

Channel Partner Certification

Product Category

Data Communication	Transmission & Access	Enterprise IT	Huawei Cloud, Computing	Network Energy	Enterprise Wireless	Enterprise Services and Industry Solution
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Certification Standards

Partner Type	Sales performance Threshold (USD)	Pre-sales Certification	Post-sales Certification
VAP	2M	HCPA x 4	3-star CSP (for any product line)
Gold	1M	HCPA x 3	3-star CSP (for any product line)
Silver	0.5M	HCPA x 2	
Authorized	Performance		

2020, 1 HCPP=2 HCPA

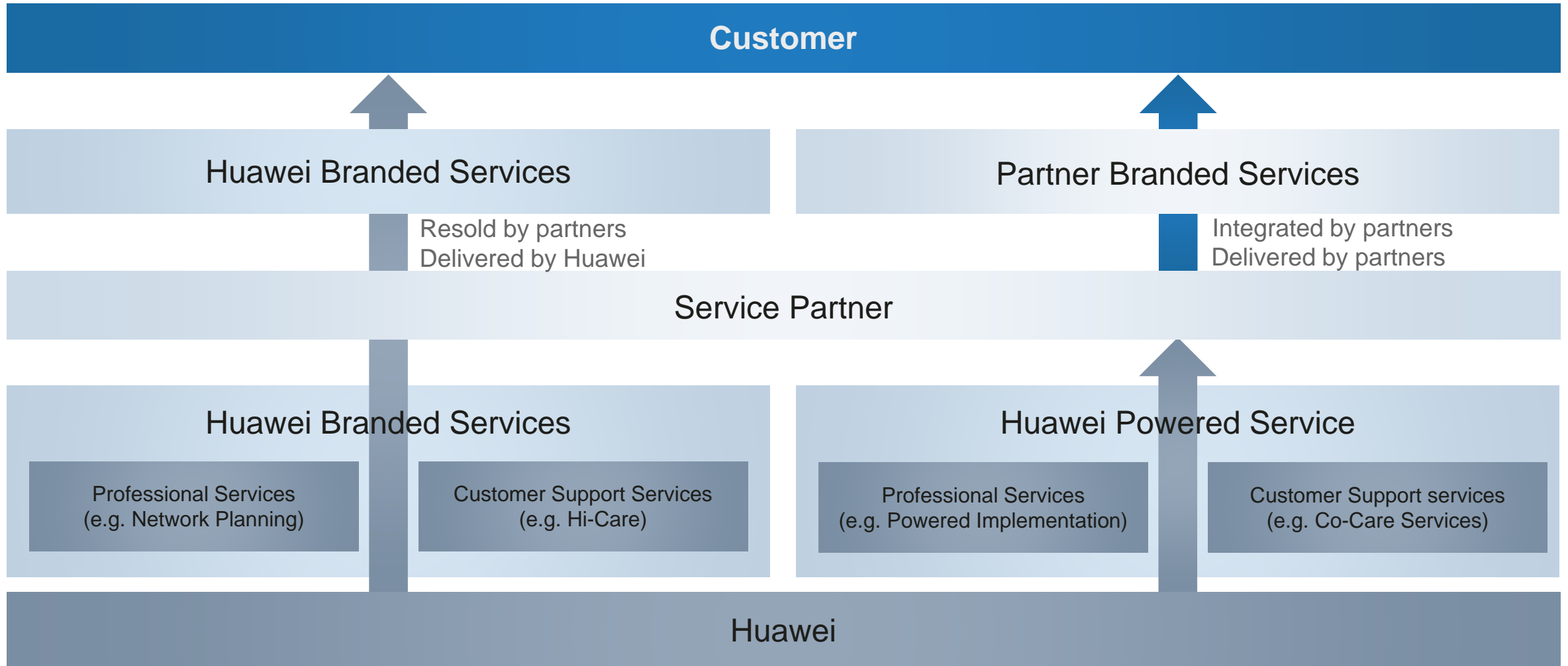
Diversified Channel Incentive



Key Benefits		Value Added Partner	Gold Partner	Silver Partner	Authorized Partner
Rebate	Basic Sales Rebate	√	√	√	-
	Presales Capability Rebate	√	√	√	-
	Post-sales Capability Rebate	√	√	√	-
	Maintenance Service Rebate	√	√	√	-
Marketing Support	JMF	√	√	-	-
	MDF	●	●	●	●
	Demo Support	●	●	●	●
	Access to Promotion	√	√	√	√
100% Prepayment Discount		√			
Qualified Customer Lead		√	√	√	
Partner portal & IT tool		√	√	√	√
Pre-sales, Sales and Technical Training		√	√	√	√
HCIE Incentive		√	√	√	√

Huawei's Services Go-To-Market Strategy

Win Together



Benefits of Joining HSPP and Becoming a Certified Service Partner (CSP)

Win Together



Show CSP Logo and Partner Locator



Capability Rebate (up to 1% of sales performance)

Service Sales Discount

Service Sales Incentives

Base Rebate

HCIE and GaussDB Certification Award

Service Profit by Partner-branded Service Delivery via CSP Authorization