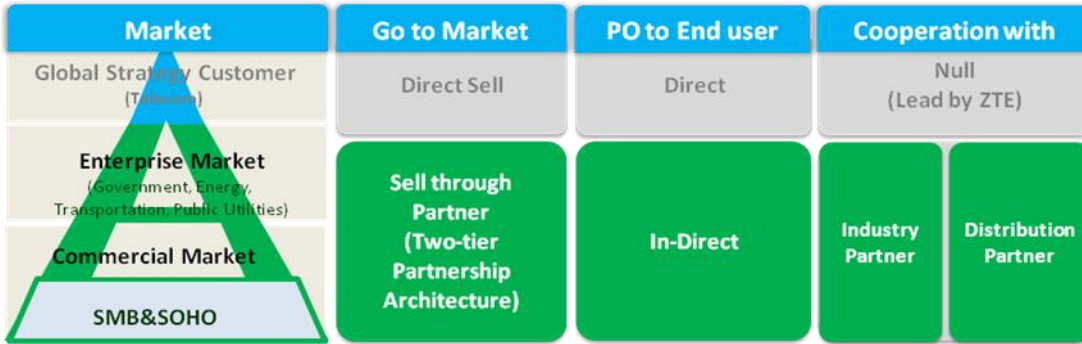
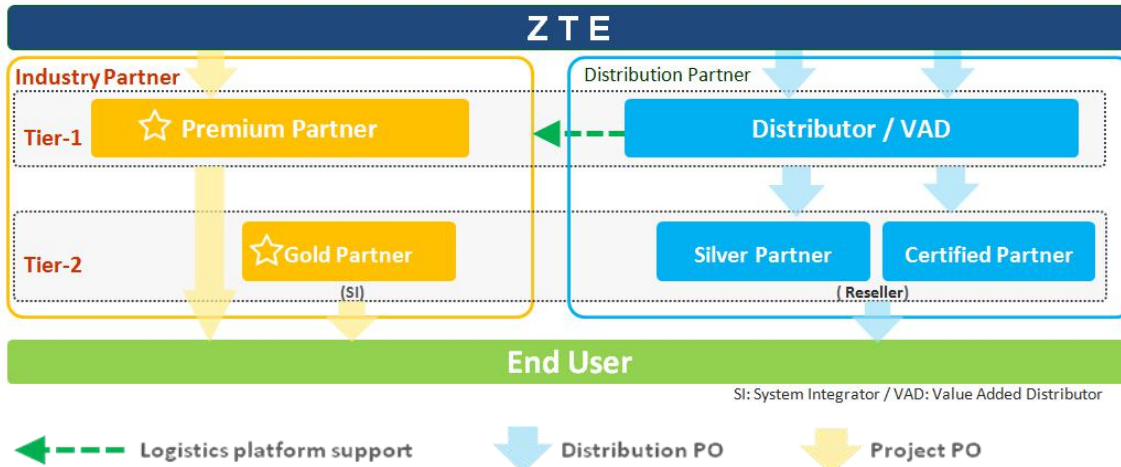


ZTE Partner Program

ZTE Enterprise Business Strategy



ZTE Partnership Architecture



- ★ **Industry Partners(Premium / Gold Partners):** Industry system integrators who have industry background, industry qualification, the capability of system integration and project delivery.
- ★ **Premium Partner:** Large integrators. **Gold Partner:** Small and medium project industry partner.
- ★ **Distribution Partners(Distributors / VADs / Silver/Certified Partners)**focus on the product distribution business.
- ★ **Tier-1** Partners can get PO from ZTE directly. **Tier-2** Partners should get PO from Distributor/VAD, and sell to End Users.

ZTE Partnership Responsibilities

Partner	Responsibilities				
	Capital Platform	Logistics Platform	Tier-2 Channel Development	Pre-sale/Post-sale Service	Direct Selling to End Users
Distributor / VAD	√	√	√	√	
Premium Partner				√	√
Gold Partner				√	√
Silver Partner					√
Certified Partner					√

Industry Partner

 Main Function  Value Added Function

★ **The Premium / Gold Partners'** main function is to sell to end users directly, focusing on specific vertical industry market. They are also responsible for Pre-sale/Post-sale Service.

