

## 如何成为注册合作伙伴

**概述：**（简述您注册成为 RP, 所需进行的几个步骤）

1) 申请 CCO 账号(注册界面为英文)：

<http://tools.cisco.com/RPF/register/register.do>

2) 提交中文信息：

[http://www.cisco.com/web/CN/partners/partner\\_policy/login/partner\\_policy\\_login.html](http://www.cisco.com/web/CN/partners/partner_policy/login/partner_policy_login.html)

3) 注册英文信息(使用第一步申请的 CCO ID 及 Password 登陆)，

<http://tools.cisco.com/WWChannels/IPA/welcome.do>

**注意：**

- 中文信息注册完成之后会自动弹出英文注册页面，也可直接输入以上英文注册地址
- 在注册英文信息的时候，公司名称和公司地址一定要填写正确完整，不能使用简写和缩写。

4) 注册完英文信息后看到 Application ID ；

5) 获取 CAM 的 endorsement

6) 将 CAM 的 endorsement 以及营业执照扫描件发送到 [jachuang@cisco.com](mailto:jachuang@cisco.com) /

电话:85155659 传真: 85155963

**详解：**（图解 RP 注册过程，其中 CCO 注册详见 CCO Registration Process 帮助文档）

1. 登陆 <http://www.cisco.com/web/CN/partners/index.html> 点击”开始思科合作伙伴注册”



2. 点击开始注册：

- [Cisco 注册合作伙伴定义](#)
- [合作伙伴注册申请过程](#)
- [网上申请页面图示指南](#)
- [步步高](#)
- [工具](#)
- [开始注册](#)

思科系统（中国）网络技术有限公司  
合作伙伴事业部

### 3. 填写 Cisco 注册合作伙伴中文信息登记表：

注：务必准确填写此表，才能保证您的公司信息在中文数据库中的准确性。

请用中英文正楷填写下列表格			
<b>加*号的请务必填写</b>			
*公司名称：	<input type="text"/>	*电话：	<input type="text"/> - <input type="text"/> - <input type="text"/>
*Company Name：	<input type="text"/>	*传真：	<input type="text"/> - <input type="text"/>
*公司地址：	<input type="text"/>	*邮编：	<input type="text"/>
*Address：	<input type="text"/>	*省：	请选择... 市： <input type="text"/>
*主要联系人：	<input type="text"/>	*职务：	<input type="text"/>
*电子邮件：	<input type="text"/>	*电话：	<input type="text"/> - <input type="text"/> - <input type="text"/>
*手机：	<input type="text"/>		
<b>(相关帐号及密码信息将寄至此信箱，请务必填写正确)</b>			
销售经理：	<input type="text"/>	职务：	<input type="text"/>
电子邮件：	<input type="text"/>	电话：	<input type="text"/> - <input type="text"/> - <input type="text"/>
手机：	<input type="text"/>		
技术经理：	<input type="text"/>	职务：	<input type="text"/>
电子邮件：	<input type="text"/>	电话：	<input type="text"/> - <input type="text"/> - <input type="text"/>
手机：	<input type="text"/>		

[忘记密码](#)

**相关链接**

[Partner & Reseller \(US\)](#)

[Product](#)

[Service](#)

[Career Certifications \(US\)](#)



思科产品渠道销售返点  
奖励活动AIP

[More Information](#)



网络安全始于采购

[More Information](#)



