



ZTE iChannel User Guide: Deal Registration (Version 2.0)



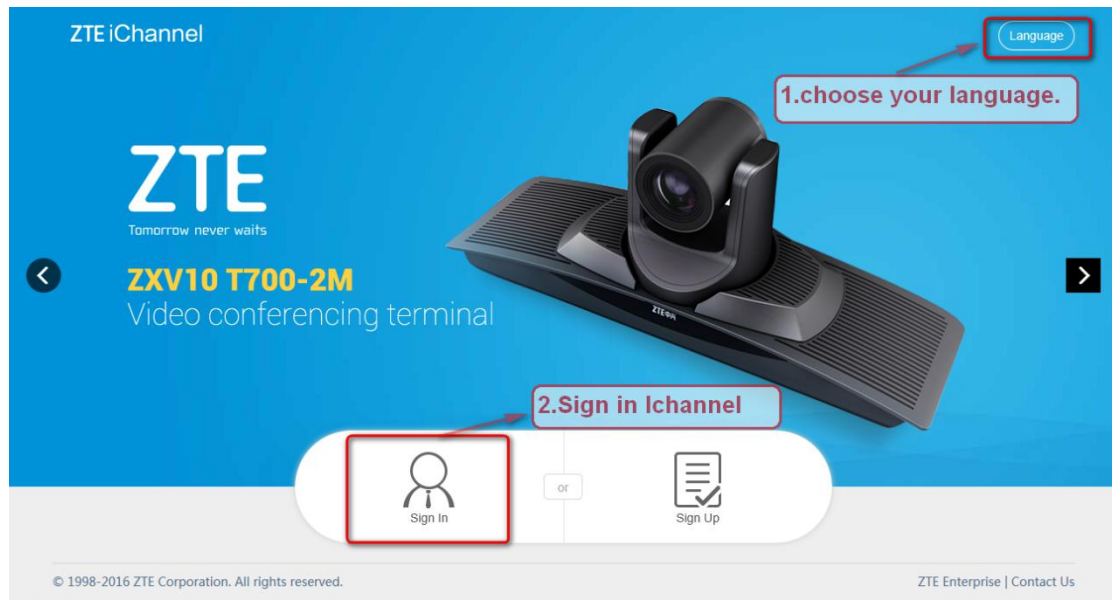
Purpose

This guide is used to describe the management mechanism of overseas channel partners, including the registration. This guide can also be used by our overseas partners to finish the online certification process in ZTE iChannel website .

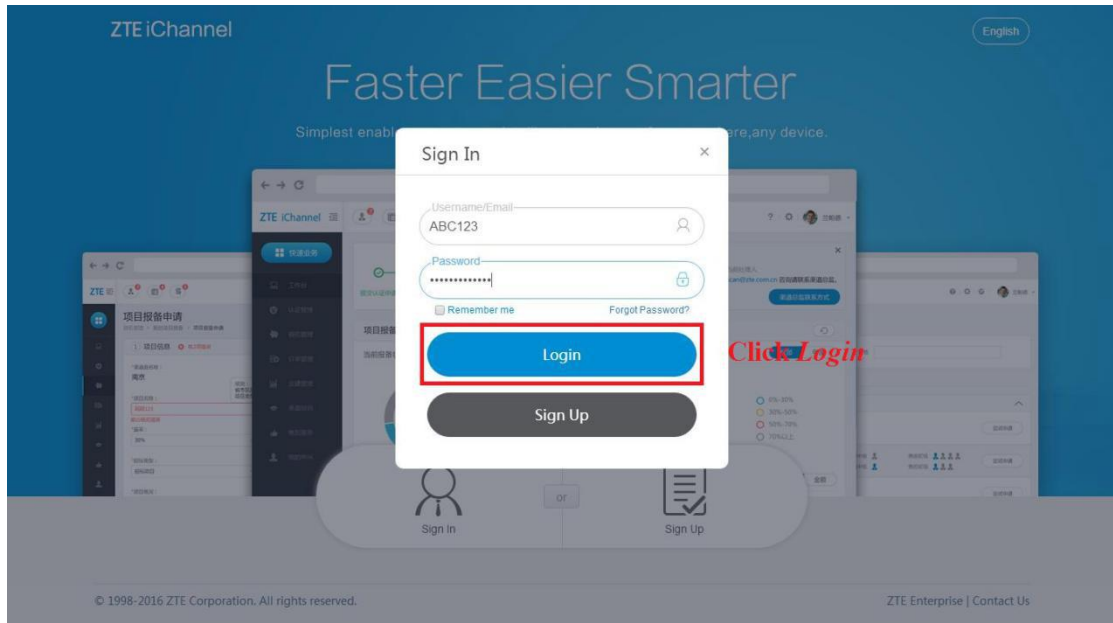
ZTE iChannel Website: <http://ichannel.zte.com.cn>