★ **The Distributors/VADs** focus on their main function of funding and logistic platforms. They are also responsible for the value added function of Pre-sale/Post-sale Service(training and supporting Tier-2 Channel Partners), and Tier-2 Channel Partners Development.

★ **The Silver / Certified Partners** focus on the main function of direct selling to end users.

Notes: All the main function requirements which are marked orange must be met. The value added function which are marked blue should be met within 12 months after the certification.

ZTE Partner Certification

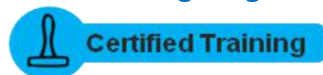
Certification Requirement	Distributor/VAD	Industry Partner		Silver Partner	Certified Partner
		Premium Partner	Gold Partner		
Annual Sales Target	3 M	3 M	1M	0.5M	None
Certified Engineers	2 Pre-Sale 1 Post-Sale	2 Pre-Sale 1 Post-Sale	1 Pre-Sale 1 Post-Sale	None	None
Documents	Legal Certificates and Financial Statements	Legal Certificates and Financial Statements	Business license	Business license	Business license
Agreement & Registration	Partners should sign the cooperation agreement, and register at the ZTE online system (iChannel).				

Currency Unit: USD

Partners' Key Benefits

Key Benefits	Distributor/VAD	Industry Partner		Silver Partner	Certified Partner
		Premium Partner	Gold Partner		
Access to Promotion	√			√	√
Deal Registration	√	√	√	√	√
Special Pricing Program		√	√		
Demo Equipment	√	√	√		
Sales Rebate	√				
Certification Training Rebate	√	√	√	√	
Marketing Fund	√	√	√	√	
Training Fund	√	√	√	√	√
ZTE Trademarks	√	√	√	√	√
ZTE Technical Support	√	√	√		

ZTE Training Program



Pre-sale Training		Post-sale Training	
Program	Ability	Program	Ability
ZCSE (ZTE Certified Sale Expert)	The certified engineers will have deep understanding of the technology development trend in the industry, and able to generate overall marketing strategy in accordance with local market situation and competition environment.	ZCTE (ZTE Certified Technical Expert)	The certified engineers of this level will be capable of excellent troubleshooting skill and taking on complex technical workshops; be able to provide the feasibility assessment of comprehensive solution.
ZCSP (ZTE Certified Sale Professional)	The certified engineers will be capable of enhancing the operating efficiency through the professional sales activity and basic project maintenance.	ZCTP (ZTE Certified Technical Professional)	The certified engineers of this level will be able to perform the basic troubleshooting and software updating, expansion and cutover in according to the technical instructions.

ZCSA (ZTE Certified Sale Associate)	The certified engineers will be familiar with the basic features and principles of ZTE channel products, and able to configure products, and with the ability to assist project bidding and signing contract.	ZCTA (ZTE Certified Technical Associate)	The certified engineers of this level will be capable of independently completing the hardware installation, service provisioning and basic troubleshooting.
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 **Non-Certified Training**

- ★ Pre-sales non-certified trainings will be held upon request.
- ★ The training contents mainly cover the latest products and solutions.

■ Certified Engineer Requirement for Partners

★Number of certified engineer required

Certification Requirements	Distributor /VAD	Industry Partner		Silver Partner	Certified Partner
		Premium Partner	Gold Partner		
Certified Engineers	2 *ZCSP 1* ZCTP	2 *ZCSP 1 *ZCTP	1* ZCSP 1 *ZCTP	None	None

★Validity Period of Certificate

The certificates are valid for 2 years. ZTE will remind our partners before the certification expires.

Engineers must be certified again after the certificate has expired.

Whenever partner don't have enough certified engineer to meet the requirement, the channel partner must inform ZTE and apply for a permission to fill the vacancy in six months. If ZTE finds out the vacancy before being informed by the channel partner, then the partner has only two months to fill the vacancy.