

Guide for the H3C Overseas Online Partnership Application

Dear Partner,

Thank you for applying to start our partnership.

There are 5 steps to apply for the (Advanced) Certified Partner. If you encounter any registration problems, please send screenshots to intlbusiness@h3c.com.



Note: Before filling in the information, double check the partnership category is relevant to your company.

Step1: Generate the Partnership Application

1. For the step 1, please fill in the H3C Partnership Application Form and upload relative certificates as requested.

Pay attention: The contents cannot be saved separately, so the fillings must be completed in one time.

2. Ensure the company name and other offered information in strict accordance with the business license and tax registration certificate. Columns with * must be filled in.

3. Offering the required information and upload the business license, tax registration certificate etc., then read through the NDA and tick the declaration, finally click the red button "Submit" at the bottom to generate the partnership application.

[View Non-Disclosure Agreement](#)

We have read and fully understood the articles of the Non-Disclosure Agreement. With our sole discretion, we voluntarily enter into this agreement with H3C TECHNOLOGIES CO., LTD., and accept the legally-binding force thereof.

Submit

4. After the "Submit" button is clicked, the webpage will hop to a notice page as below. If you cannot receive this notice, please contact our email: intlbusiness@h3c.com to check

whether the application has been successfully submitted.

The screenshot shows the H3C website's navigation bar with the logo and menu items: Quick Menu, Product & Technology, Solutions, Support, Training & Certification, Partners, and About Us. There are also links for CN, HK, Register, and Login, and a search bar. Below the navigation bar, a breadcrumb trail reads: Home > Partners > Beacom a New H3C Partner > Become a Partner > Generate the Partnership Application >. The main content area features a heading: "There are 5 steps to apply for the (Advanced) Certified Partner". Below this is a horizontal flowchart with five steps: Step 1 (Generate the Partnership Application), Step 2 (Submit the Due Diligence Questionnaire), Step 3 (Sign and Courier the Commitment Letter), Step 4 (Sign the Online Agreement), and Step 5 (Complete the Application and Issue the Authorization Certificate). Step 1 is highlighted with a red background. Below the flowchart, a red banner reads "Successfully Submitted!" followed by a message: "Your application has been successfully submitted. We will inform you about updates through the available contact email in your Partnership Application."

5. The submitted application will be reviewed by H3C local sales team. No matter the qualification review is passed or not, we will notify the result to your Application Contact from intlbusiness@h3c.com.

Step2: Submit the Due Diligence Questionnaire

1. When the qualifications have been approved, you will be informed from intlbusiness@h3c.com to complete the Due Diligence Questionnaire for H3C Partner.
2. Meanwhile, the partner account generated for your company will be sent by email together. This account will have the access to continue the partnership application and obtain the channel resources in the further cooperation. Please well keep it. The password can be changed or retrieved via your email with the link of <http://www.h3c.com/en/asp/Home/Login/GetBackNewH3CEnPassword.aspx>.
3. Log in with the account you received to continue the application process, and answer the DDQ accurately according to the actual situation of your company. If you have any questions, please email H3C_Compliance@h3c.com for consultation.
4. Finally click the red button "Submit" at the bottom to complete this section.

If the answer is yes, please elaborate the activities in sanctioned countries, including specific types of investments, transactions etc.

Here our company declare that

- 1) All above information is true and accurate.
- 2) We have read New H3C Partner code of conduct and commit to comply with it.

Submit

5. After the "Submit" button is clicked, the webpage will hop to a notice page as below. If you cannot receive this notice, please contact our email: intlbusiness@h3c.com to check whether the DDQ has been successfully submitted.

H3C Quick Menu ☰ | Products Solution Support Training & Certification Partners About Us 🌐 CN | HK | Welcome **J_Canon.Co3001** | Logou

Home > Partners > Beacom a New H3C Partner > Become a Partner > Generate the Partnership Application >

Successfully Submitted!

You DDQ has been successfully submitted. We will inform you about updates through the available contact email in your Partnership Application.

6. The submitted application will be reviewed by H3C compliance team. No matter the compliance review is passed or not, we will notify the result to your Application Contact from intlbusiness@h3c.com.

Step3: Sign and Courier the Commitment Letter

1. When the compliance has been approved, you will be informed from intlbusiness@h3c.com to sign and courier the Commitment Letter.
2. Log in with your company account issued in the step2, download and complete the Commitment Letter via the link in the webpage, then print it out and administer your authorized representative's signature and company seal to it.
3. Courier the signed Commitment Letter to the designated H3C contacts as shown in the letter.

Step4: Sign the Online Agreement

1. You will receive an email notice from intlbusiness@h3c.com to sign the Online Partner

Agreement while your original Commitment Letter is received and confirmed by H3C designated contact.