1 Log in iChannel

1.1 Choose language: *English, Russian*

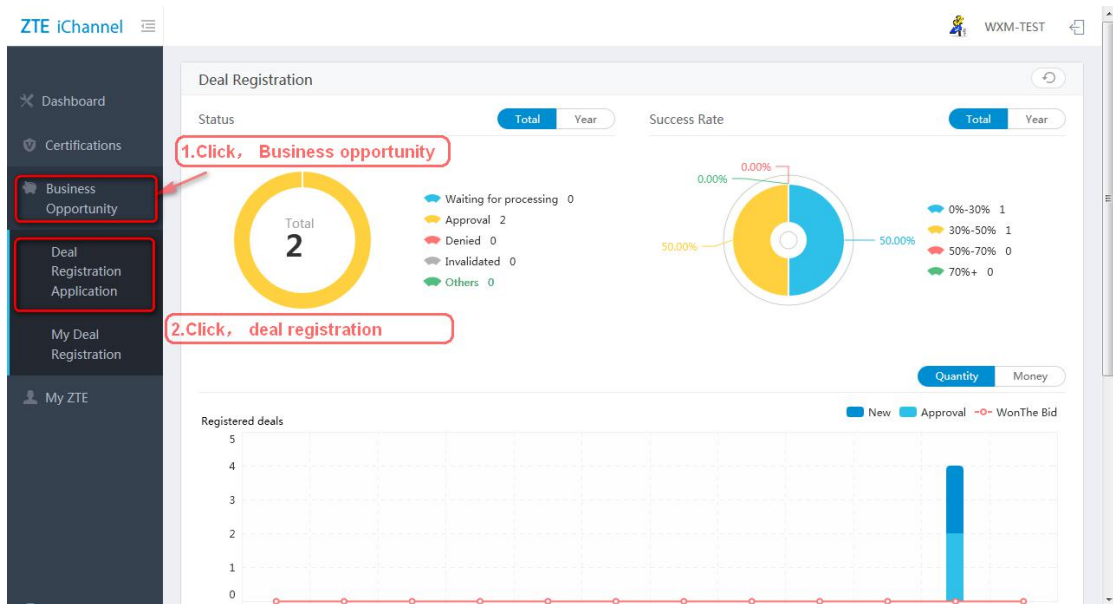


1.2 Click *Sign In* to login



2 Register Your Business Opportunity in iChannel

2.1 Click the *Business Opportunity*



2.2 Fill the *Deal Registration Application*

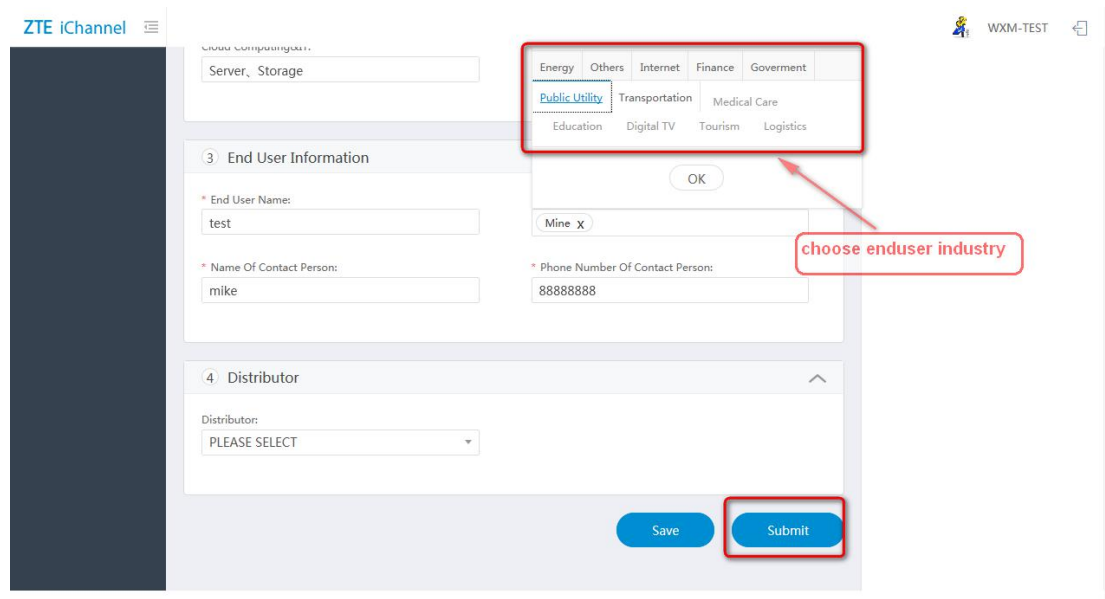
Fill in *Project Name*, *Project Location*, *Present Project Phase*, *Success Rate*, *Types of Bidding*, *Planned Bidding Time*, *Deadline of Competitive Bidding* and *Project Overview*. Those fields with * must be filled up.