合作伙伴技术手册  
寻找自己的蓝海  
带你到思科的快车道

免费看精彩在线商务课程

手机：	<input type="text"/>
<b>总公司信息 Headquarter Information:</b>	
公司概况/Company Statistics：	
*公司成立于 <input type="text"/> 年 <input type="text"/> 月	*去年公司收入（美金）： <input type="text"/>
*网络产品所占收入比重 <input type="text"/> %	*雇员总数 <input type="text"/>
*销售人员 <input type="text"/>	*技术人员 <input type="text"/>
<b>*技术解决方案*Specialization in Technology and Solution(s)</b>	
(至少选一项，多选不限)	
<input type="checkbox"/> Internet Access	<input type="checkbox"/> Telecommunication/Mobile Computing
<input type="checkbox"/> Small Office/Home Office	<input type="checkbox"/> Networked Multimedia
<input type="checkbox"/> E-Commerce	<input type="checkbox"/> Branch Office Connectivity
<input type="checkbox"/> High Performance LANs	<input type="checkbox"/> Campus
<input type="checkbox"/> ATM	<input type="checkbox"/> WAN
<b>*行业分类*Vertical Market Focus</b>	
(至少选一项，多选不限)	
<input type="checkbox"/> CPA	<input type="checkbox"/> 教育/Education
<input type="checkbox"/> 法律/Legal	<input type="checkbox"/> 医疗卫生/Medical
<input type="checkbox"/> 制造业/Manufacture	<input type="checkbox"/> 智能建筑/E- Construction
<input type="checkbox"/> 金融/Finance	<input type="checkbox"/> 其它/Other <input type="text"/>
<b>*目前所销售的产品*Current Product Offerings</b>	
(至少选一项，多选不限)	
<input type="checkbox"/> 路由器/桥接器	<input type="checkbox"/> 网络接口卡
<input type="checkbox"/> 交换机	<input type="checkbox"/> 集线器/集中器
<input type="checkbox"/> 网络操作系统	<input type="checkbox"/> 软件产品
<input type="checkbox"/> 通信设备	<input type="checkbox"/> 计算机软硬件
<input type="checkbox"/> 其他 <input type="text"/>	
<b>*您是否还代理其它公司产品</b>	
<input type="checkbox"/> 3Com	<input type="checkbox"/> HP
<input type="checkbox"/> Ascend	<input type="checkbox"/> IBM
<input type="checkbox"/> Banyan	<input type="checkbox"/> Intel
<input type="checkbox"/> Bay Networks	<input type="checkbox"/> Microsoft
<input type="checkbox"/> Cabletron	<input type="checkbox"/> Novell
<input type="checkbox"/> Cascade	<input type="checkbox"/> shiva
<input type="checkbox"/> Chipcom	<input type="checkbox"/> Sun
<input type="checkbox"/> Digital	<input type="checkbox"/> Xylan
<input type="checkbox"/> Fore	<input type="checkbox"/> 其它公司 <input type="text"/>
<b>*您了解思科渠道合作伙伴认证计划的信息来源？</b>	
(至少选一项，多选不限)	
<input type="checkbox"/> 网络	<input type="checkbox"/> 信函
<input type="checkbox"/> 电话	<input type="checkbox"/> 传真
<input type="checkbox"/> 展览	<input type="checkbox"/> 研讨会
<input type="checkbox"/> 分销总代理	<input type="checkbox"/> 其它 <input type="text"/>
<input type="checkbox"/> Cisco 销售代表	
<input type="button" value="提交"/> <input type="button" value="清除"/>	
<b>欢迎垂询 思科合作伙伴服务中心</b> 如有问题请与思科合作伙伴服务中心联系： 电子邮件： <a href="mailto:chinacrc@external.cisco.com">chinacrc@external.cisco.com</a> 咨询电话：（010）85155123/5659/5671 传真：（010）8515-5963 真诚欢迎您成为 Cisco 公司代理商的一员，希望我们互相配合，共创佳绩！	

