01

About Us
H3C is an industry leader in the provision of Digital Solutions, and is committed to becoming the most trusted partner of its customers in their quest for business innovation and digital transformation. We offer a full portfolio of Digital Infrastructure products, spanning across compute, storage, networking, 5G, security and related domains, and provide a comprehensive one-stop digital platform that includes cloud computing, big data, artificial intelligence (AI), industrial internet, information security, intelligent connectivity, AI vision, and edge computing, as well as end-to-end technical services. We are also the exclusive provider of HPE® servers, storage and associated technical services in China.

We have firmly oriented ourselves towards the needs of our customers, supported by a deep foundation with more than 30 years of operation. We provide scenario-based and customized solutions to our customers, enabling digital transformation in various industries that include, but not limited to carrier, government, finance, healthcare, education, transportation, manufacturing, utilities, energy, Internet, and building etc., products are widely used in over 100 countries and regions.

We take technical innovation as the engine for growth. Currently, more than 50% of our employees are R&D personnel. We have filed over 12,000 patents, of which more than 90% are invention patents. In the era when digital technologies define the world and software defines the future, we launched “Digital Brain 2021” based on the new Cloud & AI Native strategy, further accelerating the extraction of value from data. The newly upgraded “Digital Brain 2021” will continue to help customers realize smarter business decision-making (Smart), faster response to business needs (Timely), more agile business deployment (Agile), more reliable support to business development (Reliable), safer business environment (Safer), empowering the development and transformation of various industries.

“Shaping the Digital Future for a Better Life” is the corporate vision of H3C. We are aiming to drive the development of the digital economy, and together with customers and partners, to create a better life for all to enjoy.
Channel Management and Development Department

Channel Management and Development Department is a team that affiliates with Internal Business Department. It has its subsidiary functions in respect to both channel management and channel development and is in full control of channel recruitment, empowerment, incentive program, etc. In regions. The team aims to follow the track of H3C’s global strategy to enhance the channel business.

In accordance with the ideology of “Partner First”, H3C would always adopt “sales through channel” with its partners rather than direct sales model with end-customers. H3C continuously optimizes its global support and empowerment platform to create an open, fair and flexible environment under which multilateral growth can be realized.

With new technology and business model as its driving force to transform from just fulfilment to capability model, H3C strives to be more competitive among various competitors by constructing a healthy Eco-system that helps to support enterprise business development. The team would continuously develop channel market and integrate resources to support partners that wish to grow together with H3C.
H3C Products and Solutions Overview
In 2020, H3C launched the “Digital Brain 2020” under the guidance of Intelligence Strategy, which has been used up to now. Through upgrade from the original Business Empowerment Platform to the Cloud and Intelligence Platform, H3C resolves to build a new core engine for digital brains, which can further strengthen the intelligence and business support capabilities, accelerating the digital transformation of various industries. Along with the era when digital technologies define the world and software defines the future, we launched “Digital Brain 2021” based on the new Cloud & AI Native strategy, further accelerating the release of data value. The newly upgraded “Digital Brain 2021” will continue to help customers realize smarter business decision-making (Smart), faster response to business needs (Timely), more agile business deployment (Agile), more reliable support to business development (Reliable), safer business environment (Safer), empowering the transformation and transition of various industries.

Digital Brain 2021 Serves All Industries
There are several scenarios to which the first 4 product families could apply. These 4 product families are composed of “DC Switch”, “Campus Switch”, “Router” and “WLAN”. All 4 product families are based on management and maintenance platform such as “U-Center”, “SmartMC”, “CloudNet” and “iMC”.

The second 4 products and solutions families in the 4 + 4 architecture would be “CAS (Cloud Automation System)”, “UIS”, “Rack Server” and “Firewall”. Similarly, they could also be managed by management and maintenance platform to fulfill the requirements in different scenarios.
03
H3C Channel Partner Planning
“Partner First” is H3C’s channel strategy, which is structured as core of H3C’s genes. Partners have an in-depth understanding of the local market and local customers. H3C has high-quality products and solutions, as well as rich industry insights and practices. Based on shared values and mutual trust, H3C works with partners to build complete digital solutions, support customers’ business applications, bring more customers’ choices, and help customers accelerate digital transformation.

