

1. Qualification Requirements for Distributors

Roles: A distributor plays the roles of the capital platform, logistics platform, commercial platform, and sales platform of the authorized products in the authorized industries or areas.

Item	Metric	Requirements
Qualification Requirements	Legality	Five certificates (or corresponding certificates): business license, tax registration certificate, organization code certificate, bank account certificate, and ID card of the legal representative.
	Registered capital	USD 3 million or above.
	Company scale	The company has great strength, and has commercial, sales, logistics, and technical networks. It has experience and good performance in selling communication or network products, and its sales scale reaches USD 20 million. It also has good regional market coverage capabilities, namely lower-tier channel resources in the covered areas and over 5000 customers.
	Requirements for certification engineers	Two presales engineers and one after-sales engineer.
	Financial status	The distributor is in good financial status, and has no bad track record or debt. It must provide the annual balance sheet, cash flow statement, and income statement for the last year audited by a legal accounting firm.
Responsibility Requirements	Capital support for channels	The distributor provides capital support for lower-tier channels.
	Logistics support for channels	The distributor provides goods preparation and logistics support for lower-tier channels.

	Commercial support for channels (order process)	<p>The distributor develops lower-tier channels that sell ZTE's products, and promotes sales.</p> <p>1. Project order: The distributor strictly executes project orders in accordance with ZTE's and Tier-2 channel's products, services, and prices.</p> <p>2. Product distribution: The distributor distributes products. It builds level-1 product inventory, and supplies products to lower-tier channels. It provides the after-sales services of the distributed products, and regularly feeds back its order shipments and inventory.</p>
	Marketing support for channels (marketing activities)	<p>The distributor carries out brand marketing to Tier-2 channels and end user in accordance with ZTE's plans.</p>
Service Requirements	Annual sales target	<p>A: USD 5 million.</p> <p>B: USD 4 million.</p> <p>C: USD 3 million.</p>
	Logistics	<p>1. The distributor directly picks up goods from ZTE in accordance with order notification.</p> <p>2. For project sales, the distributor supplies goods to downstream channels in accordance with order notification. For non-project sales, the distributor directly supplies goods to downstream channels without order notification.</p>
	Channel development	<p>The distributor develops Tier-2 channels, and pushes Tier-2 channels to pass ZTE's certification.</p>
	Channels support	<p>The distributor provides Tier-2 channels with presales product technology support, presales solution technology support, demo, testing, and presales and after-sales training.</p>
	User support	<p>The distributor helps Tier-2 channels to provide end users with presales technical support, demo, testing, and after-sales services.</p>
Channel Management Requirements		<p>The distributor abides by ZTE's channel management regulations, develops and manages lower-tier channels, and is not involved in activities that disturb the market order, such as selling products out of the authorized range and breaking the price system.</p>

2. Qualification Requirements for Premium Partners

Roles: A premium partner shall achieve the Annual sales targets of the authorized products in the authorized industries or areas. Based on ZTE's products, it provides end users with converged industrial overall solutions and services.

Item	Metric	Requirements
Qualification Requirements	Legality	Five certificates (or corresponding certificates): business license, tax registration certificate, organization code certificate, bank account certificate, and ID card of the legal representative.
	Registered capital	USD 2 million or above.
	Company scale	The company has great technical strength and a good sales network. It has great influence in one industry/area (or multiple industries/areas), and has deep understanding of the industrial services. Its sales scale is over USD 10 million. It has good customer resources in the authorized industries or areas.
	Requirements for certification engineers	Two presales engineers and one after-sales engineer.
	Financial status	The distributor is in good financial status, and has no bad track record or debt. It must provide the annual balance sheet, annual cash flow statement, and income statement for the last year audited by a legal accounting firm.
Responsibility Requirements	Channel marketing	The premium partner plans and carries out brand marketing to industrial or regional end users in accordance with ZTE's plans.
	Order business process	Project order: The premium partner directly places orders to ZTE or places orders through a distributor. It faces end users, and implements presales support, sales, and services.
Service Requirements	Annual sales target	A: USD 3 million. B: USD 2.5 million. C: USD 2 million.

	Logistics	1. The premium partner directly picks up goods from ZTE or the distributor in accordance with order notification. 2. The premium partner supplies goods to end users in accordance with order notification.
	User support	The premium partner plans overall solutions, and provides presales technical support, demo, testing, and after-sales services for end users.
Channel Management Requirements		The premium partner abides by ZTE's channel management regulations, develops and manages lower-tier channels, and is not involved in activities that disturb the market order, such as selling products out of the authorized range and breaking the price system.

3. Qualification Requirements for Gold/Silver Resellers

Roles: A gold/silver reseller shall achieve the Annual sales targets of the authorized products in the authorized industries or areas. It faces lower-tier channels and end users, and implements presales support, sales, and after-sales services of the distributed products.

