Financial Information** > **Partner Bills**, click **Invoice No** in the **Monthly Bills** area, and then download the invoices.

----End

## Invoice Info Management

You can add or modify information for invoice receiving. You can also enable or disable email receiving.

- To add information, go to the **Invoices** page and click **Invoice Info Management** or **Receive Invoices by Emails**. In the **Manage Invoice Info** dialogue box, configure **Address** and **Email** and click **Save**.
- 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.

• 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.

### D NOTE

The system automatically obtains the tax ID that you have entered during your registration. You cannot modify the tax ID here.

# 8.4.4 Contract Commerce

# 8.4.4.1 Viewing Commercial Discounts

Partners can view the commercial discount list in Partner Center.

## 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 > Financial Information > Contracts and Commerce and select the Commercial Discounts tab to view commercial discounts.

Commercial Discounts					
				Customer Name 🗸 🗸	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, particular	Effective	Sep 23, 2022 00:00:00 GMT+08:00	Sep 18, 2025 23:59:59 GMT+08:00

## **NOTE**

- Click a commercial discount ID to view its details.
- Click an account name to view details about the customer.
- You can enter a customer name or customer account name to filter the discount data.

----End

# 8.4.5 Coupons

# 8.4.5.1 Cash Coupon Management

## 8.4.5.1.1 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:

- Requesting basic benefits in Partner Center.
- 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).

#### 8.4.5.1.2 Viewing Cash Coupons

Partners can view their coupon details in the Partner Center.

## 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, select Sales > Financial Information > Coupons to view coupons on the All tab.

Test Coupons								
Available V Coupons: 16						Applicable Cust	omer Name 🗸 🗸	۵
ash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/Acc	ount	Billing Mode	Remarks
IUAWEI CLOUD Product aigewanxiao		Aug 18, 2022 18:53:57 GMT+08:00to Sep 30, 2099 23:59:59 GMT+08:00	Inapplicable to Domains,Mess View All	All	-		Pay-per-Use/Monthly/	Inapplicable to Marketplace produ.
UAWEI CLOUD Product		Jan 18, 2021 16:49:52 GMT+08:00to Jan 31, 2099 23:59:59 GMT+08:00	Inapplicable to ZDQ3 Demo S	Al	-		Yearly/Monthly/Pay-p	Can be used on multiple purchase

#### 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.

----End

# 8.4.5.1.3 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.

# 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, 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 Cu	stomer Name 🗸 🗸	Q	C
Cash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/Ac	count	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 compan erji_hk003	у	Monthly/Pay-per-Use	Can be used on multiple purcha	ases
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	f****y	2		Monthly/Pay-per-Use	Can be used on multiple purcha	3565

## **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.

----End

# 8.5 Incentives

# 8.5.1 Product Discounts and Incentives

## 8.5.1.1 Querying Product Discounts and Incentives

Partners can query the discount and incentive policies applicable to each product in the Partner Center.

## 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 > Incentives > Product Discounts and Incentives.

roduct Discounts and Incentives ⑦							
<ul> <li>To further learn about the discount limitations and specific rebate rules, see the incentive policies on the Documents page.</li> </ul>							
Time 2021/07 📋 🕐							
Product Type 🖓	Code	Discount Granted by Partner	Incentive Policy 7				
	3	Without discounts					
	hwhw123	Without discounts					
AI Consultation Service AICS	hws.service.type.aics	With discount (Standard product)	No revenue or rebate				
Anti-DDoS Anti-DDoS	hws.service.type.antiddos	With discount (Standard product)	Standard product				
Application Operations Management AOM	hws.service.type.aom	With discount (Standard product)	Standard product				

**Step 4** Click next to **Product Type** to query the discounts and incentives applicable to each product by type.

Data on the **Product Discounts and Incentives** page is updated in real time. To query historical records, reset the time and search it again.

## D NOTE

Click next to **Incentive Policy** in the product list to query the products which the specific incentive policies apply to and the discounts granted by the partner.

----End

# 8.5.2 Indicator Management

Partners can view and export indicators in the Partner Center.

## 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** > **Incentives** > **Indicator Information**.

						Period	Q Indicator Name	~	Indicator Name
Indicator Name	Applicable Scope	Statistical Method 🛛	Statistical Period 9	Dimension	Billing Cycle	Indicator Va	Last Updated	Operation	
104 Dealers Prove.	-	Auto	Quarter		2024Q3	48,773.42	Jul 12, 2024 15:33:35	View Details	Feedback
interesting in the		Manual	Year		2024Y	37,000.00	Jul 10, 2024 12:00:04	View Details	
0.0004007	-	Auto	Month	-	2023M6	1,574.03	Jul 03, 2024 18:08:02	View Details	Feedback
Num Calleria	Prove Capitor I	Manual	Quarter	-	2024Q2	3,900.45	Jun 21, 2024 17:28:3	View Details	
104 Operation Press	-	Auto	Quarter		2024Q1	37,000.00	Apr 12, 2024 15:24:32	View Details	
The second s	Enumero -	Auto	Year	-	2023Y	1,950.00	Jan 16, 2024 11:49:31	View Details	Feedback
any search	England Inc.	Auto	Quarter	-	2023Q4	0.00	Jan 16, 2024 11:46:31	View Details	Feedback
Noryana I	Expansion of the	Auto	Quarter	-	2023Q4	2,340.22	Jan 08, 2024 16:29:0	View Details	Feedback
Distances.	-	Auto	Quarter	-	2023Q4	0.00	Jan 06, 2024 03:01:0	View Details	Feedback
IN SWITCH ST	-	Auto	Quarter		2023Q3	200.00	Dec 15, 2023 14:02:3	View Details	

• You can view information, including indicator name, statistical method, statistical period, billing cycle, indicator value, and more.

- You can also enter a **Period**, an **Indicator Name**, or **Applicable Scope** in the upper left corner of the page to search for information.
- **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.

dicator Information / Details							
Basic Information							
Indicator Name	tea dan walan			Statistical Method	Auto		
Statistical Period Mont	h			Dimension -			
Billing Cycle 2023	M6			Indicator Value 1	,574.03		
Last Updated Jul 0	3, 2024 18:08:02 GMT+08:00			Applicable Scope			
Description							
Details Export ~						Revenue ID V Entr	er 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_performance_id}	1		CS2206011600KXMS54	Ultra-High IO_downprice	Yearly/Monthly	-100.00000000	2024/07/01
20230615002960813d59882ad	b1ae3a3612cdbfe6	er, equilit Madalitation	ZJBOBO123615213529799	Anna a galla menine.c3	xiar Yearly/Monthly	413.12000000	2024/07/01

- In the upper right corner of the **Details** area, enter a **Revenue ID** or an **Order Number** to search for information.
- Export indicators.
  - 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.
- **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

# 8.5.3 Revenue Management

## 8.5.3.1 Querying Revenues

Partners can query customer revenues and details.

## Precautions

Revenue data can be viewed the next working day.

## 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**.
- **Step 3** In the top navigation, select **Sales** > **Incentives** >**Revenue Management**.
- **Step 4** Select **Revenues** to view information of **Period**, **Revenue Eligible for Incentives**, and **Status**. You can also enter a reconciliation period to query revenues.

Revenue Management								
For more information, see How  . The revenue data of the current	Are My Incentives Calculated? month can be viewed on the sixth day of the following month.							
Revenues Details								
					Period			
Period (?)	Revenue Eligible for Incentives(USD)	Last Updated	Status 🍸	Withdrawal Reason	Operation			
2024M5	110.00	Jul 10. 2024 00:00:01 GMT+08:00	End of publicity	-	View Details			

- 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 view revenue details.

Revenues Details											
Export V				Revenue Generated	2024/07 V	lback All	✓ Customer Na	ime 🗸   Enter a cus	domer name.	(	Q
Revenue ID	Customer Name/A	Order ID	Order Type 🏾	Product Name	Product Type 🛛	Billing Mode 🛛	Revenue Eligible f	Revenue Generate	Operation		
\${LOC_origin_performance_id}	-		Subscription		Object Storage Ser	Yearly/Monthly	2,000.00000000	2024/07/01	View Details	Feedback	
S{LOC_origin_performance_id}1	-	CS2206011600KX	Unsubscription	Ultra-High IO_down	Elastic Volume Ser	Yearly/Monthly	-100.00000000	2024/07/01	View Details	Feedback	

• Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Feedback				×
Period	2023M4	Issue Type	Revenue list	
Revenue Eligibl	. 1,110.39			
★ Feedback	Example: There is a problem with th \$1,000 USD, but the system shows (Describe the problem in details, an any.)	that the revenue is	s \$950 USD.	
			0/500	
Attachment	Upload			
		e of up to 5 MB c	nto a package and upload it. A BMP, an be uploaded. The file name must upload may fail.	
Email	Enter an email address.		]	
			OK Cancel	

• Click Feedback Details in the Operation column to view the handling result.

View Feedback				×
Period 2023	M4	Issue Type	Revenue list	
Revenue Eligibl 1,110	.39			
<ul> <li>Jun 14, 2023 17:16:2</li> <li>123</li> <li>Attach</li> </ul>	22 🔶 Pending			
<ul> <li>Jun 13, 2023 19:56:</li> <li>123</li> </ul>	26 🔸 Pending			Show

Step 5 Select Details to view information of Revenue ID, Order ID, Product Name, Billing Mode, etc. In this page, you can filter revenue details by revenue confirmation time and feedback status. You can also enter a customer name, a reseller name, or an order ID to query revenue details.

Revenues Details											
Export ~				Revenue Generated	2024/07 V Feed	back All	<ul> <li>✓ Customer Na</li> </ul>	me v Enter a cus	tomer name.		Q 🛞
Revenue ID	Customer Name/A	Order ID	Order Type 🛛	Product Name	Product Type 🛛	Billing Mode 🍸	Revenue Eligible f	Revenue Generate	Operation		
S{LOC_origin_performance_id}	-		Subscription	-	Object Storage Ser	Yearly/Monthly	2,000.00000000	2024/07/01	View Details	Feedback	
S(LOC_origin_performance_id)1	-	CS2206011600KX	Unsubscription	Ultra-High IO_down	Elastic Volume Ser	Yearly/Monthly	-100.00000000	2024/07/01	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 incentive 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	2024M7	Issue Type Revenue				
Revenue ID	\${LOC_origin_performance_id}	Revenue Eligibl 2,000.0000000				
* 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	-	ultiple files into a package and upload it. A JPG or ZIP file of up to 5 Ist not contain any Chinese characters. Otherwise, the upload may				
Email	Enter an email address.	OK Cancel				

• Click Feedback Details in the Operation column to view the handling result.

View Feed	back			×
Period	2024M7	Issue Type	Revenue	
Revenue ID	2023040909307a9c2f38ad698b3d5b0a5d	Revenue Eligibl	. 1,110.39000000	
Attach	17:51:57 GMT+08:00 Pending			Show
Jun 13, 2023	19:47:57 GMT+08:00 • Pending			Show
Jun 13, 2023	19:47:22 GMT+08:00 • Pending			

#### 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

# 8.5.4 Incentive Management

#### 8.5.4.1 Revenue Description

Revenue refers to the consumption (consumption using cash and test coupons issued by HUAWEI CLOUD not included) generated when a cloud solution provider and its associated customers purchase HUAWEI CLOUD products, regardless of new purchase or renewal.

#### 8.5.4.2 Description of Incentive Earnings 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

The following table describes the incentive earning distribution statuses.

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
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
Cond uct the paym ent.	Comp lete	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 lete	None	Complet ed	The finance department has transferred the incentive earnings to your bank account.	None
		Complet ed	The finance department has topped up your HUAWEI CLOUD account.	None
		Complet ed	- (Cash coupons have been issued.)	None
		Complet ed	Unexpected errors occurred during the cash coupon issuing.	Contact the customer service.

#### 8.5.4.3 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.

Status	Description
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.

#### 8.5.4.4 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**.
- **Step 4** The **Incentive Management** page is displayed.

<ul> <li>Request incentive ea amount for a coupon.</li> </ul>	mings in a timely manner because	ve Earnings? How Do I View the Incentive they are valid for only one year. You can r one year (taking effect when the incentive	n request a top-up, cash coupon, or ban	k transfer. You can and initiate a			xchange the incentive earnings of any	View Details
Confirm Incentives			Available Incentives			incentives Requested for Pa	yment	
O incentive records pending confirmation		Auto Pay (*) (*) (*) \$39,271.18 USD (Excluding frozen incentive earnings: 1,000.68) Request Payment			Payment pending			
Summary Details	Incentive Payment					Period Period	Search	Reset
Incentive ID	Period (?)	Incentive Name	Incentive Earnings(USD)	Association Type	Status 🖓	Validity Period (?)	Operation	
1103-04000	2023M9	Bill Spaleni v hann impl	12,581.68	Referral	Pending Confirmation	-	View Reconciliation Details Feedb	ack   More +

- **Step 5** Go to the tab page, **Incentive Reconciliation**.
- **Step 6** Confirm incentive earnings.
  - Confirm an incentive earning.
    - a. Select an incentive earning and click **Confirm** in the **Operation** column. The system displays the **Confirm Incentive** dialog box.
    - b. Click OK.

#### **NOTE**

- After confirming the incentive earnings, wait for the approval from Huawei. You can query the processing progress in the **Status** column. If the process is completed, the status will change to **Reconciliation completed**.
- If an incentive earning is not confirmed within the specified period, the system will automatically confirm it. The default period is 5 days.

----End

#### **Viewing Incentive Earning Details**

- **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** > **Incentives** > **Incentive Management**.

The Incentive Management page is displayed.

- **Step 4** Select **Confirm Incentives > Summary**.
- Step 5 Click an Incentive ID to view information of Incentive Policy and Incentive Calculation.

incentive Management-Confi	m Incentives / View Details					
Period: 2023M9						
Oistributed	Incentive Name					
Association Type	Reformal	Status	Distributed			
Incentive Policy						
Incentive Name Description ⑦	ACCERTER CALLS					
Incentive Calculatio						
The incentive amount     Export ~	nt is a sum of each single rebate calculated based on the corresponding revenue statement and rebate perc	entage. You can view the calculatio	in the incentive details.			0
Period	Reseller Name/Reseller Customer Name/Accou Product Type Pr	oduct Name Reve	enue Generated ⑦ Rebate Po	ercentage Incentive Earnings(USD)	Operation	

----End

#### **Viewing Incentive Details**

- **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** > **Incentives** > **Performance Management**.
- **Step 4** Select **Confirm Incentives > Details**.

onfirm Incentives	ncentive Payment							
Summary Details								
Export *						Period 2023Q1	• Feedback Al	Advanced Search ~
Period	Reseller Name/Reseller	Customer Name/Accou	Product Type 😯	Product Name	Revenue Confirmed	Rebate Percentage	Incentive Earnings(USD)	Operation
2023Q1	-	-	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	-		Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	-		Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	-	**	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	-	**	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	2		Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.0000000	Details

- **Step 5** You can search for incentive details by reconciliation period, feedback status, product type, incentive program, customer, order, or incentive bill ID.
  - 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

#### 8.5.4.5 Applying to Issue Incentive Earnings

Partners can apply to HUAWEI for the incentive earnings. After receiving the incentive earning invoicing notification, partners need to create invoices and send the invoices and billing list to HUAWEI CLOUD. After reviewing and verifying the invoices, HUAWEI CLOUD will issue the incentive earnings to the partners in the way selected by the partners. If a partner chooses to convert the incentive earnings to coupons, no invoice will be required, and the system automatically allocates the coupons to the coupon balance of the partner.

HUAWEI CLOUD provides three incentive earning payment options: **Transfer to bank account**, **Top up HUAWEI CLOUD account**, and **Exchange for a coupon**. Partners can request for payment of all incentive earnings, single or partial payment, or automatic payment.

#### D 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 certification. For details, see **Business Information Certification**.

#### 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** > **Incentives** > **Performance Management**.

Incentive Management		
You might want to know: How Do I Apply to issue incentive Eamings? How Do I View the incentive Payment     Request incentive eamings in a timely manner because they are valid for only one year. You can request     The incentive eamings-kurred cash coupons are valid for one year (taking effect when the incentive eamings).	a top-up, cash coupon, or bank transfer. You can and initiate a bank transfer request when the amount reaches \$200.0	00 USD . You can exchange the incentive earnings of any amount for a coupon. View Details $\checkmark$
Confirm Incentives	Available Incentives	Incentives Requested for Payment
6 incentive records panding continuation	Auto Per (© ) USD \$6,117.00 USD (Excluding frozen incentive earnings: 240.00) Regrest Psymot	Payment pending \$48,427.72 USD Request Records
Confirm Incentives Incentive Payment		
Comming County		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 are, click Request Payment.
  - On the Incentive Distribution > Incentive Payment tab, click Request Payment.

The **Request Payment** page is displayed.

lequest Payment								
Request incentive earnings in	a timely manner because they are valid for	or only one year. You can reques	t a top-up, cash coupon, o	r bank transfer. You can initiate a bank transf	er request when the amount	reaches \$200.00 USD. You can e	xchange the incentive (	earnings of any
amount for a coupon.								
The incentive earnings-turned	l cash coupons are valid for one year (taki	ng effect when the incentive ear	nings-to-cash coupon requ	uest is approved).				Show More 🥆
* Payment Options	<ul> <li>Transfer to bank account</li> </ul>	nt (Invoice required. The in	centive earnings will b	be transferred to your authenticated ba	ink account within about	t 30 calendar days from whe	n the invoice is rece	ived. )
	<ul> <li>Exchange for cash coupled</li> </ul>	ons (No approval or invoid	e required. You can ge	et the coupon quota within about 10 mi	inutes.)			
	Top up HUAWEI CLOUD	account (Invoice required.	The incentive earning	s will be transferred to your HUAWEI C	LOUD account within ab	out 30 calendar days from w	hen the invoice is re	eceived. )
Period	Incentive Name	Incentive Earnings	Exchange Rate ⑦	Incentive Earnings (Payme	Service Fee Tax Rate	Invoice Amount (Payment	Payment Option	Association Type
2019M2	Monthly rebate	-76.00 USD	1 USD = 6.6869 ZAR	-508.20 ZAR	0%	-508.20 ZAR	Any	Referral
2019M1	Monthly rebate	666.00 USD	1 USD = 19.0169 ZAR	12,665.26 ZAR	0%	12,665.26 ZAR	Any	Referral
2021M1	Monthly rebate	20.00 USD	1 USD = 6.6 ZAR	132.00 ZAR	0%	132.00 ZAR	Any	Referral
2019M2	Monthly rebate	32.00 USD	1 USD = 6.6869 ZAR	213.98 ZAR	0%	213.98 ZAR	Any	Referral
2019M1	Monthly rebate	32.00 USD	1 USD = 19.0169 ZAR	608.54 ZAR	0%	608.54 ZAR	Any	Referral
Show more (Selected 6 records)	~							
Requested Incentive Earnings	\$3,674.01 USD ( Deducted nega	tive incentives of \$76.00 USD	))					
Invoice Amount (Payment Curren	cy) 59,567.01 ZAR							
OK Cancel								

#### 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.
- 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 select **Exchange for a coupon**, the system will automatically allocate the coupon to your account on the same day that you request for the incentive earnings.
- You can initiate a top-up or bank transfer request when the amount reaches \$200 USD.
- If you choose to top up your Huawei Cloud account using a partner incentive payment, the amount added to your balance is subject to the exchange rate on the day of payment.
- 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.
- Expired incentive earnings cannot be paid. Incentive earnings attached to an application rejected while pending submission are no longer subject to expiry.
- If you select monthly rebate, you can select Transfer to bank account, Top-up HUAWEI CLOUD account, or Exchange for a coupon for paying your incentive earnings; if you select quarterly rebate, you can select Top-up HUAWEI CLOUD account or Exchange for a coupon for paying your incentive earnings.
- Step 6 In the displayed dialog box, click Submit.

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

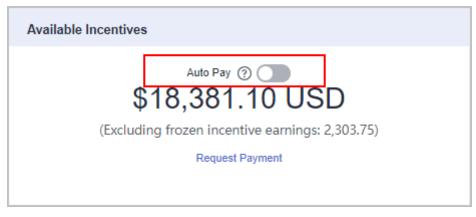
**Step 7** (Optional) Enable automatic payment.

#### **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.



- 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.

You can query **Period** and **Requisition No.** of the incentive earnings requests.

1. On the **Incentive Management** page, click the **Request Records** to view the request history.

	gs? How Do I View the Incentive Payment Progress? How Do I Confirm Incentive Earnings? How alld for only one year. You can request a top-up, cash coupon, or bank transfer. You can and initia	Do I Create Invoices for Incentive Earnings? Re a bank transfer request when the amount reaches \$200.00 USD . You can exchange the incentive earnings
	(taking effect when the incentive earnings-to-cash coupon request is approved).	View Details
Confirm Incentives	Available Incentives	Incentives Requested for Payment
0 Incentive records pending confirmation	Add Pay (*) \$18,381.10 USE (Excluding frozen incentive earnings 2.) Request Payment	
Confirm Incentives Incentive Payment		
Summary Details		Period Period Search Reset
Incentive ID Period ⑦ In	entive Name Incentive Earnings(USD) Association Type	Status 🖓 Validity Period 🕐 Operation

- 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**.

#### D NOTE

You can specify Period and click **Search** to query all incentive earning application records in this period.

**Step 9** (Optional) View the request rejection cause.

If your request was rejected, you can click the **Incentive Earnings** tab and click **View Causes of Rejection** in the **Operation** column. In the displayed dialog box, view the rejection reasons.

**Step 10** (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

#### 8.5.4.6 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:		Invoice No. : Invoice Date: Invoice Currency :	2017/10/16 USD
To: Huawei			
Payment Requisition Form No Service Item	settlement Period	Total Revenue	Payment
	2017-04	25.84	25.84
		Subtotal	25.84
		VAT	23.0
		INVOICE AMOUNT	25.8
AT No. : 514486505			
Remarkci		A O SEA	()*)

**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.

<b>NAME</b>		Supplier Billing List		
* Supplier Name	* Supplier Code	* Financial Contact	* Phone Number and Email Address	* Time of Filling
		1000	1200 march	2019-03-20
Bank Name	Bank Account	Contract Number	Payment Terms	
• Invoice No.	* InTouch No.	* Payment form	* Settlement Period	* actual Incentive amount
		Top up account	2068M5	1,002.00
				Total: 1002.00

**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

#### 8.5.4.7 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** 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** > **Performance Management**.

Request incentive earn	nings in a timely manner becau	penditures Counted into Performance se they are valid for only one year.		r bank transfer. You can and init	iate a bank transfer request wi	hen the amount reaches \$200.00 USE	. You can exchange the incentive earnings of	
<ul> <li>The incentive earnings</li> </ul>		I for one year (taking effect when the i	centive earnings-to-cash coupon reques	t is approved).				View Details
Confirm Incentives			Available Incentives			Incentives Requested for	or Payment	
0 ir	ncentive records pending (	confirmation		Auto Pay ⑦ <b>1</b> \$0.00 USD ncentive earnings are available.			Payment pending  Request Records	
Confirm Incentives Summary Details	Incentive Payment							
						Period Perio	d Search	Reset
Incentive ID	Period (?)	Incentive Name	Incentive Earnings(USD)	Association Type	Status 7	Validity Period (?)	Operation	

**Step 4** Click **Incentive Payment** > **Incentive Details**. Specify the search options for the incentive data that you want to look up.

You can filter incentive details by order ID, incentive program, customer name, customer account name, account manager name, and product type.

Confirm Incentives	Incentive Payment						
Incentive Distribution	Incentive Details Request Records						
Incentive earnings a	re displayed one hour after they are generated. If you	r incentive earning	gs are not displayed, please try	r again later.			
The system does no	t display the incentive earnings that were generated b	efore October 20	18.				
Year	2024 ~						
Order ID	Enter an order/transaction number.		Incentive Program	月返 ~	Customer Narr V	Enter a customer name.	
Account Manager	Enter an account manager.		Product Type	Select a product.			
	Search Reset						

**Step 5** Click **Details** in the **Operation** column to view incentive details.

**Step 6** Export incentive details.

Export incentive details.
 Chaose Export > Export History, set export ont

Choose **Export** > **Export History**, set export options, and click **OK**. The message "Export task created" is displayed.

- View export history.
  - a. Click **Export** > **View History** to enter the export history page.
  - b. Click **Download** in the **Operation** column to download and view incentive data in the **Completed** state.

----End

# **8.6 Operation Statistics**

# **8.6.1 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

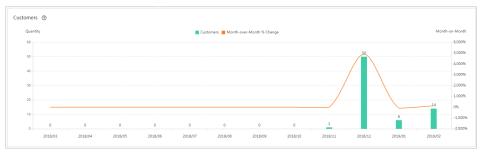
- Step 1 Use your partner account to log in to HUAWEI CLOUD.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- Step 3 On the top navigation bar, choose Sales > Operations Statistics > Customer Statistics.
  - Click the **Overview** tab.
    - On the displayed page, you can check the **Total Customers**, **Total Associations**, and **Spending Customers This Month**.

```
Total Customers 33
```

Control Associations 2

- Click **Select Account Manager or Director** to sort out the customers that you want to view.

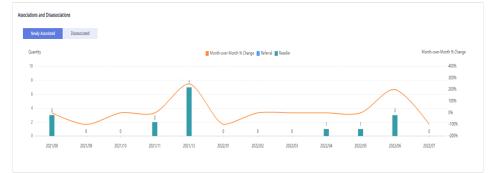
In the **Customers** area, you can view the trend of the number of customers in the whole year.



In the **Customers by Association Type** area, you can view 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 Disassociate	ed Customers				
Customer	Account Name	Association Type 🛛	Operation $\nabla$	Account Manager	Operation Time 🛛 🏹
prot/16/008214	prof.(Mpaik214	Reseller	Association		Jan 29, 2021 10:24:28
gen0.16.ad80111	group Kader II	Reseller	Association		Jan 28, 2021 08:45:05

#### ----End

# 8.6.2 Viewing Expenditure Statistics

A partner can view the expenditure overview, trend, and distribution of a customer.

#### Precautions

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 due, and amount paid.

This page displays the sta	tistics on expenditures of all your o	customers. For details about the statistics ru	les, click here.					
The expenditures are ana	yzed based on Beijing Time (GMT+	+08:00). Data shown here is statistical data	and is not updated in real time.					
verview Expenditu	ire Trend Expenditure Di	istribution						
Last 6 months		Enter an account manager.	nter a customer name or account.					
						Bar chart Line ch	art 🛛 🗹 Amount Due 🕲	Amount Pa
Amount (USD)								
14,000								
12,000								
10,000								
8,000								
6,000								
4,000								
2,000								
	2020/11	2020/12	2021/01		2021/02	2021/03		_
0		2020/12		nt Due 📕 Amount Paid	2021/02	2021/03	2021/04	
0 ,	2020/11							
	2020/11			Andone Faid				
0	2020/11			Anounchaid				
	2020/11	2020/11	2020/12	2021/01	2021/02	2021/03	2021/04	
Export ¥	2020/11	2020/11			2021/02	2021/03	2021/04 40.92	12

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.
- 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.

nditures									
This page displays the statistics on exper	iditures of all your customers. For detai	is about the statistics rules,	click here.						
The expenditures are analyzed based on	Beliing Time (GMT+08:00). Data shown	here is statistical data and	is not updated in real time						
verview Expenditure Trend	Expenditure Distribution								
coperatore meno	Experience Distribution								
Month    Last 6 months		ce Type Billing Mode	Association Type	Account Manager	Customer Account				
					Stacked bar ch	art Bar chart	Line chart	Sorting Dimensions C	Clear A
Amount (USD)								Service Type	
12,000								Billing Mode	
9,000								Association Type	
3,000								Enter an account manager.	
-3,000							1	Enter a customer name or account.	
-6,000									
-9,000	2020/12	2021/01		2021/02	2021/03	2021/	04	Advanced Settings	
		Elastic Cloud Server	Virtual Private Cloud 📕 🛙	Elastic Volume Service				Amount Due	
Export *									
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		

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.

Expenditures				
This page displays the statistics on expenditures of all your contoners. For details about the statistics index,     The expenditures are analyzed based on fleijing Time (GAT-0800), Data shown here is statistical data and     Overview Expenditure Trend Expenditure Distribution				
Month    Kast 6 months  Group By  Service Type  Billing Mode	Association Type Account Manager Customer Acc	punt		
			Sorting Dimensions	Clear All
			Service Type	Ŧ
			Billing Mode	*
			Association Type	-
	Elastic Cloud Server \$19,678.94 USD		Enter an account manager.	
\$12,420.42 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)			
Service Type Total Amount-Amount Due		Percent		
Elastic Cloud Server	19,678.94	158.44%		
Virtual Private Cloud	3.54	0.03%		

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

# 8.6.3 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 ⑦	Top 10 Services	By Billing Mode
ed. (ETT company	Elastic Cloud Server	
_		
_		Yearly/Monthly \$5.77 Pay-per-Use \$0.00
_	—	Reserved instance-upfront p     Reserved instance-hourly bi
—	—	Savings Plans \$0.00
—	—	
—		

In Revenue Summary, you can view customer expenditures and refunds.

Revenue Summary					
			2023-06	Ē	Enter a customer name or account name.
Customer Name ⑦	Account Name	Product Type			Revenue Eligible for Incentives(USD)
<ul> <li>III.miniti</li> </ul>	NUMBER				1,774.03

Click the drop arrow on the left of **Customer Name** to view the incentive details of a customer.

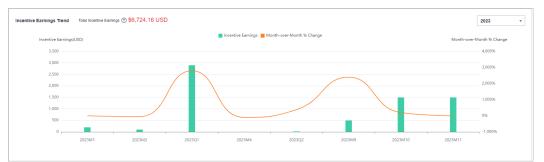
----End

# 8.6.4 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 🕜		All Reconciliation Period • 2023 •
10 Highest-Spending Customers	Top 10 Services	By Incentive Program
tative_sattrix company	HUAWEI CLOUD SERVICE	in 12yeautjii - en
	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 Periods • Center a c	customer name or account name.
Customer Name	Account Name	Product Type	Incentive Earnings(USD)
<ul> <li>Mel_series</li> </ul>	Mile		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

# 8.6.5 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

# **9** Distribution Partner Program

# 9.1 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** 

# 9.2 Distributor

## 9.2.1 Reseller Management

#### 9.2.1.1 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						± ۵	ubscribe to Reseller Informa
Reseller	Search Reset	Mobile Number		Email			
Invite Reseller	View Invites						
Time Budget Quota(US	SD) One-Time Budget Quota available(U	USD) Set Account Freezing	and Budget Setting Permissions 🝸	Permissions for Placing Ore	der and Performing O&M on Customer's	Operation	
0	.00	0.00 • Authorized		Unauthorized		Set Account Freezing and Budget Setting Permissions	View Customer
	-	-  Our Unauthorized		Authorized		Set Account Freezing and Budget Setting Permissions	View Customer

**Step 5** Enter the email and click **OK**.

Invite Reseller		×
A user that is already	a HUAWEI CLOUD reseller cannot be invited.	
Enter the email address it to be your reseller.Pre	of your target reseller. HUAWEI CLOUD will send an email to invite view 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.

