

Regulations on Deal Registration(DR) Program

Requirements

1. Such info are mandatory: Account name, project name, project budget, product or solution, the decision making chain and the time of the project
2. The DR amount should be more than 10,000 USD
3. All the info of DR must be true and valid
4. The DR should not be the opportunity which has been created by Huawei
5. The DR should be align with the authorization scope of the partner (area, product etc.)
6. Successful approval by Huawei

Term of validity

1. The validity period of each DR will be 6 months since the day it is approved. After that, partner is supposed to do the project management of it, updating the project information with Huawei every two months to share the progress. If partner didn't do the update in time, Huawei keeps the rights to cancel partner's benefits on this DR accordingly.
2. In special Circumstances the DR can be extended, and in principle there will be only one chance of extension for each DR.

Benefits for partner

1. For non-NA projects less than 50,000 USD, only one valid DR will be accepted, in this situation the benefits to this partner who has registered DR successfully will be:
 - Authorization support: Huawei will not accept another DR for the same deal
 - Commercial support: Pricing support
2. For non-NA projects more than 50,000 USD and all NA projects, more than one DR from different partners can be accepted, and the benefits to them after the DR have been registered successfully will be:
 - Authorization support: Project support from Huawei
 - Commercial support: Pricing support

Invalidation

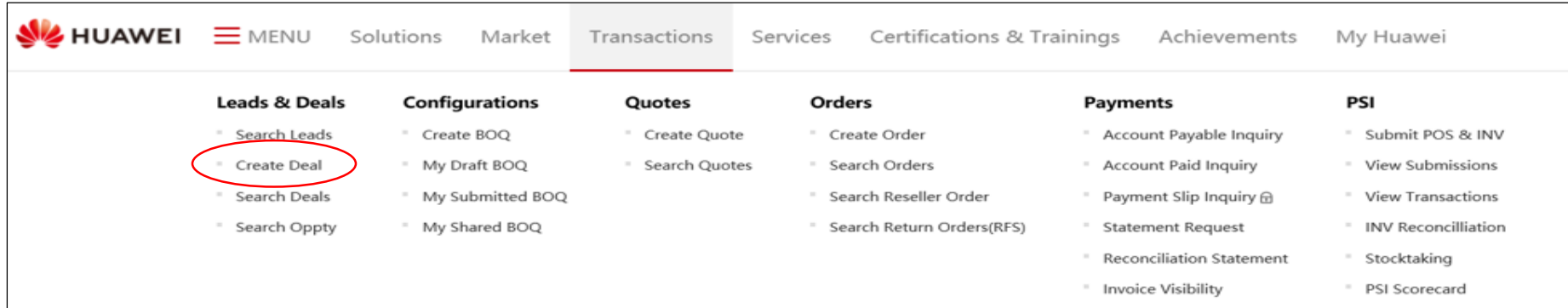
The DR will be invalid automatically when such things below happened, and partner will lose the benefits at the same time, the situation include an not limited to:

1. Partner terminates the partner agreements with Huawei within the validity periods for the registered DR.
2. Partner doesn't update the DR information with Huawei as required.
3. Transactions with partners are suspended as a result of partner violations.

Two ways to start the Deal Registration

<http://Partner.huawei.com>

Transaction → Lead & Deals → Create Deal

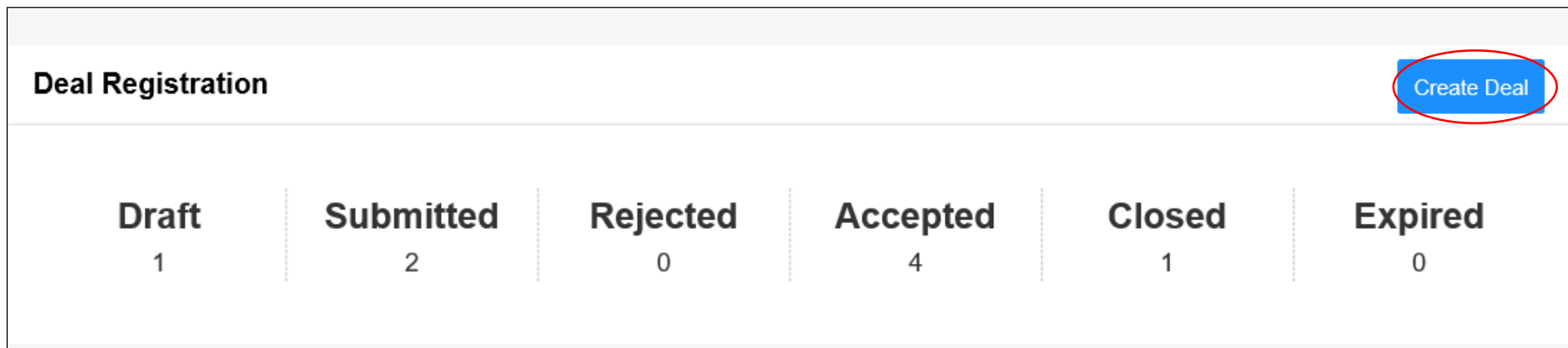


The screenshot shows the Huawei Partner Portal navigation menu. The 'Transactions' tab is selected and highlighted with a red underline. Under the 'Leads & Deals' sub-tab, the 'Create Deal' option is circled in red. Other options in the menu include 'Search Leads', 'Search Deals', 'Search Oppty', 'Configurations', 'Quotes', 'Orders', 'Payments', and 'PSI'.

Leads & Deals	Configurations	Quotes	Orders	Payments	PSI
<ul style="list-style-type: none">Search LeadsCreate DealSearch DealsSearch Oppty	<ul style="list-style-type: none">Create BOQMy Draft BOQMy Submitted BOQMy Shared BOQ	<ul style="list-style-type: none">Create QuoteSearch Quotes	<ul style="list-style-type: none">Create OrderSearch OrdersSearch Reseller OrderSearch Return Orders(RFS)	<ul style="list-style-type: none">Account Payable InquiryAccount Paid InquiryPayment Slip Inquiry @Statement RequestReconciliation StatementInvoice Visibility	<ul style="list-style-type: none">Submit POS & INVView SubmissionsView TransactionsINV ReconciliationStocktakingPSI Scorecard

<http://Partner.huawei.com>

Workspace → Create Deal



The screenshot shows the 'Deal Registration' workspace. A blue 'Create Deal' button is circled in red in the top right corner. Below the button, there is a summary of deal statuses:

Draft	Submitted	Rejected	Accepted	Closed	Expired
1	2	0	4	1	0