H3C is committed to building up an open and mutually beneficial “Partner Eco-system”. While extensively developing partners, H3C tailors empowerment, incentive, and supportive plans for different types of partners with different capabilities. At the same time, H3C fully protects partners’ interests and maintains a fair and open channel environment through a series of measures such as clear boundary & rules in the front, incentives, controls, etc.

H3C Market Classification

H3C has classified the market into 2 segmentations according to the commercial attributes of end-customers:

- **Industrial Market**: This market segment includes various industries such as Government, Telecommunications, Finance, Transportation, Public Utilities, Education, Healthcare, Enterprise and etc.

- **Commercial Market**: This segment represents distribution market and commercial end-customers, which are usually Small-to-Medium enterprises or individual customers.
By defining the classification of customer type, H3C has established a cooperation model, from which H3C partners play different roles. For end-customers in commercial market segment, partners usually take the lead and the project are usually channel policy–driven. While partners become a supportive role as the end-customers are from focused industrial market or even of great strategic significance.

H3C Channel Framework

H3C partner ecosystem consists of Tier–1 partners, Tier–2 partners, and Service Providers (SP).

• Tier–1 Partners
Partners have agreements and direct sales with H3C, including Authorized Distributor (AD) and Advanced Certified Partner Distributor (ACPD).

• Tier–2 Partners
Partners have no direct trade ties with H3C and place their orders through ADs, including Advanced Certified Partner (ACP) and Certified Partner (CP). While ACPs and CPs need to sign an agreement with H3C.

Service Providers include Authorized Service Partner (ASP), Advanced Certified Service Partner (ACSP) and Certified Service Partner (CSP).

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# H3C Channel Framework

**Customer Type**
- Strategic Customer
- SMB Customer
- Individual Customer

**Cooperation Model**
- H3C + Key Partner
- Partner + H3C

**H3C + Key Partner**
- One Country One Strategy
- Named Industrial Customer

**End User**
- Authorized Industries
- Products

**H3C**
- Authorized Industries
- AD
- ACPD
- ACP
- CP
- Non–CP
- ASP/ACSP

**Service**
- ASP: Authorized Service Partner
- ACSP: Advanced Certified Service Partner
AD
- An H3C non-exclusive distributor for the sales of H3C authorized products in territories approved by H3C.
- Provides a sales and service center for H3C authorized products and services. AD places purchase orders directly onto H3C.
- An import/export, logistics, and capital flow platform that assists H3C in product supply, customs clearance, imports and exports, as well as payments.
- A service platform, providing a call center, spare parts, technical support, trainings, and other services to downstream partners and end-customers.
- Sells H3C products that authorized for RR (Run Rate) for downstream partners and provide post-sales services.
- Carries out marketing activities for downstream partners development and brand building purpose.

ACP
- Has a strong industry background and resource advantages; acts as a major partner, a brand publicity center and a technical service center for H3C in regional markets.
- An integrated solution and service provider of H3C products oriented to industry customers; a product & solution and service provider of H3C products oriented to distribution markets and SMB.
- Places purchase orders onto regional H3C AD and takes responsibility for products and technical services sales to end-customers in the authorized territories or industries.

ACPD
- A large or medium-sized regional industry integrator that can directly place purchase orders onto H3C for authorized products in certain industries & regions approved by H3C.
- Has in-depth market background, substantial customer resources, and comprehensive advantages and influences, in a specific industry or multiple industries or among key accounts, with extensive business coverage in regions.
- Has non-exclusive rights to resell and provide technical services for H3C authorized products to end-customers in certain industries & regions approved by H3C.
- Places purchase orders onto regional H3C AD for projects beyond the authorized industries.

CP
- An integrated solution and service provider of H3C products oriented to industry customers; places purchase orders directly from H3C for project service.
- Be responsible for providing services to end-customers in the authorized territories or industries; be entitled to the complete service policy support of H3C.