# 9.2.1.2 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.

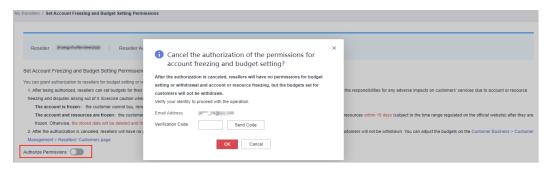
ly Resellers				Subscribe to Reseller Inform
Reseller	Search Reset	Mobile Number	Email	
Invite Reseller	View Invites	7	Permissions for Placing Order and Performing Q&M on Customer's	Aurel -
Time budget Quota(US		Su) Set Account Preezing and budget Setting Permissions ()     Authorized	Unauthorized	Operation 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.

	Setting Permissions
Reseller	Reseller Account
et Account Freezing and Budget Setting	Permissions
ou can grant authorization to resellers for budge	at setting or withdrawal and account or resource freezing. Show Less ^
1. After being authorized, resellers can set bud	Igels for their customers and freeze or unfreeze accounts or resources of the customers. Huawei Cloud shall not take the responsibilities for any adverse impacts on customers' services due to account or resource freezing and disputes arising out of it. Ex
caution when performing this operation.	
The account is frozen: the customer cann	not buy, renew, or change resources, and provisioned resources may be unavailable, but they still incur fees.
	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 will be
deleted and the cloud service resources wi	
2. 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 on the Customer Business > Customer Management > Reselver? Customers
wthorize Permissions	
winonze Permissions	
Set Budget You can choose to set either monthly budget qu	eta or one-time budget quota for a reseller or set both of them for a reseller at the same time Show Lass ^
iet Budget bu can choose to set either monthly budget qu 1. The monthly budget quota and one-time Bur	dget Quola are managed separately.
iet Budget au can choose to set either monthly budget qu 1. The monthly budget quota and one-time Bu Monthly budget quota: reflects total expens	dget Quota are managed separately. Staure (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month.
tet Budget au can choose to set either monthly budget qu 1. The monthly budget quota and one-time Bu Monthly budget quota: reflects total expenditur One-Time budget: reflects total expenditur	dget Quicta are managed separately. strures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. se (calculated based on the list prices) of the customer. It will not automatically restore.
et Budget ou can choose to set either monthly budget qu 1. The northly budget quade and one-sime Bu Monthly budget quade. reflects total expention One-Time budget: reflects total expention 2. If budget quade needs to be adjusted, the bu	dget Ducka are managed separately. Batures (aclaulate based on The list process) of the customer the batest month. The budget will restore in the fotowing month. aclaulated based on the list process) of the customer. It will not automatically restore. Judget quota after adjustment must be greater than or equal to the budget a reseiler configured for fits customer.
et Budget ou can choose to set either monthly budget quot a un the monthly budget quota and one-time Bu Monthly budget quota: reflects total expense One-Time budget: reflects total expense 2. Il three supenstances of customers encoded the 3. If the expensitures of customers encoded the	dget Quicta are managed separately. strures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. se (calculated based on the list prices) of the customer. It will not automatically restore.
et Budget au can choose to set either monthly budget ou 1. The monthly budget quota and one-time Bur Monthly budget quota, reflects bud argenet One-Time budget reflects bud argenetic 0. If budget quota needs to be adjusted, the bit 3. If the expenditures of customers enced the the reselet.	dget Ducka are managed separately. Batures (aclaulate based on The list process) of the customer the batest month. The budget will restore in the fotowing month. aclaulated based on the list process) of the customer. It will not automatically restore. Judget quota after adjustment must be greater than or equal to the budget a reseiler configured for fits customer.
et Budget au can choose to set either monthly budget qu 1. The monthly budget quota and one-time Bur Monthy budget quota: reflects built expent one-Time budget reflects built expending 2. If budget quota needs to be adjusted, the bit 3. If the expenditures of customers exceed the the research.	dget Ducka are managed separately. Brune (scalabilized based on The lat profile of the customer the latest month. The budget will restore in the following month. In a calculated based on the lat process of the customer. If will not automatically restore. Judget quotes after adjustment must be greater than or equal to the budget a reselier configured for its customer. 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) laken by the associated reselier. You need to authorize related permission
et Budget u can choose to set either monthly budget quit 1. The monthly budget quita and one-time Bui Monthly budget quitar reflects total expense One-Time budget reflects total expense 2. Budget quitar test to be adjudget, the 3. If the expenditures of customers exceed the the reseller. 4. It is only used to help you manage resellers	dget Ducka are managed separately. Brune (scalabilized based on The lat profile of the customer the latest month. The budget will restore in the following month. In a calculated based on the lat process of the customer. If will not automatically restore. Judget quotes after adjustment must be greater than or equal to the budget a reselier configured for its customer. 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) laken by the associated reselier. You need to authorize related permission
et Budget bu can choose lo set either monthly budget quit In the monthly budget quita and one-time Bu Monthly budget quitar, reflects total expendin Com-Time budget: reflects total expending 3. If the expenditures of customers exceed the the resetter. 4. It is only used to help you manage resetters	dget Ducka are managed separately. Statuse (scalabilities based on The lat project of the customer the latest month. The budget will restore in the following month. Is calculated based on the lat project of the customer. If will not adomatically restore. Judget quote after adjustment must be greater than or equal to the budget a restiler configured for its customer. Budget configured for them, whether the customers are restricted to purchase resources or use wishing resources depends on the actions (freezing customer account or resources) taken by the associated reseller. You need to authorize related permissi as well as expenditures of customers associated with resellers and does not affect the reseller management, customers expenditures, or repayment obligations. One-Time budget quota

#### **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

# 9.2.1.3 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 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 $\ensuremath{}\xspace$	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 operations, th	nanaging resources, on behalf of a customer. Before performing the reseller shall also request an authorization from the customer.
Letter for Operation and conditions in the operations on cust guarantee that the	g "I have read and agree to the Huawei Cloud Distributor Commitment n on Customers' Behalf", you will be deemed to have agreed to all terms his Commitment Letter. You must authorize the reseller to perform omers' behalf in strict accordance with this Commitment Letter and reseller shall perform operations within the authorization scope. You and like responsibilities for any violations.
I have read an	d agree to the Huawei Cloud Distributor Commitment Letter for
Operation on Cust	omers' Behalf
Operation on Cust	-

#### **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 Informat
Reseller	Search Reset	Mobile Number	Emai	
Invite Reseller	View Invites			
Time Budget Quota(U	SD) One-Time Budget Quota available(USE	1) Set Account Freezing and Budget Setting Permissions 🝸	Permissions for Placing Order and Performing O&M on Customer's	Operation
	0.00 0.0	0 • Authorized	Unauthorized	Set Account Freezing and Budget Setting Permissions View Customer
	-	-   Unauthorized	Authorized	Set Account Freezing and Budget Setting Permissions View Customer

#### ----End

# 9.2.2 Leads and Opportunities

## 9.2.2.1 Opportunity Management

#### 9.2.2.1.1 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

- 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, 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**.

Select Customer (2)	Enter Basic Information	3 Provide Detailed Information	Complete Revenue Information			
Select a preregistered customer or	an associated customer.					
Preregistered Customers	Associated Customers				Customer Name 🗸 🗸	(
Customer Name 💿	Mobile Number 💿	Email 👦	Preregistration Date	Expiration Date	Remarks	Account Manager 💿
p****2	-	4097***@qq.com	Jul 26, 2024 16:55:26 GMT+08	Expiry in 14 days		-

#### **NOTE**

Your customers and your resellers' customers are separated into **Customers** and **Resellers' Customers** tabs. To create an opportunity for a customer, go to the corresponding tab.



Opportunity Management-Bus	siness Opportunities-My Customers / Add Opportunity
Select Customer	2 Enter Basic Information 3 Provide Detailed Information 4 Complete Revenue Information
Basic Information	
* Opportunity Name	
Industry	-Select-   Select a sub-Industry
Service System	Select- V
* Opportunity Type	New ③ Continuous operations ③
★ Win Probability	-Select- V
* Development Phase	Select- V
Testing Project	Ves 💿 No
* Bidding Project	Ves 💿 No
Previous	Next Cancel

#### 

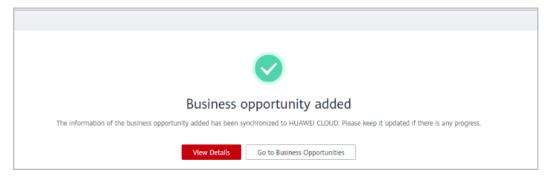
You can also go to the **Leads and Opportunities** > **Marketing Tasks** page and click **Add Opportunity** in the **Operation** column to add an opportunity for a target task.

**Step 6** Specify the detailed information and click **Next**.

Select Customer ——— 🕑 Enter I	Basic Information ———	— 3 Provide	Detailed Infor	mation	Complete Revenue Information
Cloud Migration					
Estimated Expenditures on Cloud ⑦			USD/	year	
Technical Exchange	Select		~		
Test Details	Select		~		
Peer Vendor	Alibaba Cloud	Tencent Cloud	AWS	Microsoft	Google Other
Use of Peer Vendor's Cloud Services	Select		~		
Opportunity Operations Background					
				0/1,000 /	\$
Progress Details					
				0/1,000 /	5
Risk & Request					
				0/1,00	D

**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**.

portunity Management-Business Opportunities-My Customers	/ Add Opportunity	
Select Customer O Enter Basic Information		4 Complete Revenue Information
Estimated Monthly Revenue(USD)		
Estimated Deadline	Select a date.	
Service Period	Select	$\checkmark$
Major Products	Select	$\checkmark$
Estimated Monthly Revenue from Major Products(USD)		
Previous Submit Cancel		



#### **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 development phase cannot be modified.
  - Change the information as needed and save the changes.

Basic Information	Other Information Revenue Information
Opportunity Name	giune au
Industry	Theoremanian v
Service System	-Select- V
★ Opportunity Type	New ⑦ Continuous operations ⑦
Win Probability	100% Modify
Development Phase	Potential business opportunities Modify
Testing Project	🔿 Yes 📵 No
Bidding Project	No

- Change the information on the **Other Information** tab page, and save the changes.

Opportunity Management-Business Opportun	ities-My Customers / Modify
Basic Information Other Infor	mation Revenue Information
Cloud Migration	
Estimated Expenditures on Cloud ⑦	USD/year
Technical Exchange	Modify
Test Details	Modify
Peer Vendor	Alibaba Cloud Tencent Cloud AWS Google Other
Use of Peer Vendor's Cloud Services	Select V
Opportunity Operations	
Background	
	0/1,000 2
Progress Details	- Modify
Risk & Request	
	0/1,000
Save	

- Change the information on the **Revenue Information** tab page, and save the changes.

portunity Management-Business Opportunities-My Customer	s / Modify
Basic Information Other Information Re	evenue Information
Estimated Monthly Revenue(USD)	111.00
Estimated Deadline	2024/08/08
Service Period	3 months
Major Products	Database
Estimated Monthly Revenue from Major Products(USD)	1,111.00
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 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					
				<sub>ره</sub> 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

- Customer managers can only view their own opportunities.
- Customer manager directors can view the opportunities of all their customer managers.

#### 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** > **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.

Business Opportunities	Opportunity Sharing	0								
My Customers Resellers' Cus	tomers									
Add Opportunity									Opportunit *	Enter an opportunity name Q
Opportunity Name	Customer Name ®	Account Name	Industry	Opportunity Type	Win Probability	Development P 🍞	Estimated Monthly Reven	Account Manager®	Last Updated 👙	Operation
0.000	w****1	hid_8i92myi_sat_9	IT & Communicati	New	100%	Potential business	111.00		Jul 18, 2024 20:07:	Specify Progress   Modify
3403	w****1	hid_8i92myi_sat_9	IT & Communicati	New	100%	Solution communi	33,333.00	-	Jul 18, 2024 11:14:	Specify Progress   Modify

**Step 5** Click an opportunity name to go to its details page where you can view opportunity details and customer information.

Opportunity Management-I	Business Opportunities-My Customers / Details				
Mission					
Potential	business opportunities   Keep in touch with the customer to promote the business devel	lopment.			Specify Progress Modify
Potential business opportunities	Opportunity confirmation 3 Solution communication	n (4) Business ne	gotiation (	5) Contract signed (6) Revenue recognition	
Opportunity ID	81d3b46bb89845ab90ec282849bd8cab		Creation Date	Jul 18, 2024 20:07:50 GMT+08:00	
Last Updated	Jul 18, 2024 20:07:50 GMT+08:00				
Customer Informati	on				
Customer Name	w****1 @		Account Name	NULTRANSLATION	
Mobile Number	@		Email	wangqi***@163.com 🛞	
Account Manager	- @				
Basic Information	Other Information Revenue Information				
Opportunity Name	#C20001		Industry	IT & Communications(Carriers)	
Service System			Opportunity Type	New	
Win Probability	100%		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

#### 9.2.2.2 Customer Development

#### 9.2.2.2.1 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.

You can invite customers by **sending emails** or **sending hyperlinks and QR codes**.

#### D NOTE

If you do not have customer development permissions, contact your ecosystem manager.

#### Precautions

- 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.
- 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.
- The maximum number of pending and pre-registered customers is 100. When the maximum number is reached, the partner cannot pre-register any customers.
- 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.
- If a partner does not reserve a mobile number or email address in the partner center, the partner cannot register a customer. Partners need to add mobile numbers or email addresses on the Personal Information page under Account Management > Basic Information in the partner center before registering customers.
- Ensure that the email address provided for pre-registering a customer is in consistent with the email address that was used by the customer for account creation.
- If you need to pre-register a customer who does not meet the pre-registration conditions, you can request manual review. The review will be completed within two working days.

#### 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 > Leads and Opportunities > Customer Development.

#### **Step 4** On the **From Partner Center** tab page, click **Preregister Customer**.

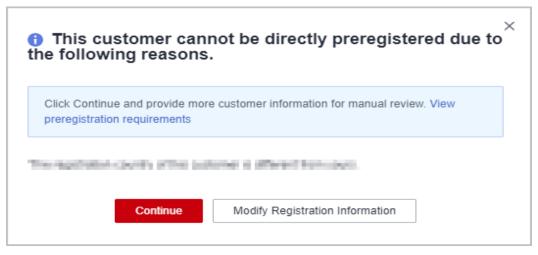
Customer Development Revealed Process Flowchart
<ul> <li>An account manager can generate an invitation link or a GR code to invite customers. Customers associated using the link or GR code will be automatically assigned to this account manager.</li> <li>In the reseller model, if the customer invited has subscribed to resources before, you can freeze the customer's account and resources to prevent new fees from being generated by those resources.</li> <li>You can preregister customer in advance in Partner Center and send invitetion links via email to invite them for association.</li> </ul>
From Partner Center By Link or QR Code History Records
Customer Name Email
Preregistered Customers 1 ③ Preregister Customer 1 ③ Preregister Customer I 回elete Invite
Customer Na Mobile Number Email 💩 Customer Name/Acc, Preregistr 🖓 Expiration D Status 🍸 Remarks Account M Operation
V 🗌 🖬 🖬 👘 1111'''@qq.com -/- May 24, 2024 Expiny in 14 d Pre-regi Invite Delete

**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	×
	details are accurate. Invite customers to complete registration within the 15-day od.View preregistration requirements	
* Customer Name		
* Email		
	This email address is required for registration with HUAWEI CLOUD.	
Mobile Number	+852(Hong Ko 🔻	
Sending Invitation Link	Yes No	
	Invitation links are valid for 7 days. We recommend that you follow up with invited customers to ensure that they use the preregistered email address to register with HUAWEI CLOUD before their invitation link expires. If the link expires before customers have registered, you can resend an invitation link. Preview Email	
Association Type	Reseller	
	In the Reseller transaction model, partners, instead of Huawei Cloud, are responsible for providing billing and invoicing for customers, and need to bear certain fund return risks.	
	OK Cancel	

A message is displayed indicating that the pre-registration is successful.

- **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 **Preregister Customer**.



2. In the **Preregister Customer** dialog box, fill in the required information and click **Submit**.

----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 **Pending review** or **Associated**.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

#### 9.2.2.2.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a pre-registered customer for association.

#### **NOTE**

- By default, you can be associated with your customers in the reseller model in Partner Center. If you need to enable the referral model, contact your ecosystem manager.
- If you do not have customer development permissions, contact your ecosystem manager.

#### 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.

**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.

From Partner Center By Link or QR Code History Records				
Customer Name Mobile Ns Search Reset	mber	Email		
Preregistered Customers 1 ③ Preregister Customer Delete Invite				
Customer Name   Mobile Number 🛞   Email 🛞	Customer Name/Accou P	reregistratio 7	Status 🖗 Remarks	Account M
✓	/ Jt	ul 30, 2024 10:40 Expiry in 14 days	Pre-register	Invite Delete
✓	-/ M	lay 24, 2024 11:3 Jun 08, 2024 11:3	Expired Expired	- Invite Delete

**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 in	vited customers to ensure that	
they use the preregistered	d email address to register w	ith HUAWEI CLOUD b	efore their invitation link expires.	
If the link expires before c	ustomers have registered, y	ou can resend an invita	ation link. Preview Email	
ssociation Type				
leseller				
		· · · · · · · · · · · · · · · · · · ·		
	/EI CLOUD, are responsible ar certain capital backflow ris		a involcing for reseller	
			Eligible for Invitation	

### 

• Association types

**Referral** (contact your ecosystem manager to apply for the permission): A customer signs a contract with HUAWEI CLOUD. HUAWEI CLOUD is responsible for the customer's contracts, billing, and invoices, and the customer pays to HUAWEI CLOUD.

**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 the invitation emails, the customers click the links to register with HUAWEI CLOUD and associate with the partners. For details, see **Requesting Association with a Partner**.

----End

### 9.2.2.2.3 Inviting Pre-Registered Customers by Hyperlinks or QR Codes

You can invite customers by sending emails or sending hyperlinks and QR codes.

**NOTE** 

- By default, you can be associated with your customers in the reseller model in Partner Center. If you need to enable the referral model, contact your ecosystem manager.
- If you do not have customer development permissions, contact your ecosystem manager.

## Precautions

- The invitation hyperlinks and QR codes displayed on the **By Link or QR Code** page contain custom tags (usernames used for login).
- 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.

A partner can invite a customer by the general/custom 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**.

**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 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

**Referral** (contact your ecosystem manager to apply for the permission): A customer signs a contract with HUAWEI CLOUD. HUAWEI CLOUD is responsible for the customer's contracts, billing, and invoices, and the customer pays to HUAWEI CLOUD.

**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 in offline mode, such as emails.

Jeneral-Purp	oose Invitation Links	Customized Invitation Links Promotional Invitation Links
nload the in	witation link and QR co	de and send them to the customer for association.
Reseller		
ink	https://account-intl	I.ulangab.huawei.com/obmgrbetam/invitation/invitation.html?bpName=000000
QR Code		
QR Code		

- Invite a pre-registered customer by a customized invitation link or QR code.
  - a. Click the **Customized Invitation Links** tab.
  - b. Choose an Association Type, specify Custom Tag, and click Generate.

From Partner Cent	er By Li	nk or QR Code History	Records
General-Purpose In	vitation Links	Customized Invitation Links	Promotional Invitation Links
Enter a custom tag, ger	erate a custom i	nvitation link and QR code, and se	nd them to the potential customer.
Association Type	Reseller		
		ead of HUAWEI CLOUD, are respo nd need to bear certain capital bac	nsible for providing billing and invoicing for reseller kflow risks.
★ Account Manager	O Customiz	e 💿 Dedicated 🕅	
Remarks		0/100	
	Generate		
Generation Record 🗸			

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 in offline mode, such as emails.

Generate		×
Link ar	nd QR code generated successfully.	
Association Type	Reseller Account Manager	
Remarks		
Link	https://account-intl.huaweicloud.com/obmgr/invitation/invitation	
QR Code		
	ΟΚ	

## D NOTE

You can click **Generation Record** to view historical invitations. 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

### 9.2.2.4 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 hover over <sup>(2)</sup> next to **Association failed** to view 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.
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 by reseller model because the customer has its enterprise master account.	The customer cannot be associated with a partner by reseller model.

Message	Suggested Operation
Failed to associate with the partner by reseller model because the customer has its enterprise member account associated with the enterprise master account. To associate with the partner by reseller model, disassociate from the enterprise master account.	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. Advise 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. Advise 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 repay 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 repay all the overdue payment 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 Invite** in the **Operation** column to send new invitations to these customers.

**NOTE** 

You can also select multiple customers and click **Resend Invite** on the top of the customer list to send new invitations to these customers in one batch.

**Step 6** In the **Resend Invite** 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**, **Account Name**, **Custom Tag**, **Email**, **Invitation Method**, or **Status**.

**Step 6** Click  $\checkmark$  to view more details.

----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.

----End

## 9.2.2.3 Marketing Tasks

### 9.2.2.3.1 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.

keting Tasks												
ly Customers(10)	Resellers' Customers(14)											
lask Name	Search Reset	Customer Name	Enter a customer name or account.	Acc	ount Manager		Expir	es	Start Date — End Date	Ē		
Export +												۲
Level-2 Policy 🍞	Task Name	Customer Name/Account	Last 12 Months(USD) ③ 🎖 🛊		Created 🍞	Validity Period	Task Status 🍞	Completed	Account Manager	Operation		
88-1	NUL MARKED BOOK	fallen justifi Talen justifi		12,374.78	Mar 05, 2024 11:44:15	Overdue (for 4 days)	Uncompleted		1914	Process Task	Add Opportunity	
2010	CONTRACT, BRIDGIN	TO BREAK BUT		10.00	Mar 01, 2024 18:36:43	Overdue (for 7 days)	Uncompleted			Process Task	Add Opportunity	

### **NOTE**

You can view marketing tasks for your customers on the **My Customers** tab and for your resellers' customers on the **Resellers' Customers** tab respectively. To view your resellers' marketing tasks, you need to be authorized by them.

**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 marketing 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

## 9.2.2.3.2 Processing a Marketing Task

You can process marketing 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 Select a task pending processing and click Process Task in the Operation column

to process this task.

eting Tasks												
ly Customers(10)	Resellers' Customers(14)											
isk Name	Search Reset	Customer Name	Enter a customer name or account.	Acc	count Manager		Erpi	185	Start Date — End Date			
Export +												6
Level-2 Policy 🍞	Task Name	Customer Name/Account	Last 12 Months(USD) ③ 🖓 🛊		Created 🍞	Validity Period	Task Status 🍸	Completed	Account Manager	Operation		
	11,1,200408,80040,71	talan jalah Talan jalah		12,374.78	Mar 06, 2024 11:44:15	Overdue (for 4 days)	Uncompleted	-	1914	Process Task	Add Opportunity	
10.0	CONTRACTOR DESIGNATION	TRANSPORTED IN		10.00	Mar 01, 2024 18:36:43	Overdee (for 7 days)	B. Uncompleted			Process Task	Add Opportunity	

### **NOTE**

- If you are a distributor, you can view both your and your resellers' marketing tasks in **My Customers** tab and **Resellers' Customers** tab respectively. To view your resellers' marketing tasks, you need to be authorized by them.
- 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.

ollowup Details				
Call Answered			* Interested or Not	
Communication completed	O In communication	O Unreachable	🔿 Yes 🔿 No	O Unknown
Dthers				
Save Draft OK				



# 9.2.3 Customers

## 9.2.3.1 Customer Management

### 9.2.3.1.1 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 customers by customer name and/or reseller name.

istomer Management							E Subscribe to	Customer Informat
<ul> <li>To view the customer associations and</li> </ul>	nd disassociations, visit Manage /	Association Records page.						
· To view the batch transfer history, vis	sit Batch transfer history.							
You might also want to know: How Ca	an I Request Authorization from N	ly Customers?How Can I Place	Orders on My Customers' Be	ahalf? How My Customers N	anage the Authorization?			View Details 🗸
	ers							
Set Budget Set Discount	Batch Assign Account Manage	er Export ~			Custome	r Name 🗸 🗌	Q Advanced Se	arch 🗸 🛞
Set Budget Set Discount Customer/Account Name	Batch Assign Account Manage		ne Budget(USD) Bud	dget Usage ③     /	Custome vailable Credit(USD) Alers to Be Har			arch 🗸 🍥
	Batch Assign Account Manage		ne Budget(USD) Bur	dget Usage ③		ndled Associati C		arch v 🛞

## D 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  $\Im$  next 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.

stomer Management-Customers / Customer Details						Go to Old Edition
Account Name Ing primiting for Reader Manuel @ Increase	-		sign Account Manager — A Authorization (	Obtained 🕢 🗌 Account Freezing	gUnfreezing V As	coolation Management V
verview Resources Basic Information						
Budgets Current Estimate ③ Monthly Budget	Set Budget \$0.00 USD \$0.00 USD	Cash Coupons (Customer-Specific) Available ((Total: \$0.00 USD)	Expire in 7 Days <b>O</b>	Customer Orders Unpaid Orders 0		ce Order on Customers' Behalf I Orders
Expenditure Summary Last 12 months			View Expenditure	Customer Alerts		
Expenditures	Expenditure Rankin	gs 💿		Loss	0	
Last 12 Months(USD) 0.00				Pending Renewals	O&M on Cu	stomers' Behalf All Resources
Month-to-Date Expenditur         0         0.00         View Details           Expenditure Last Month(         0         0.00         View Details		No data available.		Expire in 7 Days O	Expire in 15 Days <b>O</b>	Expire in 30 Days <b>O</b>
Expenditure Change				Business Opportun	ities	Add Opportunity
				Opportunities	0	

### **NOTE**

- 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 Freeze/Unfreeze** drop-down list to freeze or unfreeze the account or both the account and resources.
- You can click **Association Management** and select **View Association Requests** from the drop-down list to view association records and manage association relationships for the customer. You can also click **Disassociate** from the drop-down list 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 view the customer's orders, including unpaid and paid orders. You can also click **Place Order on Customers' Behalf** to place orders for the customer.
- 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, and 30 days.
- On the **Overview** tab, you can view expenditure analysis and product rankings. You can click **View Expenditure** to view expenditure details. You can click **Month-to-Date Expenditure** to view expenditure details of this month, and **Expenditure Last Month** to view expenditures of last month. You can click the icon next to **Expenditure Change** to view expenditure analysis.
- 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 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.
- Choose More > 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.
- Choose More > View Expenditure 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.

### 9.2.3.1.2 Setting a Monthly Budget for a Customer

You can set monthly budgets for your resellers' resale customers. The budget will automatically restore in the next 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**.
- **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 60 USD) Customer Name Account Name
Budget Type     Image: One-Time Budget
Monthly Budget (USD)
Account freezing upon monthly budget exhaustion
Automatic / Manual
To facilitate management of revelete 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. 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 expanditures of your customers but will not exempt you from the corresponding responsibility.
The customer account has been frezen. Untrece the account to allow the customer to buy resources.
Unfreeze Now
-06
Adjustment Records v

#### • Manual account freezing

Customer Management Customers / Set Budget
Monthly Budget \$100.00 USD (Current Estimate 🗇 50 00 USD) Customer Name Account Name Hill Account Name Hill
* Budget Type
Monthly Budget (USD)
Account freezing upon monthly budget enhancement
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-selled cloud services, such as CDN billed by 95th percentile
bandwidth, will not be counted into the used budget.
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 yearly/imonthly 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.
4. After receiving the alter holffication, 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.
The customer account has been forzen. Unfreeze the account to allow the customer to buy resources.
Unfreeze Now
OK .
Adjustment Records V

### D 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.
- After the monthly budget is used up, the customer account can be automatically or manual froze based on your needs. **Automatic** indicates that the system automatically freezes an account upon budget exhaustion. For details about how to **manually** freeze an account, see **Freezing Customer Accounts and Resources**.
- 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 monthly budget adjustment record, click **Adjustment Record** on the displayed **Set Monthly Budget** page.
- 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.

### **Step 5** Enter a value and click **OK**.

#### **NOTE**

When a customer is associated with a partner by reseller model, the customer account is frozen by default. When the account is frozen, the customer cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the monthly budget for the customer to unfreeze the account.

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.

#### Step 6 Click OK.

----End

### 9.2.3.1.3 Setting One-Time Budgets for Customers

A distributor can set one-time budgets for the customers associated with its 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

Concern Time Budget - ("tel Expenditor" © 30 00 USD) Customer Name Cuscourt Name Budgets - samilla sum - e Logiet Type	
Monthly Budget     Monthly	Customer Management-Customers / Set Budget
Monthly Budget     Monthly	
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Monthly Budget     Monthly	
	One-Time Budget (Total Expenditure 💿 \$0.00 USD) Customer Name Account Name
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Advance     A	Account feasion upon one line holded arthrouting
To facilitate management of reseller customers one-time expenditures, set monthly budgets for your customers. For details, see Setting One-Time Budget for Customers. 1.0mm Cloud will send you an imail to derive you when your customer reaces 75%, 50%, or 10% or 10% or an entropients in the large Coster > 50% 5 E mail Settings > Message Type > Finance > Patters budget. Set Receiptens 2. The budget of your customer in examples when your customer reaces of youry hours and reace of youry hourses are serviced and the sensore Coster > 50% 5 E mail Settings > Message Type > Finance > Patters budget. Set Receiptens 2. The budget of your customer in examples when your customer reaces of youry hourses are serviced and the sensore Coster are serviced instances, and somer of the provisioned resources may be unavailable, but the provisioned pay pervise resources at the test of the customer test of the customer of the customer and the test of the customer and test of the customer test of the customer and test of the cust	Poconin structing oper circums beinger connected
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### • Manual account freezing

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### **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.
- After the one-time budget is used up, the customer account can be automatically or manual froze based on your needs. **Automatic** indicates that the system automatically freezes an account upon budget exhaustion. For details about how to **manually** freeze an account, see **Freezing Customer Accounts and Resources**.
- 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.

**Step 5** Enter a one-time budget value and click **OK**.

### D NOTE

When a customer is associated with a partner in reseller model, the customer account is frozen by default and they cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the one-time budget for the customer to unfreeze the account.

A message is displayed indicating one-time budget setting success.

**NOTE** 

If partners have enabled the verification code function, a verification code will be required to verify the identity.

Step 6 Click OK.

----End

### 9.2.3.1.4 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	Develop Tools English jumpanhi
lessage Center	SMS & Email Settings							
y Messages (155) •	Add Recipient Remove Recipient							
icipient Management	Message Type	Email	SMS	System Notification	Group Chatbot	Recipient Name	Message Receiver Robot	Operation
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•	Cost Management Ø					dajing palasylarijani, dangdalar		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.

After a reci	pient is added, the system w	ill request email and SMS (	verification. The recipient can	receive messages only after	the verification. X
Recipient Name	Phone Number/Emai	WeCom Robot	DingTalk	Feishu Robot	
	Add Recipient				
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	Recipient	Email	+86(C • Phone N	lumber Enter rer	narks Save Cancel
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----End

### 9.2.3.1.5 Freezing a Customer

•

After a customer is associated with a partner in the reseller model, the customer account is frozen by default. Partners can freeze or unfreeze accounts for their reseller customers.

## Impacts of Freezing Only Accounts or Both Accounts and Resources

Impacts of Freezing Only Accounts If customer's account is frozen, the customer cannot buy, renew, or change resources, and provisioned resources may be unavailable, but 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	<ul> <li>Unsubscribing from resources</li> <li>Modifying resource names</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Renewing subscription to resources</li> <li>Changing yearly/ monthly resources to pay-per-use resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>
Operations on pay- per-use cloud services (operations on pay- per-use instances and spot instances)	<ul> <li>Modifying resource names</li> <li>Viewing resource information</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Changing pay-per-use resources to yearly/ monthly resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>

• Impacts of Freezing Both Accounts and Resources

In addition to the account freezing, resources are also frozen and enter the retention period. During the retention period, customers cannot access or use the frozen cloud service resources. Cloud service resources and data stored will be retained, and the frozen resources will not incur fees.