Item	Metric	Gold reseller	Silver reseller
Qualification Requirements	Legality	Business license.	
	Registered capital	USD 500 thousand or above.	USD 100 thousand or above.
	Company scale	The company is well developed, and has good commercial, sales, and service networks. It has experience and good performance in selling communication or network products, and has good customer resources in the authorized areas or industries.	
	Requirements for certification engineers	One presales engineer and one after-sales engineer.	Not required.
	Financial status	The gold/silver reseller is in good financial status, and has no bad track record or debt.	
Responsibility Requir	Channel marketing	It carries out brand marketing to lower-tier channels and end user in accordance with ZTE's plans.	

Requirements	Order business process	Distribution order: The gold/silver reseller is responsible for product distribution. It places orders through a distributor. It builds level-2 inventory, supplies goods to lower-tier channels or end users, and implements presales support, sales, and after-sales services of distributed products.	
Service Requirements	Annual sales target	A: USD 1 million. B: USD 800 thousand. C: USD 500 thousand.	A: USD 500 thousand. B: USD 400 thousand. C: USD 300 thousand.
	Logistics	1. The gold/silver reseller picks up goods from a distributor in accordance with order notification. 2. The gold/silver reseller supplies goods to end users or other channels in accordance with order notification.	
	User support	The gold/silver reseller provides presales support, demo, testing, and after-sales services of distributed products for end users.	
Channel Management Requirements		The gold/silver reseller abides by ZTE's channel management regulations, and is not involved in activities that disturb the market order, such as selling products out of the authorized range and breaking the price system.	

4. Qualification Requirements for Gold/Silver Partners

Roles: A gold/silver partner shall achieve the Annual sales targets of the authorized products in the authorized industries or areas. It provides end users with ZTE's products, solutions, and services.

Item	Metric	Gold reseller	Silver reseller
Qualification Requirements	Legality	Business license.	
	Registered capital	USD 1 million or above.	USD 100 thousand or above.
	Company scale	The company is well developed, and has good commercial, sales, and service networks. It has experience and good performance in selling communication or network products, and its sales scale reaches USD 4 million. It has good customer resources in	The company is well developed, and has good commercial, sales, and service networks. It has experience and good performance in selling communication or network products, and has good customer resources in the authorized areas or

		the authorized industries or areas.	industries.
	Requirements for certification engineers	One presales engineer and one after-sales engineer.	Not required.
	Financial status	The gold/silver partner is in good financial status, and has no bad track record or debt.	
Responsibility Requirements	Channel marketing	The gold/silver partner plans and carries out brand marketing to industrial or regional end users in accordance with ZTE's plans.	
	Order business process	<p>1. Project order: The gold/silver partner places orders through a distributor. It faces end users, and implements presales support, sales, and services.</p> <p>2. Distribution order: The gold/silver partner places orders through a distributor or gold/silver reseller. It faces end users, and implements presales support, sales, and services.</p>	
Service Requirements	Annual sales target	A: USD 1.5 million. B: USD 1.2 million. C: USD 1 million.	A: USD 1 million. B: USD 800 thousand. C: USD 500 thousand.
	Logistics	<p>1. The gold/silver partner picks up goods from a distributor or gold/silver reseller or in accordance with order notification.</p> <p>2. The gold/silver partner supplies goods to end users in accordance with order notification.</p>	
	User support	The gold/silver partner plans ZTE solutions, and provides presales technical support, demo, testing, and after-sales services for end users.	
Channel Management Requirements		The gold/silver partner abides by ZTE's channel management regulations, and is not involved in activities that disturb the market order, such as selling products out of the authorized range and breaking the price system.	

5. Qualification Requirements for Certified Partners

Roles: A qualified partner provides end users with ZTE's products, solutions, and services within the range of authorized products and industries/areas.

Item	Metric	Requirements
Qualification Requirements	Legality	Business license.
	Company scale	The company has sales capabilities, and is ZTE's entry-level certified partner.
	Financial status	The certified partner is in good financial status, and has no bad track record or debt.
Responsibility Requirements	Order business process	<p>1. Project order: The certified partner places orders through a distributor. It faces end users, and implements presales support and sales.</p> <p>2. Distribution order: The certified partner picks up goods from a gold/silver reseller. If there is no gold/silver reseller in the local area, it picks up goods from a distributor. It implements presales support, sales, and services independently or through its upper-level gold/silver reseller.</p>
Service Requirements	Logistics	<p>1. The certified partner picks up goods from a distributor or gold/silver reseller or in accordance with order notification.</p> <p>2. The certified partner supplies goods to end users in accordance with order notification.</p>
Channel Management Requirements		The certified partner abides by ZTE's channel management regulations, and is not involved in activities that disturb the market order, such as selling products out of the authorized range and breaking the price system.

Notes:

- **Category A: USA, Russia, and Japan**
- **Category B: Brazil, Venezuela, France, the United Kingdom, Germany, Mexico, Turkey, Italy, Argentina, Poland, Spain, Portugal, Denmark, Sweden, Norway, Finland, the Netherlands, Czech, Austria, South Africa, Pakistan, Australia, South Korea, India, and United Arab Emirates.**
- **Category C: other Countries.**