

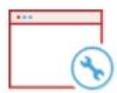


华为e+数字化平台——解决方案中心和Marketplace

LEADING NEW ICT

华为官网入口：<http://www.huawei.com/cn/partner/solution-partner>

The screenshot shows the homepage of the Huawei Solution Partner Program. At the top, there is a navigation bar with the HUAWEI logo, a search icon, and dropdown menus for '手机、笔记本&平板...' (Mobile, Notebook & Tablet), '解决方案&服务' (Solution & Service), '合作伙伴' (Partnership), and '行业洞察' (Industry Insights). Below the navigation is a large banner titled '华为解决方案伙伴计划' (Huawei Solution Partner Program) featuring a circular graphic with icons like a play button, a clock, and a globe, with the text 'embrace this amazing sea of digitization'. To the right of the graphic is a paragraph of text about the program's mission and values, followed by a red '立即加入' (Join Now) button and a white '伙伴登录' (Partner Login) button.



构建

提供开放平台、行业&技术专家与OpenLab支持，助您设计开发并验证方案



营销

提供Marketplace、营销活动、展厅等支持，向客户及渠道营销您的方案



销售

提供激励奖励政策，连接华为全球渠道伙伴，提供销售支持，促进商业成功



服务

多种方式与解决方案伙伴一起合作向客户提供交付方案与服务，共同打造客户关系

注册认证流程

解决方案伙伴注册与认证

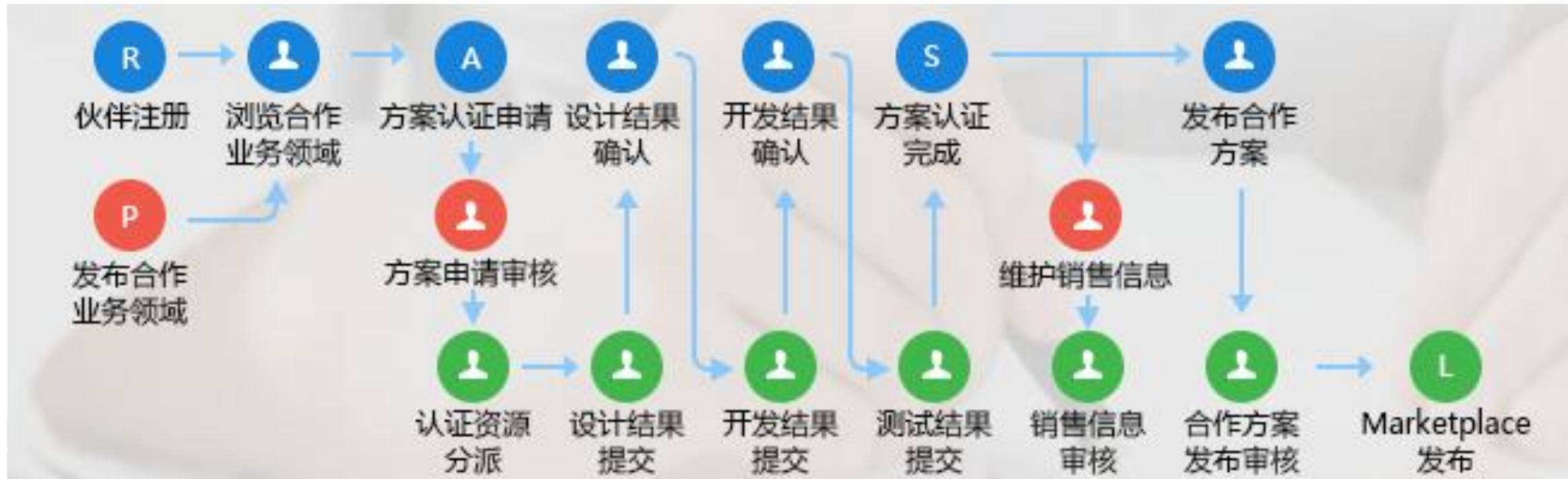


入口：<http://echannel.huawei.com/>

The screenshot shows the homepage of the Huawei eChannel website. The top navigation bar includes links for 首页 (Home), 产品 (Products), 我的项目 (My Projects), 交易中心 (Trade Center), 解决方案中心 (Solution Center) [highlighted with a red box], 营销活动 (Marketing Activities), 认证与能力 (Certification and Capabilities), 我的成就 (My Achievements), and 我的华为 (My Huawei). A welcome message in a box says '欢迎使用网上订单平台' (Welcome to the online order platform). Below it, a blue box labeled '系统公告' (System Announcement) contains text about the full-process self-service trading channel for Chinese enterprise partners. A red box highlights the '解决方案伙伴中心' (Solution Partner Center) link. The main content area features a search bar with placeholder text '华为订单号、客户订单号、订单名称、草案编号、签约经销商、二级经销商' and a red '搜索' (Search) button. Below the search bar is a section titled '总经销商下单周期' (Total Distributor Order Submission Cycle) with a table showing six companies and their average order submission cycles. The table includes columns for rank, company logo, company name, and cycle value.

排名	公司	平均下单周期 (工作日)
1	金华威 深圳市金华威数码科技有限公司	0.89
2	联强国际 联强国际贸易（中国）有限公司	1.14
3	神州数码 北京神州数码有限公司	1.4
4	CNBM 中建材信息技术股份有限公司	1.4
5	Futong 富通时代科技有限公司	1.85
6	BCS 佳电（上海）管理有限公司	1.92

解决方案构建和发布流程示意图



如何完成联合方案构建与发布？

LEADING NEW ICT

第一步：登录解决方案中心