## **Freezing an Account**

- **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.

reeze Account			
Freeze Account	Notes		
1.If the account is froze	n, the customer cannot buy,	renew, or change resources, ar	nd provisioned resources may
be unavailable, but the	/ still incur fees. To avoid inc	urring new fees, you can choos	e to freeze both the account
and its resources.			
2.Huawei Cloud shall n	ot take the responsibilities fo	or any adverse impacts on custo	omers', services due to
account freezing and di	sputes arising out of it. Exer	cise caution when performing th	nis operation.
3.Visit Impacts of Acco	unt Freeze to learn about the	e impacts of frozen accounts. Y	ou can also unfreeze an
account.			
4.The account unfreezi	ng operation may fail if your	account has been frozen.	
			0/256
Account Name	Customer 💿	Budget(USD)	Total Expenditure(USD)
ng that the play	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.
- You can assign or withdraw 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

### 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, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account and Resources** in the **Operation** column in the row of the target customer.

FIGEZE AC	count and Resources Notes		
1.If the accourt	t and resources are frozen, the customer	cannot buy, renew, or cha	nge resources, and all
provisioned	resources are not available. Unfr	eeze the resources w	ithin 15 days (subject to
the time rar	ge regulated on the official webs	ite) after they are fro	zen. Otherwise, the
stored data	will be deleted and the cloud ser	vice resources will be	e released.
2.Huawei Clou	d shall not take the responsibilities for an	y adverse impacts on cust	omers', services due to
account freezi	ng and disputes arising out of it. Exercise	caution when performing t	his operation.
3.Visit Impact	of Account Freeze to learn about the imp	pacts of frozen accounts. Y	′ou can also unfreeze an
account. 4.The account	unfreezing operation may fail if your acco	ount has been frozen.	
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4.The account	unfreezing operation may fail if your acco	Budget(USD)	0/256 Total Expenditure(USD) (?

### **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.
- 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.
- You can assign or withdraw permissions to or form your resellers for them to freeze or unfreeze accounts and resources for their customer. For details, see Setting Account Freezing and Budget Setting Permissions for Resellers.

----End

## 9.2.3.1.6 Unfreezing a Customer

You can unfreeze accounts or both accounts and resources for your customers.

## **Unfreezing an Account**

- 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.

fter the account	is unfrozen, customer	rs can buy, renew, or chan	ge resources, and you	u need to pay for your custom	ner
leason					
				0/256	
Account Name	e Customer 💩	Automatically	Budget(USD)	Total Expenditure(USD)(	?
No. and No.		No	0.10	0.	.00

### **NOTE**

- 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

## **Unfreezing 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, 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 is unfrozen successfully.

Unfreeze Account	and Resources	5			×
account and resource	urces of this customer l s without adjusting the l e budget to unfreeze th	budget granted	, its account and re	sources will be froz	
After the account is unfrozen, Reason	customers can buy, rer	iew, or change	resources, and you	u need to pay for yo	
Account Name Custo	mer 💩   Automat	ically	Budget(USD)	Total Expenditur	re(USD) ?
	1	Yes	100.00		0.00
				ОК	Cancel

### **NOTE**

- 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

## 9.2.3.1.7 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.

istomer Management-C	Customers / Resources				
Customer Name	Account Name	injundarent Bay			
Yearly/Monthly Res	sources Pay-per-Use Resources	Reserved Instances Sa	vings Plans		
Effective Time	Start Date — End Date	Expiration Time	Start Date - End Date	Crder No.	
Product Type	Select a product.	$\checkmark$	Search Reset		
Export					
Name/ID	Pr	oduct Type Specifications	Region 🍸 Status 🍸	Effective 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	t month are displayed by default. You can filter the resources of spec	ified time range in the subscription time area.				
		Product Type S	elect a product.	ID		Search Reset
Name/ID	Тад	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	ources Pay-per-Use	Resources Reso	erved Instances Sa	ivings Plans					
Effective Time Product Type	Start Date – End Date Select a product.	iii	Expiration Time	Start Date – End	Date		Order 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.

/early/Monthly Res	ources Pay-per-Use Reso	urces Rese	ved Instances Savings	Plans				
flective Time	Start Date - End Date		Expiration Time St	art Date — End Date	ė	Order No.		
Product Type	Select a product.	Ŧ		Search Reset				
Name/ID		Product Type	Specifications	Region 7	Status 🏹	Effective Time/Expiration Time	Order No.	

----End

## 9.2.3.2 Customer Assignment

## 9.2.3.2.1 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			
			Account Manager V C
Account Mana 🐵 🛛 Account Name	Mobile Number	Email	Assigned Customers Operation
8 sysjelli	+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** > **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 Cu	stomers					
After you arging the acc	sunt manager to this customer, the acc	unt managar can managa this custo	mer and view the customer expenditures. The expenditures and rev	onue of this customer will be counted for	this account manager	×
Account Manager		una manager can manage una cuato	mei and vew me customei expenditures, me expenditures and rev	ande of this customer will be counted for	una 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.

## 9.2.3.3 Customer Orders

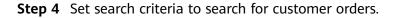
### 9.2.3.3.1 Viewing a Customer's Orders

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**.

## 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 Orders**.

	the yearly/monthly produc months are displayed here					tomer Management.How Do I View a C Ordered On <sup>®</sup> column.	ustomens Resources?				
Customer Orders	Reseller Customers' C	Irders									
Export ~						Customer Name V		Order No. 🗸		Search	Res
Export ~ Order No.	Product Type	Order Type 🍸 🛛	Order Status 🖓	Customer 💿	Ordered On		Order Subtotal(US	Order No. V	Operation	Search	Resi



You can search for customer orders by **Reseller**, **Customer**, **Order No.**, or **Product Type**.

Click an order ID to view order details.

**NOTE** 

You can view orders of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.

•

**Step 5** Export customer orders.

• Export orders of the current customer.

Choose **Export > Export Selected**. Message "Records exported successfully" is displayed.

• Export all customer orders.

Choose **Export** > **Export All**. Message "Tasks exported successfully" is displayed.

- 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 query the customer orders in the **Completed** status.

### **NOTE**

You can export orders of your customers on the **Customers** tab or of your resellers' customers on the **Resellers' Customers** tab.

----End

### 9.2.3.3.2 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.

On the **Adjust Order Price** tab page, a partner can enter a **Discount** to adjust the order price.

stomer Orders / Adjust Price									
Order No. CS2105261733OKHH9S									
Pending payment	Order Subtotal \$154.0	00 USD   Maxim	um Discount 🔞 \$15.40 I	USD					
Customer Name			Ac	count Name	WHILPI.m View pr	rice adjustment records for other	orders.		
Adjust Order Price Adjust Re	esource Price								
Order Amount (After Adjustment) 🖇	i154.00 USD   Disc	ount (USD) 🕜 Ent	er a discount.	Estimated Rebate (USD)	38.50 Recalcula	ate			
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.

					rice adjustment records for othe	er orders.		
ist Resource Price								
The discount cannot be les	ss than the other di	iscounts available for the	customer. \$0.00 USE	)				
Product Type	Specifications	Billing Mode	Quantity	Order Subtotal(USD)	Maximum Discount(USD)	Discount(USD)	After Adjustm	Estimated Rebate(
00 Elastic Volume Service	Ultra-High IO	Yearly/Monthly(1 year)	1	154.00	15.40	0.00	154.00	
T	The discount cannot be le: Product Type	The discount cannot be less than the other di Product Type Specifications	The discount cannot be less than the other discounts available for the Product Type Specifications Billing Mode	The discount cannot be less than the other discounts available for the customer. \$0.00 USC Product Type Specifications Billing Mode Quantity	The discount cannot be less than the other discounts available for the customer. \$0.00 USD Product Type Specifications Billing Mode Quantity Order Subtotal(USD)	The discount cannot be less than the other discounts available for the customer. \$0.00 USD Product Type Specifications Billing Mode Quantity Order Subtotal(USD) Maximum Discount(USD) ①	The discount cannot be less than the other discounts available for the customer. 50.00 USD Product Type Specifications Billing Mode Quantity Order Subtotal(USD) Maximum Discount(USD) () Discount(USD)	The discount cannot be less than the other discounts available for the customer: \$0.00 USD Product Type Specifications Billing Mode Quantity Order Subtrata(USD) Maximum Discount(USD) (D) Discount(USD) After Adjustm

### **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.

### D 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.

## 9.2.3.4 Customer Expenditures

### 9.2.3.4.1 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.
- 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, repayment, and invoicing.

## 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**, **Spent On**, **Account Manager**, and **Association Type**.

• View total expenditure amount and refund amount.

stomer Information	Customer Name V	Spent On	2023-05	<ul> <li>Account Manager</li> </ul>	Enter an account manager.	
seller		Association Type	All	~	Search Reset	
Amount	Refunds ③					
\$0.46 USD	\$0.00 USD					

- 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.

- 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 all the completed expenditure records.

----End

### 9.2.3.4.2 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.

Search options include billing cycle, customer name, partner name, account manager, order/transaction ID, resource ID, product type, association type, billing mode, bill type, and region.

Expenditure Sun	nmary Expenditur	e Details									
	search for the expenditure I expenditure is rounded off		customer by the account name every month.								
Billing Cycle	2024-02		<ul> <li>Customer Informati</li> </ul>	on Customer Name	~	Partner Name	Enter a par	fner name or account.			
Account Manager			Order/Transaction I	D		Resource ID					
Resource			Product Type	Select a product.	~	Amount Due	IIA 💿	Hide 0 Expenditures			
	Search Res	ət									
Export ~											6
Billing Cycle	Customer Name/ 🛞	Associat 🝸	Partner Name/Account A	ccount M 🐵   Produ	ct Type   Product Nam	e	Billing M 🍸	Spent On	Order/Transaction ID	Order Type	Bill Type 🛛
2024-02	terriy	Reseller	larind Angeledentiste	Elastic	Volu GD3 linear EV	'S Ondemand	Pay-per-Use	Feb 29, 2024 20:00:00 GN Feb 29, 2024 21:00:00 GN	2024-0267e9d32ecdc6565	-	Expenditure -
2024-02	t	Reseller	6 16 1	Elastic	Volu GD3 linear EV	S Ondemand	Pay-per-Use	Feb 29, 2024 15:00:00 GN Feb 29, 2024 16:00:00 GN	2024-0267e9d32ecdc6565	_	Expenditure -

• In the expenditure details list, you can view information of **Spent On**, **Product**, **Order No.**, **Total Expenditure**, and **Status**.

- You can select **Hide 0 Expenditures** for **Amount Due** to exclude related data from the list.

### **NOTE**

You can search for expenditure details by month. For expenditure details generated more than 18 months ago, contact your ecosystem manager.

### 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.

- View export history.
  - a. Choose **Export > View Export** to switch to the **Export History** page.
  - b. Click **Download** in the **Operation** column to download all the completed expenditure records.

----End

## 9.2.3.5 Customer Alerts

### 9.2.3.5.1 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**.
- **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.

Handle 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 Natural Jones 1	Way 09, 2024 1	19:16:15 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	sk	×
★ Customer Lost	● Yes ◯ No	
★ Reason	Product capability     Commerce     Competitor       Customer service suspension     Short-term customer service	
	Other	cel

The customer has not been lost.

Process Task		
* Customer Lost	🔿 Yes 💿 No	
★ Feedback for Customer Not Lost	Service adjustment, in regular contact	
	O New customer expenditure O Customer service contraction	
	Normal customer expenditure fluctuation     Other	

### **NOTE**

Ľ

- 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

### 9.2.3.5.2 Viewing Customer Alerts

Partners can view alerts about customers on Partner Center.

### **NOTE**

- 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 Custo	omers Resellers' Customers								
						Customer	✓ Enter a customer nam	e or account.	C
	Scenario	Alert Type 🛛	Title	Customer/Account Name 🐁	Alerted 🍸		Account Manager	Status 🎖	
~	scen_name02	Loss	NOM NO CHRISTIANS PARTICULARS.	207 oktopeter 207 jan januar jan	Apr 15, 2023 03:18:	38 GMT+08:00	-	Handled	
~	scen_name02	Loss	IC++ OR-CHEROMORETOR \$*A2798URADAR.	28.007000 28.007000.40	Apr 15, 2023 03:18	38 GMT+08:00	-	Handled	
~	and the second second	Loss	summanianiperprovement (according	237,347,74881 237,347,74881,25	Apr 15, 2023 03:18:	38 GMT+08:00	-	Handled	

- Click  $\checkmark$  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.

### D 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

# 9.2.4 Financial Information

## 9.2.4.1 Bill Management

## 9.2.4.1.1 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 associated with its resellers.

### **NOTE**

In the Reseller model, the reseller is responsible for the customer's 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

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 Wew 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 06, 2022.	×
Bill Estimate \$0.10 USD (Exchange Rate: 1USD = 7.7523 HKD) 0.76 HKD	
Expenditures	\$0.1008 USD
Retunds 🕥	\$0.00 USD
By Product By Customer	
HUAWEI CLOUD Expenditure Summary	\$0.1008 USD
✓ Elastic Volume Bervice	\$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.

## 9.2.4.1.2 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 +05 00 as the standard time. Bills of each month are generated before 12:00 a.m. on the fifth day of the next month.     Violad you like to learn how the bill was calculate?? View the bill calculation method.  Bills Consumed Product Details			
Billing Cycle	2024/07 ~ Ct	Customer Information Customer Name  V Order/Transaction ID	
Product Type	Select a product.	Search Reset ures. The amount displayed here is just an estimate (ax not includer). Check the bill again after it is issued on 2024-08-05.	
Export Bill Detail	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. <b>NOTE</b> 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. <b>NOTE</b> If the customer is already associated with a cloud reseller, set this parameter to the name of the reseller.	zhangsan
Partner Account Name	Account name of the partner that a customer is associated with. <b>NOTE</b> If the customer is already associated with a cloud reseller, set this parameter to the account name of the reseller.	zhangsanXXX

Field	Description	Example Value
Bill Type	<ul> <li>Bill types of the customer, including:</li> <li>Expenditure</li> <li>Refund</li> <li>Adjustment</li> </ul>	Expenditure
Billing Mode	<ul> <li>Product billing mode, including:</li> <li>Pay-per-use</li> <li>Yearly/monthly</li> <li>Reserved instance-upfront payment</li> <li>Reserved instance-hourly billing</li> </ul>	Pay-per-use
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
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 <b>Region</b> column in <b>Regions and</b> <b>Endpoints</b> .	cn-north-1

Field	Description	Example Value
Order ID/ Transaction ID	<b>Order ID</b> : indicates the unique ID of a yearly/monthly/reserved instance subscription order.	CS19091216532XXXX
	<b>Transaction ID</b> : indicates the unique ID of a pay-per-use/ reserved instance transaction (hourly billing).	
Original Order ID	Unique ID of order before it is unsubscribed from.	XVS1909121653XXXX
Transaction Time	<ul> <li>Time when a transaction was executed in the transaction bill of a customer.</li> <li>Transaction time of a yearly/ monthly/reserved instance subscription indicates the time when an order is paid.</li> <li>Transaction time of a pay-per-use/reserved instance transaction (hourly billing) indicates the time when the consumption ends. For example, if the consumption time is 2020-09-10 00:16:50 GMT+08:00 to 2020-09-28 09:00:00 GMT+08:00, the transaction time of this pay-per-use bill is 2020-09-28 09:00:00 GMT+08:00.</li> </ul>	2020-09-28 09:00:00 GMT+08:00
Order Type	<ul> <li>Type of a yearly/monthly/reserved instance subscription, including:</li> <li>New purchase</li> <li>Renewal</li> <li>Change</li> <li>Unsubscription</li> <li>Price adjustment</li> </ul>	Unsubscription
Number of Terms	Term of a yearly/monthly product order.	1
Term Unit	Unit of a term for a yearly/ monthly product order.	Month
Whether a Spot Instance	Whether a spot instance product.	Ν
Billing Item Code	Code of a usage type.	aom.count

Field	Description	Example Value
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
Customer Expenditure (USD)	Total amount generated by customer orders.	1000

Field	Description	Example Value
Settlement Type	Settlement type of a product, including: • Common product • Promotional product • No discount • Special discount request	Common product
Settlement Discount	<ul> <li>Discount that HUAWEI CLOUD set for partners.</li> <li>Fixed unit price agreed by HUAWEI CLOUD and the partner.</li> </ul>	25%
Payment (USD)	<ul> <li>If Settlement Discount is the discount set by HUAWEI CLOUD for partners, Settlement Amount = Consumption amount (USD) x (1 - Settlement discount)</li> <li>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)</li> <li>NOTE         <ul> <li>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.</li> </ul> </li> </ul>	750
Coupons Used (USD)	Cash coupons deducted for a partner's bill. If a bill type is <b>Refund</b> , this field indicates the cash coupons that should be refunded to a customer. Field <b>Whether to Refund Coupons</b> determines whether the cash coupons will be refunded. For details about cash coupon usage rules, see <b>Usage Rules</b> .	100
Whether to Refund Coupons	Whether to refund the deducted cash coupons to the partner when a partner requests a refund.	Yes

Field	Description	Example Value
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	Amount due.	685
(USD)	Amount due = Amount to be paid (tax not included) + Tax	
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 <b>4320</b> . The value of <b>4320/288</b> 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

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. 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 <b>0.000000009</b> .	268
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). For example, the conversion factor between seconds and hours is 3600.	1
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

## 9.2.4.1.3 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 next 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 **Repay** to pay the bill. For details, see **Repayment**.
- 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 💿	
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 ① Unpaid E	Bills Payment Records
\$20,567.30 USD = Unpaid Fees of the Latest Billing Month + Unpaid Fees of Previous Months \$0.00 USD + \$20,567.30 USD	

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

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 (ax not included). Check the bill again after it is issued on Sep 16, 2022.	×
BII Estimate \$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 **Amount Due** area, you can query the monthly amount due and the expenditures, refunds, and adjustments.

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 (lax 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) 2,723.45 CNY		
Expenditures	\$384.4	432 USD
Refunds 🕜	\$0	0.00 USD

- 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	\$31.44 USD
Refunds 🕲	\$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
V 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.

Prod	fuct By Custo	omer										
	80-20-2007707	(max)										\$94.848
	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 Mo
	de de construir	-927										\$133.20
	00-00-0007787	-1020										\$156.384

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 ×	
The partiesr bills use GMT ++05 60 as the standard time. Bills of each month are generated before     Would you like to learn how the bill was calculate? Wew the bill calculation method.  Bills Consumed Product Details	1. Before sharing your amployees' personal information with Huaviel Cloud, you must dotain legal authorization from the relevant subjects and comply with applicable laws and regulations to enable Huaveel Cloud to use the to 2 these upper services inclusion for share for the service of the service data is and end of the original service data is and end of the service data is a firstly of the service data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the service data is a data is and end of the servic	
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 compliants. You will be responsible for any dispute that may	Unpaid Bills Payment Records
\$0.00 USD = Unpaid Fees of the Latest Billing Month + Unpaid Fee \$0.00 USD + Unpaid Fees	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.	
	The time range cannot exceed 12 months.	
Monthly Bills Export Bills View Export	Range Start 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

#### 9.2.4.1.4 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.     Vioud you like to learn how the bill use calculated? View the bill calculation method. Bills Consumed Product Details	
Billing Cycle     202407     Customer Information     Customer Information     Oxfert/Transaction ID       Product Type     Select a product     Search     Reset       You have not yet been billed for this month's copenditures. The amount displayed here is just an estimate (bac not included). Check the bill again after it is issued on 2024-09-55.	
Expod Bil Delails View Expot	0

**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

#### 9.2.4.1.5 Repayment

After you set the budget for your customer and the customer purchase products and services on HUAWEI CLOUD, HUAWEI CLOUD will generate and send you the bill and deducts the fee from your account balance to repay the bill. HUAWEI CLOUD generates the bill at the fifth day of each month, and the billing cycle is one calendar month by default. If your account balance is insufficient, you can top up your account online or transfer money to repay 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 repay 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 **Repay**.

The **Repay** page is displayed.

Amount Due 🕐		Unpaid Bills Payment Records
\$4,856.20 USD = Unpaid Fees of the Latest Billing Month . \$0.00 USD 8000 USD	Unpaid Fees of Previous Months \$4,866.20 USD	

#### **NOTE**

You can also go to **Financial Information** > **Partner Bills** and pay your bills in the **Amount Due** area.

**Step 5** Select **Online Payment** for **Repayment Method**, specify the amount, and click **Repay**.

Partner Bills / Repay					
Parmer Bills / Repay					
<ul> <li>Learn more about how to</li> <li>You are recommended to</li> </ul>	o repay the amount due. o use the online repayment method because the offline bank tr	ansfer may be delayed due to the bank's processing e	fficiency.		
Amount Due	\$20,567.30 USD				
	Expenditure Estimate (Unbilled) \$0.10 USD				
Bills	The following are unsettled bills.				
	Billing Month	Deadline	Status	Amount Due	Exchange Rate on the Last Day of Billing Cy
	2022/03	2021/03/03 23:59:59	O Not overdue	20,567.30 USD	-
Repayment Method	Online Payment Bank Transfer				
* Repayment Amount (USD)	20567.30 Maximum \$20,000.00 U	BD for a payment. VISA et a credit cards issu	ed in countries/regions including Hong Kong SAR, Th	alland, Myanmar, and Singapore are accepted. View a	Il supported countries/regions
	Repay				

**Step 6** On the online payment page, specify the credit card information and click **Pay**.

After the repayment is successful, the **Account Statements** page is displayed. You can view the top-up records and repayment 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 **Repay**.

The **Repay** page is displayed.

Amount Due 🕜	Unpaid Bills Payment Records
\$4,856.20 USD = Unpaid Fees of the Latest Billing Month + Unpaid Fees of Previous Months \$0.00 USD + \$4,856.20 USD Repay	

#### **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 your transfer money to the standard top-up account. For details about how to submit a service ticket, see **Submitting a Service Ticket**.

Repayment Method	Online Payment	Bank Transfe								
ransfer to the following a	count									
<ul> <li>Standard Top-Up Ac It is open to all custome</li> </ul>		d association bet	een your HUAWEI CLOUD account	t and your bank account, after a tran	nsfer, please submit a	service ticket to inp	ut the top-up amount. HUAWEI CLOL	ID will process your ser	vice ticket in 3 work	ing days.
			een your HUAWEI CLOUD account	t and your bank account, after a tran	nsfer, please submit a	service ticket to inp Currency	ut the top-up amount. HUAWEI CLOL Bank	ID will process your ser	vice ticket in 3 work	ing days. SwiftCode

----End

## **Other Operations**

• Click **Unpaid Bills**. On the displayed dialog box, you can view the unpaid bills.

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 repayment records on the **Account Statements** page.

## 9.2.4.2 Funds

#### 9.2.4.2.1 Viewing Account Statements

Partners can query and export statements of their top-up accounts.

#### 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** > **Funds**.
- **Step 4** The income and expense details page is displayed.

Account Statements	Account Statements									
Account activity in not updated in real time. If you cannot find a transaction, please refeet the page or try 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, refers the page or try again later.										
Export V										
Transaction No.	Transaction Time ⑦ 🎖	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	Тор-ир		-	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.

#### D 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

## 9.2.4.3 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 created invoices.

In addition, you can add or modify your invoice information. Then, the system will create the invoices based on your configured information.

If the invoice issued by HUAWEI CLOUD for the partner contains withholding tax (WHT), the partner needs to upload WHT certificates to HUAWEI CLOUD.

## 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** > **Invoices**.

View the invoices created by HUAWEI CLOUD.

nvoices							
ticket.	woice, consider setting up email receipts for electro setting up email receipts for electronic invoices	nic involces that are sent to a specific recipient's	email address. In case any invoices are missing, you may	submit a licket to request invoici	ing. If you want to return an invoice, you can also submit a		
Period	Invoice No.	Invoice Content	Invoice Amount	Status	Operation		
202208	CSER22000878	Top-up	2.00 USD	Invoiced	Download		
202208	CSER22000841	Top-up	0.10 USD	Invoiced	Download		

#### **NOTE**

- If you find that not all invoices are created, click **request** in the note, and enter the required information and upload the expenditure bill on the **Create Service Ticket** page to create an invoice creation service ticket.
- If you need to return an invoice, click **return** in the note, and enter the required information and upload a picture or scanning copy of the original invoice on the **Create Service Ticket** page to create an invoice returning service ticket.

Step 4 Click Download in the Operation column to download the invoices.

#### **NOTE**

You can also go to **Financial Information** > **Partner Bills**, click **Invoice No** in the **Monthly Bills** area to download the invoices.

#### ----End

#### **Invoice Info Management**

You can add or modify information for invoice receiving. You can also enable or disable email receiving.

• To add information, go to the **Invoices** page and click **Invoice Info Management** or **Receive Invoices by Emails**. In the **Manage Invoice Info** dialogue box, configure **Address** and **Email** and click **Save**.

- 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**.
- 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.

#### **NOTE**

The system automatically obtains the tax ID that you have entered during your registration. You cannot modify the tax ID.

## 9.2.4.4 Contracts and Commerce

#### 9.2.4.4.1 Viewing Commercial Discounts

Partners can view the commercial discounts 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** > **Contracts and Commerce** to view commercial discounts.

Commercial Discounts					
				Customer Name 🗸	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 in the set	Effective	Sep 23, 2022 00:00:00 GMT+08:00	Sep 18, 2025 23:59:59 GMT+08:00

#### **NOTE**

- Click a commercial discount ID to view its details.
- Click an account name to view details about the customer.
- You can enter a customer name or customer account name to filter the discount data.

----End

#### 9.2.4.5 Coupon Management

#### 9.2.4.5.1 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.
- 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).

#### 9.2.4.5.2 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.

Test Coupons								
wailable V Coupons: 16						Applicable Cu	stomer Name 🗸 🗸	C
ash Coupon Name/ID	Balance(USD)	Validity	Applicable Product	Customer/Account Name @	Reseller Name/A	ccount	Billing Mode	Remarks
IUAWEI CLOUD Product aigewanxiao		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 pr
IUAWEI CLOUD Product		Jan 18, 2021 16:49:52 GMT+08:00to Jan 31, 2099 23:59:59 GMT+08:00	Inapplicable to ZDQ3 Demo S	AL			Yearly/Monthly/Pay-p	Can be used on multiple purch

#### 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.

----End

#### 9.2.4.5.3 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 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** > **Coupons**.
- **Step 4** On the **Test Coupons** page, enable or disable **Test Coupon Balance Notification** as needed.

All Test Coupons								
Available V Coupons: 11						Applicable C	ustomer Name 🗸 🗸	۵ (
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 compa erji_hk003	ny	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	(****y	-		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.

----End

# 9.2.5 Incentives

## 9.2.5.1 Product Discounts and Incentives

#### 9.2.5.1.1 Querying Product Discounts and Incentives

Partners can query the discount and incentive policies applicable to each product 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 In the top navigation, select Sales > Incentives > Product Discounts and Incentives.

Product Discounts and Incentives ③				
To further learn about the discount limitations and specific	c rebate rules, see the incentive policies on the Documents page.			
Time 2022/08 📋 🕥				Select a product.
Product Type	Code	Discount Granted by Partner	Incentive Policy 😨	
-	hws.service.type.20220331011	Without discounts	Standard product	
-	hws.service.type.20220331061	Without discounts	Standard product	
	hws.service.type.20220331066	Without discounts	Standard product	
-	hws.service.type.20220627066	Without discounts	Standard product	
Al Consultation Service	hws.service type.alcs	Without discounts	Standard product	
Anti-DDoS	hws.service.type.antiddos	Without discounts	Standard product	
Application Operations Management	hws.service.type.aom	Without discounts	Standard product	
Application Orchestration Service	hws.service.type.aos	Without discounts	Standard product	
API Gateway	hws.service.type.apig	Without discounts	Standard product	
Application Performance Management	hws.service.type.apm	Without discounts	Standard product	

#### 

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

## 9.2.5.2 Indicator Management

Partners can view and export indicators in the Partner Center.

## 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** > **Incentives** > **Indicator Information**.

					Period		Q Indicator Name	✓ Indicator Name
ndicator Name	Applicable Scope	Statistical Method 7	Statistical Period 🛛	Dimension	Billing Cycle	Indicator Va	Last Updated	Operation
the burket from .	-	Auto	Quarter		2024Q3	48,773.42	Jul 12, 2024 15:33:35	View Details   Feedback
Same and		Manual	Year	-	2024Y	37,000.00	Jul 10, 2024 12:00:04	View Details
NUMBER OF T	-	Auto	Month	-	2023M6	1,574.03	Jul 03, 2024 18:08:02	View Details   Feedback
Prive Calence	INVESTIGATION OF	Manual	Quarter	-	2024Q2	3,900.45	Jun 21, 2024 17:28:3	View Details
004 Operation Press	-	Auto	Quarter		2024Q1	37,000.00	Apr 12, 2024 15:24:32	View Details
Drywere .	Elizability	Auto	Year	-	2023Y	1,950.00	Jan 16, 2024 11:49:31	View Details   Feedback
any second	Employee (	Auto	Quarter	-	2023Q4	0.00	Jan 16, 2024 11:46:31	View Details   Feedback
Noryalast .	Altryand In III	Auto	Quarter	-	2023Q4	2,340.22	Jan 08, 2024 16:29:0	View Details   Feedback
Distances.	-	Auto	Quarter	-	2023Q4	0.00	Jan 06, 2024 03:01:0	View Details   Feedback
PROVIDER MAL	-	Auto	Quarter	-	2023Q3	200.00	Dec 15, 2023 14:02:3	View Details

- You can view information, including indicator name, statistical method, statistical period, billing cycle, indicator value, and more.
- You can also enter a **Period**, an **Indicator Name**, or **Applicable Scope** in the upper left corner of the page to search for information.
- **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.

Indicator Information / Detail	18					
Basic Information						
Indicator Name	IN DER GRUPPLICE			Statistical Method Au	to	
Statistical Period	Month			Dimension		
Billing Cycle	2023M6			Indicator Value 1,5	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 (2)
S(LOC_origin_performa	ance_id}1		CS2206011600KXMS54	Ultra-High IO_downprice	Yearly/Monthly	-100.00000000 2024/07/01
20230615002960813d	59882adb1ae3a3612cdbfe6	er jogenet. Nederlet i 197	ZJBOBO123615213529799	and a second state	ar Yearly/Monthly	413.12000000 2024/07/01

- In the upper right corner of the **Details** area, enter a **Revenue ID** or an **Order Number** to search for information.
- Export indicators.
  - 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.
- **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

## 9.2.5.3 Revenue Management

#### 9.2.5.3.1 Querying Revenues

Partners can query customer revenues and details.

## Precautions

Revenue data can be viewed the next working day.

## 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**.
- Step 3 In the top navigation, select Sales > Incentives > Revenue Management.
- **Step 4** Select **Revenues** to view information of **Period**, **Revenue Eligible for Incentives**, and **Status**. You can also enter a reconciliation period to query revenues.

tevenue Management								
For more Information, see Now Are My Incentives Cataculate?     The revenue data of the current month can be viewed on the solid day of the following month.								
Revenues Details								
					Period	Q		
Period ⑦	Revenue Eligible for Incentives(USD)	Last Updated	Status 🖓	Withdrawal Reason	Operation			
2024M5	110.00	Jul 10, 2024 00:00:01 GMT+08:00	<ul> <li>End of publicity</li> </ul>	-	View Details			

- 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 view revenue details.

