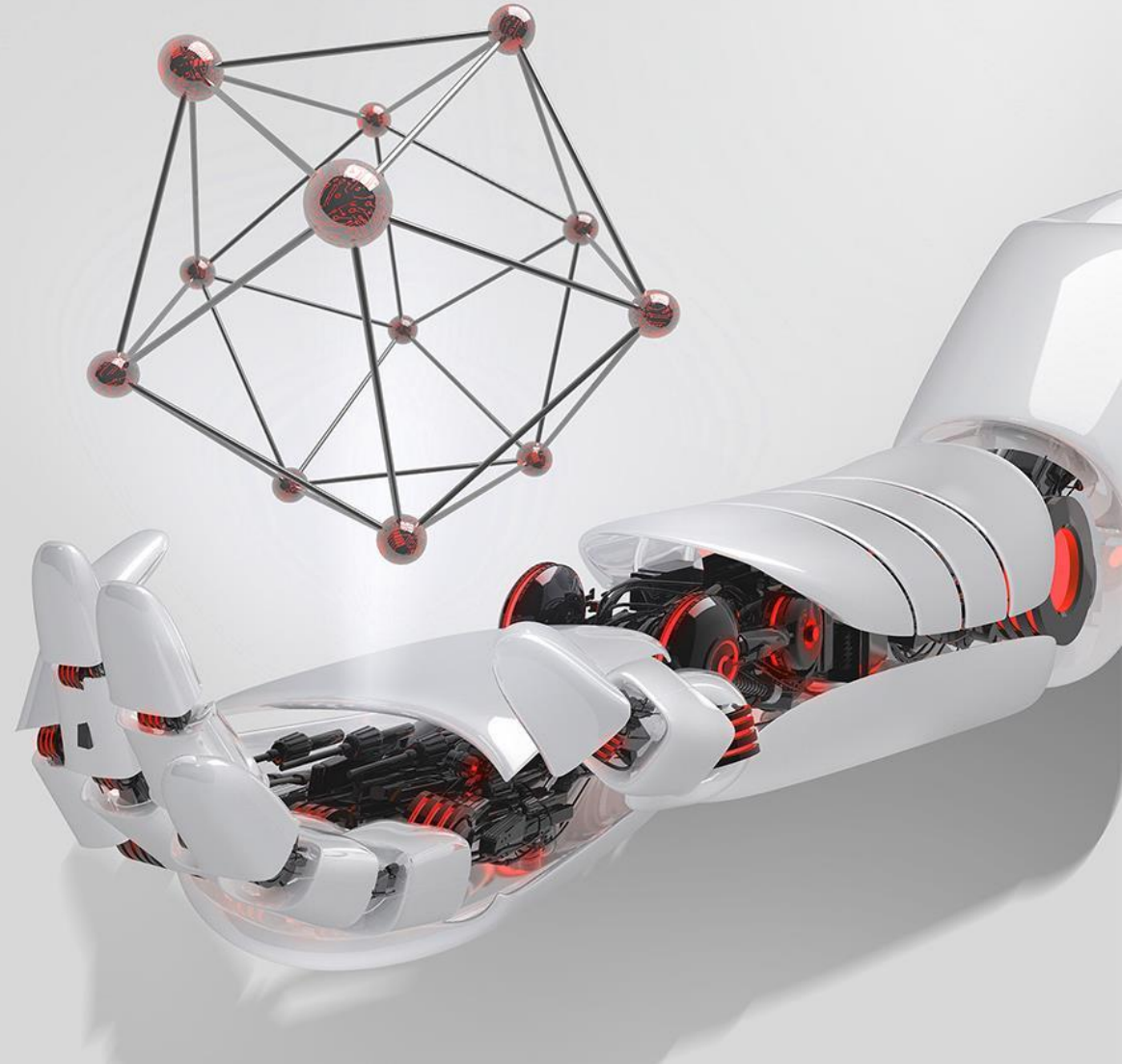


2021 Flash Only Pro Program

Huawei Storage – Where Your Data Belong

Huawei is the only vendor that develops all components for its enterprise flash storage systems, from SSD controllers to the SSD modules and the operating system used in them.



