

1. Qualification Requirements for General distributor

Item	Index	Requirement
Qualification	Legitimacy	Have valid business license, tax registration certificate, organization code certificate, bank account certificate, and legal representative's ID card.
	Registered Capital	At or above five million dollars.
	Resource	Have rich experience in selling communication or network product and good performance; be good at market coverage, and have the lower channel resource in the coverage.
	Manpower	Sales personal: Have 10 or more sales personnel engaged in ZTE channel operation Technical capability: Have at least 3 pre-sales and after-sales technicians
	State of Operation	Have good financial statement without any bad operation records and debt, and provide the audited balance sheet, income statement, cash flow statement in the previous year.
Operation Platform	Logistics Platform	Be capable of delivery across the warehouse, regional branches, each node within the coverage, and have the storage recording system for query, stocking statistics in real time and logistic feedback in regular.
	Supporting System	Have the required LAN and WAN-based network, office equipments and personnel so as to properly manage the business information provided by ZTE, access the ZTE-related website, and keep communication with ZTE staff.
Responsibilities	Credit Support	Provide the credit support to the lower channel.
	Logistics Support	Be capable of stocking, logistics and reducing the delivery cycle.
	Marketing Activity	Assist ZTE with organizing and carrying out marketing activity.
	Channel Expansion Sales	Develop the lower channel and actively promote the sales of ZTE products.
Operation	Sales Target	Yearly purchase amount reaches at or above ten million dollars.
	Logistics	1. Pick up the goods from ZTE in accordance with the order notice. 2.The order notice is required to supply with the products to other channel as for the project; No order notice is required to supply with the products to other channel as for the non-project;
	Channel Expansion	1. Develop more than 30 lower channels in cooperation period. 2. Assist ZTE with the channel expansion activities including product tour and channel recruitment.
	Other	Submit the sales report and operation-related report in accordance with ZTE's requirement.
Channel Management		Comply with the channel management regulations, develop and manage the lower channel, and never disrupt the market order including selling unauthorized product and undermining the price system.

2. Qualification Requirements for Gold / Silver Agent

Item	Index	Gold Agent	Silver Agent
Qualification	Legitimacy	Have valid business license, tax registration certificate, organization code certificate, bank account certificate, and legal representative's ID card.	
	Registered Capital	At or above two million dollars.	At or above one million dollars.
	Resource	Have rich experience in selling communication or network product and good performance; be good at market coverage, and have the lower channel resource in the coverage.	
	Manpower	Sales personal: Have 4 or more sales engaged in ZTE channel operation Technical capability: Have at least 2 pre-sales and 2 after-sales technicians	Sales personal: Have 2 or more sales engaged in ZTE channel operation Technical capability: Have at least 1 pre-sales and 1 after-sales technicians
	State of Operation	Have good financial statement without any bad operation records and debt.	
Operation Platform	Supporting System	Have the required LAN and WAN-based network, office equipments and personnel so as to properly manage the business information provided by ZTE, access the ZTE-related website, and keep communication with ZTE staff.	
Responsibilities	Channel Expansion Sales	Direct project sale is primary, while the distribution is secondary with taking charge of pre-sales support and after-sales service.	
Operation	Sales Target	Yearly purchase amount reaches at or above four million dollars.	Yearly purchase amount reaches at or above two million dollars.
	Logistics	1. Pick up the goods from the general distributor or ZTE in accordance with the order notice. 2. Supply the goods for end users in accordance with the order notice.	
	Other	Submit the sales report and operation-related report in accordance with ZTE's requirement.	
Channel Management		Comply with the channel management regulations, and never disrupt the market order including selling unauthorized product and undermining the price system.	

3. Qualification Requirements for Senior Agent

Item	Index	Requirement
Qualification	Legitimacy	Have valid business license, tax registration certificate, organization code certificate, bank account certificate, and legal representative's ID card.
	Registered Capital	At or above five hundred thousand dollars.
	Resource	Have good customer resources in the authorized area and industry
	Manpower	Sales personal: Have 1 or more sales engaged in ZTE channel operation No requirement for technician
	State of Operation	Have good financial statement without any bad operation records and debt.
Operation Platform	Supporting System	Have the required LAN and WAN-based network, office equipments and personnel so as to properly manage the business information provided by ZTE, access the ZTE-related website, and keep communication with ZTE staff.
Responsibilities	Sales	Direct project sale.
Operation	Sales Target	Yearly purchase amount reaches at or above one million dollars.
	Logistics	1. Pick up the goods from the general distributor in accordance with the order notice. 2. Supply the goods for end users in accordance with the order notice.
	Other	Submit the sales report and operation-related report in accordance with ZTE's requirement.
Channel Management		Comply with the channel management regulations, and never disrupt the market order including selling unauthorized product and undermining the price system.