SP
- Acts as a junior certified partner of H3C, and is able to apply for upgrade after reaching the ACP standard.
04
Partner Registration
Partner Registration

Registration Standard

Depending on the specific category of partner, the registration standard is different. The common registration requirements include:

- **Registered Capital**
  Vary with countries and depend on the target country’s specific registered capital requirement.

- **Sales Performance**
  Different countries have different requirements according to market differences.

- **Manpower Investment**
  Minimum personnel investment for H3C, mainly product manager and engineer.

- **Service Level**
  Service requirements, including the quantity of H3CNE/H3CSE certificates, technical support, and spare parts, are specified according to H3C Service Star Level.

- **Qualification File**
  Multiple dimensions, including laws, compliance, and financial items.

H3C will review the partnership regularly and reserve the right to adjust partners’ level according to registration standards.

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Sub-Requirement</th>
<th>AD</th>
<th>ACPD</th>
<th>ACP</th>
<th>CP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered Capital</td>
<td>(USD)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Performance</td>
<td>(USD/Year)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HR Investment</td>
<td>H3C product manager</td>
<td>&gt;=1</td>
<td>&gt;=1</td>
<td></td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>HSE</td>
<td>&gt;=4</td>
<td>&gt;=2</td>
<td></td>
<td>N/A</td>
</tr>
<tr>
<td>Service Star Level</td>
<td>Three stars level</td>
<td>Three stars level</td>
<td>Two stars level</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Qualification File</td>
<td>1. H3C Non-disclosure Agreement (NDA) and Due Diligence Questionnaire (DDQ)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2. Local certificate of competency; list of branches involving H3C services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3. Financial auditing reports of the recent 3 years</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical Support/</td>
<td>Demo Kit</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
</tr>
<tr>
<td>Service</td>
<td>Spare Parts</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>N</td>
</tr>
<tr>
<td>Output Report</td>
<td>CHIP, Forecast, Pipeline</td>
<td>N</td>
<td>N</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Registering as a H3C Channel Sales Partner

In order to obtain the access to H3C resources and partner-relevant systems, organizations could apply either offline (Tier-1 Partner) or online (Tier-2 Partner) by providing required information and authenticated documents. Once becoming the registered Channel Sales Partners, they would be allowed to access resources available and enjoy the maximized benefits while doing business with H3C.

Registered channel partners would have the rights to apply technical certification once achieving relevant requirements. In addition, they are entitled to empowerment for business operation, i-Config or other interactive partner platforms.

Registration Process: Tier-1 Partners (AD, ACPD)

Registration process for Tier-1 (hereafter referred to as T1) partners is kept offline. Partners should abide by the following 3 steps:

01 Submit the required business documents to H3C HQ for qualification review, and issue the contract template once approved.
02 Review and reach an agreement on final version of “AD/ACPD Agreement” between partners and H3C.
03 Send back 2 original signed hard copies of “AD/ACPD Agreement” and have them signed by H3C representative, and issue the certificate.

Registration Process: Tier-2 Partners (ACP, CP)

H3C has provided an optimized online registration system for Tier-2 (Hereafter referred to as T2) partners to meet the requirement of rapid channel growth overseas. The process contains the following 2 steps:

Step1 Create Your Account

Step2
- Company Information (including NDA signing)
- Compliance Questionnaire (DDQ)
- Partnership Agreement

Please contact the country manager and channel manager in your country to start T1 partnership with H3C with proper guidance, or please visit: Click Here

Download “H3C Overseas Partnership Application Form”, fill in the form and send to intlbusiness@h3c.com. Our team will contact you to start our partnership journey.
Registration Process: Service Partners (SP)

For the competition of enterprise market in the future, services is indispensable. In the era of digital transformation, new technologies and business model will become the driving force to help partners transfer to entities with high service capacity. Therefore H3C provides a Service Partner Program under win-win Eco-system framework. Under this program, H3C has published a partner star-rated service certification system, which is an integral part of H3C’s distribution channels’ service and technical management system. This standard sets out H3C’s specific requirements for post-sales service capabilities of channel partners.