Revenues Details										
Export ~				Revenue Generated	2024/07 V Feed	iback All	V Customer Na	ime ∨   Enter a cus	fomer name.	Q
Revenue ID	Customer Name/A	Order ID	Order Type 💡	Product Name	Product Type	Billing Mode 🛛	Revenue Eligible f	Revenue Generate	Operation	
S{LOC_origin_performance_id}	-		Subscription		Object Storage Ser	Yearly/Monthly	2,000.00000000	2024/07/01	View Details   Feedba	ck
S{LOC_origin_performance_id}1	-	CS2206011600KX	Unsubscription	Ultra-High IO_down	Elastic Volume Ser	Yearly/Monthly	-100.00000000	2024/07/01	View Details Feedba	ick

• Click **Feedback** in the **Operation** column to enter your feedback on revenue issues and click **OK**.

Feedback				×
Period	2023M4	Issue Type	Revenue list	
Revenue Eligibl	. 1,110.39			
* Feedback	Example: There is a problem with th \$1,000 USD, but the system shows (Describe the problem in details, an any.)	that the revenue is	s \$950 USD.	
			0/500	
Attachment	Upload			
	-	e of up to 5 MB ca	nto a package and upload it. A BMP, an be uploaded. The file name must upload may fail.	
Email	Enter an email address.		]	
			OK Cancel	

• Click Feedback Details in the Operation column to view the handling result.

View Feedb	back			×
Period	2023M4	Issue Type	Revenue list	
Revenue Eligibl	. 1,110.39			
<ul> <li>Jun 14, 2023</li> <li>123</li> <li>Attach</li> </ul>	17:16:22 • Pending			
<ul> <li>Jun 13, 2023</li> <li>123</li> </ul>	19:56:26 • Pending			Show

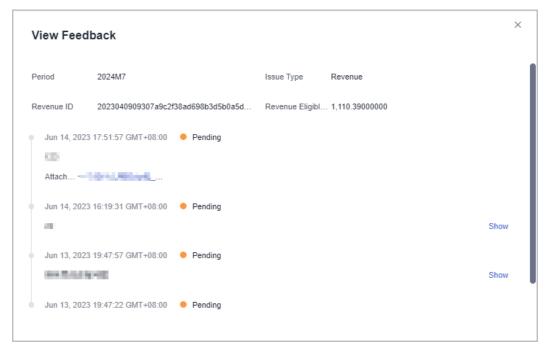
 Step 5 Select Details to view information of Revenue ID, Order ID, Product Name, Billing Mode, etc. In this page, you can filter revenue details by revenue confirmation time and feedback status. You can also enter a customer name, a reseller name, or an order ID to query revenue details.

Revenues Details										
Export ~				Revenue Generated	2024/07 V Feed	lback All	V Customer Na	imē ∨   Enter a cus	slomer name.	Q
Revenue ID	Customer Name/A	Order ID	Order Type 💡	Product Name	Product Type 💡	Billing Mode 🙄	Revenue Eligible f	Revenue Generate	Operation	
S{LOC_origin_performance_id}	-		Subscription	-	Object Storage Ser	Yearly/Monthly	2,000.00000000	2024/07/01	View Details   Feedback	
S(LOC_origin_performance_id)1	-	CS2206011600KX	Unsubscription	Ultra-High IO_down	Elastic Volume Ser	Yearly/Monthly	-100.00000000	2024/07/01	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 incentive 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	2024M7	Issue Type	Revenue	
Revenue ID	\${LOC_origin_performance_id}	Revenue Eligibl	. 2,000.0000000	
* Feedback	Example: There is a problem with the reven \$1,000 USD, but the system shows that the (Describe the problem in details, and upload any.)	revenue is \$950 USI	D.	
Attachment			age and upload it. A JPG or ZIP file of up to 5 nese characters. Otherwise, the upload may	5
Email	Enter an email address.			
			OK Cance	3I

• Click Feedback Details 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

## 9.2.5.4 Incentive Earning Management

#### 9.2.5.4.1 Revenue Amount Description

Revenue refers to the expenditures (both new purchases and renewals) generated when a partner and their associated customers purchase Huawei Cloud products and services. Expenditures generated from coupons, value-added tax, sales tax, goods and service tax, other turnover taxes, and products with no revenue or rebate applied to cannot be included in revenue.

## 9.2.5.4.2 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
Cond uct the paym ent.	Comp lete	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

Curre nt Step	Next Step	Current Status	Message	Suggeste d Operatio n
Comp lete	None	Complet ed	The finance department has transferred the incentive earnings to your bank account.	None
		Complet ed	The finance department has topped up your HUAWEI CLOUD account.	None
		Complet ed	- (Cash coupons have been issued.)	None
		Complet ed	Unexpected errors occurred during the cash coupon issuing.	Contact the customer service.

## 9.2.5.4.3 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.

## 9.2.5.4.4 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** > **Performance Management**.

And free a copiest       And free a copiest are valid for one year (laking effect when the incentive examings to cash copies negatest a sparswell.         Contirm incentives       Available incentives       Incentives Requested for Payment         O incentive records pending confirmation       Auto Pay O D D D D D D D D D D D D D D D D D D	View Details
0 incentive records pending continuation 0 incentive records pending continuation C(Excluding frozen incentive earnings: 1,00.68) Request Payment Content incentive Request Payment Content incentive Request Payment	
O Incentive records pending confirmation     O Incentive records pending confirmation     O Incentive Payment     O Incentive Payment     O Incentive Payment     O Incentive Payment	
Period Period	Search Reset
Incentive ID Period 🕐 Incentive Name Incentive Earnings(USD) 🕐 Association Type Status 🖓 Validity Period 🕐 Operation	

#### **Step 4** Select **Confirm Incentives > Summary**.

**Step 5** Confirm incentive earnings.

- 1. Select the garget incentive record and click **Confirm** in the **Operation** column.
- 2. Click OK.

- After confirming the incentive earnings, wait for the approval from Huawei. You can check the processing progress in the **Status** column. If the process is completed, the status will change to **Distributing**.
- If an incentive earning is not confirmed within the specified period, the system will automatically confirm it. The default period is 5 days.

----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 > Details**.
- **Step 5** You can search for incentive details by reconciliation period, feedback status, product type, incentive program, customer, order, or incentive bill ID.

Confirm Incentives	Incentive Payment							
Summary Details								
Export *						Period 2023Q1	• Feedback Al	Advanced Search
Period	Reseller Name/Reseller	Customer Name/Accou	Product Type 7	Product Name	Revenue Confirmed	Rebate Percentage	Incentive Earnings(USD)	Operation
2023Q1	-	**	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1	-		Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1		-	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1		-	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1		-	Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details
2023Q1			Elastic Volume Service	Ultra-High IO_downprice	2023/03/01	80%	80.00000000	Details

• Click **Feedback** in the **Operation** column to provide your feedback and click **OK**.

Feedback			
Period	2023M4	Incentive ID	-000-0004
Incentive Name	000004200	Incentive Earnin 30.00	
★ Feedback	be \$1,000 USD, I	a problem with the incentive. The incentive should ut the system shows that the incentive is \$950 USD. Jem in details, and upload related proof materials if 0/1,000	
Attachment	JPG, JPEG, PNG, G	aterials. Compress multiple files into a package and upl F, ZIP, or RAR file of up to 5 MB can be uploaded. The fi inese characters. Otherwise, the upload may fail.	
Mobile Number	+86 (Chinese r	Enter the mobile number.	
Email	Enter an email ac	dress.	
		OK Cancel	

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 the selected records.

Click **Export > Export Selected**. The message "**Export task created**" is displayed.

- View the 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

## 9.2.5.4.5 Applying to Issue Incentive Earnings

Partners can apply to HUAWEI for the incentive earnings. After receiving the incentive earning invoicing notification, partners need to create invoices and send the invoices and billing list to HUAWEI CLOUD. After reviewing and verifying the invoices, HUAWEI CLOUD will issue the incentive earnings to the partners in the way selected by the partners. If a partner chooses to convert the incentive earnings to coupons, no invoice will be required, and the system automatically allocates the coupons to the coupon balance of the partner.

HUAWEI CLOUD provides three incentive earning payment options: **Transfer to bank account**, **Top up HUAWEI CLOUD account**, and **Exchange for a coupon**. Partners can request for payment of all incentive earnings, single or partial payment, or automatic payment.

#### 

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 certification. For details, see **Business Information Certification**.

## 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 J Apply to Issue Incestive Earnings? How Do I View the Incestive Payment     Request incentive earnings in a timely manner because they are valid for only one year. You can request a     The incentive earnings-kursed cash coupons are valid for one year (baing effect when the incentive earnings-	lop-up, cash coupon, or bank transfer. You can and initiate a bank transfer request when the amount reaches \$200	$\ensuremath{.00USD}$ . You can exchange the incentive earnings of any amount for a coupon.	View Details 🗸
Confirm Incentives	Available Incentives	Incentives Requested for Payment	
© incentive records pending continuation	Auto Pary (*) <b>OBD</b> <b>\$6,117.00 USD</b> (Excluding frozen incentive earrings: 240.00) Request Psymont	Payment pending \$48,427.72 USD Request Process	
Confirm Incentives Incentive Payment			
		Period Period Search	Reset

The Incentive Management page is displayed.

#### 

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.
- Click the Incentive Earnings tab, and click Request Payment.

The **Request Payment** page is displayed.

equest l	Payment								
	est incentive earnings in a time	ly manner because <b>they are valid</b>	for only one year. You can reques	t a top-up, cash coupon, c	r bank transfer. You can initiate a bank tran	nsfer request when the amount	reaches \$200.00 USD. You can e	exchange the incentive	earnings of any
The incentive examination of examples     The incentive examination of examples are valid for one year (taking effect when the incentive earnings to cash coupon request is approved).     Show Mor									
* Paymer	nt Options	<ul> <li>Transfer to bank according</li> </ul>	ount (Invoice required. The in	ncentive earnings will	be transferred to your authenticated	bank account within abou	t 30 calendar days from whe	n the invoice is rece	ived. )
<ul> <li>Exchange for cash coupons (No approval or invoice required. You can get the coupon quota within about 10 minutes.)</li> </ul>									
O Top up HUNNEI CLOUD account (Invoice required. The incentive earnings will be transferred to your HUNNEI CLOUD account within about 30 calendar days from when the invoice is received.)									
	Period	Incentive Name	Incentive Earnings	Exchange Rate 🗇	Incentive Earnings (Payme	Service Fee Tax Rate	Invoice Amount (Payment	Payment Option	Association Type
	2019M2	Monthly rebate	-76.00 USD	1 USD = 6.6869 ZAR	-508.20 ZAR	0%	-508.20 ZAR	Any	Referral
~	2019M1	Monthly rebate	666.00 USD	1 USD = 19.0169 ZAR	12,665.26 ZAR	0%	12,665.26 ZAR	Any	Referral
~	2021M1	Monthly rebate	20.00 USD	1 USD = 6.6 ZAR	132.00 ZAR	0%	132.00 ZAR	Any	Referral
<b>M</b>	2019M2	Monthly rebate	32.00 USD	1 USD = 6.6869 ZAR	213.98 ZAR	0%	213.98 ZAR	Any	Referral
~	2019M1	Monthly rebate	32.00 USD	1 USD = 19.0169 ZAR	608.54 ZAR	0%	608.54 ZAR	Any	Referral
Show mo	ore (Selected 6 records) 🗸								
	ed Incentive Earnings Amount (Payment Currency)	\$3,674.01 USD ( Deducted ney 59,567.01 ZAR	gative incentives of \$76.00 USD	٥)					
ок	Cancel								

#### 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.
- 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 select **Exchange for a coupon**, the system will automatically allocate the coupon to your account on the same day that you request for the incentive earnings.
- You can initiate a top-up or bank transfer request when the amount reaches \$200 USD.
- If you choose to top up your Huawei Cloud account using a partner incentive payment, the amount added to your balance is subject to the exchange rate on the day of payment.
- 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.
- Expired incentive earnings cannot be paid. Incentive earnings attached to an application rejected while pending submission are no longer subject to expiry.
- If you select monthly rebate, you can select Transfer to bank account, Top-up HUAWEI CLOUD account, or Exchange for a coupon for paying your incentive earnings; if you select quarterly rebate, you can select Top-up HUAWEI CLOUD account or Exchange for a coupon for paying your incentive earnings.
- 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.

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 until the total earnings reach the amount before submitting a request.

1. In the Available Incentives area of the Incentive Management page, click

the 👉 icon next to **Auto Pay**.

Available Incentives	
Auto Pay ?	
(Excluding frozen incentive earnings: 240.00)	
Request Payment	

2. In the **Modify Auto Pay Options** dialog box, configure the incentive earnings payment options.

	Modify Auto Pay Options	×	
	* Payment Options		
	Transfer to bank account	(Invoice required. The incentive earnings will be transferred to your authenticat	
	Exchange for cash coupons	(No approval or invoice required. You can get the coupon quota within about 11	
	O Top up HUAWEI CLOUD account	(Invoice required. The incentive earnings will be transferred to your HUAWEI C	
		OK Cancel	
ł			_

- 3. Click OK.
- Step 8 (Optional) View the request history.

You can query **Period** and **Requisition No.** of the incentive earnings requests.

1. On the **Incentive Management** page, click **Incentive Payment** > **Request Records** tab to view request history.

onfirm Incentives In	centive Payment								
Incentive Distribution Inc	entive Details Request Records								
								Period Period	Search Reset
Requisition No.	Period	Incentive Earnings	Incentive Earnings (Pay	Invoice Amount (Paymen	Payment Option 7	Status 🏹	Request Time	Completion Time	Operation
15-4600000 (CT-04040)	202004	1,500.00 USD	10,740.00 CNY	10,740.00 CNY	Transfer to bank account	Completed	Nov 07, 2023	Nov 08, 2023	View Details   View Billing List
-	2020 (2020 (2020))	3,235.94 USD	3,235.94 USD		Exchange for cash coupons	Completed	Jul 06, 2023	Jul 06, 2023	View Details   View Coupons
NAMES OF TAXABLE PARTY OF TAXAB	biome -	40.00 USD	40.00 USD	44.80 USD	Transfer to bank account	Pending Partner Invoice	Jun 14, 2023		View Details   View Billing List
New DOCUMENTS	SCHOOL BOLDONE	234.00 USD	234.00 USD	262.08 USD	Transfer to bank account	Pending Partner Invoice	Jun 08, 2023	-	View Details View Billing List
The exception of the local distance of the l	NOW CROSS	-3.96 USD	-3.96 USD	-4.46 USD	Transfer to bank account	Pending Partner Invoice	Jun 07, 2023	-	View Details View Billing List
A HOUSE COMMON	20200	41.93 USD	41.93 USD	46.96 USD	Top up HUAWEI CLOUD a	Pending Partner Invoice	Feb 22, 2023	-	View Details View Billing List
-	202001	112.00 USD	112.00 USD	125.44 USD	Top up HUAWEI CLOUD a	Pending Partner Invoice	Feb 09, 2023	-	View Details View Billing List
	MOND	14.00 USD	14.00 USD	15.68 USD	Exchange for cash coupons	Completed	Jan 20, 2023	Jan 20, 2023	View Details View Coupons
	2010	14.00 USD	14.00 USD	15.68 USD	Top up HUAWEI CLOUD a	Completed	Jan 11, 2023	Sep 08, 2023	View Details View Billing List
	2020	14.00 USD	14.00 USD	_	Exchange for cash coupons	Completed	Dec 29, 2022	Dec 29, 2022	View Details View Coupons

- 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 request rejection cause.

If your request was rejected, you can click the **Incentive Earnings** tab and click **View Causes of Rejection** in the **Operation** column. In the displayed dialog box, view the rejection cause details.

**Step 10** (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

## 9.2.5.4.6 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.

	in the second	M.S. LTD	
Company No.: Account No. : Bank Name: Registered address:	ive Pillance	Invoice No. : Invoice Date: Invoice Currency :	2017/10/16 USD
To: Huawei			
Payment Requisition Form No Service Item	settlement Period	Total Revenue	Payment
	2017-04	25.84	25.84
		Subtotal	25.84
		VAT	
		VAT INVOICE AMOUNT	25.84
/AT No. : 514486505 Remark:1			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.

HUAWEI		Supplier Billing List			
* Supplier Name	* Supplier Code	* Financial Contact	* Phone Number and Email Address	* Time of Filling	
10.1		Table 1	The second	2019-03-20	
Bank Name	Bank Account	Contract Number	Payment Terms		
* Invoice No.	* InTouch No.	* Payment form	* Settlement Period	* actual Incentive amount	
		Top up account	2068M5	1,002.00	
				Total: 1002.00	

**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

#### 9.2.5.4.7 Query Incentive Details

You can query incentive details by order number, customer name, customer account, reseller name, account manager name, and product type.

## 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** > **Performance Management**.

	ngs in a timely manner becau	penditures Counted into Performance te they are valid for only one year. 1		or bank transfer. You can and ini	tiate a bank transfer request wh	en the amount reaches \$200.00 USD	. You can exchange the incentive earnings of		
The incentive earnings-	turned cash coupons are valic	for one year (taking effect when the in	centive earnings-to-cash coupon reques	st is approved).				View Details	
Confirm Incentives			Available Incentives			Incentives Requested for	or Payment		
O incentive records pending confirmation				Auto Pay 🕐 💭 \$0.00 USD. No incertive earnings are available.			Payment pending		
Confirm Incentives	ncentive Payment								
						Period Perio	d Search	Reset	
Incentive ID	Period (?)	Incentive Name	Incentive Earnings(USD)	Association Type	Status 7	Validity Period (?)	Operation		
	2021M1	MonthlyRebate	0.00	Reseller	Distributed		View Reconciliation Details		

**Step 4** Click **Incentive Payment** > **Incentive Details**. Set the search options to filter incentive data.

Confirm Incentives	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.								
Year	2023 💌							
Order ID	Enter an order/transaction number.	Customer Name	Enter a customer name or account name.					
Account Manager	Enter an account manager.	Reseller Name	Enter a reseller name or customer name.					
Product Type	Select a product.		Search Reset					

#### **Step 5** Click **Details** in the **Operation** column to view incentive details.

- Step 6 Export incentive details.
  - Export incentive details.

Click **Export** > **Export History**, set search options, and click **OK**. The message "Export task created" is displayed.

- 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 incentive data in the **Completed** state.

----End

## 9.2.6 Operation Statistics

## 9.2.6.1 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.

Overvie	Association and Disassociation Records	First-Time and Repeat Customers	
R	Total Customers 17	Total Associations 0	Spending Customers This Month 0

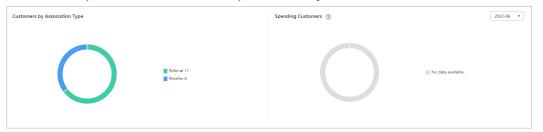
- Click **Select Account Manager or Director** to sort out the customers that you want to view.

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-M	Ionth % Chan
1.2												30%
1									1			0%
8.0									•••••			-30%
0.6										·····		-60%
0.4										$\sim$ $\sim$		-90%
0.2	0	0	0	0	0	0	0	0		0	0	-120%

 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 🛛 🏹			
	his jubali wakalijiku ka	Reseller	Disassociation		Jun 02, 2022 11:38:33			
	his jubali se haljaka ha	Reseller	Association		May 10, 2022 16:18:21			
	hid of hele sity and	Reseller	Association		May 10, 2022 16:11:42			
	hist, registrancipants	Reseller	Disassociation		Apr 18, 2022 16:15:03			
	his (Angelow Spinn	Reseller	Association		Apr 18, 2022 14:54:36			
sharendi Kart	handH01378J	Reseller	Disassociation		Apr 13, 2022 09:10:39			
dansider	here, Del XXIII	Reseller	Association		Apr 12, 2022 21:36:25			

----End

## 9.2.6.2 Viewing Expenditure Statistics

A partner can view the expenditure overview, trend, and distribution of a customer.

## Precautions

For details about the expenditure statistics rules, click here.

## 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** 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										
The expenditures are analyzed based on GMT+08.00. Data s     The expenditures for products with monthly billing (for example)	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 GMT-00 00. Data shown here is statistical data, and the data of the current month may be delayed by about 10 minutes.     The expenditures for products with monthly billing for example. CDN) will be reflected in the revenue data of the next month, as billing policies are different. View Products with 55th Percentile Billing     Expenditure Trend     Expenditure Trend     Expenditure Trend     Expenditure Trend     Expenditure Trend									
Last 6 months	Enter a partner account.	nter an account manager.	Enter a customer name	or account.						
Amount (USD) 7,000 6,000 5,000 4,000 4,000 2,000 1,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					Bar chart Line chart	Amount Due 🕐 <table-cell> Am</table-cell>	ount Paid (2)			
2023/05	2023/07	2023/08		2023/09	2023/10	2023/11				
Export +		Amoun	t Due 📕 Amount Paid							
Amount	2023/06	2023/07	2023/08	2023/09	2023/10	2023/11	Total			
Amount Due (USD)	7,000.00	0.00	0.00	0.00	10.00	0.00	7,010.00			

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.
- 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.

ditures									
This page displays the statistics on expenditure	s of all your customers. For details a	bout the statistics rules, clic	ck here.						
The expenditures are analyzed based on GMT+	08:00. Data shown here is statistica	I data, and the data of the c	current month may be del	ayed by about 10 minutes.					
The expenditures for products with monthly billing	ng (for example, CDN) will be reflect	led in the revenue data of th	te next month, as billing p	olicies are different. View Pro	oducts with 95th Percentile Billin	0			
								Sho	ow Less
erview Expenditure Trend Exp	penditure Distribution								
onth v Last 6 months	Group By Service	e Type Billing Mode	Association Type	Partner Account	Account Manager Cust	omer Account			
					Stacked bar ch	art Bar chart	Line chart	Sorting Dimensions	Clear All
Amount (USD)								Ropico Tuno	
Amount (USD) 7,000								Service Type	
								Service Type Billing Mode	
7,000									
6,000								Billing Mode Association Type	
7,000 6,000 5,000								Billing Mode	
7,000 6,000 5,000 4,000								Billing Mode Association Type	
7,000 6,000 5,000 4,000 3,000								Billing Mode Association Type Enter a partner account. Enter an account manager.	
7,000 6,000 4,000 2,000 2,000 0	2001/07	2023.000		203100	2022//0	, 201		Billing Mode Association Type Enter a partner account.	
7,000 6,000 5,000 4,000 3,000 2,000 1,000	. 2023/07	2023/08		2023/09	2023/10	, 2023	/11	Bitling Mode     Association Type     Enter a partner account.     Enter an account manager.     Enter a customer name or account.	
7,000 6,000 1,000 1,000 2,000 1,000 0 2,000 2,000 2,000 2,000 2,000	, 2023/07		, ne Service 🔳 Elastic Cl		2023/10	, 2023	/11	Billing Mode Association Type Enter a partner account. Enter an account manager.	
7,000 6,000 4,000 2,000 2,000 0	2023/07				2023/10	, 2023	//11 Total	Bitling Mode     Association Type     Enter a partner account.     Enter an account manager.     Enter a customer name or account.	

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.

Expenditures		
Overview Expenditure Trend Expenditure Distribution	data, and the data of the current month may be delayed by about 10 minutes. I do in the revenue data of the next month, as billing policies are different. View Products with 959	Show Less
Month   Last 6 months   Group By Service	e Type Billing Mode Association Type Partner Account Account Man	nager Customer Account
		Sorting Dimensions Clear All
		Service Type 👻
		Billing Mode 👻
		Association Type 💌
		Enter a partner account.
\$7,010.00 USD	Elastic Volume Service \$7,000.00 USD Elastic Cloud Server \$10.00 USD	Enter an account manager.
	Elastic Cloud Server \$10.00 USD	Enter a customer name or account.
		Advanced Settings
		Advanced Settings
		Autodit Die
Export * Service Type	Amount (USD)	) Percent
Service type Total Amount-Amount Due		) 100.00%
	1410.00	

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

## 9.2.6.3 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.



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 X
10 Highest-Spending Customers ⑦	Top 10 Services	By Billing Mode
ad giff company	Elastic Cloud Server	
_	_	
—	_	Yearly/Monthly \$5.77 Pay-per-Use \$0.00
—	_	Reserved instance-upfront p Reserved instance-hourly 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 Name (?)	Account Name	Product Type			Revenue Eligible for Incentives(USD)
~ III.ININI	NUMBER				1,774.03

Click the drop arrow on the left of **Customer Name** to view the revenue details of a customer.

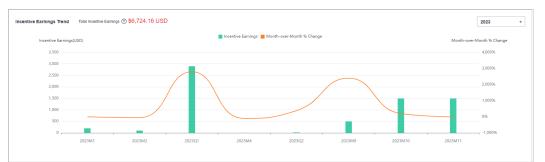
----End

## 9.2.6.4 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 🕥						
10 Highest-Spending Customers	Top 10 Services	By Incentive Program				
tather, justice companying	HUAWEI CLOUD SERVICE	81122year/8+++				
71	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 Recond	iliation Periods 🔹 Enter a	customer name or account name.
Customer Name	Account Name	Product Type			Incentive Earnings(USD)
	N10.2001				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

# 9.3 Resellers

# 9.3.1 Transaction Model

## 9.3.1.1 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.

## 9.3.1.2 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, and provisioned resources may become unavailable, but still incur fees.

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.

## 

- 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 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.

## D 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.

# 9.3.2 Leads and Opportunities

## 9.3.2.1 Customer Development

## 9.3.2.1.1 Pre-registering Customers

Customer pre-registration is a mechanism provided by Huawei Cloud for resellers to register customers in advance to seize customer development opportunities. This mechanism prevents conflicts between resellers and between resellers 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 for them to register and associate with the partner.

A partner can send **emails** or **hyperlinks and QR codes** to invite potential customers.

## Precautions

- A customer cannot be pre-registered by a partner if the customer:
  - Registers 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 pre-registered by the Huawei Cloud direct sales team.
  - Has been associated with an enterprise master in the unified accounting model.
- 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.
- The maximum number of pending and pre-registered customers is 100. When the maximum number is reached, the partner cannot preregister any customers.
- 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.
- If a partner does not reserve a mobile number or email address in the Partner Center, the partner cannot preregister a customer. To preregister customers, the partner needs to add its mobile number or email address on the Account Information tab page under Account Management > Basic Information in the partner center first.
- When preregistering a customer, enter the email address the customer uses to register its account.
- If a partner wants to pre-register a customer who does not meet the preregistration requirements, the partner needs to submit a request for manual review. The review will be completed within two working days.

- **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 > Leads and Opportunities > Customer Development.
- **Step 4** On the **From Partner Center** tab page, click **Preregister Customer**.

Customer Development 🔌 Process Flowchart									
<ul> <li>An account manager can generate an invitation link or a QR code to invite customers associated using the link or QR code will be automatically assigned to this account manager.</li> <li>In the reselier 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.</li> <li>You can preregister customer in advance in Partner Center and send inviteation links via email to invite them for association.</li> </ul>									
From Partner Center By Link or OR Code History Records									
Customer Name Email									
Search Reset									
Preregistered Customers 1 ①									
Preregister Customer Delete Invite									
Customer Na Mobile Number Email 💩 Customer Name/Acc , Preregistr 🖓 Expiration D Status 🏹 Remarks	Account M	Operation							
✓ THE **** ******************************		Invite   Delete							

The **Preregister Customer** dialog box is displayed.

**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	comer	×
	details are accurate. Invite customers to complete registration within the 15-day iod.View preregistration requirements	
* Customer Name		
* Email		
	This email address is required for registration with HUAWEI CLOUD.	
Mobile Number	+852(Hong Ko •	
Sending Invitation Link	● Yes ○ No	
	Invitation links are valid for 7 days. We recommend that you follow up with invited customers to ensure that they use the preregistered email address to register with HUAWEI CLOUD before their invitation link expires. If the link expires before customers have registered, you can resend an invitation link. Preview Email	
Association Type	Reseller	
	In the Reseller transaction model, partners, instead of Huawei Cloud, are responsible for providing billing and invoicing for customers, and need to bear certain fund return risks.	
	OK Cancel	

A message is displayed indicating that the pre-registration is successful.

- **Step 6** (Optional) If a partner still wants to preregister 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 **Preregister Customer**.
  - 2. In the **Preregister Customer** 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.

**NOTE** 

- You cannot delete customers whose status is **Pending review** or **Associated**.
- After a pre-registered customer is deleted, the pre-registration for the customer becomes invalid.

## 9.3.2.1.2 Inviting Pre-Registered Customers by Emails

A partner can send an email to invite a **pre-registered** customer for association.

D NOTE

Non-pre-registered customers are the partner's historical customers.

## Prerequisites

A partner must preregister a customer before sending an email to the customer. For details about pre-registering a customer, see **Pre-registering 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, 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 these 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.

From Partner Center By Link or QR Code Hi	story Records						
Customer Name	Mobile Number		Email				
Search Reset							
Preregistered Customers 1 ③ Preregister Customer Detete Invite							
Customer Name   Mobile Number 🐟	Email ®	Customer Name/Accou	Preregistratio 7 Exp	piration Date Status	V Remarks	Account M	Operation
	4097***@qq.com	-/-	Jul 30, 2024 10:40 Exp	oiry in 14 days Pre-regi	ister –	-	Invite Delete
✓ □ ***********************************	111***@qq.com	-/	May 24, 2024 11:3 Jun	08, 2024 11:3 Expired	Expired	-	Invite Delete

#### Step 5 On the Invite Customers page, click OK.

they use the preregistered	-	ith HUAWEI CLOUD b	wited customers to ensure that before their invitation link expires. ation link Preview Email
Association Type			
	VEI CLOUD, are responsible ar certain capital backflow ris Email ®		d invoicing for reseller
Customer Name 💿			

## **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.

The system automatically sends invitation emails to customers. After receiving the invitation emails, the customers click the links to register with Huawei Cloud and associate with the partners. For details, see **Requesting Association with a Partner**.

----End

## 9.3.2.1.3 Inviting Pre-Registered Customers by Hyperlinks or QR Codes

Except for **sending emails**, partners can send hyperlinks and QR codes to invite potential customers.

## Precautions

- The invitation hyperlinks and QR codes displayed on the **By Link or QR Code** page contain custom tags (usernames used for login).
- 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** 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 > Leads and Opportunities > Customer Development.
- **Step 4** Click the **By Link or QR Code** tab.
- Step 5 Obtain the invitation link and QR code.

A partner can invite a customer by the general/custom 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**.

## **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 in offline mode, such as emails.

From Partne	er Center By	Link or QR Cod	e History Records	
General-Pu	urpose Invitatio	n Links Cus	tomized Invitation Links	Promotional Invitation Links
Copy the invita	tion link or downl	load the QR code	and send it to the potential of	customer.
Reseller				
Link:	https://account	t.huaweicloud-be	ahkmanual.com/obmgr/invit	tation/invitation.htr Copy
QR Code:				
	0			

- Invite a pre-registered customer by a customized invitation link or QR code.
  - a. Click the **Customized Invitation Links** tab.
  - b. Specify **Custom Tag** and click **Generate**.