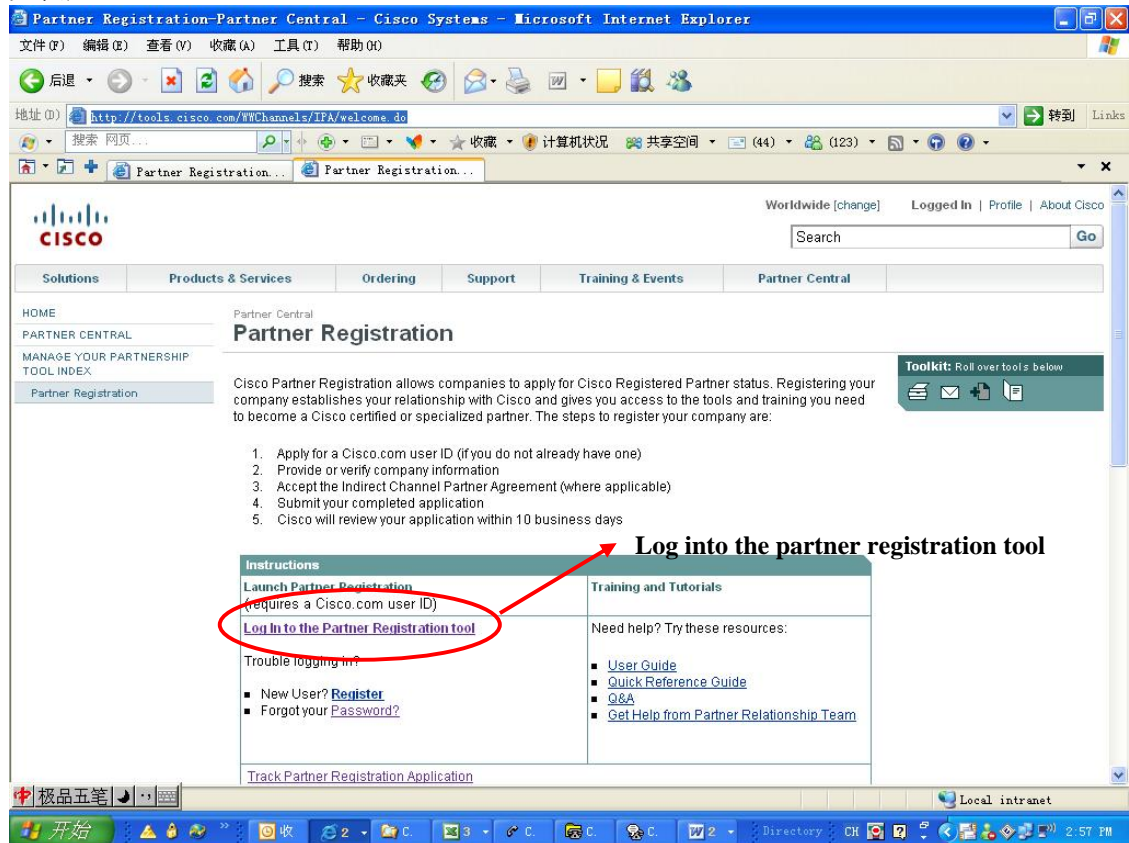


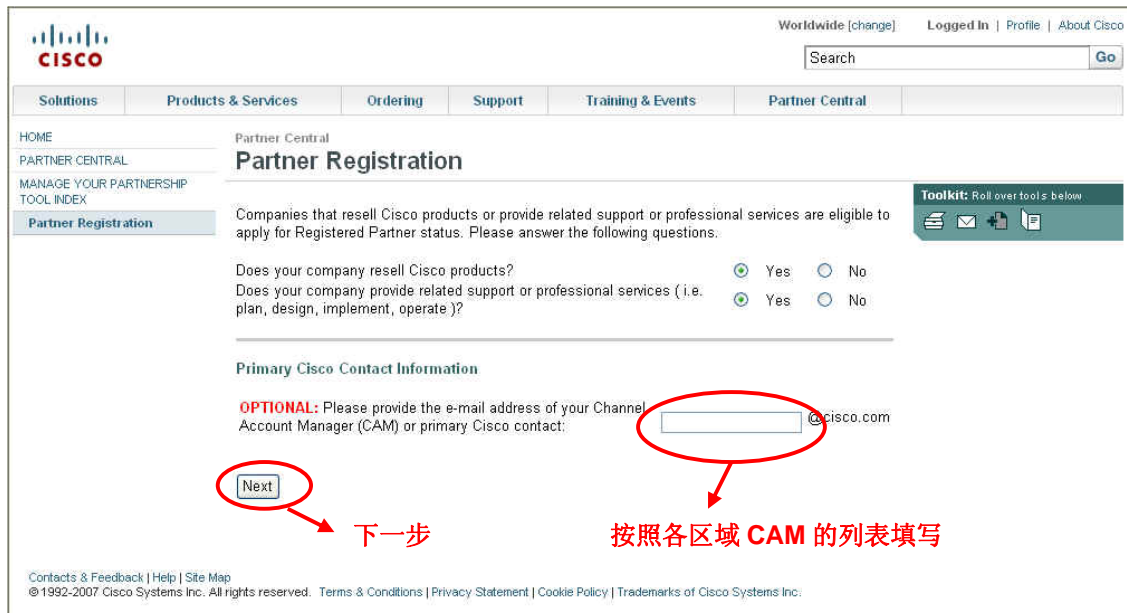
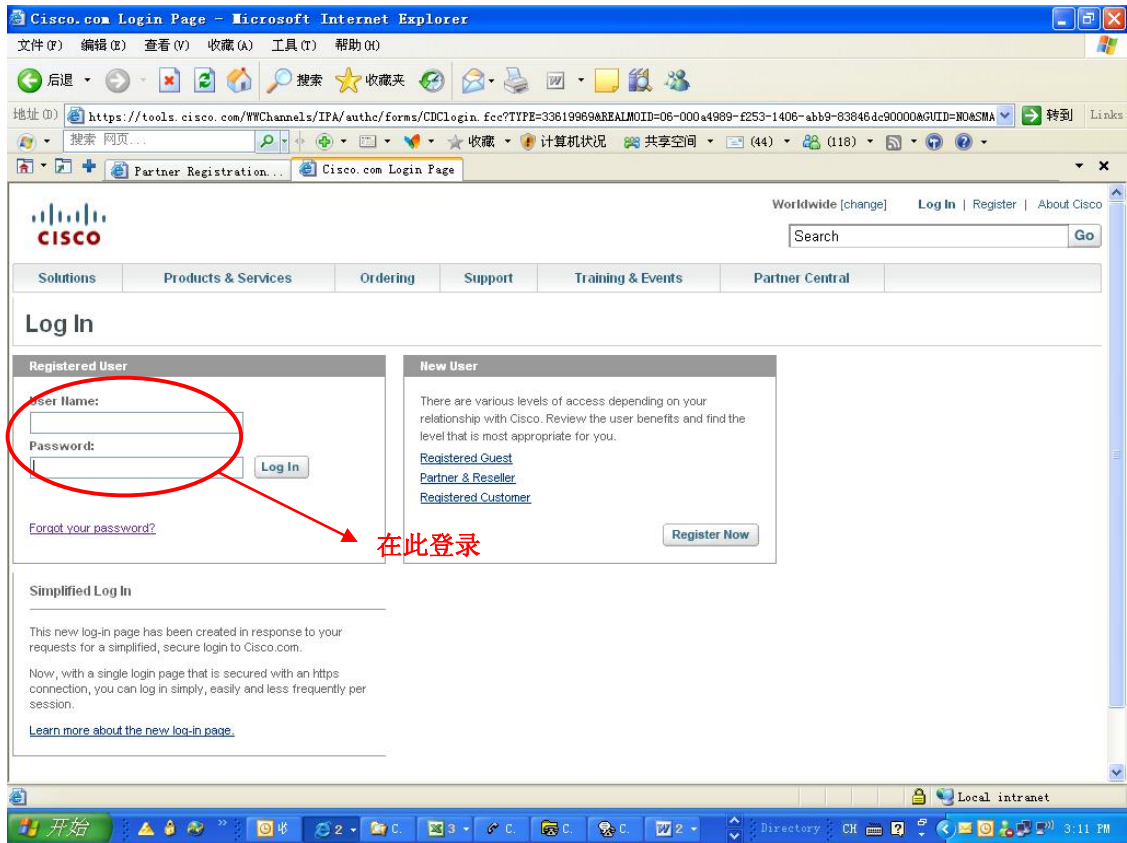
4) 您成功完成注册后, 会直接跳转到以下英文注册页面:

<http://tools.cisco.com/WWChannels/IPA/welcome.do>

请点击 “Log into the partner registration tool” 用 CC0 用户名和密码登录。

注: 登录前, 请确保您以先注册 CC0 ID 及 Password (详见 CC0 Registration Process 帮助文档)





