

# 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](mailto: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](mailto:intlbusiness@h3c.com) to check



## Login

User Name:

Password:

Validity:  ▾

Captcha :



4. Finally click the red button "Submit" at the bottom to complete this section.

Korea, Sudan (Khartoum), and/or Syria?

Yes  No

13. Does your company have: Any offices, transactions, investments, activities or planned activities in countries sanctioned by UN, US and EU, currently Cuba, Iran, North Korea, Sudan, Syria and Crimea?

Yes  No

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.

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](mailto:intlbusiness@h3c.com) to check whether the DDQ has been successfully submitted.

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.

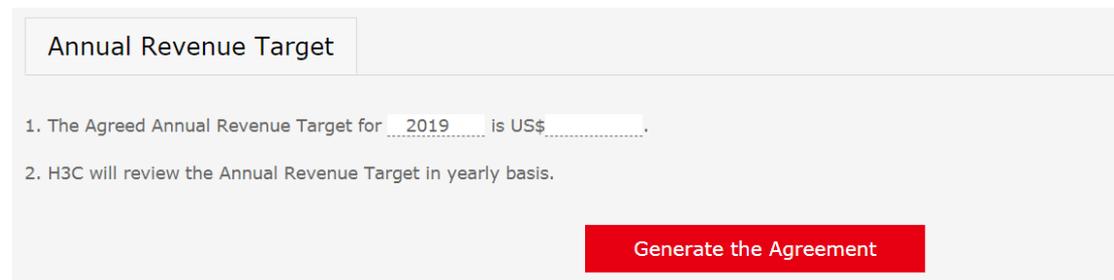
6. The submitted application will be reviewed by H3C compliance team. No matter the compliance review is passed or not, we will notify the result to your Application Contact from [intlbusiness@h3c.com](mailto:intlbusiness@h3c.com).

### Step3: Sign and Courier the Commitment Letter

1. When the compliance has been approved, you will be informed from [intlbusiness@h3c.com](mailto: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.

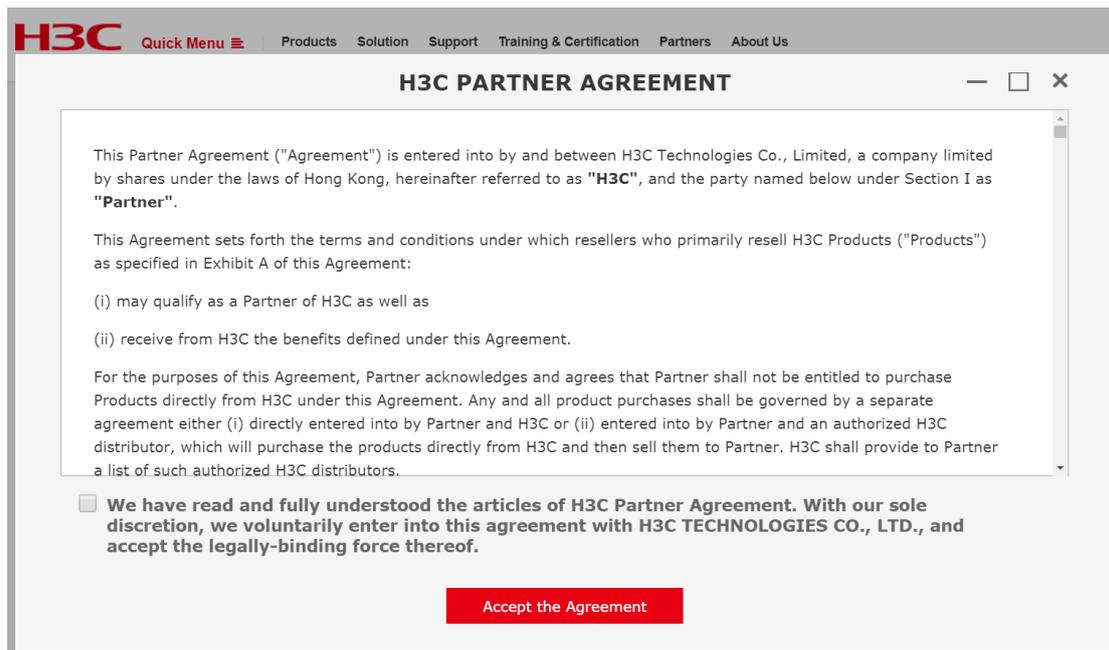
### Step4: Sign the Online Agreement

1. You will receive an email notice from [intlbusiness@h3c.com](mailto: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.



The screenshot shows a web form for generating an agreement. At the top, there is a header box labeled "Annual Revenue Target". Below this, there are two numbered instructions: "1. The Agreed Annual Revenue Target for 2019 is US\$ ." and "2. H3C will review the Annual Revenue Target in yearly basis." At the bottom right of the form, there is a prominent red button labeled "Generate the Agreement".

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.



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](mailto: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](mailto: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](mailto: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

<b>Company Name</b>	<b>Canon.Co</b>
Partnership Application Status	Under The Compliance Apporval Process
Partnership Authorization Certificate	Download the <a href="#">Certificate</a>
Partnership Category	Advanced Certified Partner (ACP)