



Huawei Netherlands Deal Registration Reward Program

1st July 2022 – 1st July 2023

What is DRR?

The Huawei Deal Registration Reward Program is designed to reward and encourage Huawei reseller partners for supporting our products and submit deal registration.

Huawei will protect a partner's presales investments by rewarding them with 2% extra reward after winning the deal.



Deal Protection



2% Backend Reward

Applicable Products:

Authorized Huawei Datacom Products; Authorized Huawei Storage Products; Huawei Authorized Optical Products, Huawei Ideahub Products.

Eligible Partners:

VAP; Gold; Silver; Authorized and Registered Partners in The Netherlands.

Extra Requirement:

Complete and verified Deal Registration.

PO Size Requirement:

Project size \geq €100K (excl. VAT)



Terms and conditions:

1. The deal information registered is complete, including specific customer names, project names, budget, products or solutions, project decision-making chain, and project implementation time.
2. The information registered passes verification (approval) and is true and valid.
3. The period from the time of registration to the time of price application (Order is signed) is no less than 15 days.
4. The deal registered is within the scope of authority (authorized regions, authorized products, etc.).
5. Applications should be approved by Huawei in the system.
6. Only DR with a value of equal to or above 100 k Euro (Excluding VAT) is eligible for the Deal Registration Reward Program. (Order size needs to also be equal to or above 100K Euro)
7. Deal registration needs to contain complete and true information and it needs to be verified and approved by Huawei.
8. Deal registration rewards will be given in form of credit note. If the partner has done the valid deal registration and wins the project with Huawei, Huawei will provide 2% of the deal size as a reward to the partner. The reward payment will only be provided after the project has been completed and the revenue has been recognized.



Contact Info:

Any questions?

Please contact:

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