From Partner Ce	enter By Link or QR Code History Records
General-Purpose	Invitation Links Customized Invitation Links Promotional Invitation Links
Enter a custom tag, g	generate a custom invitation link and QR code, and send them to the potential customer.
* Association Type	Reseller
	Partners will take certain capital backflow risks in this association type.
* Custom Tag	Select Account Manager Customize
Remarks	0/100
	Generate

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 in offline mode, such as emails.

Generate				×	
Link	and QR code generat	ed successfully			
Association Type	e: Reseller	Custom Tag:	seller		
Remarks:					
Link:	https://account.huaweiclo	oud-betahkmanual.	com/obmgr	Сору	
QR Code:					
	I	OK			

## D NOTE

You can click **Generation Record** to view historical invitations. 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

## 9.3.2.1.4 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.
The invitation link has been used.	Send the invitation email again.

Message	Suggested Operation
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 by reseller model because the customer has its enterprise master account.	The customer cannot be associated with a partner in Reseller model.
Failed to associate with the partner by reseller model because the customer has its enterprise member account associated with the enterprise master account. To associate with the partner by reseller model, disassociate from the enterprise master account.	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.
Failed to associate with the partner because the customer has overdue payment.	Remind the customer to top up the account and repay the overdue payment and then submit a service ticket or contact the customer service to associate with the partner.

Message	Suggested Operation
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 repay all the overdue payment 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** 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 > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- **Step 5** Sort out customers whose status is **Expired** and click **Resend Invite** in the **Operation** column to send new invitations to these customers.

#### **NOTE**

You can also select multiple customers and click **Resend Invite** on the top of the customer list to send new invitations to these customers in one batch.

**Step 6** In the **Resend Invite** 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** 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 > 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**, **Account Name**, **Custom Tag**, **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** 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 > Leads and Opportunities > Customer Development.
- Step 4 Click the History Records tab.
- Step 5 Click Export All to export records of all invited customers.

----End

## 9.3.2.2 Marketing Tasks

#### 9.3.2.2.1 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** 

If you authorize your distributor to manage marketing tasks for you, you cannot view the marketing tasks during the takeover. If you have any questions, contact your distributor.

- 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.

arketing Tasks											
Task Name	Search Reset	Customer Name	Enter a customer name or account.	Acco	sunt Manager		Expire	s Start Date -	End Date 📋	à	
Export +											۲
Level-2 Policy 🍞	Task Name	Customer Name/Account	Last 12 Months(USD) ③ 🖓 🛊		Created 🍞	Validity Period	Task Status 🍞	Completed	Account Manager	Operation	
8.879	0.1.0004-0.004-0.01	na 200 matana na 200		4,546.56	Mar 20, 2024 00:00:00	-	Uncompleted	-	-	Process Task	
itere	out an excitation of	non_1000 technice www.patter		4,546.56	Mar 06, 2024 12:44:15	-	Uncompleted	-	-	Process Task	

#### 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.

- Click View Details in the Operation column to view details about a marketing task.
- Click **Process Task** in the **Operation** column to process a marketing task. For details, see **Processing a Marketing Task**.

#### **NOTE**

You can also select a task and click **View Details** in the **Operation** column and then click **Process** in the task detail page to process the task.

#### ----End

## 9.3.2.2.2 Processing a Marketing Task

You can process marketing tasks based on authorization.

#### D NOTE

If you authorize your distributor to manage marketing tasks for you, you cannot view the marketing tasks during the takeover. If you have any questions, contact your distributor.

## 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 Select a task and click Process Task in the Operation column

to process this task.

Marketing Tasks											
Task Name	Search Reset	Customer Name	Enter a customer name or account.	Acos	runt Manager		Expire	s Start Date -	End Date 👸	â	
Export +											۲
Level-2 Policy 🍞	Task Name	Customer Name/Account	Last 12 Months(USD) ⑦ 🎖 🛊		Created 🍞	Validity Period	Task Status 🍞	Completed	Account Manager	Operation	
8.879	11.1.2000-00.0000-0.01	na all'antere na all'		4,546.56	Mar 20, 2024 00:00:00	-	Uncompleted	-	-	Process Task	
itere	outrawal detects	nan jahit naharan nan jahit		4,546.56	Mar 06, 2024 12:44:15	-	Uncompleted		-	Process 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	O Unreachable	O Yes	O No	Unknown
Others					
Save Draft OK					

----End

## 9.3.2.2.3 Entrusting Marketing Tasks

If you authorize your distributor to manage marketing tasks for you, you cannot view the marketing tasks during the takeover.

## 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 **Overview** > **My HUAWEI CLOUD Distributor**.
- Step 4 Click Authorization initiation for Marketing Task Authorization.

Website Company Description	Home / My HUAWEI CLOU	D Distributor
	4244	for tost
Company Description	8	Website
	spation:	Company Description
Cooperation Information	Cooperation Info	rmation
Cooperation Status 💿 In cooperation	Cooperation Status	In cooperation
Start Time Jan 14, 2021 10:26:45 GMT+08:00	Start Time	Jan 14, 2021 10:26:45 GMT+08:00
Marketing Task Authorization ⑦   Unauthorized Initiate Authorization History	Marketing Task Authoriza	ation ⑦ • Unauthorized Initiate Authorization History

#### **NOTE**

- To cancel authorization for your distributors, click **Unauthorized** for **Marketing Task Authorization** and then click **OK**.
- To view authorization records, click **History** for **Marketing Task Authorization**.

**Step 5** In the dialog box that is displayed, select I have read and agree to Marketing Task Authorization Notice and click OK.

A message is displayed indicating authorization initiated.

Are you sure you want to initiate the marketing task authorization?	×
(HUAWEI CLOUD Distributor) will take over your marketing tasks.	
I have read and agree to Marketing Task Authorization Notice.	
OK Cancel	

----End

## 9.3.2.2.4 Marketing Task Authorization Notice

You understand and agree to authorize your associated distributor to manage marketing tasks for you, including but not limited to tasks of encouraging your customers to buy advanced Huawei Cloud services and sending renewal notifications. You can cancel authorizations for your distributor at any time in Partner Center. Huawei Cloud is not responsible for any disputes arising from the marketing task authorization between you and your distributor.

# 9.3.3 Customers

## 9.3.3.1 Customer Management

## 9.3.3.1.1 Querying Customers

A partner can query all the associated customers' current estimate and basic information.

## 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, select **Sales** > **Customers** > **Customer Management**.
- Step 4 Set search criteria to search for customers

You can search for customers by customer name, account manager name, expenditure in this month, resource expiration date, mobile number, and customer tag.

stomer Management								
. To view the customer associations and	d disassociations, visit I	Manage Association Records pa	ge.					
<ul> <li>To view the batch transfer history, visit</li> </ul>	Batch transfer history.							
<ul> <li>You might also want to know: How Car</li> </ul>	n I Request Authorizatio	in from My Customers?How Ca	I Place Orders on My Custome	rs' Behalf? How My Custome	rs Manage the Authorization?			View Details
Set Budget Batch Assign Accou	nt Manager Ex	port ~				Customer Name 🗸		Q Advanced Search v
Customer/Account Name 🛞 🤇	⑦ ♀   Mobile Nu	⊛ Email ⊕ One-	Time Budget(USD) Bud	lget Usage 🌀 🛛 Ava	ailable Credit(USD)   Mor	nth-to-Date Expenditures(USD) ③ 🕀	Operation	
Customer/Account Name & (	) ∀   Mobile Nu	⊕   Email ⊕   One- 17711***	ime Budget(USD)   Bud	lget Usage () Ava	ailable Credit(USD)   Mor	nth-to-Date Expenditures(USD) ③		View Orders   More

- 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 emails.
- **Step 5** Click the account name of the customer you want to view. Then, on the displayed page, view the customer details.

Customer Management / Customer Details				Go to Old Edition
	el 15549°°® (53.com @ Label: shangshufenson') & 2 You are authorized to freeze the account and set a budget for this customer.	A Assign Account Manager (Authorizat		gUnfeeding v
Overview Resources Basic Information				
Expenditure Summary Last 12 months		View Expenditure	Budgets	Set Budget
Expenditures	Expenditure Rankings ③		0% Donget Unarget	-
Last 12 Months(USD) 0.00	6		One-Time Bu	agei \$100.00 USD
Month-to-Date Expenditur ③ 0.00 View Details			Customer Orders	Place Order on Customers' Behalf
Expenditure Last Month( 0.00 View Details	No data available.		Unpaid Orders 0	All Orders 2
Expenditure Change		le dh		
			Customer Alerts	
			Loss	0
	(i + i)			-
	· · ·		Pending Renewals	O&M on Customers' Behalf All Resources
	No data available.		Expire in 7 Days	Expire in 15 Days Expire in 30 Days
			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:** \*\*\*.
- 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.
- You can click **Request Authorization** to apply for permissions to perform operations for the customer.
- You can click **Association Management** and select **View Association Requests** from the drop-down list to view association records and manage association relationships for the customer. You can also click **Disassociate** from the drop-down list 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 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** page, 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 click the number under **Unpaid Orders** or **All Orders** to view order information. You can click **Place Order on Customers' Behalf** to place orders for resale customers after required permissions have been granted to you.
- On the **Overview** tab, you can view the customer's resources to be renewed. 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 after required permissions have been granted to you. You can view all resources, such as yearly/monthly resources, pay-per-use resources, reserved instances, and savings plans, by clicking **All Resources**, or view resources that are going to expire in 7 days, 15 days, and 30 days.
- On the **Overview** page, you can view expenditure analysis and product rankings. You can click **View Expenditure** to view expenditure details. You can click **Month-to-Date Expenditure** to view expenditure details of this month, and **Expenditure Last Month** to view expenditures of last month. You can click the icon next to **Expenditure Change** to view expenditure analysis.
- 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.

#### **NOTE**

Only the administrator can export the customer list. If other operators need to export the customer list, contact the administrator.

- Choose Export > Export History. On the Export History page, click
   Download in the Operation column to download and query the customer records in the Completed status.
- Click More > Disassociate to disassociate from a customer.
- Choose More > 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.
- Choose More > View Expenditure 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.

#### 9.3.3.1.2 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 partners with the corresponding permissions can disassociate from their customers.

## Precautions

- 1. You can request to disassociate from a customer three months after the customer's latest request for disassociation.
- 2. Only one disassociation request can be initiated by a partner within a 3 month period.
- 3. You cannot disassociate from an enterprise master if this enterprise master has been associated with any independent accounting member.
- 4. If you need to disassociate from a customer whose account has been manually frozen, you need to unfreeze this customer account first.
- 5. 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 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.

stomer Management						
To view the batch transfer history, visit B	disassociations, visit Manage Association Records p latch transfer history. Request Authorization from My Customers?How Ca		omers' Behalf? How My Customers I	lanage the Authorizatio	n?	View Details
Set Budget Batch Assign Account		Time Budget(USD)	Budget Usage 🕜   Availa	Customer Na	ame V C	Advanced Search V
	888****9874	-	-	-	Set Budget View Orde	rs More
	888****1236	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization	
🗆 🖉 🎫 1 ning ning karakaraka gina	177****8886	-	Assign Account Manager Unfreeze Account	Customer Spend	Place Order on Customers' Behalf Perform O&M Operations on Customers' i	Behalf
Total Records: 13 10 ∨ < 1	2 > Go		Freeze Account and Resources			

#### 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	re 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.

#### **NOTE**

If partners have enabled the verification code function, a verification code is required.

----End

## **Other Operations**

You can query the records of associations and association cancellation of your customers. You can also process requests from your customers to associate with you.

## D 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.



**Step 5** On the **Manage Association Records** page, you can query the customer associations, association type changes, and disassociation.

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 $\bigtriangledown \mid$ Purpose $\bigtriangledown  \mid \mbox{Reason}$	Initiation 7 Status 7 Accourt	nt $_{\textcircled{O}}$   Request T $\bigtriangledown$   Approval $\bigtriangledown$   Operation	
	Reseller 🔅 Disassociate test	Requested by () Pending confir -	Jul 01, 2024 1	
алысты -	Reseller 🔗 Association	Recommende 📀 Completed –	Jun 11, 2024 Jun 11, 2024	

## D NOTE

If partners have enabled the verification code function, a verification code is required.

----End

## 9.3.3.1.3 Setting Monthly Budgets for Customers

A distributor can authorize the budget setting permission for its associated resellers, and the resellers can set monthly budgets for their customers. The budget will automatically restore in the next month.

- **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** > **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 (7) \$0.00 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 reseiler 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 yearlyimonthiy 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 frozen. Unfreeze the account to allow the customer to buy resources.
Unfreeze Now
ок
Adjustment Records ~

#### • Manual account freezing

Customer Management / Set Budget
Monthly Budget \$0.00 USD (Current Estimate 📀 50.00 USD)   Customer Name   Account Name Induced International I
Budget Type     (     Monthly Budget     One-Time Budget
+ Monthly Budget (USD)
Account freezing upon monthly budgel exhaustion
Automatic     Manual
To facilitate management of reselier customers' monthly expenditures, set monthly budgets for your customers. For details, see Setting Monthly Budgets for Customers. 1.Monthly budget quoter, reflects total expenditures (calculated based on the list prices) of the customer the latest month. The budget will restore in the following month. 2. Huave: Cloud will send you an email to alert you when your customer uses 75%, 95%, 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 dryour customer is exhausted, the system will restric customer's purchase of yearly/monthly and pay-per-use resources still incur fies. 4. After recources still incur fies:
4. Anter receiving the electromic table to accurate a monthly budget or inecce the account to prevent the customer non-purchasing pay-per-use resources. The provisioned pay-per-use resources stall incur ness. To use in choose to receive and electromic and research and electromic and the incurrent.
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.
The customer account has been frozen. Untreaze the account to allow the customer to buy resources.  Untreaze Now  CK
Adustment Records v

## **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 setting monthly budgets for your customers, you can decide whether to manually or automatically freeze their accounts then 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 Customer Accounts and Resources**.
- 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 monthly budget adjustment record, click **Adjustment Record** on the displayed **Set Monthly Budget** page.

#### Step 5 Enter a value and click OK.

- When a customer is associated with a partner in the reseller model, the customer account is frozen by default. When the account is frozen, the customer cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the monthly budget for the customer to unfreeze the account.
- 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 mor
Allocated 0% \$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.

#### Step 6 Click OK.

----End

#### 9.3.3.1.4 Setting One-Time Budgets for Customers

After a distributor authorizes their resellers to manage budgets for customers, 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.

- 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 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

Vustomer Management-Customers / Set Budget
One-Time Budget (Total Expenditure 🕐 50 00 USD)   Customer Name gwhk, djyezhu03   Account Name gwhk, djyezhu03
Budget Type Ontrithy Budget On-Time Budget
* One-Time Budget (USD)
Account freezing upon one-time budget exhaustion
Automatic      Manual
To facilitate management of reseller customers' one-time expanditures, 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 lat 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 yearlytimorithly 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.
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 frazen. Untriesze the account to allow the customer to buy resources.
Unfreeze Now
OK .
Adjustment Records ~

## • Manual account freezing

Customer Management / Set Budget
One-Time Budget (Total Expenditure 💮 \$0.00 USD) Customer Name Account Name
* Budget Type OMothly Budget @ One-Time Budget
Cne-Time Budget (USD)
Account freezing upon one-time budget exhaustion
🔿 Automatic 💿 Manual
To facilitate management of reselver 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. 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 ovar 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 not rese. 4. After revealing the administration, increases your customer's budget of 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 these the account and
4. Are in receiving the set in nuncation, increase your counters storger or record in each in each intervention and prevent me counters in provisioned pary-per-oper resources. The provisioned pary-per-oper resources sum incluments, not and indexe to ineque in each unit and resolution and and be set the instrument.
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.
The customer account has been frozen. Untreeze the account to allow the customer to buy resources.
Unfreeze Now
ок
Adjustment Records V

## **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
   Customer Accounts and Resources.
- 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.

**Step 5** Enter a one-time budget value and click **OK**.

- When a customer is associated with a partner in reseller model, the customer account is frozen by default and they cannot purchase, renew the subscription to, change, or properly use the resources. The partner can select **Unfreeze Account** when setting the one-time budget for the customer to unfreeze the account.
- 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 + \$96.16 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.

#### Step 6 Click OK.

----End

## 9.3.3.1.5 Freezing a Customer

You need to be authorized by your distributor to freeze accounts and resources 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 or Both Accounts and Resources

• Impacts of Freezing Accounts

If a customer's account is frozen, the customer cannot buy, renew, or change resources, and provisioned resources may become unavailable, but still incur fees.

Operation Type	Supported Operations	Operations Not Supported
Operations on yearly/ monthly cloud services	<ul> <li>Unsubscribing from resources</li> <li>Modifying resource names</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Renewing subscription to resources</li> <li>Changing yearly/ monthly resources to pay-per-use resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>
Operations on pay- per-use cloud services (operations on pay- per-use instances and spot instances)	<ul> <li>Modifying resource names</li> <li>Viewing resource information</li> </ul>	<ul> <li>Purchasing resources</li> <li>Modifying specifications</li> <li>Changing pay-per-use resources to yearly/ monthly resources</li> <li>Operations on resources</li> <li>Deleting resources</li> </ul>

The following table describes the impacts on a reseller customer after its account is frozen.

• Impacts of Freezing Accounts and Resources

In addition to the account freezing, resources are also frozen and enter the retention period. During the retention period, customers cannot access or use the frozen cloud service resources. Cloud service resources and data stored will be retained, and the frozen resources will not incur fees.

## Freezing an Account

- **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 **Freeze Account** in the **Operation** column in the row of the target customer.

Freeze Account				×
Freeze Account I	lotes			
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	urring new fees, you can choos	e to freeze both the account	
and its resources.				
2.Huawei Cloud shall no	t take the responsibilities fo	r any adverse impacts on custo	omers', services due to	
account freezing and dis	putes arising out of it. Exer	cise caution when performing th	nis operation.	
3.Visit Impacts of Accou	nt Freeze to learn about the	e impacts of frozen accounts. Y	ou can also unfreeze an	
account.				
4.The account unfreezin	g operation may fail if your	account has been frozen.		
			0/256	
Account Name	Customer 💩	Budget(USD)	Total Expenditure(USD) 🤅	)
	₩****户	100.00	0.00	0
			<b>OK</b> Cancel	

#### **Step 5** Enter the reason.

#### Step 6 Click OK.

A message is displayed indicating that the account is frozen.

#### **NOTE**

- If partners have enabled the verification code function, a verification code is required.
- To unfreeze a customer account, click **Unfreeze Account** in the **Operation** column.

#### ----End

## 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** On the top navigation bar, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Click **Freeze Account and Resources** in the **Operation** column for the target customer.

TICCLC ACON	ount and Resources Note	es	
1.If the account a	nd resources are frozen, the custo	omer cannot buy, renew, or change reso	urces, and all
provisioned re	sources are not available.	Unfreeze the resources within 15	<mark>i days</mark> (subject to
the time rang	e regulated on the official w	vebsite) after they are frozen. Oti	herwise, the
stored data w	ill be deleted and the cloud	service resources will be releas	ed.
2.Huawei Cloud	shall not take the responsibilities fo	or any adverse impacts on customers', se	ervices due to
account freezing	and disputes arising out of it. Exer	rcise caution when performing this opera	tion.
3.Visit Impacts of	f Account Freeze to learn about th	e impacts of frozen accounts. You can a	lso unfreeze an
account. 4.The account ur	freezing operation may fail if your	account has been frozen.	
4.The account ur	ifreezing operation may fail if your	account has been frozen.	0/256
	nfreezing operation may fail if your		0/256 Expenditure(USD) (

#### **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 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 customer.
- ----End

## 9.3.3.1.6 Unfreezing a Customer

You can unfreeze accounts or both accounts and resources for your customers.

## **Unfreezing an Account**

**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** 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.

After the account is	unfrozen, customers	s can buy, renew, or chan	ge resources, and yo	u need to pay for your cu	istomers.
Reason				0/256	
Account Name	Customer 💩	Automatically	Budget(USD)	Total Expenditure(US	D)
		No	0.10		0.00

If partners have enabled the verification code function, a verification code is required.

----End

## Unfreezing 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 On 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.

Jnfreeze Acc	ount and Re	sources				
account and	and resources of th resources without a crease the budget to	djusting the bu	dget grante	ed, its account and r	esources will be fro	
fter the account is t	unfrozen, customers	can buy, renev	w, or chang	e resources, and yo	ou need to pay for y	our customers
Account Name	Customer 💩	Automatic	ally	Budget(USD)	0/25 Total Expenditu	
niji tani ta	W****户		Yes	100.00		0.00
					ОК	Cancel

If you have enabled the verification code function, a verification code will be required.

----End

## 9.3.3.1.7 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** 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.

stomer Management /	Resources							
Customer Name	Account Name	Discher Calego Carellona						
Yearly/Monthly Res	ources Pay-per-Use Resources	Reserved Instances	Savings Plans					
Effective Time	Start Date - End Date	Expiration T	me Start Date - End	1 Date		Order No.		
Checave Time		- Copression -				order no.		
Product Type	Select a product.	*	Search	Reset				
Export								
Name/ID		Product Type	Specifications	Region 7	Status 🎖	Effective Time/Expiration Time	Processing upon Expi	Order No.
× .0	PROVIDENT AND A DESCRIPTION OF A DESCRIP	a contrary		HUL-HONORM	() Frozen	Jan 04, 2023 10:24:34 GMT+08:00	Automatic deletion after	CEDE DAUD ANUMO
- 67					(e) i lozen	Jan 05, 2024 07:59:59 GMT+08:00	Automatic deletion alter	Contract of the second s
<ul> <li>✓ <i>Q</i> INCC.</li> </ul>		HISCopy Sectors	Philippy Institute.	No. (Secondari	() Frozen	Oct 28, 2023 15:54:19 GMT+08:00 Dec 30, 2023 07:59:59 GMT+08:00	Automatic deletion after	OLONDHIS TWINP

- 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	100000388-001	Nov 23, 2018 23:59:59 GMT +08:00							
	Elastic IP A	Virtual Priv	BARDWEIP MELL-	Nov 24, 2018 23:59:59 GMT +08:00							
	Cloud Host	cloud disas	899-003,0,2613,1	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. You	can filter the resources of spe-	ified time range in the subscription t	ime area.								
Export				Product Type	Select a produ	ct.	• ID				Search	Reset
Name/ID	Tag		Product Type	Specific	ations	Region	Status	y Su	bscribed T	Payment Ac	ount	

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 Re	sources Pay-per-Use Reso	urces Reserved In	stances Savings Pla	ins				
Effective Time	Start Date — End Date	iii ii	Expiration Time Start	Date End Date	Ħ	Order No.		
Product Type	Select a product.	¥	Sea	rch 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 Resourc	es Reserved Ins	stances Savings Pl	ans				
Effective Time Product Type	Start Date - End Date Select a product.	T E		Date — End Date	Ħ	Order No.		
Name/ID		Product Type	Specifications	Region 7	Status 🏹	Effective Time/Expiration Time	Order No.	

----End

## 9.3.3.1.8 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.

- **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, select **Sales** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click **More** > **Request Authorization** in the **Operation** column.

ustomer Management						
To view the batch transfer history, visit B	disassociations, visit Manage Association Record Batch transfer history. I Request Authorization from My Customers?How		lomers' Behalf? How My Customers N	Manage the Authorizatio	un?	View Details
Set Budget Batch Assign Account				Customer Na	ame 🗸	Q Advanced Search V
Customer/Account Name 💿 🧿	) 🍸   Mobile Num   Email 💩 🛛   O	one-Time Budget(USD)	Budget Usage 💮 📔 🛛 Availat	ble Credit(USD)	Month-to-Date I Operation	
Customer/Account Name & ⑦	) ☆   Mobile Num   Email ⊗   O 888****9874	ne-Time Budget(USD)	Budget Usage ⑦   Availai	ble Credit(USD)		View Orders More
		ine-Time Budget(USD)		Promotion View Resources		View Orders   More
	888****9874	-		 Promotion	Set Budget	ehalf

Step 5 Click OK.

i Request submitted successfully. We will notify when authorization is confirmed.						
Authorization Request Records	Torr	Demode				
Time	Туре	Remarks				
Jan 04, 2023 15:59:49	Partner requested for authorization					
	Jan 04, 2023 15:59:49 Partner requested for authorization					

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

## 9.3.3.1.9 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.

- **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** > **Customers** > **Customer Management**.
- **Step 4** Select a customer and click **More** > **Place Orders on Customers' Behalf** in the **Operation** column.

stomer Management					
To view the batch transfer history, visit	disassociations, visit Manage Association Record Batch transfer history. I Request Authorization from My Customers?How		omers' Behalf? How My Customers I	fanage the Authorizatio	on? View Details
Set Budget Batch Assign Accoun Customer/Account Name @ ?		ne-Time Budget(USD)	Budget Usage 🕥 🕴 Availa	Customer Na	ame V Q Advanced Search V 6
	888****9874	-	-	-	Set Budget   View Orders   More
	888****1236	-	Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization
🗆 🖉 🔤 🚥 🖉 🖉 🖉	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 < 1	2 > G0		Freeze Account and Resources		

- **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 to	You have switched from any top lace orders for customers.					
elect Products						
	$\bigcirc$	P				
Elastic Cloud Server Elastic Cloud Server (ECS) is a cloud server that provides scalable, on-demand computing resources for secure, flexible, and efficient applications.	Elastic Volume Service Elastic Volume Service (EVS) provides persistent block storage for services such as Elastic Cloud Server (ECS) and Bære Metal Server (BMS). With advanced data redundancy and cache acceleration capabilities, EVS offer high availability and durability with an extremely low latency.	Eastic IP The Elastic IP (EIP) service provides independent public 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					

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.

## 9.3.3.1.10 Performing Resource O&M on Customers' Behalf

Partners can perform resource O&M on behalf of customers associated in the reseller model in the Partner Center.

## Prerequisites

A partner must obtain customer authorization before performing resource O&M on behalf of a 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** 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.

<ul> <li>To view the customer associations an</li> <li>To view the batch transfer history, visi</li> </ul>	nd disassociations, visit Manage Association Records at Batch transfer history.	s page.					
You might also want to know:How Ca	an I Request Authorization from My Customers?How	Can I Place Orders on My Custo	omers' Behalf? How My Customers I	Manage the Authorization	on?		View Deta
Set Budget Batch Assign Account		ne-Time Budget(USD) B	Budget Usage ⑦ Availa	Customer N	ame V Month-to-Date   Operation	Q. Adv	anced Search 🗸
Customer/Account Name &							
			suuger Usage ()   Availa	ble Credit(03D)	Month-to-Date i Operation		
	888****9874	-				View Orders   More	e
							e
	888****9874 888****1236	-	-	-	Set Budget		e
	888****1236	-		 Promotion	Set Budget Placed on Customers' Behalf		e

- 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

## 9.3.3.1.11 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.

- **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.

Assign Account I	Manager	
Are you sure you want to	assign an account manager to this c	ustomer?
	t manager to this customer, the accoun ures. The expenditures and revenue of	t manager can manage this customer and this customer will be counted for this
Account Name	Customer 💩	Account Manager 💩
ADMITTIN		-
ALME THE	-	

**Step 5** Select the target account manager and click **OK**.

Assign Account Manager		×
	Account Manager 🗸 🗸	Q
Account Manager 💿	Account Name	
<ul> <li></li></ul>	ngegjeld	
	Previous	Cancel

**Step 6** A message, indicating the account manager has been successfully assigned, is displayed.

## **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

## 9.3.3.1.12 Disassociating from a Customer

You can disassociate with your customers as needed.

## D NOTE

Notes:

1. Any problems arising out of the disassociation shall be resolved by you and your customers. Huawei Cloud shall not be held accountable for any consequences.

2. After disassociation, the settlement matters will be handled through negotiation between you and your customers.

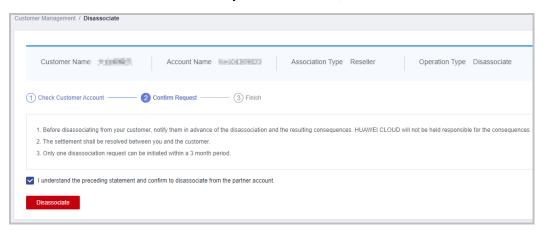
3. A customer account is not allowed to submit multiple disassociation applications within three months.

## 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 In the customer list, select a customer and click More > Disassociate in the Operation column.

Customer Management						
To view the customer associations and disassociations, vis     To view the batch transfer history, visit Batch transfer histo     You might also want to know:How Can I Request Authorize	ry.		tomers' Behall? How My Customers	Manage the Authorizatio	n?	View Details 🗸 🗸
Set Budget Batch Assign Account Manager	Export ~	One-Time Budget(USD)	Budget Usage ⊘   Availa	Customer Na	ame ~ Q Adv	vanced Search 🗸 🛞
888 <sup></sup> 987	74	-		-	Set Budget   View Orders   Mo	re
888****12	36		Customer Management Disassociate	Promotion View Resources	Placed on Customers' Behalf Request Authorization	
177****888	36	-	Assign Account Manager Unfreeze Account	Customer Spend	Place Order on Customers' Behalf Perform O&M Operations on Customers' Behalf	
Total Records: 13 10 V < 1 2 > Go			Freeze Account and Resource	8		

**Step 5** On the displayed page, select **I understand the preceding statement and confirm to disassociate from the partner account**, and click **Disassociate**.



**Step 6** In the displayed dialog box, enter a reason and click OK.

i Dis	associate	×
Are you su	re you want to disassociate from the customer?	
Reason		
	0/256	

**Step 7** A message is displayed indicating that you have been disassociated from the customer.

----End

## 9.3.3.2 Customer Assignment

## 9.3.3.2.1 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** 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, 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 andagi	+852 138*****040	409***092@qq.com	0 Assign Customers View Customers

# D 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**.

Step 4 Click Assign Customer in the Operation column.

The Assign Customers page is displayed.

Custon	er Assignment / Assi	gn Customers					
	<ol> <li>After you assign t</li> </ol>	he account manager to this customer, the ac	count manager can manage this custo	mer and view the customer expenditures. The expenditures and re	venue of this customer will be counted for	this account manager.	×
Ac	count Manager	<b></b> &					
	Select Customer	You have selected 0 customers.					
0	Customer Name 💩	Account	Mobile Phone	Association T Associated On	Customer Tag	Operation	

### Step 5 Click Select Customers.

**Step 6** In the **Select Customer** dialog box, select a customer whom you want to assign to the account manager and click **OK**.

	Account Name	Customer Na 💿	Mobile Number 💩	Association Type	Customer Tag	Account Manager
	4.4.4.4.4.4	国****1	+852 177****8886	Reseller		-
	0012496	-	+852 156****9825	Reseller		-
	har75267		+852 131****2686	Reseller		
	And District		+852 888****9874	Reseller		
	14,889(3404			Reseller	zhangshufenson01	
otal Re	cords: 9 5 🗸	< 1 2 →				

# **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.
- 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 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.

# 9.3.3.3 Customer Orders

# 9.3.3.3.1 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** 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 Orders**.

stomer Orders					
			bout 10 minutes. You can view pay-per-use resources f other periods, use the filter in the Ordered On colun	of customers in Customer Management. How Do I View a Customer's Resou	rces?
Orders of the last so:	months are displayed here by detaul	t. If you want to view the orders o	r other periods, use the filter in the Ordered On colun	n. Data of up to one year can be exported.	
Export ~			Customer Name 🗸	Order No. 🗸	Search Reset
Export ~ Order No.	Product Type   Order T	♡  Order St ♡  Custo		Order No. V	Search Reset

### **Step 4** Set search criteria to search for customer orders.

You can query customers' orders by customer name, order number, and product type.