This screenshot shows the initial login screen of the Solution Center. It includes a header with '首页' (Home), '产品' (Products), '我的项目' (My Projects), '交易中心' (Trade Center), '解决方案中心' (Solution Center) (highlighted in red), '营销活动' (Marketing Activities), '认证与能力' (Certification and Capabilities), '我的成就' (My Achievements), '售后服务' (Post-Sales Service), and '我的华为' (Huawei). Below the header, there's a '系统公告' (System Announcement) section with a message about price adjustment. The main area displays a search bar and a table for '总经销商下单周期' (Total Distributor Order Cycle) with columns for '行业' (Industry), '认证区' (Certification Area), and '操作' (Action). A large blue arrow points from this step to the second step.

第二步：提交方案认证申请

This screenshot shows the 'Submit Solution Certification Application' page. It features a header with '解决方案中心' (Solution Center), '我的行动导航' (My Action Guide), '了解解决方案' (Understand Solutions), '申请方案认证' (Apply for Solution Certification) (highlighted in red), '发布解决方案' (Publish Solution), and '维护销售信息' (Manage Sales Information). The main content area has tabs for '可合作业务领域' (Cooperative Business Areas), '我的方案认证' (My Solution Certification) (highlighted in red), '管理销售信息' (Manage Sales Information), and '发布解决方案' (Publish Solution). It includes sections for '认证类型' (Certification Type), '认证区域' (Certification Area), '行业/技术' (Industry/Technology), '合作业务领域' (Cooperative Business Areas), '方案描述' (Solution Description), '方案合作代表' (Solution Cooperation Representative), and '操作' (Action). A large blue arrow points from the second step to the third step.

第三步：确认认证结果

This screenshot shows the 'Confirm Certification Result' page. It has a header with '解决方案中心' (Solution Center), '我的行动导航' (My Action Guide), '了解解决方案' (Understand Solutions), '申请方案认证' (Apply for Solution Certification) (highlighted in red), '发布解决方案' (Publish Solution), and '维护销售信息' (Manage Sales Information). The main content area shows a table for '方案列表' (Solution List) with columns for '方案名称' (Solution Name), '认证区域' (Certification Area), '行业/技术' (Industry/Technology), '合作业务领域' (Cooperative Business Areas), '方案描述' (Solution Description), '当前阶段' (Current Stage), '状态' (Status), '当前处理人' (Current Handler), and '操作' (Action). A large blue arrow points from the third step to the fourth step.

第六步：发布到Marketplace

This screenshot shows the 'Publish to Marketplace' page. It includes a header with '解决方案中心' (Solution Center), '方案架构' (Solution Architecture), '可销售信息' (Salesable Information), '成功案例' (Successful Cases), and '伙伴信息' (Partner Information). The main content area displays a table for '方案价值' (Solution Value) with columns for '方案名称' (Solution Name), '合作业务领域' (Cooperative Business Areas), '方案描述' (Solution Description), '认证区域' (Certification Area), '申请日期' (Application Date), '状态' (Status), '语言版本' (Language Version), and '操作' (Action). A large blue arrow points from the sixth step back to the fifth step.

