New applicant create and activate company account, then could start step2 for application.

For registered partner, **Just in Step2** to fill in service information.

Application procedure is mostly simplified, which takes about 30mins to complete.
Online Application Process

H3C Partnership Introduction

H3C has entered international markets to offer IT industry enterprises worldwide opportunities to become leading Digital Solutions providers. We welcome IT industry enterprises to become H3C authorized partners. The different types of H3C international partnerships available are as follows:

**T1**
- Authorized Distributor (AD)
- Advanced Certified Partner Distributor (ACPD)

**T2**
- Advanced Certified Partner (ACP)
- Certified Partner (CP)

**SP**
- Service Partner (SP)

Serve overseas customers better, provide more extensive H3C products and related services for local end customers, we are inviting you to become H3C Service Partner, who builds continuous business co-operation with H3C meanwhile enjoys more benefits.

Entrance Access: https://www.h3c.com/en/Partners/Become_a_New_H3C_Partner/Join_New_H3C/
Online Application Process

Service Partnership Application

Send Star-rated Service Certification Application to

Apply For Service Partner (ASP/ACSP)

Overseas Service channel online registration
Step1: Create Your Company Account (if needed)

➢ Select Service Partner (ASP/ACSP)

➢ This step only requires basic information to generate company account.

➢ You’ll receive an email which contains activation link, your company account & password to log in for continuing step2.

Registered partner please go Step2 directly
Dear Partner

Thank you for applying to start our partnership. We will inform you the updates through this email address.

Please click [this](#) to activate your account and process the next step:

Here is the partnership user ID generated for your company. Please log in to continue the application process. This account will have access to the channel resources in the further cooperation.

**Partnership User ID:**

**Password:**

(Password Admin: The password can be changed or retrieved via your company account administrator email.)

Should you have any questions, please feel free to contact us.

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User ID explanation for **C_H3C5001**

- **C:** First alphabet of country name
- **H3C:** First word of channel’s name
- **5001:** Local code for partner

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If you want to learn more about H3C, please visit H3C website: [http://www.h3c.com/en/](http://www.h3c.com/en/)
Log in Step2

The user has been activated.

Login with the company partnership account to complete step 2.
Step 2: Company Information Introduce

➢ There are 3 steps here—**company information details, compliance questionnaire**, and **partnership agreement**

➢ Each step is able to be saved as draft just in case for further edit
Step2: Compliance Questionnaire Introduce

- Step 2 is consist of 12 questions, applicant is required to answer them according to company’s actual situation.

- If any questions, please email H3C_Compliance@h3c.com for consultation.
Step2: Partnership Agreement

➢ The information filled in the previous pages will be sync to this step. Please directly generate online partnership agreement (standard edition). Or download all documents for review.
➢ For customization, please click **upload customized agreement** to attach agreement files.
Successfully Submitted

All the materials have been successfully submitted. We will respond to your registration within 15 working days. You should receive an email notification of the result and the category of partnership granted by H3C after a comprehensive review.

Need Help?
For help or any other questions, please email int_service@h3c.com

Once you have successfully submitted the step2, H3C will start the assessment immediately, and will respond to you within 15 working days.
Online Application Country List

Business Territory For Partnership Authorization:

- All the Countries except Germany, UK, Ireland, France, USA and Russia are available for online application
- If your business territory is unavailable, please contact with the local service manager or HQ service channel manager for offline application. Many thanks for your understanding
If you have any questions during the whole process, please contact int_service@h3c.com for support.

Thanks!