- Click the order ID to view order details.
- **Step 5** Export a customer's orders.
  - Export orders of the current customer.

Choose **Export > Export Selected**. Message "Records exported successfully" is displayed.

• Export all customer orders.

Choose **Export > Export All**. Message "Tasks exported successfully" is displayed.

- 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 query the customer orders in the **Completed** status.

----End

# **9.3.3.4 Customer Expenditures**

# 9.3.3.4.1 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 both your reseller and referral customers. Customers expenditure data cannot be used as the basis for partners' settlement, repayment, and invoicing.

# 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**, **Spent On**, **Account Manager**, and **Association Type**.

• View total expenditure amount and refund amount.

Customer Enter a ci							
Association Type All	stomer name or account. Sper	24-02 learch Reset	<ul> <li>Account Manager</li> </ul>	Enter an account manager.	Reseller		
Export +	Refunds (?)						
\$16,747.17 USD	-\$14,175.00 USD						
Customer Expenditures Re	lunds						
	count Name Service Type		Amount(USD)	Cash Payments(USD)		ttlement(USD) Discount(USD)	

- 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.

- 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 expenditure records.

----End

# 9.3.3.4.2 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.

Search options include billing cycle, customer name, partner name, account manager, order/transaction ID, resource ID, product type, association type, billing mode, bill type, and region.

Expenditure Sur	nmary Expenditur	e Details									
-	search for the expenditure			ccount name.							
Billing Cycle	2024-05	~	Customer	Name Enter	a customer name or account.	Account Manag	er 🗌				
Order/Transaction	ID		Resource	D		Resource					
Product Type	Select a product.	~	Amount D	ae 💿 All	Hide 0 Expenditures		Search	leset			
Export ~											0
Billing Cycle	Customer Name/Acc	Associat 🍸	Account Ma	Product Type	Product Name	Billing M 🍸	Spent On	Order/Transaction ID	Order Type	Bill Type 🍸	Transaction Time
2024-05	and an and a second state	Reseller	-	SP Test Ser	spsku050901n Yearly-1	Savings Plans	May 30, 2024 13:00:00 GM May 30, 2024 14:00:00 GM	HWCSP0HK20230530001	Subscription	Expenditure - hourly b	May 30, 2024 14:08:5.
2024-05	CHICAGO CONTRACTOR	Reseller	-	SP Test Ser	spsku050901n Yearly-1	Savings Plans	May 30, 2024 05:00:00 GM May 30, 2024 06:00:00 GM		Subscription	Expenditure - hourly b	May 30, 2024 06:09:4.

- In the expenditure details list, you can view information of **Spent On**, **Product**, **Order No.**, **Total Expenditure**, and **Status**.
  - You can select **Hide 0 Expenditures** for **Amount Due** to exclude related data from the list.

### **NOTE**

You can search for expenditure details by month. For expenditure details generated more than 18 months ago, contact your ecosystem manager.

- **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.

- 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 expenditure details.

----End

# 9.3.3.5 Customer Alerts

# 9.3.3.5.1 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** Click **Partner Center** in the drop-down list of your account name.
- **Step 3** On the top navigation bar, select **Sales > Customers > Customer Management**.

Step 4 Click a number on the Alerts to Be Handled column to go to the Customer Alerts page.

tomer M	lanagement											
To vie	w the batch transfer history, visi	t Batch transfer	s, visit Manage Association Rec history. rorization from My Customers?H		Wy Customers' Behalf?	P How My Customers Man	age the Authorization?					View Details
Set Budg			Account Manager Expo			[	1			r name or accou	int. Q	Advanced Search 🛛
	ustomer/Account Name			me Budget(USD)	Budget Usage	Alers to Be Handled	Association Type 🍞	Automatically Frozen		Operation		
0.6	Canada Canad	732	2.00	-	0%	0	Reseller	Yes	Dec 19, 2	Set Budget	View Orders	More
- 2	anglepholitike halfbelow	286	10.00	-	0%	0	Reseller	No	Dec 28, 2	Set Budget	View Orders	More
	etter and sta	sm	10.00	-	0%	0	Reseller	No	Sep 18, 2	Set Budget	View Orders	More

**Step 5** On the **Handle Alerts** tab, view information about the scenario, alert type, title, customer account or account name, alert generation time, and alert status.

omer Ma	nagement / Customer Alerts						
	ert data will be updated daily. Istomer alerts are to be manage	d by only one owner. You can assign	an account manager as the owner. Otherwise, you are the owner. You	an view alerts of both your and your	resellers' customers.		
Handle	Alerts View Alerts						
						Enter a custo	mer name or aci Q
	Scenario	Alert Type	Title	Customer/Account Name 💿	Alerted 7	Status 🍸	Operation
~	churn risk warning from Ph	Loss	User Name: Limited,	erri Ngalaggalah	May 09, 2024 19:16:15 GMT+0	Handled	
~	churn risk warning from Ph	Loss	User Name:, Customer Nameimited,	ent NUMBER CHURCH	May 09, 2024 19:16:15 GMT+0	Handled	
^	churn risk warning from Ph	Loss	User Name	HERRICHTER	May 09, 2024 19:16:15 GMT+0	Unhandled	Process Task
	t <b>Details</b> Name: <b>Helen State (19</b> 77),	Customer Name: Limited, 1	.1 PResource(s) Usage was detected unstable for the last 7 days 2. Top	Decrease: In last 7 days, cpu_util	of Elastic Cloud Server has 4 days reso	ource usage decrease	a over 10%
~	churn risk warning from Ph	Loss	User Name: Customer Name 🔹 imited,	- HEMBNERTER	May 09, 2024 19:16:15 GMT+0	Unhandled	Process Task
~	churn risk warning from Ph	Loss	User Name: Limited,	e <sup>nni</sup> HERONISER	May 09, 2024 19:16:15 GMT+0	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
* 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	O Service adjustment, in regular contact	
	O New customer expenditure O Customer service contraction	
	○ Normal customer expenditure fluctuation ○ Other	
	OK Cancel	

# D NOTE

Alternatively, you can also go to **Partner Center** > **Home** > **Customer Alerts** and select the **Handle Alerts** tab to handle customer alerts.

You can also go to **Partner Center** > **Sales** > **Customers** > **Customer Alerts** and select the **Handle Alerts** tab to handle customer alerts.

### ----End

# 9.3.3.5.2 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** Click **Partner Center** in the drop-down list of your account name.

Step 3 On the top navigation bar, select Sales > Customers > Customer Management.

**Step 4** Click a number on the **Alerts to Be Handled** column. The **Customer Alerts** page is displayed.

omer Management											
To view the customer associations and     To view the batch transfer history, visit     You might also want to know:How Car	Batch transfe	r history.		on My Customers' Behalt	1? How My Customers Mar	nage the Authorization?					View Details
Set Budget Set Discount	Batch Assig	n Account Manager	Export +			1			er name or accor	int. Q	Advanced Search 🛛
Customer/Account Name		fonthly Budget(USD)	One-Time Budget(USD)	Budget Usage	Alers to Be Handled	Association Type 🍞	Automatically Frozen	Associate	Operation		
🗆 🔕 Tanan	732	2.00	-	0%	0	Reseller	Yes	Dec 19, 2	Set Budget	View Orders	More
	286	10.00	-	0%	0	Reseller	No	Dec 28, 2	Set Budget	View Orders	More
Auto-discourse	ım	10.00		0%	0	Reseller	No	Sep 18, 2	Cal Durlant	View Orders	More

# **Step 5** Click the **View Alerts** tab to view all alerts.

omer Management / Cu	ustomer Alerts						
Alert data will be u     Customer alerts ar		assign an account manager as the owner. Otherwise, you are the owner. You can	view alerts of both your and your resellers' cust	tomers.			
Handle Alerts V	/iew Alerts						
				C	ustomer 🗸   Er	ter a customer name or account.	C
Scenario	Alert Type 🛛	Title	Customer/Account Name	Alerted 😨		Iter a customer name or account.	
Scenario		The URAN BURGHER CONTOURS DRAW CONTOURS	Customer/Account Name		Accourt		

- 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.

### D NOTE

Alternatively, you can go to **Partner Center** > **Sales** > **Customers** > **Customer Alerts** and select the **View Alerts** tab to view customer alerts.

### ----End

# 9.3.4 Operations Dashboard

# 9.3.4.1 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

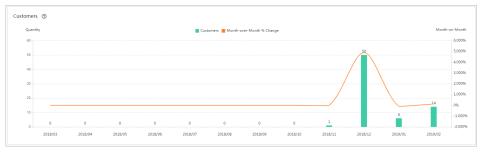
- **Step 1** Use your partner account to log in to **Huawei Cloud**.
- **Step 2** In the drop-down list of your account name, click **Partner Center** to go to the Partner Center.
- **Step 3** Select **Sales** > **Operations Statistics** > **Customers** on the top navigation bar.
  - Click the **Overview** tab.

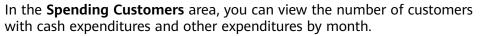
In the statistics area, you can check the Total Customers, Total Associations, and Spending Customers This Month.

🕂 Total Customers 20 🖓 Total Associations 4 🔮 Spending Customers This Month 1

- Click **Select Account Manager or Director** to sort out the customers that you want to view.

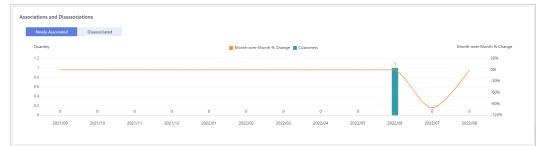
In the **Customers** area, you can view the trend of the number of customers in the whole year.







- 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.



 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 Disasso	ociated Customers				
Customer	Account Name	Association Type 🛛	Operation $\nabla$	Account Manager	Operation Time 🛛 🏹
peri/16,000211	gen4(34);m8214	Reseller	Association		Jan 29, 2021 10:24:28
gent.16.adkt11	grochicaded 11	Reseller	Association		Jan 28, 2021 08:45:05

----End

# 9.3.4.2 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 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** 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.

	alyzed based on Beijing Time (G							
rerview Expendit		GMT+08:00). Data shown here is statistical dat	a and is not updated in real time.					
	ure Trend Expenditure	e Distribution						
Last 6 months	✓ Select Customer	Enter an account manager.	Enter a customer name or accoun					
Amount (USD)						Bar chart Line ch	hart 🗹 Amount Due	Amount Pa
14,000								
12,000								
10,000								
8,000								
6,000								
4,000								
2.000								
0								_
0	2020/11	2020/12	2021/01		2021/02	2021/03	2021/04	
			Am	iount Due 📄 Amount Paid				
Export 👻								
Amount		2020/11	2020/12	2021/01	2021/02	2021/03	2021/04	
			24.76	3.14	0.00	10.051.01		
Amount Due (USD)		0.00	24.76	3.14	0.00	12,351.61	40.92	12

Export customer expenditure data.

- Export the selected records.
  - Choose **Export** > **Export Selected**. Message "Records exported successfully" 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.
- 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.

penditures								
This page displays the statistics on expenditure     The expenditures are analyzed based on Beij Overview     Expenditure Trend E				e.				
Month     Last 6 months		e Type Billing Mode	Association Type	Account Manager	Customer Account			
					Stacked bar	chart Bar chart	Line chart	Sorting Dimensions Clear
Amount (USD)								Service Type
15,000					_			Billing Mode
9,000								Association Type
6,000								
3,000								Enter an account manager.
-3,000								Enter a customer name or account.
-6,000								
-9,000 2020/11	2020/12	2021/01		2021/02	2021/03	2021/0	4	Advanced Settings
		Elastic Cloud Server 📒 V	îrtual Private Cloud 📕	Elastic Volume Service				Amount Due
Export 👻								
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	

Export the detailed expenditures.

- Export the selected records.

Choose **Export** > **Export Selected**. Message "Records exported successfully" 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.
- 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.

enditures					
This page displays the statistics on expenditures of all your customer     The expenditures are analyzed based on Beijing Time (GMT-08:00).  Diverview Expenditure Trend Expenditure Distribution  Month  v  Last 6 months v	Data shown here is statistical data and is not upd		ount		
					ear All
				Service Type	*
				Billing Mode	•
				Association Type	*
		Elastic Cloud Server \$19,678.94 USD		Enter an account manager.	
\$12,420.42 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%		

Export the detailed expenditures.

- Export the selected records.

Choose **Export** > **Export Selected**. Message "Records exported successfully" 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.

----End

# **10** Operations of Sub-customers of Solution Partners

# **10.1 Requesting Association with a Partner**

Customers can contact Huawei Cloud partners to obtain invitation links or QR codes. Then customers can click the links or scan the QR codes to complete the registration and association.

# **NOTE**

After a customer is associated with a partner in reseller model, the customer account is automatically frozen. In this state, the customer cannot purchase, renew the subscription to, change, or properly use resources. To normally run services, the customer must contact its partner to set a monthly budget and unfreeze its account.

# 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 the customer's 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.
- **Step 2** Read and agree to the *Instructions for Associating with a Huawei Cloud Partner*.

Dear custome	, you are invited to become a	customer of a Huawei Cloud par	tner.
carefully read this Statement (includir		red to as "this Service") according to this Stateme ciating with (hereinaft id.	
Notice:			
operations including but not limited t recovery. 2. After you associate with a Partner a freezing) of the Partner account will a relevant impact. Any disputes arising the Partner through negotiation. Hua 3.To get better and efficient services to the Partner and/or Partner's associ	placing orders and perform O&M on you count, if you have member accounts, the stat fect you and your member accounts. You sh rom you or Partner's status and operations vei Cloud shall not be liable for any loss or ili om your associated Partner, you understand	and agree that Huawei Cloud can disclose the fo	nd account restriction and iterprise members of rise members, and
the partner to set a budget for you and un ticket to associate with you.	freeze your account. If you do not want to b ns for Associating with a Huawei Cloud Partner thorization (Optional. You can authorize t	y default and some of your resources will be ina e affected, you can ignore this invitation and ask : he partner to perform operations on your b	the partner to submit a

# **NOTE**

- This step is required only for the reseller model.
- After receiving a hyperlink or QR code from a partner for association, you need to contact the partner to send an online invitation link if you want to associate with a partner using an existing account.

Huawei Cloud provides you with the Account Association service (hereinafter referred to as "this Service") according to this Statement. Please be sure to carefully read this Statement (including any subsequent modifications) before associating with a "Partner"). If you have questions about this Statement, please contact Huawei Cloud. Notice: Service Usage Requirements 1. After you associate with a Partner's account, the Partner will be responsible for providing contracts, invoices, settlement, technical assistance, and operations including but not limited to placing orders and perform O&M on your behalf, account freezing, resource freezing, and account recovery. 2. After you associate with a Partner account, if you have member accounts, the status and operations (including but not limited to restriction and freezing) of the Partner account will affect you and your member accounts. You shall manage your member accounts and inform enterprise members of relevant impact. Any disputes arising from you or Partner' s status and operations shall be resolved by you, your associated enterprise members, and the Partner through negotiation. Huawei Cloud shall not be liable for any loss or liability arising therefrom. 3.To get better and efficient services from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information to the Partner account individe reliability arising therefrom.	Deare	ustomer, you are invited to become a customer of a Huawei Cloud partner.
Service Usage Requirements 1.After you associate with a Partner's account, the Partner will be responsible for providing contracts, invoices, settlement, technical assistance, and operations including but not limited to placing orders and perform O&M on your behalf, account freezing, resource freezing, and account recovery. 2.After you associate with a Partner account, if you have member accounts, the status and operations (including but not limited to restriction and freezing) of the Partner account will affect you and your member accounts. You shall manage your member accounts and inform enterprise members of relevant impact. Any disputes arising from you or Partner's status and operations shall be resolved by you, your associated enterprise members, and the Partner through negotiation. Huawei Cloud shall not be liable for any loss or liability arising therefrom. 3.To get better and efficient services from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information to the Partner and/or Partner's associated distributor (if any):	carefully read this Statem	ent (including any subsequent modifications) before associating with the second s
<ol> <li>After you associate with a Partner's account, the Partner will be responsible for providing contracts, invoices, settlement, technical assistance, and operations including but not limited to placing orders and perform O&amp;M on your behalf, account freezing, resource freezing, and account recovery.</li> <li>After you associate with a Partner account, if you have member accounts, the status and operations (including but not limited to restriction and freezing) of the Partner account will affect you and your member accounts. You shall manage your member accounts and inform enterprise members of relevant impact. Any disputes anising from you or Partner's status and operations shall be resolved by you, your associated enterprise members, and the Partner through negotiation. Huawei Cloud shall not be liable for any loss or liability arising therefrom.</li> <li>To get better and efficient services from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information to the Partner and/or Partner's associated distributor (if any):</li> </ol>	Notice:	
operations including but not limited to placing orders and perform Q&M on your behalf, account freezing, resource freezing, and account recovery. 2 After you associate with a Partner account, if you have member accounts, the status and operations (including but not limited to restriction and freezing) of the Partner account will affect you and your member accounts. You shall manage your member accounts and inform enterprise members, relevant impact. Any disputs anising from you or Partner's status and operations shall be resolved by you, your associated enterprise members, and the Partner through negotiation. Huawei Cloud shall not be liable for any loss or liability arising therefrom. 3.To get better and efficient services from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information to the Partner and/or Partner's associated distributor (if any):	Service Usage Requireme	nts
Last Updated:Feb 01, 2024	operations including but i recovery. 2 After you associate with freezing) of the Partner ar relevant impact. Any disp the Partner through nego 3.To get better and efficie to the Partner and/or Part	not limited to <b>placing orders and perform O&amp;M on your behalf, account freezing, resource freezing, and account</b> a Partner account, if you have member accounts, the status and operations (including but not limited to restriction and ccount will affect you and your member accounts. You shall manage your member accounts and inform enterprise members of utes arising from you or Partner's status and operations shall be resolved by you, your associated enterprise members, and titation. Huawei Cloud shall not be liable for any loss or liability arising therefrom. Int services from your associated Partner, you understand and agree that Huawei Cloud can disclose the following information ther's associated distributor (if any):
	Last Updated:Feb 01, 202	4

 If you want to authorize partners to place orders and perform O&M on your behalf, select I have read and agree to the Letter of Authorization. You can refer to Managing Authorization Requests of Partners later. Processing the authorization now or later will not affect your association with the partner.

### **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	0
Mobile Number Login	Remember me
Lo	g In
Free Registration	Forgot Password
IAM User Login	
Use Anothe	er Account ^
	al Wabaita
<hdc.cloud>Huawei Officia</hdc.cloud>	al website
<hdc.cloud>Huawei Officia Huawei Enterprise Partner</hdc.cloud>	

Step 4 Select 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. You will be associated with the partner after you enabled Huawei Cloud.

<sup>c</sup> Country/Region	Hong Kong SAR, China 🗸
, ,	
Huawei Cloud signi	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 be changed after you enable Huawei Cloud services.Learn more
	agree with the Huawei Cloud Customer Agreement and Privacy Statement. (You e to enable services later.)
I would like to re available	eceive updates about discounts and promotions as and when they become



r.

# 10.2 Disassociating from a Partner

# **NOTE**

- For customers associated with the partner in Reseller mode, they cannot apply to disassociate from the partner if they are in one of the following conditions:
  - The customer has been associated with an enterprise master account or member account. In this condition, the customer needs to dissociate from the account first and then disassociate from its partner.
  - The customer account has overdue payment. In this condition, the customer needs to contact its partner to increase the credit to write off the arrears first and then apply to disassociate from its partner.
  - The customer has a reserved instance or a product in the partner support plan that has not expired. You need to unsubscribe from the reserved instance or the product before applying for disassociation.
  - The customer has not set the currency. To disassociate from a partner, the customer needs to go to the account center to set the currency first.

# 10.2.1 How Does a Customer Associated with Its Partner in Reseller Model Request Disassociation?

A customer associated with a partner in the Reseller model can request disassociation in account center.

# **NOTE**

- 1. Only one disassociation request can be initiated by a customer within a 3 month period.
- 2. If the account of a customer has orders waiting to be paid by the partner, they need to cancel the orders or contact the partner to pay the orders before disassociating from the partner.
- 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.
  - A customer's account is in arrears. The customer needs to contact the partner to increase the credit limit to write off the arrears before disassociating from the partner.
  - 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** Click **More Operations** > **Disassociate** at the bottom of the page.

My Partner				Help
Partner Information	Authorization Management Agreements			
	Fattonization management - Figreemente			
Enterprise Name	(registre to company)	Cooperation Status	In Cooperation	
Enterprise Information	107-8101	Website	wigitgity/	
Associated	Oct 17, 2023 16:35:17 GMT+08:00	Agreement Content	"Instructions for Customers to Associate with a Huawei Cloud Partner"	
Contact Information				
洋气小3	Ŧ			
	-			
Email Address				
	or contracting our server			
	er valda			
Telephone				
More Operations				
Disassociate				
Operation Log				

# **NOTE**

You can also click **Operation Log** to view the operation records of the association between you and the partner.

# **Step 3** 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.

Step 4 Enter the text message verification code and click OK.

The system displays a message indicating that the application for canceling the association with the partner has been submitted. After your partner completes the processing, you will be notified of the processing result at the first time. Please wait.

### ----End

# **Other Operations**

You can click **Process** in the upper part of the **My Partner** page to process the disassociation request initiated by the partner.

My Partner	
1 Your partner	requests to disassociate from your account (Reasoning). Please process the request immediately.
Partner Information	Agreements

# 10.3 Topping Up a HUAWEI CLOUD Account

Customers associated by Referral 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 your 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

# **10.4 Using Discounts Granted by the Partner**

# **10.4.1 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

# **10.4.2 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
- Marketplace 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**

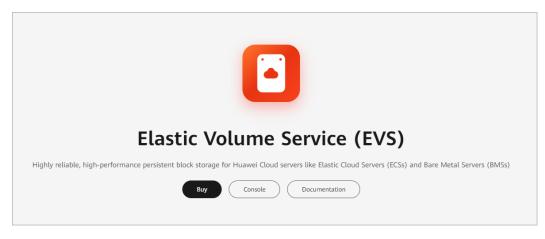
Click a completed order and view the discounts on the **Details** page.

# **10.5 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**.

Buy Disk	
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-Ulanqub203 To select a different region, use the region selector at the upper left of the main menu bar.
AZ 💿	可相比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 ~
Disk Specifications	Common I/O         V         (i)         +         GIB         (ii)
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.           Do not use         Use existing         Buy new         O
Enterprise Project	-Select an enterprise project-

Step 5 Confirm order information, select I have read and agree to the Service Level Agreement (SLA), and click Submit.

Resource	Configuration		Billing Mode	Usage Duration	Quantity	Subtotal
	Region	CN-North-Ulangab203				
	AZ	可用区1				
	Data Source	Not required				
	Capacity (GiB)	10				
Disk	Disk Type	Common I/O	Yearly/Monthly	1 month	1	\$0.46
DISK	Disk Encryption	No	reany/wontiny	THORAT		30.40
	Device Type	VBD				
	Disk Sharing	Disabled				
	Disk Name	volume-3138				
	Enterprise Project	default				
I have read and	d agree to the Service Level Agree	ment				

**Step 6** On the **Pay** page, select a payment method and complete the payment.

----End

# **10.6 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.

合作伙伴信息 授权管理	协议管理			
伙伴申请时间	状态	生效时间	失效时间	操作
2024/07/01 16:19:59 GMT+08:00	<ul> <li>待确认</li> </ul>	-	-	处理授权

**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
<ul> <li>Confirm whether to authorize your partner to perform any operations:</li> <li>Manage my Huawei Cloud resources</li> <li>Subscribe to, renew, unsubscribe from, and change cloud services</li> <li>Start, stop, restart, and delete cloud resources</li> <li>Reset passwords and modify policies of cloud services</li> <li>View my account, expenditure, order, discount, and contract information</li> <li>Create and view work orders</li> <li>You can revoke the authorization on the My Partner page anytime.</li> </ul>
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**.

# D NOTE

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 Authorizati	on Management Agreements			
Requested	Status	Effective Time	Expiration Time	Operation
Jul 01, 2024 16:19:59 GMT+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 (	annot be undone.		
* Cause			
			0/128
Verify your iden	ty to proceed with the op	eration.	
Mobile Number	193****0003 Use	an Email Address	
Verification Cod		Send Code	

----End

# 10.7 Signing Instructions for Customers to Associate with a Huawei Cloud Partner

# Procedure

- Step 1 Go to My Partner.
- **Step 2** View the displayed message and click **Sign Now**.



Step 3 View content in the dialog box displayed, select I have read and agree to this Agreement, and click OK.

Instructions for C Partner	ustomers to Associate with a Huawei Cloud
Service Usage Requireme	nts
1.After you associate with	a Partner's account, the Partner will be responsible for providing
contracts, invoices, settler	ment, technical assistance, and operations including but not limited to
placing orders and perform	n O&M on your behalf, account freezing, resource freezing, and account
recovery.	
2.After you associate with	a Partner account, if you have member accounts, the status and
operations (including but	not limited to restriction and freezing) of the Partner account will affect you
and your member account	s. You shall manage your member accounts and inform enterprise
members of relevant impa	ct. Any disputes arising from you or Partner's status and operations shall
be resolved by you, your a	associated enterprise members, and the Partner through negotiation.
Huawei Cloud shall not be	liable for any loss or liability arising therefrom.
3.To get better and efficier	nt services from your associated Partner, you understand and agree that
Huawei Cloud can disclos	e the following information to the Partner and/or Partner's associated
distributor (if any):	
I have read and agree to thi	is Agreement.
2	-

# D 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 Managemen	Agreements		
Name	Version	Signed	Operation
Instructions for Customers to Associate with a Huawei	V1001	May 14, 2024 20:02:08 GMT+08:00	View

----End

# **10.8 Cloud Trace Service**

# **10.8.1 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 10-1	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
Conforming 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
Applying for unified payment by partners	csbchannelsal es	applyPartnerPayment

# 10.8.2 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  $\bigcirc$  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 10-1 Trace details

Trace Name	Resource Type	Trace Source	Resource ID 💿	Resource Name @	Trace Status	Operator (?)	Operation Time	Operation
<ul> <li>createTracker</li> </ul>	tracker	CTS		system	🤝 normal		Feb 02, 2019 19:22:43 GMT+08:00	View Trace
race ID dbee5100-2	6dc-11e9-bb00-286ec	1488cbe2		Sou	ce IP Address			

Locate a trace and click View Trace in the Operation column.
 For details about CTS, see Cloud Trace Service User Guide.

# **11** 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.

# **11.1 Opportunity Sharing**

# 11.1.1 Partner-Originated Opportunities (POs)

# 11.1.1.1 Creating an Opportunity

After joining the **Partner Customer Engagement (PCE)** program, you can create opportunities in Partner Center and share them with Huawei Cloud.

# 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** Click **Create** on the **Partner-Originated** tab page that is displayed by default.

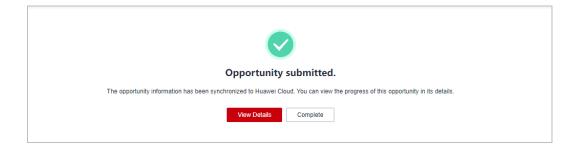
You may want to know: W	Vhat Can I Get from Sharing Opp	ortunities with Huawei Cloud? H	low Do I Get the Opportunities	Shared by Huawei Cloud? Lea	m more					
Process Flowchart										
	<b>.</b>					<u></u>				
J	Join PCE Program		Share & Receive Op	portunities	Up	date Opportunities		Close Oppo	rtunities	
Join the PCE Program	n before sharing or receiving op	ortunities. Share you	r opportunities with Huawei Cl		Update the information	on of opportunities to support cu	istomer Delive	r the projects and enter the oper		stage
			shared by Huawei	Cloud.		development.		the opportu-	unities.	
Partner-Originated	Huawei-Originated									
Partner-Originated	Huawei-Originated								L Show Ove	rviev
Partner-Originated	Huawei-Originated						Opportur	ity Name 👻 🕴 Enter an op		rviev Q
	Huawei-Originated	Status 😨	Customer Company N	Estimated Opportu \$	Estimated GMV (U \$	Estimated Order PL \$	Opportur Submitted \$	ity Name 👻 🛛 Enter an opp Last Updated		
Create		Status 🏹 • In review	Customer Company N	Estimated Opportu ¢ 1,111.00	Estimated GMV (U ¢ 22.00	Estimated Order PL ¢ 2024/07/25			portunity name.	
Create Opportunity Name	Opportunity Type 🖓						Submitted 💠 🏹	Last Updated	portunity name.	
Create Opportunity Name	Opportunity Type 🖓 New	<ul> <li>In review</li> </ul>	The large framework	1,111.00	22.00	2024/07/25	Submitted Jul 25, 2024 10:38:25	Last Updated Jul 25, 2024 10:38:25	portunity name.	

**Step 5** Fill in required information, such as customer company information, opportunity information, and contact information, and click **Submit**.

Opportunity Sharing-Partner-Origina	ited / Create							
Customer Details								
* Customer Company Name		Enter the full name of t	he customer					
Huawel Cloud Account 🕜	)	The customer compan	y name must match. If					
* Country/Region		Select	•					
* State/Province		Select	•					
* City		Select	*					
Industry		Select	*					
Company Website		Enter the URL of the c	ustomer company's					
Opportunity Details								
* Opportunity Name		Customer company n	ame-Customer service system-C	loud migration				
				0/10	D			
* Presales Activity Complete	d (?)		•					
* Opportunity Type 🕥		Select	•					
* Opportunity Description (?	0	The description should	include the following details as	comprehensively as possible:				
		1.Customer requireme 2.Solution recommend 3.Identification of custo	include the following details as on the day the partner program for the more decision-makers d project plan on the customer si 50 words or more.	e customer				
		4.Customer budget an Please provide at least	d project plan on the customer si 50 words or more.	de				
				0/1,00	0			
* Delivery Model		Select	×					
Huawei Cloud Services Inv	nhuad @		•					
* Partner Primary Need from	Huawei Cloud		on Transaction Support	Pricing Assistance Te	chnical Consultation Total C	ost of Ownership Assessment Visibility-No	Help Required	
		Other						
* Estimated Opportunity Valu	18			Unit:10,000 USD				
* Estimated Transaction GM	v (?)			Unit 10,000 USD				
* Estimated Monthly Huawei	Cloud Sustained			Unit: 10,000 USD				
Revenue ⊘								
* Estimated Order Placemen	it Time	Select a date.	<b></b>					
Requirement Label 🕐		KooGallery	Baseline solution					
Attachment		Upload						
		XLSX, ZIP, JPG, BMP, P	NG, GIF, PDF, PPT, and PPTX. 1	MB in the format of DOC, DOCX, The file name cannot contain the				
		following special charact	ers: 1:;?"@#\$%*&*~~					
Customer Contacts Add at least one contact per	1700							
			Bealding				Mar Bastalan Makas	Our set for
No.	Contact Name		Position	Mobile Number			Key Decision Maker	Operation
1				+852(Hong K			Select *	Delete
Add								
Partner Sales Contacts Add at least one sales conta	ict person.							
No.	Contact Name		Position	Mobile Number				Operation
NO.	Contact Hame		r vanituri	+852(Hong K				Delete
				*osz(noig K				Velete
O Add								
Submit Save as E	Oraft Cance							

# **NOTE**

- You can also click Save as Draft.
- 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.