第五步：解决方案发布申请

This screenshot shows the 'Submit Solution Release Application' page. It features a header with '解决方案中心' (Solution Center), '我的行动导航' (My Action Guide), '了解解决方案' (Understand Solutions), '申请方案认证' (Apply for Solution Certification) (highlighted in red), '发布解决方案' (Publish Solution) (highlighted in red), and '维护销售信息' (Manage Sales Information). The main content area has tabs for '可合作业务领域' (Cooperative Business Areas), '我的方案认证' (My Solution Certification) (highlighted in red), '管理销售信息' (Manage Sales Information), and '发布解决方案' (Publish Solution). It includes sections for '解决方案' (Solution), '合作伙伴' (Partnership), and '操作' (Action). A large blue arrow points from the fifth step to the fourth step.

第四步：管理可销售信息

This screenshot shows the 'Manage Salesable Information' page. It has a header with '解决方案中心' (Solution Center), '我的行动导航' (My Action Guide), '了解解决方案' (Understand Solutions), '申请方案认证' (Apply for Solution Certification) (highlighted in red), '发布解决方案' (Publish Solution) (highlighted in red), and '维护销售信息' (Manage Sales Information). The main content area shows a table for '方案列表' (Solution List) with columns for '方案名称' (Solution Name), '方案描述' (Solution Description), '认证区域' (Certification Area), '可销售区域' (Salesable Area), '当前阶段' (Current Stage), and '操作' (Action). A large blue arrow points from the fourth step to the sixth step.

华为官网入口：

<http://www.huawei.com/cn/partner/solution-partner>

浏览/查找伙伴与解决方案

Huawei Marketplace

浏览

探索

查找

解决方案

华为与合作伙伴共同构建解决方案

SHOWCASE

查看优先级及以上等级伙伴的解决方案

查找解决方案伙伴

快速查找并了解华为解决方案伙伴

Marketplace网址：

<http://marketplace.huawei.com>

HUAWEI Marketplace

首页 解决方案 精品之窗 查找合作伙伴 加入我们 EN

诚邀您加入解决方案伙伴计划

观看视频

1 2

解决方案 请输入关键字 搜索

解决方案 与合作伙伴共同构建的解决方案

太极-政务云 更多

精品之窗 发现创新及特色的解决方案

查找合作伙伴

查询解决方案

The screenshot shows the HUAWEI Marketplace homepage. At the top, there is a navigation bar with the HUAWEI logo, 'Marketplace', '首页' (Home), '解决方案' (Solutions), '精品之窗' (Premium Showcase), '查找合作伙伴' (Find Partners), '加入我们' (Join Us), and 'EN'. Below the navigation is a large banner with the text '聚合生态，共筑未来' (Gathering the ecosystem, building the future) and a '观看视频' (Watch Video) button. A red box highlights the search bar below the banner, which contains the placeholder '解决方案 请输入关键字' (Solutions Enter Keyword) and a '搜索' (Search) button. Below the search bar are three cards: '太极·政务云' (Taiji · Government Cloud) featuring a globe, '精品之窗' (Premium Showcase) featuring a group of people giving thumbs up, and '查找合作伙伴' (Find Partners) featuring two people shaking hands over a table with documents. Red boxes highlight the '解决方案' (Solutions) button under the first card and the '与合作伙伴共同构建的解决方案' (Solutions co-built with partners) text under the third card.

查询伙伴信息

The screenshot shows the HUAWEI Marketplace homepage. The layout is identical to the 'Query Solutions' section above it. The banner features the text '聚合生态，共筑未来' (Gathering the ecosystem, building the future) and a '观看视频' (Watch Video) button. A red box highlights the search bar below the banner, which contains the placeholder '合作伙伴 请输入关键字' (Partners Enter Keyword) and a '搜索' (Search) button. Below the search bar are three cards: '解决方案' (Solutions) featuring two people shaking hands over a table with documents, '精品之窗' (Premium Showcase) featuring a building with a large 'BANK' sign, and '查找合作伙伴' (Find Partners) featuring a group of people giving thumbs up. Red boxes highlight the '解决方案' (Solutions) button under the first card and the '发现创新及特色的解决方案' (Discover innovative and unique solutions) text under the third card.

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THANK YOU

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