Once the above-mentioned materials are submitted, the assessment & approval process would be launched immediately, and H3C aims to respond the partners within 15 working days.

For Tier-2 partners’ registration, please visit: [Click Here](#) to submit partnership application.

To register as a service partner of H3C, the following steps are required:

01 The Service Qualification Applicant must submit the certification materials required by H3C star-rated certification policy via this email address: int_service@h3c.com. Materials for certification include: Electronic Edition of Engineer Certificates and the application form for overseas star-rated certification.

02 H3C headquarters will review the materials submitted by partners, and respond via email with a decision within 3 working days. Approved partners will receive an electronic edition of star-rated certificate. The Service Qualification Applicant must stand ready to receive these emails.

For H3C service partners’ registration process, please visit: [Click Here](#) to download application form, fill in the form, and send to int_service@h3c.com. Our team will contact you to start our partnership journey.
Partner Certification
Partner Certification

Requirements for Partner Certification

The H3C partner star-rated service certification is an integral part of H3C’s distribution channels’ service and technical management system. This standard sets out H3C’s specific requirements for post-sales service capabilities of channel partners. A channel partner can acquire a certificate ranking from “Two-star” to “Four-star” by incrementally achieving corresponding requirements.

Certification Requirements

<table>
<thead>
<tr>
<th>Type of Certification</th>
<th>Certification Description</th>
<th>Four-star</th>
<th>Three-star</th>
<th>Two-star</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic certification</td>
<td>H3C Certified Network Engineer (H3CNE)</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>H3C Certified Senior Engineer for Routing &amp; Switching (H3CSE-Routing &amp; Switching)</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Project Management Professional (PMP)</td>
<td>1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Min. number of personnel

<table>
<thead>
<tr>
<th>Inspection Items</th>
<th>Four-star</th>
<th>Three-star</th>
<th>Two-star</th>
</tr>
</thead>
<tbody>
<tr>
<td>After sales service hotline</td>
<td>7x24</td>
<td>7x24</td>
<td>5x8</td>
</tr>
<tr>
<td>E-mail</td>
<td>✓</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Service Manager</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Tracking system and handling process of customer issues</td>
<td>Automatic</td>
<td>Manual</td>
<td></td>
</tr>
<tr>
<td>Participation in service-related training, meetings, and forum organized by H3C within one year after obtaining certification</td>
<td>3</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Laboratory Requirements</td>
<td>1 H3C Cloud Lab</td>
<td>1 H3C Cloud Lab</td>
<td>1 H3C Cloud Lab</td>
</tr>
</tbody>
</table>

Notes:
1. A high-level certificate can replace a low-level certificate.
2. The engineer certificate for star-rated certification must be valid for more than three months from the date of submission of the application.
3. For countries where H3C does not have a local organization, participation in service-related training, meetings, and forum organized by H3C is not required.

For more information, please visit: Click Here

Certification Programs

H3C provides network engineers and practitioners, either from distribution channel partners or customers, with a four-level technical certification system to architect digital solution, while considering different specification fields and different tiers of customer needs. This certification program focuses more on general technologies and related theories, aiming at helping network engineers master technical principles and basic knowledge of a certain specification field. It builds up the foundation for practical operation.
06
Partner Empowerment
H3C is dedicated to creating a professional empowerment platform, covering policy, product & solution, post-sales certification, and basic operation. To a great extent, these trainings help channel partners and customers understand H3C business structure, product & solution, technology, service and others to align with them in terms of mindset, business model, strategic & technical cooperation, business process, etc.

**H3C would provide 3 types of trainings to our partners or end-customers:**

- **Product Trainings:** These trainings would help partners to be able to acquire basic knowledge of our products that are allowed to be sold around the globe. Sales and pre-sales persons could accurately provide suggestions or possible configurations for the end-customers with such kind of knowledge born in mind.