# **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.

Opportunity Sharing-Partner-O	iginated / Details			
SAMMON				
in review	The opportunity you shared will be reviewed as soon as possible.			
Submission time M	r 08, 2024 11:38:19			
Progress Submit PO	Review Opportunity	(Huawei) Accept Opportunity	<ul> <li>Update Opportunity</li> </ul>	Sign Contract     Close Opportunity
Mar 08, 2024	On going	<ul> <li>(Huawei) Accept Opportunity</li> <li>Not started</li> </ul>	Not started	Not started Not started
Opportunity Informati Customer Details Customer Company Name Country/Region City	de Cites recept		Huawel Cloud Account State-Province	- Janja
Opportunity Detai	s OPP-PO240308281911		Opportunity Name	2547900
Opportunity ID Opportunity Type	0HP-P0240308281911 New		Description (2)	<ol> <li>KORANANANANANANANANANANANANANANANANANANAN</li></ol>
Customer's Interests			Requirement Label	KooGallery Baseline solution
Partner Primary Need	Architecture Validation, Transaction Support, Pricing Assistance		Delivery Model	Roodallery Baseline solution Professional Service

• If the opportunity is rejected, modify the opportunity based on the rejection reason and submit it again.

cashi'ilii01					
Rejected	Reason				Ed
Last Updated Oct 1	16, 2023 11:16:34				
Progress					
Submit PO     Sep 20, 2023	Review Opportunity     Oct 16, 2023	<ul> <li>(Huawei) Accept Opportunity Not started</li> </ul>	<ul> <li>Update Opportunity Not started</li> </ul>	<ul> <li>Sign Contract</li> <li>Not started</li> </ul>	<ul> <li>Close Opportunity Not started</li> </ul>
Opportunity Informat	tion Customer Contacts Partner Sales Contacts				
Opportunity Informal Customer Details Customer Company Name	_		Huawei Cloud Account	-	
Customer Details	_		Huawel Cloud Account StateProvince	-	
Customer Details Customer Company Name Country/Region	unit				
Customer Details Customer Company Name Country/Region City	umit Cime Georg				
Customer Details Customer Company Name Country/Region City Opportunity Deta	umit Cime Georg				
Customer Details Customer Company Name	umit Cites peep		State/Province	fairy.	e de unité la supério de unité (s

----End

# **11.1.1.2 Updating an Opportunity**

After the submitted opportunity is approved, you need to keep updating its information until it is closed.

# 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 **Partner-Originated** tab page and click **Update** in the **Operation** column.

	w: What Can I Get from Sharing Op	portunities with Huawei Cloud?	How Do I Get the Opportunities	Shared by Huawei Cloud? Lea	rn more				
Process Flowchart									
	<b>.</b>			¢		<u></u>			
	Join PCE Program		Share & Receive Opp	ortunities	Up	date Opportunities		Close Opport	unities
Join the PCE Pro	gram before sharing or receiving op	portunities. Share yo	ar opportunities with Huawei Clo shared by Huawei C		Update the informati	on of opportunities to support o development.	ustomer Deli	iver the projects and enter the operat the opportuni	
Create								tunity Name 👻   Enter an oppo	
One of the Name	One other its Turns	Chatria 57			Entimeted CMM (1)				
Opportunity Name	Opportunity Type 🏼 🍸	Status 🖓	Customer Company N	Estimated Opportu ¢	Estimated GMV (U $\ \ \Leftrightarrow$	Estimated Order Pl	Submitted 💠 🍞	Last Updated	Operation \$
	Opportunity Type 🖓 New	Status 🖓 In review	Customer Company N	Estimated Opportu ¢ 1,111.00	Estimated GMV (U \$	Estimated Order Pl 2024/07/25	Submitted		Operation 💠
								5 Jul 25, 2024 10:38:25	Operation 💠
	New	<ul> <li>In review</li> </ul>		1,111.00	22.00	2024/07/25	Jul 25, 2024 10:38:2	15 Jul 25, 2024 10:38:25 8 Jul 23, 2024 11:17:34	Operation \$
Opportunity Name	New	In review     Approved - To be acc		1,111.00	22.00	2024/07/25 2024/07/24	Jul 25, 2024 10:38:2 Jul 23, 2024 11:01:4	Jul 25, 2024 10:38:25           Jul 23, 2024 11:17:34           Jul 19, 2024 15:24:42	Operation \$

**Step 5** Describe the update in the displayed dialog box and click **OK**.

Update		×
Opportunity Name	Carrendes	
Customer Company Name	Investor 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: 1:;?"@#\$%^&*<>	00
	OK Cancel	

**Step 6** A message is displayed indicating that the opportunity has been successfully updated.

### **NOTE**

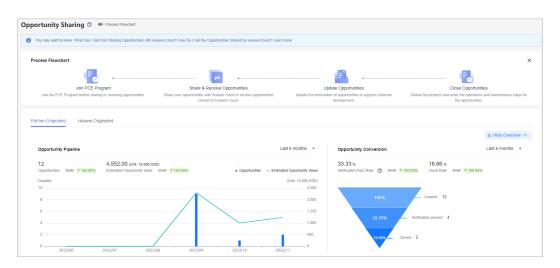
- You can view the update history of an opportunity in the **Opportunity Updates** area on the details page of the opportunity.
- You can also view the updates provided by Huawei in the **Opportunity Updates** area.

### ----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.



# 11.1.2 Huawei-Originated Opportunities (HOs)

# 11.1.2.1 Accepting an Opportunity

After joining the **PCE program**, you can accept opportunities shared by Huawei.

# 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** 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 Car	1 Get from Sharing Opportunities wit	n Huawei Cloud? How Do I Get the Op	portunities Shared by Huawel Cloud? Lea	arn more				
Process Flowchart								
			+		<u>.</u>		۲.	
Join PC	E Program	Share & Re	ceive Opportunities	Updat	e Opportunities	Clos	e Opportunities	
Join the PCE Program before	sharing or receiving opportunities.	Share your opportunities with	Huawei Cloud or receive opportunities	Update the information of	of opportunities to support customer		the operations and maintenanc	ce stage f
		shared t	vy Huawei Cloud.	d	evelopment.	the	e opportunities.	
Partner-Originated Huaw	el-Originated						止 Show Ov	verview
Partner-Originated Huaw	el-Originated					Opportunity Name 💌 Ent	L Show Ov	
Opportunity Name	Opportunity Type 🖓	Status 7	Customer Company Name	Shared 💠 🔽	Acceptance Time 👩 💠	Opportunity Name ▼   Ent Last Updated ≑ ⊽	_	
		Status 77 To be accepted	Customer Company Name	Shared ¢ 🔽 Nov 20, 2023 16:44:15	Acceptance Time 🕜 💠 0 minutes		ter an opportunity name.	
	Opportunity Type 🖓		Customer Company Name			Last Updated 💠 🏹	fer an opportunity name.	
	Opportunity Type 🖓 New	<ul> <li>To be accepted</li> </ul>		Nov 20, 2023 16:44:15	0 minutes	Last Updated 💠 🍞 Nov 20, 2023 16:44:15	Operation Accept   Reject	
Opportunity Name	Opportunity Type 😨 New New	To be accepted     To be updated		Nov 20, 2023 16:44:15 Oct 16, 2023 18:03:42	0 minutes Nov 02, 2023 11:45:06	Last Updated ‡ 77 Nov 20, 2023 16:44:15 Nov 02, 2023 11:45:06	ter an opportunity name. Operation Accept Reject Update	

**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**.

10 from HIV No.1						
_	ted   After accepting this opportunity, updat	e the opportunity in a timely manner.				Accept
ustomer Company	Branch Universit			Opportunity Type	New	
Shared	Jun 03, 2024 10:30:49			Acceptance Time	left2days 23 hours later	
Progress						
(Huawei) Initiate Opp Nov 21, 2023	ortunity Sharing • Accept C On going		<ul> <li>Update Opportunity</li> <li>Not started</li> </ul>		<ul> <li>Sign Contract Not started</li> </ul>	<ul> <li>Close Opportunity Not started</li> </ul>
Opportunity Details						
ustomer Company	Durint Indian			Opportunity ID	OPP-H0231121447345	
pportunity Name	HORBINARINE I			Opportunity Type	New	
stimated Opportunity alue (Unit:10,000 (SD)	10000			Customer's Interests	-	
equirement Label 🕐				Offering (?)	-	
Description	High here Milling in a second with partners			Huawei Sales Contact	10-5.7	

b. Click **Accept** in the displayed dialog box.

Accept		×
Accept the following opport the progress in a timely mar		pportunity, you must update
Opportunity Name	Opportunity Type	Customer Company
12-269410-1476	New business	OI DEVENDE DEVEN
	Accept No	

c. A message is displayed indicating that you have accepted the opportunity.

# D 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**.

10 from HIV No.1						
To be acce	pted   After accepting this opportuni	ty, update the opportunity in a timely manner.				Accept
ustomer Company	Brownin Valence			Opportunity Type	New	
ihared	Jun 03, 2024 10:30:49			Acceptance Time	left2days 23 hours later	
Progress (Huawei) Initiate Op		Accept Opportunity	<ul> <li>Update Opportunity</li> </ul>		<ul> <li>Sign Contract</li> </ul>	<ul> <li>Close Opportunity</li> </ul>
Nov 21, 2023		accept Opportunity On going	Not started		Not started	Not started
pportunity Details						
ustomer Company	Trucal Indian			Opportunity ID	OPP-H0231121447345	
pportunity Name	HO BUILDING S			Opportunity Type	New	
stimated Opportunity alue (Unit:10,000	10000			Customer's Interests		
				Offering (?)	-	
equirement Label (?)						

b. Specify the rejection reason and click **Reject**.

* Reason		
* Reason		
		014.00
		0/1,00
Reject the following oppor	tunity?	
Reject the following oppor Opportunity Name	tunity? Opportunity Type	Customer Company
		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

# 11.1.2.2 Updating an Opportunity

After accepting an opportunity shared by Huawei, you need to keep updating its information until it is closed.

# 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.

Tournay mane to show. This ca	1 Get from Sharing Opportunities wit	h Huawei Cloud? How Do I Get the 0	Opportunities Shared by Huawel Cloud? Lea	rn more			
Process Flowchart							
4	•		-		<u>.</u>		<b>E</b> .
Join PC	E Program	Share & R	eceive Opportunities	Upda	te Opportunities	Clos	se Opportunities
Join the PCE Program before	sharing or receiving opportunities.		h Huawei Cloud or receive opportunities I by Huawei Cloud.		of opportunities to support customer levelopment.		r the operations and maintenance stage ne opportunities.
						Opportunity Name 💌 En	iter an opportunity name. Q
Opportunity Name	Opportunity Type 🛛 🖓	Status 77	Customer Company Name	Shared $\Leftrightarrow$ $\overline{V}$	Acceptance Time   0	Opportunity Name   En Last Updated	Operation
Opportunity Name	Opportunity Type	Status 7 To be accepted	Customer Company Name	Shared © 107	Acceptance Time ⑦ 💠 0 minutes		
Opportunity Name	-		Customer Company Name		0	Last Updated 🔅 🏹	Operation
Opportunity Name	New	<ul> <li>To be accepted</li> </ul>	Customer Company Name	Nov 20, 2023 16:44:15	0 minutes	Last Updated († ) 7 Nov 20, 2023 16:44:15	Operation Accept Reject

**Step 5** Describe the update in the displayed dialog box and click **OK**.

Update	×
Opportunity Name	Carrender
Customer Company Name	Illurar dehen
★ 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: 1:;?'''@#\$%^&*<>]
	OK Cancel

**Step 6** A message is displayed indicating that the opportunity has been successfully updated.

#### D 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

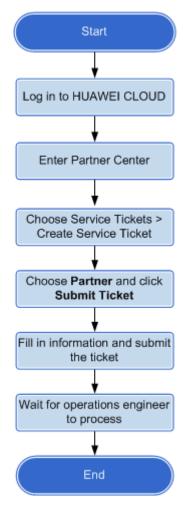
Click **Show Overview** on the **Huawei-Originated** tab page to view the number of opportunities shared by Huawei, estimated opportunity value, and opportunity conversion in last 1 month, last 6 months, or last 12 months.

tunity Sharing 🕐 Process Flowchart			
u may want to know: What Can I Get from Sharing Opportunities with Huawei Cloud? How Do I Get the Opp	ortunities Shared by Huawei Cloud? Learn more		
ess Flowchart			
I	<del>;</del>	<u></u>	
		date Opportunities	Close Opportunities
	luawei Cloud or receive opportunities Update the informati Huawei Cloud.	on of opportunities to support customer Deliver the proje development.	cts and enter the operations and maintenance stag the opportunities.
	Last 6 months		止 Hide Overview
ipportunity Pipeline	Last 6 months 🔹	Opportunity Conversion	北 Hide Overview Last 6 months
3.00 (Unit: 10.000 USD)		88.88% 11.1	Last 6 months
3.00 (Unit: 10,000 USD) pportunities MoM 1100.00% Estimated Opportunity Value MoM 1100.00%	Opportunities – Estimated Opportunity Value	88.88% 11.1	Last 6 months
3.00 (Unit: 10,000 USD) pportunities MoM 1100.00% Estimated Opportunity Value MoM 1100.00%		88.88% 11.1	Last 6 months
3.00 (Unit: 10.000 USD) portunities MoM 1100.00% Estimated Opportunity Value MoM 1100.00%	Opportunities – Estimated Opportunity Value	88.88% 11.1	Last 6 months • I1 % Rate Mot • 100.00%
	Copportunities - Estimated Opportunity Value     (Unit: 10,000 USD)     2	88,88 % 11. Welication Pass Rate (*) Mod (*100.00%) Crosted	Last 6 months •
3.00 (Jint 10.000 USD) populatiles MoM 100.00% Estimated Opportunity Value MoM 100.00%	Copportunities - Estimated Opportunity Value     (Unit: 10,000 USD)     2	88.88 % 11.1 Verification Pass Rate ⑦ Mold ? 100.00% Close	Last 6 months •
and the second s	Copportunities - Estimated Opportunity Value     (Unit: 10,000 USD)     2	88.88 % 11.1 Verification Pass Rate ⑦ Modil @100309% Created 100% Created 00.50% Verification parts	Last 6 months •
popurtumities Model 1980.00% Estimated Opportunity Value Model 1980.00%	Coportunities     - Estimated Opperfumity Value     (Unit 10,000 USD)     2     1.5     1	88,88 % 11. Welication Pass Rate (*) Mod (*100.00%) Crosted	Last 6 months •

# **12** 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**.

# **13** Viewing the Document Library

After joining a partner program, partners can view and download partner policies, products and solutions, and documents related to business support in the document library.

#### Prerequisites

The partner has been enrolled into the partner programs.

#### 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** Search documents by document classification, format, and update time.

ocument Library 🕤	
Classifieds: Al Policy Earrett Manisting Solution Product Others	
Format         JPOFNVOSBMPGIFTIFF         PBDF         DOCX         XLSX         PPTIPPTX         RAR2JP         MP4           Updated         AI         Last 30 days         Last 6 months         Last 1 year	
Documents (19strip)	Enter a keyword. Q
Select All	Batch Download
The HUAWEI CLOUD Learning and Enablement Partner Development Path (for Partners). 📥 💭	T ©
Software Partner Development Path (for Partners),pdf 🎍 🖗 Kryword Software,Partner, De   Updated Aug 24, 2023 16:06-43   Classifieds Policy   Size \$30.6048	₹ ©
Huavei Cloud Partner Competency Plan (for Partners) pdf 🎍 🖗 Knyword Huavei Cloud, Partne.   Updand Aug 24, 2023 16:05:18   Classifieds Policy   Size 382.9958	₹ ©
Delivery Capability Improvement Support Process Bookshelf (for Partners). pdf 🖞 🖗	Ť @

**Step 5** View and download a desired document.

----End

# **14** Appendix

# 14.1 HCPN Agreement

# 14.1.1 Huawei Cloud Partner Network Certification Agreement

For details, visit https://www.huaweicloud.com/intl/en-us/declaration-sg/ hcpn\_ca.html.

# 14.1.2 Huawei Cloud Solution Provider Cooperation Agreement

For details, visit https://www.huaweicloud.com/intl/en-us/declaration-sg/ spca.html.

### 14.1.3 Huawei Cloud Distributor Cooperation Agreement

For details, see .

# 14.2 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

HUAWEI CLOUD Partner Network	HUAWEI CLOUD Partner	HUAWEI CLOUD Partner Network	HUAWEI CLOUD Partner	- Logo
Consulting Partners Strategic	Consulting Partners Premier	Consulting Partners Advanced	Consulting Partners Standard	<ul> <li>− Partner type</li> <li>− Tier level</li> </ul>
Carrier Partner	Solution Partner Al Partner Marketing Seller	Solution Partner Service Partner Marketplace Seller	Solution Partner	Program Deignations
	HUAWEI CLOUD Partner	HUAWEI CLOUD Partner Network	HUAWEI CLOUD Partner	
	Technology Partners Premier	Technology Partners Advanced	Technology Partners Standard	
	Solution Partner Marketplace Seller Al Partner Club	Software Partner	Software Partner Marketplace Seller	

#### Applicable Scope

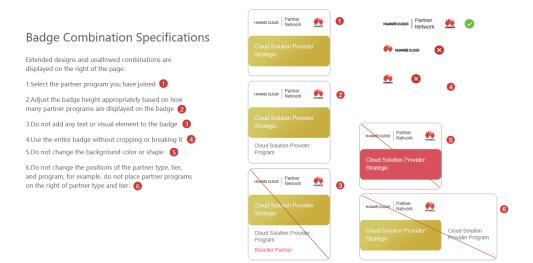
This usage guide applies to partners outside of the Chinese Mainland who have been granted a license to use the badge. The badge shall be used only in compliance with this guide and the *HUAWEI CLOUD Brand Guide*. If you are unsure whether you are allowed to use the badge, contact your HUAWEI CLOUD partner manager for guidance.

#### **Usage Instructions**

- 1. Partners shall use the badge only according to the terms of the *HCPN Certification Agreement*.
- 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 Permitted. Partners can use the HCPN badge in marketing materials 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.
- 2. Application Scenarios

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.

# 14.3 HCPN Badge Usage Guide (New)

#### 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 badge only after obtaining approval from HUAWEI. Partners will enjoy non-exclusive, non-transferable, worldwide, and royalty-free right to use the HCPN badge in accordance with the terms of the HCPN Agreement. For example, they can use the latest version of the HCPN badge on their websites or advertisements to show their partnership with Huawei Cloud.

#### Examples



#### Applicable Scope

This usage guide applies to partners outside 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.

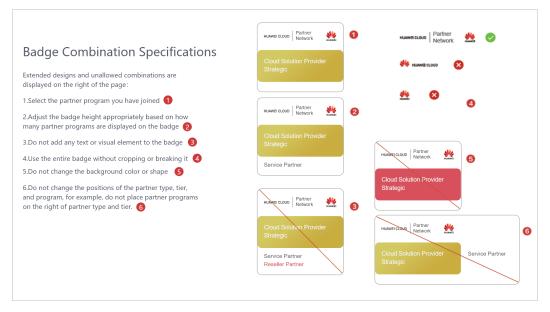
#### **Usage Instructions**

- 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	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 in email marketing materials 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 badge 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 badge, you are obligated to register all website links, ADs, and marketing materials on which you will use the HCPN badge. We may review customer materials irregularly to ensure that the HCPN badge 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 badge.

## 14.4 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



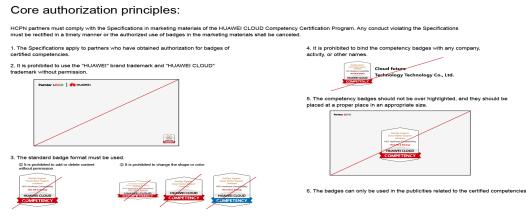
#### III. Qualification

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 Partners' exhibition materials	<ul> <li>authorized scope if the following conditions are met:</li> <li>1. Partners' official website content, marketing materials, and exhibition materials must comply with laws and 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.</li> </ul>
	<ol> <li>Partners shall only use the competency badges on their own official websites, marketing materials, and exhibition materials.</li> </ol>
	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>
Partners' marketing emails	<ul> <li>Partners can use the competency badges in marketing emails if the following conditions are met:</li> <li>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.</li> </ul>
	<ol> <li>Partners can only use the competency badges in their own marketing emails.</li> </ol>
	3. The use of competency badges in marketing emails must comply with <i>Specifications for Authorized Use of Competency Badges</i> . <i>Note that the competency badges cannot be used in 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.

6. Partners must comply with the following regulations when using the competency badges:

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 Not permitted. items		
If there are scenarios that are not listed above, partners can contact the		

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.

# 14.5 HCPN Partner Competency Badge Usage Guide (New)

HCPN Partner Competency Badge Usage Guide

corresponding ecosystem manager.

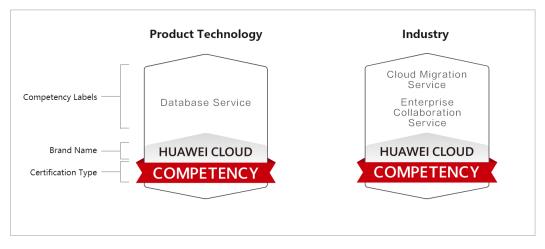
I. Application Scope

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



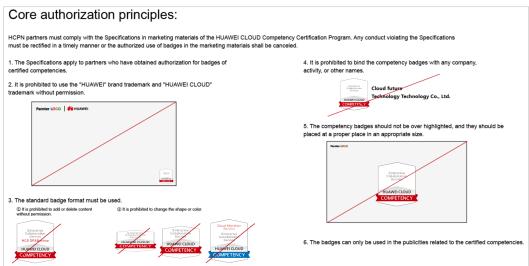
#### III. Qualification

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.
- 6. Partners must comply with the following regulations when using the competency badges:

Websites	Partners can use the competency badges within the authorized scope if the following conditions are met:	
Partners' marketing emails	1. 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>	
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.	
	2. 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 Competency Badges.</i> Note that the competency badges cannot be used in email signatures	

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 scenarios that are not listed above, partners can contact the corresponding ecosystem 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.

# **14.6 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.

Partner Type	Critical Operation	
Cloud solution providers	<ul><li>Freezing/Unfreezing customer accounts</li><li>Setting discounts for customers</li></ul>	
	<ul> <li>Setting monthly budgets for customers</li> <li>Adjusting the price of a customer's order</li> <li>Setting customer notification receiving rules</li> <li>Configuring customer bill permissions</li> </ul>	

Involved critical operations are as follows.

# 14.7 Partner Program Certificates

Program	Certifi cate Availa ble	Certificate Downloading Requirement and Method
Cloud Solution Provider Program	Yes	HCPN partner. Download the certificate on the <b>Partner Programs</b> > <b>Enrolled</b> <b>Partner Programs</b> page in Partner Center.
Carrier Partner Program	Yes	HCPN partner. Download the certificate on the <b>Partner Programs</b> > <b>Enrolled</b> <b>Partner Programs</b> page in Partner Center.
HMS Ecosystem Support Program	Yes	HCPN partner. Download the certificate on the <b>Partner Programs</b> > <b>Enrolled</b> <b>Partner Programs</b> page in Partner Center.

Partner programs excluding those described above do not provide certificates.

## 14.8 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

## 14.9 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

# 14.10 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.

# 14.11 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.

### 14.12 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**.

# **15** Change History

Description	Released On
This issue is the 103rd official release.	2024-8-29
This release incorporates the following changes:	
Changed the Sales menu in Partner Center.	
<ul> <li>Added section Partner Solution Management &gt; Baseline Solutions.</li> </ul>	
• Added section <b>Partner Benefit Request</b> > <b>Sales Performance</b> <b>Incentive Fund (SPIF)</b> > <b>Specifying Eligible Recipients</b> .	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; Software Partner &gt; Test Coupons for Cloud Software Solution.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; Software Partner &gt; Test Coupons for Advanced Cloud Software Solution.</li> </ul>	
This issue is the 102nd official release.	2024-7-30
This release incorporates the following changes:	
• Added section <b>Partner Benefit Request</b> > <b>Sales Performance</b> <b>Incentive Fund (SPIF)</b> .	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; Software Partner.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; System Integrator (SI).</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Market Development Fund (MDF) &gt; Submitting an MDF Application.</li> </ul>	

Description	Released On
This issue is the 101st official release.	2024-7-2
This release incorporates the following changes:	
• Modified section <b>Becoming a Partner</b> > <b>Development Paths</b> .	
<ul> <li>Modified the section Becoming a Partner &gt; Partner</li> <li>Programs &gt; Cloud Solution Provider Program &gt; Applying</li> <li>for Upgrading Partner Tier.</li> </ul>	
• Modified section <b>Partner Benefit Request</b> > <b>Test Coupons</b> .	
• Modified section <b>Partner Benefit Request</b> > <b>Exam Vouchers</b> .	
<ul> <li>Modified section Partner Benefit Request &gt; Market Development Fund (MDF).</li> </ul>	
<ul> <li>Modified section Competency Certification &gt; Requesting Competency Certification.</li> </ul>	
<ul> <li>Modified section Partner Organization Management &gt; Dedicated Personnel &gt; Members &gt; Filling in Employment Details.</li> </ul>	
Modified section Partner Solution Management.	
This issue is the 100th official release.	2024-6-4
This release incorporates the following changes:	
<ul> <li>Modified section Becoming a Partner &gt; Registering and Joining HCPN.</li> </ul>	
Modified section Partner Benefit Request.	
Modified section Partner Solution Management.	
Modified section <b>Opportunity Management</b> .	
• Modified section <b>Appendix</b> > <b>Partner Program Certificates</b> .	
<ul> <li>Modified section Appendix &gt; Statement for HUAWEI ID Association with Huawei Cloud Partner 1.0.</li> </ul>	

Description	Released On
This issue is the ninety-ninth official release.	2024-4-28
This release incorporates the following changes:	
<ul> <li>Added section Partner Benefit Request &gt; Test Coupons &gt; Software Partner &gt; Test Coupons for Basic Software.</li> </ul>	
<ul> <li>Added section Partner Benefit Request &gt; Funding Head (FH) &gt; System Integrator (SI).</li> </ul>	
<ul> <li>Modified section Becoming a Partner &gt; Registering and Joining HCPN.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Funding Head (FH) &gt; Cloud Solution Provider Program or Distribution Partner Program (Distributor).</li> </ul>	
<ul> <li>Modified section Partner Organization Management &gt; Dedicated Personnel.</li> </ul>	
<ul> <li>Added section Cloud Solution Providers &gt; Customer Business &gt; Marketing Tasks.</li> </ul>	
<ul> <li>Added section Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Marketing Tasks.</li> </ul>	
<ul> <li>Added section Distribution Partner Program &gt; Distributor's Resellers &gt; Customer Business &gt; Marketing Tasks.</li> </ul>	
This issue is the ninety-eighth official release.	2024-3-5
This release incorporates the following changes:	
<ul> <li>Modified section Partner Training and Certification Guide &gt; Role-Based Partner Learning and Professional Accreditation &gt; Taking Exams.</li> </ul>	
<ul> <li>Modified section Competency Certification &gt; Requesting Competency Certification.</li> </ul>	
<ul> <li>Modified section Partner Organization Management &gt; Dedicated Personnel &gt; Administrator &gt; Inviting a Member.</li> </ul>	
• Modified section <b>Partner Benefit Request</b> > <b>Exam Vouchers</b> .	