2. Log in with your company account issued in the step2, fill in the required blanks, then click the red button "Generate the Agreement" at the bottom to create the agreement. Make sure that the columns with * have be filled in while go to the next step.

Annual Revenue Target

1. The Agreed Annual Revenue Target for is US\$.

2. H3C will review the Annual Revenue Target in yearly basis.

3. If you have any questions for the agreement, may turn to the corresponding H3C local contact for details.

4. Read through the agreement, tick the declaration, and finally click the red button "Accept the Agreement" at the bottom to complete the agreement.

5. Fully complete the previous process before signing the online agreement.

H3C Quick Menu ☰ Products Solution Support Training & Certification Partners About Us

H3C PARTNER AGREEMENT

This Partner Agreement ("Agreement") is entered into by and between H3C Technologies Co., Limited, a company limited by shares under the laws of Hong Kong, hereinafter referred to as "H3C", and the party named below under Section I as "Partner".

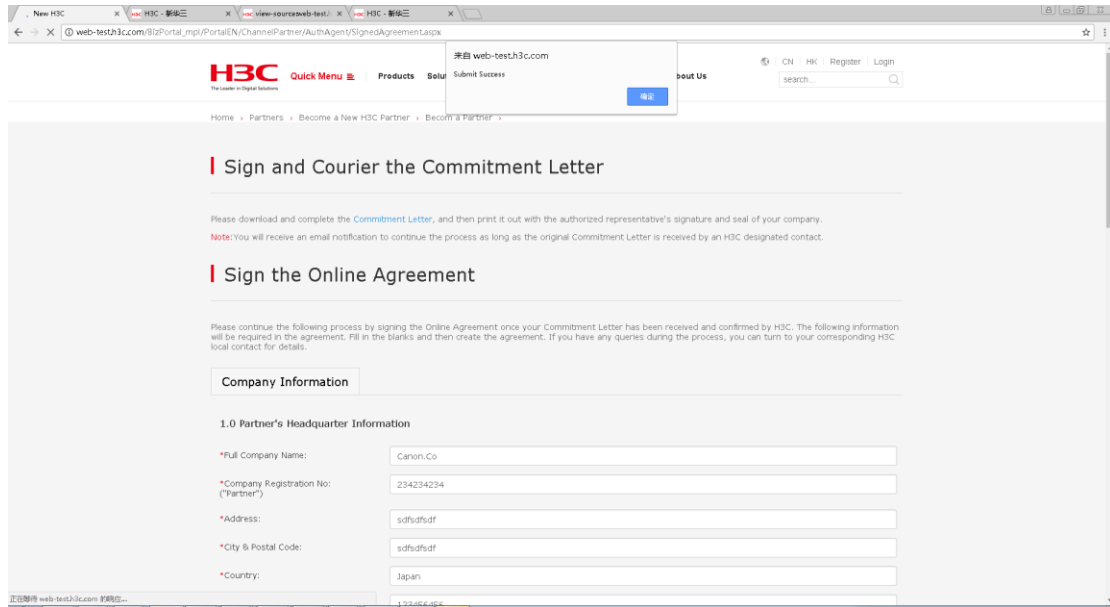
This Agreement sets forth the terms and conditions under which resellers who primarily resell H3C Products ("Products") as specified in Exhibit A of this Agreement:

- (i) may qualify as a Partner of H3C as well as
- (ii) receive from H3C the benefits defined under this Agreement.

For the purposes of this Agreement, Partner acknowledges and agrees that Partner shall not be entitled to purchase Products directly from H3C under this Agreement. Any and all product purchases shall be governed by a separate agreement either (i) directly entered into by Partner and H3C or (ii) entered into by Partner and an authorized H3C distributor, which will purchase the products directly from H3C and then sell them to Partner. H3C shall provide to Partner a list of such authorized H3C distributors.

We have read and fully understood the articles of H3C Partner Agreement. With our sole discretion, we voluntarily enter into this agreement with H3C TECHNOLOGIES CO., LTD., and accept the legally-binding force thereof.

6. After the "Accept the Agreement" button is clicked, the webpage will hop to a notice page as below. If you cannot receive this notice, please contact our email: intlbusiness@h3c.com to check whether the Agreement has been successfully submitted.



7. The submitted application will be reviewed by H3C channel management team. No matter the agreement review is passed or not, we will notify the result to your Application Contact from intlbusiness@h3c.com.

Step5: Complete the Application and Issue the Authorization Certificate

1. When the agreement has been approved, you will be informed from intlbusiness@h3c.com to download the Authorization Certificate.
2. Log in with your company account issued in the step2, you may check the partnership level and download the certificate at any time.

Self-service Partnership Information	
Company Name	Canon.Co
Partnership Application Status	Under The Compliance Apporval Process
Partnership Authorization Certificate	Download the Certificate
Partnership Category	Advanced Certified Partner (ACP)