



Huawei Enterprise Elite Club Program 2022

Terms and Conditions:

General

1. Huawei Enterprise Elite Club Program 2022 ("Elite Club") open for all Huawei's enterprise business partners, including distributor, VAP, Gold Partners, Silver Partners, Authorized Partners, GP, and CSP in Malaysia.
2. Any claims submitted without certificate/ supporting documents will not be entertained.
3. Elite Club calculation interval will be by Quarterly basis, which means each calculation cycle cut off will be 30th September & 31st December 2022.
4. Cut off for claim form submission will be 30th September and 31st December 2022. No claim form will be entertain after cut-off date & time.
5. Any unclaimed over Year 2022 will be forfeited.
6. All duplicate submissions, fraud or false information submitted will deem disqualified.
7. Rebate will be in the form of gift voucher subject to availability. All vouchers are not transferable and cannot be exchanged for cash.
8. Huawei reserved the right, at its sole discretion to approve or reject any claim submitted for Elite Club program.
9. Huawei reserved the right, at its sole discretion to change, modify, add or remove program T&C without prior notice.
10. This program is only applicable for all Huawei Channel Partners who registered with Huawei Technologies (Malaysia) Sdn. Bhd.
11. For more information about the program, please contact Huawei Malaysia.

Bonus Point for Certificate

1. A Member must use Huawei ID to apply for the Huawei certificate. After the certificate application is successful, associate with the partner company to obtain the corresponding certification bonus points.
2. A member who has passed multiple Huawei specialist and career certifications can accumulate bonus points.
3. Each certificate can be bound to only one Huawei ID. The certificate must be a valid new certificate got in Year 2022. Bonus points are granted only once. No bonus points are granted for certificate renewal.
4. If a member obtains multiple HCIE certificates, he/she can only earn points once. Each rep office has a limited quota on a first-come-first-served basis.



Bonus Point Plan for Knowledge Sharing Event / Activity

1. Applicable to all partner's sales person, pre or post sales engineer and staff.
2. Must have invitation letter, invitation email send out for the particular activity or event from Huawei channel manager, solution manager or Huawei Marketing department.
3. For Each session of sharing session, user need to upload POE which include photo with Huawei and end user/partner's logo as proof when during claim submission.

Bonus Point Plan for Huawei POC Support

1. Applicable to all partner's sales, presales & Post sales engineer of Huawei Malaysia.
2. For claim submission, you will need to provide a full and complete POC report with end user detail, partner's detail, product involve and signature of end customer must be obtain for the POC report.
3. Each POC session will only allow to claim once by one person (1 submission). Multiple submission will be reject.
4. All fraud, misconduct, cheat will lead to the submission been reject and disqualify.

Bonus Point Plan for Huawei Project Support

1. HCIP Deliver Project:

Partner engineers who meet the following conditions can be scored: Partner engineers submit the application and project information. After the channel service manager of the representative office confirms the application, the person in charge of the representative office elite club add in the bonus points.

- The project amount is US\$100,000 or above, the completion date is 2022.
- Partners are certified channel partners with CSP qualifications.
- Partner engineers pass the HCIP certification, participate in project delivery, and provide emails for communication with customers on projects (anonymization is allowed).
- Check the project delivery quality and project deliverables shall be archived in eISDP properly.
- Provide valid contact information of end users for customer satisfaction survey.
- The score of the survey result is not lower than 4 points.

A maximum of two delivery incentives can be granted within the incentive period. It is first-come-first-served basis.

2. HCIE Deliver Project:

Partner engineers who meet the following conditions can be scored: Partner engineers submit the application and project information. After the confirmation, the region add in the bonus points.

- The project amount is US\$100,000 or more, the completion date is 2022.
- Partners are certified channel partners with CSP qualifications.



- Partner engineers pass the HCIE certification, participate in project delivery, and provide emails for communication with customers on projects (anonymization is allowed).
- Check the project delivery quality and project deliverables shall be archived in eISDP properly.
- Channel partners need to provide valid end users' contact information for customer satisfaction survey. The survey result is at least 4 points.

A maximum of two delivery incentives can be granted within the incentive period. It is first-come-first served basis.