Description	Released On
This issue is the ninety-seventh official release.	2024-2-1
This release incorporates the following changes:	
<ul> <li>Added section Joining HCPN &gt; Partner Programs &gt; Distribution Partner Program &gt; Registering a New Account and Applying to Join Distribution Partner Program (Reseller).</li> </ul>	
<ul> <li>Modified section Joining HCPN &gt; Development Paths &gt; Software Partner Development Path.</li> </ul>	
<ul> <li>Modified section Joining HCPN &gt; Development Paths &gt; System Integrator Development Path.</li> </ul>	
<ul> <li>Modified section Joining HCPN &gt; Partner Programs &gt; Cloud Solution Provider Program.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Apply for Market Development Fund (MDF) &gt; Applying for MDF Reimbursement.</li> </ul>	
This issue is the ninety-sixth official release.	2024-1-9
This release incorporates the following changes:	
<ul> <li>Added section Organization Management &gt; Dedicated Personnel.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Apply for Market Development Fund (MDF).</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons.</li> </ul>	
• Modified section <b>Partner Benefit Request &gt; Exam Vouchers</b> .	
<ul> <li>Modified section Joining HCPN &gt; Partner Programs &gt; Cloud Solution Provider Program &gt; Applying for Upgrading Partner Tier.</li> </ul>	
<ul> <li>Modified section Partner Solution Management &gt; Creating a Cloud Software Solution.</li> </ul>	
<ul> <li>Modified section Partner Solution Management &gt; Creating an Advanced Cloud Software Solution.</li> </ul>	
This issue is the ninety-fifth official release.	2023-11-30
This release incorporates the following changes:	
<ul> <li>Added section Partner Benefit Request &gt; Test Coupons &gt; System Integrator.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; Software Partner.</li> </ul>	
<ul> <li>Modified section Partner Benefit Request &gt; Test Coupons &gt; Service Partner.</li> </ul>	
<ul> <li>Modified section Help and Feedback.</li> </ul>	
<ul> <li>Modified section Opportunities &gt; Opportunity Sharing.</li> </ul>	

Description	Released On
This issue is the ninety-fourth official release.	2023-10-12
This release incorporates the following changes:	
<ul> <li>Modified section Joining HCPN &gt; Partner Programs &gt; Cloud Solution Provider Program.</li> </ul>	
• Modified section <b>Partner Benefit Request</b> > <b>Exam Vouchers</b> .	
Added section <b>Opportunity Management</b> .	
<ul> <li>Added section Joining HCPN &gt; Partner Programs &gt; Partner Customer Engagement.</li> </ul>	
This issue is the ninety-third official release.	2023-9-26
This release incorporates the following change:	
<ul> <li>Added section Financial Information &gt; Payment Methods.</li> </ul>	
This issue is the ninety-second official release.	2023-9.7
This release incorporates the following changes:	
<ul> <li>Added section Joining HCPN &gt; Development Paths &gt; System Integrator Development Path.</li> </ul>	
<ul> <li>Modified section Competency Certification &gt; Requesting Competency Certification.</li> </ul>	
This issue is the ninety-first official release.	2023-8.22
This release incorporates the following changes:	
<ul> <li>Modified the section Joining HCPN &gt; Development Paths &gt; Software Partner Development Path &gt; Role Selection.</li> </ul>	
<ul> <li>Modified the section Joining HCPN &gt; Development Paths &gt; Service Partner Development Path &gt; Role Selection.</li> </ul>	
<ul> <li>Modified the section Joining HCPN &gt; Development Paths &gt; Learning Partner Development Path &gt; Role Selection.</li> </ul>	
<ul> <li>Modified the section Joining HCPN &gt; Partner Programs &gt; Cloud Solution Provider Program &gt; Applying to Join the Cloud Solution Provider Program.</li> </ul>	
<ul> <li>Modified the section Joining HCPN &gt; Partner Programs &gt; Cloud Solution Provider Program &gt; Applying for Upgrading Partner Tier.</li> </ul>	
This issue is the ninetieth official release.	2023-6.29
This release incorporates the following changes:	
<ul> <li>Modified the section Cloud Solution Providers &gt; Financial Information &gt; Incentive Management &gt; Confirming Incentive Earnings.</li> </ul>	
<ul> <li>Added the section Cloud Solution Providers &gt; Financial Information &gt; Revenue Management &gt; Querying Revenues.</li> </ul>	

Description	Released On
<ul> <li>This issue is the eighty-ninth official release.</li> <li>This release incorporates the following changes: <ul> <li>Added section Partner Benefits &gt; Funding Head (FH).</li> </ul> </li> <li>Added section Partner Benefits &gt; Cash Coupons &gt; Service Partner.</li> <li>Modified Joining HCPN &gt; Partner Programs &gt; Distribution Partner Program.</li> <li>Added the section Partner Benefit Request &gt; Exam Vouchers.</li> </ul>	2023-4.27
<ul> <li>This issue is the eighty-eighth official release.</li> <li>This release incorporates the following changes:</li> <li>Modified the section, Distributor &gt; Sales Management &gt; Authorizing a Reseller to Place Orders and Perform O&amp;M on the Behalf of Customers.</li> <li>Added the section, Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Setting One-Time Budgets for Customers.</li> <li>Modified the section, Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Modified the section, Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Added the section, Distribution Partner Program &gt; Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Setting One-Time Budgets for Customers.</li> <li>Modified the section, Distribution Partner Program &gt; Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Added the section, Distribution Partner Program &gt; Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Added the section, Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Customer Management &gt; Setting One-Time Budgets for Customers.</li> <li>Modified the section, Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Customer Management &gt; Setting One-Time Budgets for Customers.</li> <li>Modified the section, Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Modified the section, Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Modified the section, Distribution Partner Program &gt; Distributor &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	2023-3.28
Information. This issue is the eighty-seventh official release. This release incorporates the following changes: Modified the section Joining the Partner Program > Setting an Annual Revenue Goal.	2023-3.14

Description	Released On
This issue is the eighty-sixth official release.	2023-2.28
This release incorporates the following changes:	
<ul> <li>Added section Cloud Solution Provider &gt; Operations Statistics &gt; Viewing Revenue Statistics.</li> </ul>	
<ul> <li>Added section Cloud Solution Provider &gt; Operations Statistics &gt; Viewing Incentive Statistics.</li> </ul>	
<ul> <li>Added the section, Partner Organization Management &gt; Dedicated Personnel Management.</li> </ul>	
<ul> <li>Added section Partner Organization Management &gt; Managing IAM Users.</li> </ul>	
<ul> <li>Added section Partner Organization Management &gt; Security Settings.</li> </ul>	
• Added section Partner Benefits > Cash Coupons > Software Partner Benefits.	
<ul> <li>Added section Partner Rights &amp; &gt; Market Development Fund (MDF).</li> </ul>	
<ul> <li>Added section Partner Solution Management &gt; Solution Management.</li> </ul>	
• Added the "Joining HCPN > Development Path" section.	
<ul> <li>Added section Joining HCPN &gt; partner program &gt; Partner Capability Program.</li> </ul>	
• Added section Joining HCPN > partner program > Cloud Store Plan.	
• Added section Joining HCPN > partner program > Cloud Store Sales Plan.	
<ul> <li>Added the Joining HCPN &amp; &gt; partner program &amp; &gt; Carrier partner program section.</li> </ul>	
Added Partner Information Management > Case Management.	
<ul> <li>Added section Partner Information Management &gt; Business Plan.</li> </ul>	

Description	Released On
This issue is the eighty-fifth official release.	2023-1.17
This release incorporates the following change:	
<ul> <li>Added the section Distributor &gt; Sales Management &gt; Authorizing a Reseller to Place Orders and Perform O&amp;M on the Behalf of Customers.</li> </ul>	
<ul> <li>Added the section Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Request Authorization from a Customer.</li> </ul>	
<ul> <li>Added the section Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Placing Orders on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Performing Resource O&amp;M on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Request Authorization from a Customer.</li> </ul>	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Placing Orders on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Performing Resource O&amp;M on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Help and Feedback &gt; Appendix &gt; Huawei Cloud Distributor Commitment Letter for Operation on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Help and Feedback &gt; Appendix &gt; Huawei Cloud Partner Commitment Letter for Operation on Customers' Behalf.</li> </ul>	
<ul> <li>Added the section Help and Feedback &gt; Appendix &gt; Huawei Cloud Customer Authorization Letter.</li> </ul>	
This issue is the eighty-fourth official release.	2022-12.13
This release incorporates the following change:	
<ul> <li>Added the section Cloud Solution Provider &gt; Financial Information &gt; Indicator Management.</li> </ul>	
• 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:	
<ul> <li>Added the section Joining the Partner Program &gt; Setting an Annual Revenue Goal.</li> </ul>	
Added section "Partner Organization Management."	
<ul> <li>Added the section Help and Feedback &gt; Appendix &gt; Statement for HUAWEI ID Association with Huawei Cloud Partner.</li> </ul>	
<ul> <li>Added the section Account Management &gt; Competency Certification.</li> </ul>	
<ul> <li>Added the section Partner Organization Management &gt; Dedicated Personnel Management.</li> </ul>	
<ul> <li>Added the section Partner Benefit Request &gt; Applying for Market Development Fund.</li> </ul>	

Description	Released On
This issue is the eighty-second official release.	2022-09.27
This release incorporates the following changes:	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Freezing Customer Accounts and Resources.</li> </ul>	
<ul> <li>Added the section Distributor's Resellers &gt; Customer Business &gt; Customer Management &gt; Unfreezing a Customer Account.</li> </ul>	
<ul> <li>Added section Distributor &gt; Sales Management &gt; Setting Account Freezing and Budget Setting Permissions for Resellers.</li> </ul>	
<ul> <li>Modified the section Distributor &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Modified the section Distributor &gt; Customer Business &gt; Customer Management &gt; Freezing Customer Accounts and Resources.</li> </ul>	
<ul> <li>Added the section Distributor &gt; Customer Business &gt; Customer Management &gt; Unfreezing a Customer Account.</li> </ul>	
<ul> <li>Modified section Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Unfreezing a Customer Account.</li> </ul>	
• Added section "Service Partner Program (Brand New)".	
<ul> <li>Modified the section Distributor's Resellers &gt; Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Modified Partner Account Management &gt; Managing Basic Information.</li> </ul>	
This issue is the eighty-first official release.	2022-08.02
This release incorporates the following change:	
<ul> <li>Modified the Cloud Solution Providers &gt; Financial Information &gt; Invoice Management page.</li> </ul>	
<ul> <li>Modified the Partner Training and Certification Guide &gt; Huawei Cloud Partner Training and Certification Guide page.</li> </ul>	
Added the section <b>Distribution Partner Plan</b> .	
• Added the section <b>Distributor</b> .	
Added the section <b>Distributor's Resellers</b> .	
<ul> <li>Added Joining a Partner Program &gt; Applying for Joining the Partner Program &gt; Invitation for Joining Distribution Partner Program.</li> </ul>	

Description	Released On
This issue is the eightieth official release.	2022-07.05
This release incorporates the following change:	
<ul> <li>Changed "solution partner" to "cloud solution provider", "Solution Partner Program" to "Cloud Solution Provider Program", and "Marketplace" to "KooGallery".</li> </ul>	
<ul> <li>Modified the section Cloud Solution Provider &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Added Help and Feedback &gt; Appendix &gt; Important Notes for Personal Account Association with User Accounts Created by a Partner.</li> </ul>	
This issue is the seventy-ninth official release.	2022-06.07
This release incorporates the following change:	
<ul> <li>Modified section Elite Service Providers &gt; Accepting the Huawei Cloud Partner Service Provider Cooperation Invitation.</li> </ul>	
<ul> <li>Modified section HCPN Partner Training and Certification Guide &gt; Huawei Cloud Partner Training and Certification Guide.</li> </ul>	
<ul> <li>Modified section Solution Partners &gt; Customer Business &gt; Customer Management &gt; Freezing Customer Accounts and Resources.</li> </ul>	
This issue is the seventy-eighth official release.	2022-04.12
This release incorporates the following change:	
<ul> <li>Modified the section Help and Feedback &gt; Appendix &gt; Tax Notice.</li> </ul>	
This issue is the seventy-seventh official release.	2022-03.29
This release incorporates the following changes:	
<ul> <li>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.</li> </ul>	
<ul> <li>Added the section Solution Partners &gt; Customer Business &gt; Business Opportunities.</li> </ul>	
<ul> <li>Added the section Partner Training and Certification Guide</li> <li>&gt; Huawei Cloud Partner Training and Certification Guide.</li> </ul>	

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.	
<ul> <li>Modified Resellers of Huawei Cloud Partner Service Provider &gt; Accepting the Huawei Cloud Partner Service Provider Cooperation Invitation.</li> </ul>	
<ul> <li>Added Help and Feedback &gt; Appendix &gt; HUAWEI CLOUD</li> <li>Partner Competency Badge Usage Guide.</li> </ul>	
This issue is the seventy-fifth official release.	2021-12.28
This release incorporates the following changes:	
<ul> <li>Modified the section Solution Partners &gt; Customer Business</li> <li>&gt; Customer Management &gt; Managing Customer Associations.</li> </ul>	
<ul> <li>Modified descriptions in Reseller Customers &gt; Disassociating from a Partner.</li> </ul>	
This issue is the seventy-fourth official release.	2021-11.16
This release incorporates the following change:	
<ul> <li>Modified descriptions in Solution Partner &gt; Partner Account Management &gt; Managing Basic Information.</li> </ul>	
This issue is the seventy-third official release.	2021-11.02
This release incorporates the following changes:	
<ul> <li>Modified the section Solution Partners &gt; Financial Information &gt; Invoice Management.</li> </ul>	
<ul> <li>Added the section Help and Feedback &gt; Appendix &gt; Tax Notice.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	
This issue is the seventy-second official release.	2021-09.28
This release incorporates the following changes:	
<ul> <li>Modified the section Solution Partner &gt; Customer Business &gt; Customer Expenditures.</li> </ul>	
<ul> <li>Modified the section Solution Partner &gt; Customer Business &gt; Customer Order Management.</li> </ul>	
This issue is the seventy-first official release.	2021-08.27
This release incorporates the following change:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	

Description	Released On
This issue is the seventieth official release.	2021-07.13
This release incorporates the following changes:	
<ul> <li>Modified Solution Partners &gt; Financial Information &gt; Bill Management &gt; Querying Bill Details.</li> </ul>	
<ul> <li>Modified Solution Partners &gt; Sales Management &gt; Querying Product Discounts and Incentives.</li> </ul>	
This issue is the sixty-ninth official release.	2021-06.26
This release incorporates the following change:	
Modified Solution Partners > Financial Information > Partner Bill Fields.	
This issue is the sixty-eighth official release.	2021-06.15
This release incorporates the following changes:	
<ul> <li>Modified the section Solution Partners &gt; Account Management &gt; Managing Organization Information &gt; Adding a Member.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partners &gt; Customer Business &gt; Customer Development &gt; Inviting Pre- Registered Customers by Hyperlinks or QR Codes/Inviting Pre-Registered Customers by Emails.</li> </ul>	
This issue is the sixty-seventh official release.	2021-06.01
This release incorporates the following change:	
Modified descriptions in <b>Partner Benefit Request &gt; Requesting</b> SaaS Partner Program Benefits.	
This issue is the sixty-sixth official release.	2021-05.18
This release incorporates the following change:	
Added section Partner Program Certificates.	
This issue is the sixty-fifth official release.	2021-04.27
This release incorporates the following change:	
Modified the section <b>Solution Partners</b> > <b>Financial Information</b> > <b>Repayment</b> .	
This issue is the sixty-fourth official release.	2021-04.13
This release incorporates the following change:	
Added section Solution Partners > Sales Management > Viewing Commercial Discounts.	
This issue is the sixty-third official release.	2021-03.31
This release incorporates the following change:	
Modified descriptions in <b>Solution Partners</b> > <b>Financial</b> <b>Information</b> > <b>Incentive Earning Management</b> > <b>Applying to</b> <b>Issue Incentive Earnings</b> .	

Description	Released On
This issue is the sixty-second official release.	2021-02.09
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Partner Account Management &gt; Changing Your Password.</li> </ul>	
<ul> <li>Added Overview under Solution Partners &gt; Transaction Models.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partners &gt; Customer Business &gt; Customer Development &gt; Inviting Pre- Registered Customers by Hyperlinks or QR Codes/Inviting Pre-Registered Customers by Emails.</li> </ul>	
This issue is the sixty-first official release.	2021-01.26
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partners &gt; Customer Business &gt; Customer Development &gt; Pre-registering Customers.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Sales Management &gt; Querying Product Discounts and Incentives.</li> </ul>	
<ul> <li>Modified descriptions in Resellers of Huawei Cloud Partner Service Provider &gt; Customer Business &gt; Customer Development &gt; Pre-registering Customers.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
This issue is the sixtieth official release.	2021-01.12
This release incorporates the following change:	
Added <b>Solution Partners &gt; Financial Information &gt; Querying</b> Bill Details.	

Description	Released On
This issue is the fifty-ninth official release.	2020-12.30
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner/Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Partner Account Management &gt; Modifying Basic Information.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partners &gt; Financial Information &gt; Incentive Earning Management &gt; Applying to Issue Incentive Earnings/Creating Invoices for Incentive Earnings.</li> </ul>	
<ul> <li>Modified descriptions in Partner Benefit Request &gt; Requesting Consulting Partner Basic Benefits/Requesting Technology Partner Basic Benefits.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Financial Information &gt; Partner Bill Fields/Querying Bill Details.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Financial Information &gt; Cash Coupon Management.</li> </ul>	
This issue is the fifty-eighth official release.	2020-12.01
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner/Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Partner Account Management &gt; Modifying Basic Information.</li> </ul>	
This issue is the fifty-seventh official release.	2020-11.17
This release incorporates the following change:	
Modified descriptions in <b>Partner Account Management</b> > Modifying Basic Information.	
This issue is the fifty-sixth official release.	2020-11.03
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Inviting Pre-Registered Customers by Hyperlinks or QR Codes.</li> </ul>	
<ul> <li>Modified descriptions in Resellers of Huawei Cloud Partner Service Provider &gt; Customer Business &gt; Customer Development &gt; Inviting Pre-Registered Customers by Hyperlinks or QR Codes.</li> </ul>	

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:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Apply for Joining the Partner Program &gt; Applying to Join the HCPN Solution Partner Program/Applying to Join the SaaS Partner Program/Applying to Join the HMS Ecosystem Support Program.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Disassociating from a Partner.</li> </ul>	
This issue is the fifty-third official release.	2020-09-15
This release incorporates the following change:	
Modified descriptions in <b>Solution Partner Operations</b> > Financial Information > Repayment.	
This issue is the fifty-second official release.	2020-09-01
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Pre- registering Customers.</li> </ul>	
<ul> <li>Modified descriptions in Resellers of Huawei Cloud Partner Service Provider &gt; Customer Business &gt; Customer Development &gt; Pre-registering Customers.</li> </ul>	
This issue is the fifty-first official release.	2020-08-11
This release incorporates the following change:	
Modified descriptions in <b>Solution Partner Operations</b> > <b>Financial Information</b> > <b>Incentive Earning Management</b> > <b>Applying to Issue Incentive Earnings</b> .	

Description	Released On
This issue is the fiftieth official release.	2020-07-28
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Partner Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers/Viewing a Customer's Resources/Placing Orders on Customers' Behalf.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Order Management &gt; Viewing a Customer's Orders.</li> </ul>	
This issue is the forty-ninth official release.	2020-07-14
This release incorporates the following change:	
Modified descriptions in <b>Partner Account Management</b> > <b>Business Information Certification</b> .	
This issue is the forty-eighth official release.	2020-06-30
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Partner Account Management &gt; Managing Organization Information &gt; An Organization Member Logging In to the Partner Center.</li> </ul>	
<ul> <li>Modified descriptions in Business Models Between Partners and Customers &gt; Reseller Model.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers/Setting Monthly Budgets for Customers/ Freezing a Customer Account/Setting Discounts for Customers/Performing Resource O&amp;M for Customers/ Assigning an Account Manager for a Customer.</li> </ul>	
<ul> <li>Modified descriptions in Resellers of Huawei Cloud Partner Service Provider &gt; Customer Business &gt; Customer Management &gt; Querying Customers/Setting Discounts for Customers/Assigning an Account Manager for a Customer.</li> </ul>	
This issue is the forty-seventh official release.	2020-06-02
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	

Description	Released On
<ul> <li>This issue is the forty-sixth official release.</li> <li>This release incorporates the following changes:</li> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> <li>Modified descriptions in Resellers of Huawei Cloud Partner Service Provider &gt; Customer Development &gt; Managing Invited Customers.</li> </ul>	2020-05-26
<ul> <li>This issue is the forty-fifth official release.</li> <li>This release incorporates the following changes:</li> <li>Added Solution Partner Operations &gt; Sales Management.</li> <li>Added section "Resellers of Huawei Cloud Partner Service Provider".</li> </ul>	2020-04-21
This issue is the forty-fourth official release. This release incorporates the following changes: Modified descriptions in <b>Solution Partner Operations</b> > <b>Financial Information</b> > <b>Bill Management</b> .	2020-04-15
This issue is the forty-third official release. This release incorporates the following changes: Modified descriptions in <b>Solution Partner Operations</b> > <b>Financial Information</b> > <b>Invoice Management</b> .	2020-04-01
<ul> <li>This issue is the forty-second official release.</li> <li>This release incorporates the following changes:</li> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Managing Invited Customers.</li> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Repayment.</li> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Bill Management &gt; Viewing Partner Bills.</li> </ul>	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:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Coupon Management &gt; Issuing Cash Coupons to Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Topping Up an Account.</li> </ul>	
This issue is the thirty-ninth official release.	2020-02-13
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Freezing a Customer Account.</li> </ul>	
This issue is the thirty-eighth official release.	2020-01-19
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HMS Ecosystem Support Program.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Applying to Issue Incentive Earnings.</li> </ul>	
This issue is the thirty-seventh official release.	2020-01-15
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Account Statements.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HMS Ecosystem Support Program.</li> </ul>	
This issue is the thirty-sixth official release.	2019-12-31
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the SaaS Partner Program.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the AI Partner Program.</li> </ul>	
<ul> <li>Added descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HMS Ecosystem Support Program.</li> </ul>	

Description	Released On
This issue is the thirty-fifth official release.	2019-12-18
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Assigning an Account Manager for a Customer.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Applying to Issue Incentive Earnings.</li> </ul>	
• 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.	
<ul> <li>Modified descriptions in Partner Account Management &gt; Business Information.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development.</li> </ul>	
This issue is the thirty-third official release.	2019-11-27
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Operation Statistics &gt; Viewing Expenditure Statistics.</li> </ul>	

Description	Released On
This issue is the thirty-second official release.	2019-11-20
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Assigning an Account Manager for a Customer.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures &gt; Viewing Expenditure Summary.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Assigning Customers to an Account Manager.</li> </ul>	
<ul> <li>Added Solution Partner Operations &gt; Financial Information</li> <li>&gt; Bill Management &gt; Partner Bill Description.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Bill Management &gt; Viewing Partner Bills.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Operation Statistics &gt; Viewing Expenditure Statistics.</li> </ul>	
This issue is the thirty-first official release.	2019-11-06
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Partner Account Management &gt; Business Information. Specifically, updated the business information screenshot.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Order Management &gt; Viewing a Customer's Orders.</li> </ul>	
This issue is the thirtieth official release.	2019-10-30
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Querying Enrolled Partner Programs.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Monthly Budgets for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Modified descriptions in Appendix &gt; Critical Operations.</li> </ul>	

Description	Released On
This issue is the twenty-ninth official release.	2019-10-23
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Budgets for Customers.</li> </ul>	
<ul> <li>Added Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Assigning an Account Manager for a Customer</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Coupon Management &gt; Withdrawing Cash Coupons.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Description of Incentive Earnings Distribution Statuses. Specifically, modified the description about the receiving time in the payment step.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Confirming Incentive Earnings.</li> </ul>	
• Modified descriptions in <b>Appendix</b> > <b>Critical Operations</b> .	
This issue is the twenty-eighth official release.	2019-09-30
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management. Specifically, updated some snapshots.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management. Specifically, updated some snapshots.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Operation Statistics &gt; Viewing Expenditure Statistics.</li> </ul>	

Description	Released On
This issue is the twenty-seventh official release.	2019-09-24
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Inviting a Pre-Registered Customer by Hyperlink or QR Code.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Coupon Management &gt; Viewing Operation Logs.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Partner Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Setting Discounts for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Order Management &gt; Adjusting the Price of a Customer's Order.</li> </ul>	
<ul> <li>Added Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Performing Resource O&amp;M for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Using Discounts Granted by the Partner &gt; Viewing Discounts.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Account Statements.</li> <li>Specifically, updated the account statements screenshot.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Applying to Issue Incentive Earnings. Specifically, updated the incentive earning distribution procedure.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Confirming Incentive Earnings. Specifically, updated the incentive earnings confirmation screenshot and descriptions.</li> </ul>	
<ul> <li>Added Appendix (HCPN agreement, solution partner agreement, HCPN logo usage guide, and critical operations).</li> </ul>	

Description	Released On
This issue is the twenty-sixth official release.	2019-09-02
This release incorporates the following changes:	
<ul> <li>Optimized descriptions in Operations of Sub-customers of Solution Partners &gt; Using Discounts Granted by the Partner &gt; Using Discounts.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Order Management &gt; Viewing a Customer's Orders. Specifically, added descriptions of exporting customers' orders.</li> </ul>	
<ul> <li>Added Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Freezing a Customer Account.</li> </ul>	
This issue is the twenty-fifth official release.	2019-08-27
This release incorporates the following change:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures &gt; Viewing Expenditure Summary.</li> </ul>	
This issue is the twenty-fourth official release.	2019-08-21
This release incorporates the following change:	
<ul> <li>Added Solution Partner Operations &gt; Customer Business &gt; Placing Orders for on Customers' Behalf.</li> </ul>	
This issue is the twenty-third official release.	2019-08-14
This release incorporates the following changes:	
<ul> <li>Changed Salesperson to Account manager and Supervisor to Account director.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HCPN Solution Partner Program.</li> </ul>	

Description	Released On
This issue is the twenty-second official release.	2019-07-31
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Partner Account Management &gt; Business Information Certification.</li> </ul>	
<ul> <li>Modified descriptions in HCPN Overview and Common Operations.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures &gt; Viewing Expenditure Summary and Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures &gt; Viewing Expenditure Details.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Partner Bills.</li> </ul>	
This issue is the twenty-first official release.	2019-07-24
This release incorporates the following change:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
This issue is the twentieth official release.	2019-07-17
This release incorporates the following changes:	
<ul> <li>Modified descriptions in HCPN Overview and Common Operations.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner/Applying to Become a Technology Partner.</li> </ul>	
This issue is the nineteen official release.	2019-07-11
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures &gt; Viewing Expenditure Summary.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Pre-registering Customers/Inviting Pre-Registered Customers by Emails.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Partner Bills.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Confirming Incentive Earnings/Applying to Issue Incentive Earnings.</li> </ul>	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	

Description	Released On
This issue is the eighteenth official release.	2019-06-25
This release incorporates the following change:	
Modified descriptions in <b>Solution Partner Operations</b> > <b>Financial Information</b> > <b>Viewing Partner Bills</b> .	
This issue is the seventeenth official release.	2019-06-14
This release incorporates the following change:	
Modified descriptions in <b>Operations of Sub-customers of</b> 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:	
<ul> <li>Modified descriptions in Partner Account Management &gt; Business Information Certification.</li> </ul>	
This issue is the fourteenth official release.	2019-05-22
This release incorporates the following change:	
<ul> <li>Modified descriptions in Partner Account Management &gt; Business Information Certification.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner/Applying to Become a Technology Partner/Requesting to Upgrade a Consulting Partner/ Requesting to Upgrade a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying for Joining the Service Partner Program/Applying to Join the HCPN AI Partner Club Program.</li> </ul>	
<ul> <li>Modified descriptions in Joining the Partner Program &gt; Querying Enrolled Partner Programs.</li> </ul>	
<ul> <li>Modified descriptions in Partner Account Management &gt; Managing Basic Information.</li> </ul>	

Description	Released On
This issue is the thirteen official release.	2019-04-29
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Operation Statistics &gt; Viewing Expenditure Statistics.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Coupon Management &gt; Viewing the Cash Coupon Quota.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Applying to Issue Incentive Earnings.</li> </ul>	
<ul> <li>Added descriptions of modifying the company name in Partner Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Invoice Management.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Partner Bills.</li> </ul>	
<ul> <li>Added Solution Partner Operations &gt; Financial Information &gt; Incentive Earning Management &gt; Confirming Incentive Earnings.</li> </ul>	
This issue is the twelfth official release.	2019-03-22
This release incorporates the following changes:	
<ul> <li>Modified descriptions in Operations of Sub-customers of Solution Partners &gt; Using Discounts Granted by the Partner &gt; Using Discounts.</li> </ul>	
<ul> <li>Updated screenshots in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Added descriptions of querying reserved instances in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Pre- registering Customers/ Managing Invited Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Viewing Partner Bills.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner/Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Modified descriptions in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	

Description	Released On
This issue is the eleventh official release.	2019-03-08
This release incorporates the following changes:	
<ul> <li>Added notes in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Added notes in Operations of Sub-customers of Solution Partners &gt; Disassociating from a Partner.</li> </ul>	
• 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.	
<ul> <li>Added Solution Partner Operations &gt; Customer Business &gt; Customer Expenditures.</li> </ul>	
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:	
<ul> <li>Added Solution Partner Operations &gt; Financial Information &gt; Incentive Reward Management.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Financial Information &gt; Topping Up an Account.</li> </ul>	
• Added Solution Partner Operations > Account Management > Business Information Certification.	
<ul> <li>Modified descriptions in Solution Partner Operations &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Added causes to customer association failures and recommended operations in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Managing Invited Customers.</li> </ul>	
<ul> <li>Added a precaution in Operations of Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Added a precaution and optimized the procedure description in Joining HCPN &gt; Applying to Become a Consulting Partner.</li> </ul>	
<ul> <li>Added a precaution and optimized the procedure description in Joining HCPN &gt; Applying to Become a Technology Partner.</li> </ul>	
<ul> <li>Added a precaution and optimized the procedure description in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying for Joining the Service Partner Program.</li> </ul>	
<ul> <li>Added a precaution and optimized the procedure description in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HCPN AI Partner Club Program.</li> </ul>	
<ul> <li>Added a precaution in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HCPN Solution Partner Program.</li> </ul>	
<ul> <li>Added a precaution in Joining the Partner Program &gt; Applying for Joining the Partner Program &gt; Applying to Join the HCPN Software Partner Program.</li> </ul>	

Description	Released On
This issue is the eighth official release.	2019-02-01
This release incorporates the following changes:	
<ul> <li>Added descriptions of the negative bill amount in Solution Partner Operations &gt; Financial Information &gt; Viewing Partner Bills.</li> </ul>	
<ul> <li>Added the association failure causes and suggested operations in Solution Partner Operations &gt; Customer Business &gt; Customer Development &gt; Managing Invited Customers.</li> </ul>	
This issue is the seventh official release.	2019-01-25
This release incorporates the following changes:	
<ul> <li>Added descriptions about SMS receiving setting in Solution Partners &gt; Account Management &gt; Managing Basic Information.</li> </ul>	
• 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.	
<ul> <li>Updated figures in Managing Partner Types and Tiers &gt; Managing Partner Tiers.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Operation Statistics &gt; Viewing Customer Statistics.</li> </ul>	
• 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.	
<ul> <li>Optimized descriptions in Solution Partners &gt; Operation Statistics &gt; Viewing Customer Statistics.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Adjusting Credit Limit for a Customer.</li> </ul>	

Description	Released On
This issue is the fifth official release.	2018-12-28
This release incorporates the following changes:	
• Optimized descriptions in <b>Solution Partners</b> > <b>Registering as</b> a <b>Solution Partner</b> .	
• Optimized descriptions in <b>Solution Partners</b> > <b>Logging In to the Partner Center</b> .	
<ul> <li>Optimized descriptions in Solution Partners &gt; Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Partner Programs &gt; Applying to Become a Solution Partner.</li> </ul>	
Added chapter <b>Overview</b> to introduce partner types.	
Added chapter Joining HCPN.	
<ul> <li>Added Joining the Partner Program &gt; Applying for Joining the Partner Program.</li> </ul>	
This issue is the fourth official release.	2018-12-21
This release incorporates the following changes:	
<ul> <li>Added Solution Partners &gt; Financial Information &gt; Repayment.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Financial Information &gt; Partner Bill.</li> </ul>	
• Optimized descriptions in Solution Partners > Customer Business > Customer Order Management > Adjusting the Price of a Customer's Order.	
<ul> <li>Optimized descriptions in Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Operation Statistics.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Financial Information &gt; Invoice Management &gt; Requesting a HUAWEI CLOUD Invoice and Returning a HUAWEI CLOUD Invoice.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Added Solution Partners &gt; Customer Business &gt; Customer Management &gt; Adjusting Credit Limit for Customers.</li> </ul>	
<ul> <li>Modified descriptions in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Setting Discounts for Customers.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Development.</li> </ul>	

Description	Released On
This issue is the third official release.	2018-12-14
This release incorporates the following changes:	
<ul> <li>Optimized descriptions in Solution Partners &gt; Financial Information &gt; Viewing Expenditure Details.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Order Management &gt; Viewing a Customer's Orders because the system can now sort customer orders by product type.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Operation Statistics &gt; Viewing Customer Statistics and divided the number of customers with expenditure into those with cash expenditure and those with other expenditure.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Development.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Account Management &gt; Managing Basic Information.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Help and Feedback.</li> </ul>	
Optimized descriptions in <b>Customer Details</b> .	
<ul> <li>Optimized descriptions in Sub-customers of Solution Partners &gt; Requesting Association with a Partner.</li> </ul>	
<ul> <li>Optimized descriptions in Solution Partners &gt; Financial Information &gt; Query Expenditure Summary.</li> </ul>	

Description	Released On
This issue is the second official release.	2018-11-28
This release incorporates the following changes:	
<ul> <li>Optimized descriptions in Solution Partners &gt; Customer Business &gt; Customer Management.</li> </ul>	
<ul> <li>Optimized descriptions in Viewing Expenditure Summary, Viewing Account Statements, and Querying Allocations and Withdrawals.</li> </ul>	
<ul> <li>Added descriptions about viewing operation records in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Setting Discounts for Customers.</li> </ul>	
<ul> <li>Added descriptions about associated resources in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Viewing Customer's Resources.</li> </ul>	
<ul> <li>Added descriptions about viewing customer association records in Solution Partners &gt; Customer Business &gt; Customer Management &gt; Querying Customers.</li> </ul>	
<ul> <li>Added descriptions about notifying customers of placing another order in Solution Partners &gt; Customer Business &gt; Paying an Order on a Customer's Behalf.</li> </ul>	
<ul> <li>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 &gt; Customer Business &gt; Customer Development.</li> </ul>	
<ul> <li>Added descriptions about the new tabs and screenshots in Solution Partners &gt; Operation Statistics &gt; Viewing Customer Statistics.</li> </ul>	
<ul> <li>Modified screenshots in Solution Partners &gt; Operation Statistics &gt; Viewing Spend Statistics.</li> </ul>	
<ul> <li>Added operation steps in Solution Partners &gt; Customer Business &gt; Customer Development &gt; Pre-Registering Customers Using Dedicated Promotion Links.</li> </ul>	
This issue is the first official release.	2018-10-30