Valid from 1st Feb 2021 to 31st Jan 2022

Applicable to All Huawei Partners in Germany



Contents

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2. Flash Ever
3. Flash Care +



Flash Only Pro

Flash
Only +

Huawei 2021 All-Flash Storage Program – Sell One Dorado, Get All the Benefits!



Flash Only Promotion

Benefit

With the in-house developed NVMe SSDs and latest data reduction technologies, Huawei offers:

The same NVMe SSD price as 10K SAS at the same capacity



The advertisement features a black OceanStor Dorado server in the foreground. The background is a vibrant blue and green splash effect. The text 'Flash Only' is written in a large, white, brush-stroke font. To the right, a yellow plus sign is followed by the text '1 : 1 NVMe SSD : 10k SAS' and 'Gleiche Kapazität, gleicher Preis'. A red button with the text 'Mehr erfahren' is positioned below the text. At the bottom right, a small asterisked note reads '*OceanStor Dorado 3000 V6(SAS SSD Only), Dorado 5000 V6, Dorado6000 V6'.

Notes

1. Compression and deduplication features must be enabled.
2. Effective capacity guarantee through the entire service contract.
3. Applicable models include Dorado 3000 V6, Dorado 5000 V6, and Dorado 6000 V6, Dorado 8000V6, OceanStor 5500V5, 5600V5.
4. Maintenance prices of different models will differ.

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PoC Incentive

Incentive

By sending a Huawei Storage product PoC test report signed by the end user, **partner** receives:

2000€ price reduction before placing the order

How It Works

After finishing a PoC test and receiving the signed report from the end user, partner must send a scanned copy to the relevant Huawei partner development manager or solution manager, partner will receive a new offer with 2000€ price reduction before placing order in connection with this PoC.

Conditions

1. The net price of ordered PO from partner to a Huawei distributor must be above 50,000€.
2. The incentive is applicable only once for each project.
3. The test cases are defined by the customer or partner. Huawei could provide an example upon request.
4. Applicable to all Huawei storage products.

Reference Incentive

Incentive

With the customer's written confirmation upon the Huawei Reference Case Agreement, **partner** receives:

3000€ price reduction before placing the order

How It Works

After providing the customer's written confirmation to Huawei for publishing reference, partner will receive a new offer with 3000€ price reduction before placing order in connection with this signed Reference Agreement.

Conditions

1. The net price of ordered PO from partner to a Huawei distributor must be above 100,000€.
2. The Huawei Reference Case Agreement will be provided in a separate attachment upon request.

Free Dorado Onboard Training

Benefit

By buying a Huawei Dorado V6 Portfolio Solution in this period, **the end user** receives:

1 man-day onsite German training for free

How It Works

Upon placing an order to a Huawei distributor, Huawei partner could send email to the relevant Huawei partner development manager or solution manager to apply the training. It will be provided upon a mutually agreed date.

Conditions

1. The net price of ordered PO from partner to a Huawei distributor must be above 100,000€.
2. The end user is responsible for providing the training classroom.
3. If more than 1 man-day training is needed, please contact Huawei distributor for quotation of extra days.

*The training content will be provided in a separate attachment upon request.

All Incentives Are Cumulative!

Example

Request

Customer X requests a 200TiB storage system from Partner Y.

Solution

Huawei offers a Dorado 5000 V6 NVMe solution based on the promotion discounts. The price from Distributor Z to Partner Y is **100,000 EUR**.

Activities

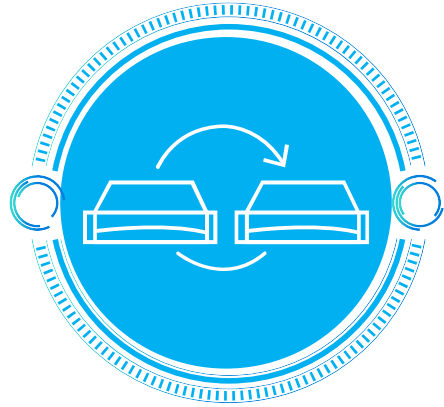
Partner Y requests one demo system from Huawei for testing at customer site.