- **Certification Trainings:** As it is self-explanatory, a certificate would be provided once the training and the corresponding exam are completed. They are categorized again into Technology Certification and Specialist trainings. Technology trainings are designed for engineers to obtain technical knowledge based on H3C products, while the others are more focusing on the latest H3C technology or service solutions.

- **Customized Trainings:** These trainings are often tailored for projects that are of great significance or to partners and end-customers that have specific demand. Training schedule and content are designed uniquely.
Empowerment takes various forms:

- **Partner Portal:** H3C website offers comprehensive channel resources in English, such as channel policy, product & solution materials, online service consulting, online video training (e-Learning Center), etc.

- **On-site Training:** To fulfill the special technological requirements from channel partners and customers, H3C could provide on-site training delivered by local or even HQ-based lecturer resources.

- **Live Virtual Class (LVC):** Additionally, H3C also considers the possibility to deliver any training in an online learning environment in a more cost-effective way under certain circumstances.

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**Growth Path for Channel Partners:**

Becoming a professional and mature channel partner of H3C is not a target that could be accomplished at one stroke. Therefore H3C provides a growth path for each newly registered overseas channel partner.

**Growth Objective:**

- Get familiar with H3C company, overseas product & solution, information of how to do business with H3C

**Training Acquisition:**


**Target Group:**

- All range of partners

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**Growth Objective:**

- Obtain capability to design, configure and sell H3C product & solutions based on customer demands in small and medium sized market

**Training Acquisition:**

- HSE–Solution, HSE–Industry, H3CNE Series, i-Config

**Target Group:**

- AD, ACPD, ACP

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**Growth Objective:**

- Master H3C overseas product & solution, service

**Training Acquisition:**

- H3CSE Series, H3C Project Management

**Target Group:**

- AD, ACPD, ACP

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**For e-Learning Center, please visit:**

- [Click Here](#)
Incentive Programs
Incentive Programs

Because of the fact that homogeneity of product & solution is increasingly prevalent, maintaining and increasing sales performance with our channel partners becomes the most concerning topic.

H3C emphasizes the importance of channel partners for overseas business development strategy. Therefore, the Principle of “Partner First,” “Long-term Relationship,” “Close Cooperation,” and “Mutual Growth” is the target that H3C would always follow. By sharing advanced product and solid solution and being a companion to stand together with, channel partners would have no hesitation in aligning themselves with H3C. Additionally, H3C is working hard towards building up a benefit-sharing mechanism for channel partners to enjoy the maximized retribution they deserve under the principle of fairness and openness. Creating values and making profits reflect business nature. By recognizing this, H3C formulates diverse incentive programs for its channel partners, from which they could enjoy the down-to-earth benefits while cooperating with H3C.

H3C has formulated different incentive programs for different types of channel partners:

<table>
<thead>
<tr>
<th>Partner Type</th>
<th>Rebate Program Project Support</th>
<th>MBO</th>
<th>Platform-based Program</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>AD*</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACPD*</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACP*</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td></td>
</tr>
<tr>
<td>CP*</td>
<td>√</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*AD=Authorized Distributor  *ACPD=Advanced Certified Partner Distributor  *ACP=Advanced Certified Partner  *CP=Certified Partner

Apart from motivating different target groups, incentive programs have their own rules and valid periods throughout the whole year. Partners would be able to enjoy the incentives by fulfilling the requirements within that specific valid periods. This consideration would mostly encourage partners to fully participate in H3C’s business development in different business scenarios and manners.