2.3 Fill the *Product Information*

Fill the amount of each type of product (*Switches and Routers*, *UC&C*, *Wireless*, *Transportation*, *Cloud Computing&IT*, *Others*), all the amount will be summed up as **Expected Project Amount**.

2.4 Fill the *End User Information*

Fill in the *End User Information* including *End User Name*, *End User Industry*, *Name of Contact Person* and *Phone Number of Contact Person*. All fields with * should be filled up.

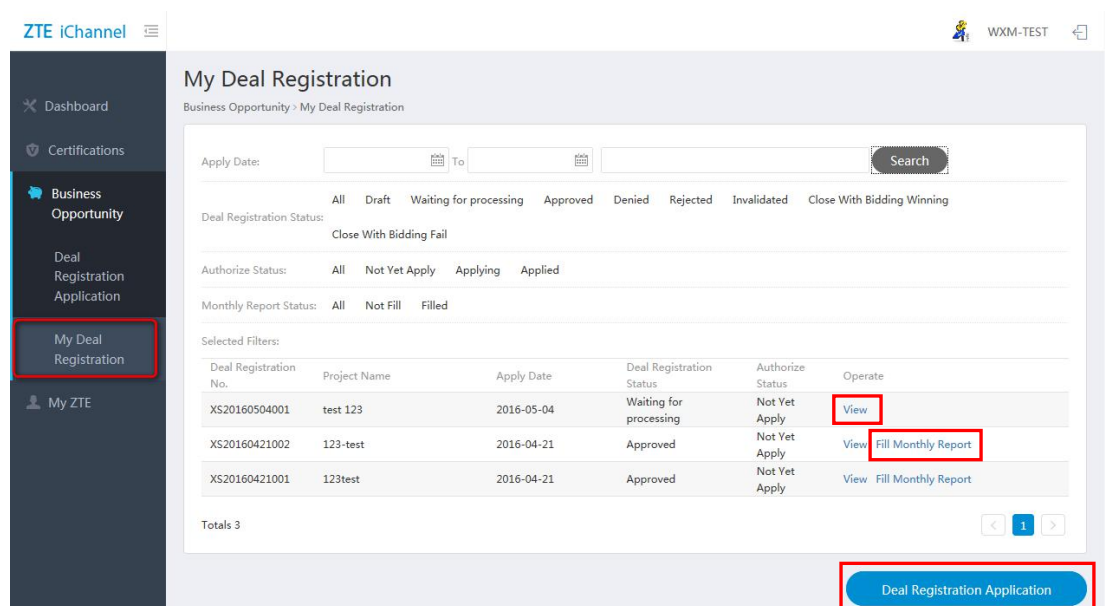


2.5 Select the *Distributor and submit application*

Select the corresponding *Distributor*, who will receive the deal registration notice via mail. After filling up the application, either to click **Save** it as draft or click **Submit** directly to complete the deal registration.

3 Overview of Business Opportunity

Access *Business Opportunity-My Deal Registration*, you may check all deal registration records or application drafts saved. You could raise a new **Deal Registration Application** via clicking the button. Also, you could **fill monthly report** for those submitted deal registration records here.



4 Fill the Monthly Report of Project

Select the corresponding Deal Registration record, fill in the Monthly Report and submit.

The screenshot shows the 'Fill Up Monthly Report' interface in the ZTE iChannel system. The left sidebar contains navigation options: Dashboard, Certifications, Business Opportunity, Deal Registration Application, My Deal Registration, and My ZTE. The main content area displays the following information:

- Project ID: XS20160421002
- Project Name: 123-test
- Project Status: Processing, Win the bidding, Lose the bidding
- The Current Monthly Vesting Period: 2016-04
- * Success Ratio: 30%-50%
- * Present Project Phase: RECEIVE PROJECT INFORMATION, WAIT...
- * Planned Bidding Time: 2016-05-19
- * Deadline for Competitive Bidding: 2016-05-31
- * Progress OF This Month: test

At the bottom of the form, there are two buttons: 'Next Report' and 'Submit'. The 'Submit' button is highlighted with a red rectangular box. A message at the bottom left of the form area states: 'There are 2 reports you need to fill up.'