After finishing the test, customer signed on the test report and would like to order the storage system. In addition, the customer also signed the *Huawei Reference Case Agreement*.

Benefits

1. The original price is based on the latest **special promotion discounts**, with a total price similar to 10K SAS storage system.
2. Partner receives 2000 EUR PoC incentive for the test report. The offer price is **98,000 EUR**.
3. Partner also receives 3000 EUR reference incentive. The partner will receive a new offer with **95,000 EUR**.
4. **One-day Huawei storage training course** will be provided for the customer on a date agreed by both parties.

Flash Ever



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Flash Ever Program – 10 Years business always on

Enjoy next generations of free system upgrades when your organization purchases the Flash Ever Service for OceanStor Dorado V6 equipment

Price of Flash Ever Service:

5000 V6: 12,000 € fix price per Set

3000 V6: 9,000 € fix price per Set

Flash Ever: Upgrade the controllers to next generation Dorado including implementation service



Benefits

1. Customer purchase Flash Ever service at the beginning in the PO with the price showing above.
2. Customer open a ticket to apply for controller upgrading in 3 years.
3. Huawei or partner will on-site upgrade the controller to next generation controllers without business interruption.

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Flash Care +  NEW

Flash +
Care

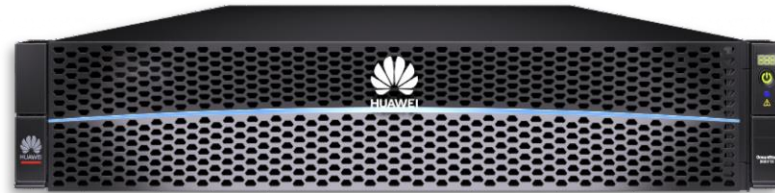
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Huawei Customer Royalty Program - Flash Care+

NEW

To express our appreciation to our customers, Huawei designed “Flash Care + ” program for our existing customers who are using OceanStor V3 or Dorado V3.



Incentive

For replacement of OceanStor V3 or Dorado V3, partner receives:

2500€ price reduction before placing the order for each set of OceanStor 5500 V3/Dorado 5000 V3

1500€ price reduction before placing the order for each set of OceanStor 5300 V3/Dorado 3000 V3

Conditions

1. Please provide the ESN of the replacement device to get the price deduction.
2. This benefit is only applicable for the Dorado 3000/5000 V6 PO and OceanStor 5300/5500 V5 PO.


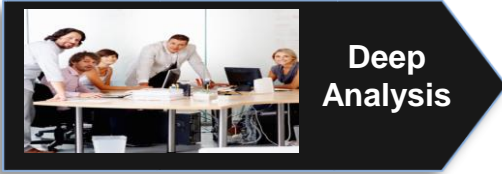

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Huawei Storage Health Check **NEW**

Does your storage need more performance? Huawei Dorado V6 breaks all records. For every customer who is using Huawei storage, we provide the in-depth Health Check for in 2021 for free. You can make sure of the health, stability and utilization of your infrastructure.

- Support Huawei/EMC/HPE/IBM/HDS/NetApp/Pure Storage;
- Support Oracle/MySQL/IBM;
- Support Vmware/Hypervisor

	Step1	Step2	Step3
Step	 Collect Information	 Deep Analysis	 Output Report
Key Actions	<div>Information Survey</div> <div>SmartIDC</div>	<div>Expert Evaluation</div> <div>SmartIDC</div>	<div>Solution Recommendation</div> <div>SmartIDC</div>
Time	1 Week	1 Week	1 Week

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Thank you.

Bring digital to every person, home, and organization for a fully connected, intelligent world.

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