<table>
<thead>
<tr>
<th>Programs</th>
<th>Duration</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rebate</td>
<td>By Year</td>
<td>Set sales target as a benchmark, with quarterly/half-year performance accounting</td>
</tr>
<tr>
<td>First Win</td>
<td>By Half Year</td>
<td>Provide additional incentive to partners who help H3C achieve the First Win project in key industries</td>
</tr>
<tr>
<td>Win Back</td>
<td>By Year</td>
<td>Provide additional incentive to partners who share intense projects or do equipment replacement  Help partners meet customers’ multiple product or solution requirements</td>
</tr>
<tr>
<td>Trade In</td>
<td>By Year</td>
<td>Provide additional incentive to partners who help H3C achieve the First Win project in key industries</td>
</tr>
<tr>
<td>MBO</td>
<td>By Quarter</td>
<td>Drive AD to conduct channel development activities</td>
</tr>
<tr>
<td>H3Club</td>
<td>By Year</td>
<td>Protect priority, first come first served  Award partners from various dimension through platform</td>
</tr>
<tr>
<td>MDF</td>
<td>By Year</td>
<td>Provide funding support for channel marketing development</td>
</tr>
<tr>
<td>Mini MBA</td>
<td>By Half Year</td>
<td>Provide free Mini MBA course at prestigious universities or free tour, establishing close connections with partners</td>
</tr>
<tr>
<td>Capability Promotion</td>
<td>By Year</td>
<td>Help partners increase technical talent  Encourage partners to achieve Star Standards</td>
</tr>
</tbody>
</table>

*The specific incentive program is subject to actual situation of each region, H3C owns the right of final interpretation of programs.
08 Demo Program
H3C has provided a reasonable discount on both hardware and software to support partners for their internal use or for demonstration purpose. It helps partners experience and do hands-on practice of H3C technologies and solutions. The demo program will apply for all registered partners including AD, ACPD, ACP and CP.

### Classification of Demo Products

H3C has defined Demo products into 2 categories in order to support the overseas business development.

- **Direct Purchase:** This type of Demo products are directly ordered by H3C registered partners with reasonable Demo discount.

- **Loan:** These equipment are loaned to partners for specific purposes. The application, budget control and write-off procedure are subject to “Loan & Responsibility Regulations”.

All rules and regulations presented in next session in detail are made to efficiently manage the Demo application procedure.

### Terms and Conditions

Equipment or software that are deemed as Demo products are not allowed to be sold to other partners or end-customers within 1 year starting from the shipment date. Once Demo products have been resold to aforementioned entities as required, partners should report to H3C for archiving purpose.

Demo products can be only used for following purposes other than any other commercial activities:

- **Partners’ Internal Use:** This applies to constructing office infrastructure, Demo center or laboratory.
- **For Test Purpose:** Partners could use Demo for demonstration to end-customers (e.g. POC test).
- **For Promotion Purpose:** The Demo could be used demonstrated on exhibition for brand promotion or marketing purpose.

Demo products can be only used for the following specific “Applicable Objects”:

- **Partners:** It applies to all H3C registered partners.

The Demo program provides the discount that cannot be combined with cutback enjoyed from any other incentive programs or promotions.

H3C reserves the right to adjust the terms and conditions that presented above.
Resource and Support
Resource and Support

Partner Portal

H3C Partner Portal offers comprehensive resources, including channel policy, product & solution materials, online services, trainings, certifications, and other information.

For more information, please visit:  

E-Learning Center

H3C e-Learning Center is a unique business empowerment platform for partners, providing a flexible access to knowledge, enabling education and training about H3C all product & solution online.

For more information, please visit: 

H3Club

The H3Club is a newly launched platform provided to H3C partners with unified management and supervision of data and information. This platform integrates the functions including pipeline registration, historical data query, personal activity attendance record, etc., which allows unified entry and rules to be set up in different regions. All information involved will be treated confidentially by H3C.

For H3Club platform, please visit:  

For more information, please visit:  

Click Here
Configuration Tool: i-Config

H3C Configuration Tool is an online configurator offering how to select, configure, and create quotes for H3C product & solution.

How to get i-Config Account:

- After complete the H3C partnership registration process, the i-Config account will be automatically sent to application contacts by intlibusiness@h3c.com.

- I-Config account name and the initial password is the same as the H3C partner website login account. Password can be changed or retrieved on the i-Config website by partner general manager’s email, which partner registers in the partnership application system.

I-Config Website: [Click Here](#)
Step-by-step guide: [Click Here](#)