<b>ICAM</b>			
区域	渠道客户经理	电话	邮件
李一逸	北京,天津,河南,河北,山西,山东,吉林,辽宁,黑龙江,内蒙古	800-8196989 *6204	yiqli@cisco.com
徐建胜	福建,广东,广西,海南,湖南,新疆,四川,贵州,西藏,重庆,云南,陕西,甘肃,青海,宁夏,福建,广东,广西,海南,湖南	800-8196989 *6206	jiansxu@cisco.com
王新达	上海,江苏,安徽,江西,湖北,浙江	800-8196989 *6205	xindwang@cisco.com
<b>华北区渠道经理</b>			
渠道客户经理	区域	电话	邮件
吕建国	山东 Comm. B	010-8515 5899	jilv@cisco.com
王康	河北, (FSI)	010-8515 5996	lianwa@cisco.com
臧贵艳	河南,北京 (LENT)	010-8515 5994	lizang@cisco.com
沈若琦	北京 (PS+SP)	010-8515 5515	rushen@cisco.com
康 鑫	黑龙江,吉林,辽宁	010-8515 5114	xikang@cisco.com
柳燕	山西,天津, (Comm.A)	010-8515 5548	yaliu2@cisco.com
陈希	北京 Commercial A , 河北, 内蒙	010-8515 5949	xichen2@cisco.com
<b>华南&amp;华西渠道经理</b>			
渠道客户经理	区域	电话	邮件
阳秋晖	海南	020-8519 3013	jazhang@cisco.com
张蕾	广东 (深圳,东莞),广西,湖南	020-8519 3052	jiazhao@cisco.com
陈颖	广东 (不包含深圳,东莞)	020-8519 3267	yingche@cisco.com
孙文峰	福建	020-8519 3019	wensun@cisco.com
王欢	重庆、四川、西藏	028-8696 1113	huanwa@cisco.com
李涛	陕西、青海、甘肃、宁夏 (Comm B/FSI)	029 8326 2910	taoli2@cisco.com
漆巨怡	贵州,云南, 新疆	028 8696 1397	juqi @cisco.com
<b>华东区渠道经理</b>			
渠道客户经理	区域	电话	邮件
张正	浙江	021 2302 4369	zhengzha@cisco.com
李晔	上海 (Comm)	021-2302 4486	liye@cisco.com
吴益平	上海 (LENT)	021 2302 4041	yipwu@cisco.com
萧建雯	江苏、安徽	021-2302 4129	jiaxiao@cisco.com
赵海鸿	上海 (FSI)	021 2302 4497	haizhao@cisco.com
陈毅刚	湖北、江西	027 8555 2717	yigchen@cisco.com

## Search Company

DUNS Number  \*required

注意：此处的 **DUNS Number** 不用填写。

Country  \*required

Partner Name  \*required

Address1  \*required

Address2

Address3

City  \*required

State / Province  \*required

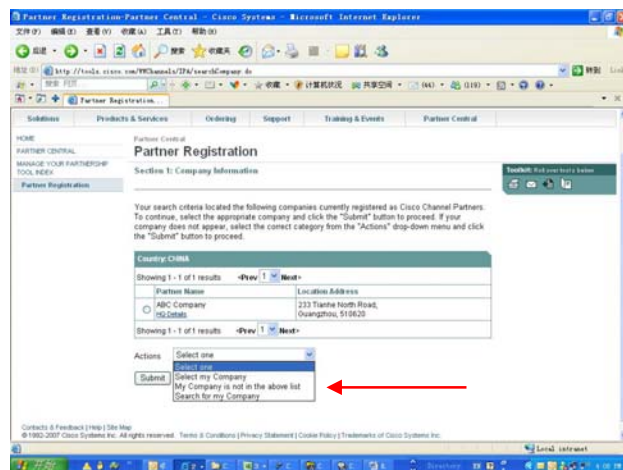
Postal Code

注意：此处的 **Partner Name** 请填写您要注册的公司正确、完整的英文名称。如果不完整，您的提交将会被系统删除。

完成以上公司信息的填写。

5) 搜索本公司是否已经加入思科渠道

搜索结果第一种情况：



如果出现此界面,提示“按照您提供的信息我们在思科的合作伙伴数据库中找到了以下公司。如果下表中有贵公司的名称,请选中它,方法是点击它旁边的按钮,从 **Actions** 下拉菜单中选择“**Select my Company**”,然后点击 **submit** 按钮。

如果搜索结果中没有贵公司的名称,请从 **Actions** 下拉菜单中选择相应的操作:

- **My company is not in the above list**  
(上面名单没有我公司)
- **Search for my company**  
(请重新搜索)

然后点击 **submit** 按钮。



搜索结果第二种情况：



如果没有搜索到任何有关的公司，进入此界面，则点击“Continue”

6. 如果本公司不曾加入渠道，则开始下一步的申请操作：

Partner Central  
Partner Registration

Section 1: Company Information

**Your Contact Information**

First Name: zhang  
Last Name: xiaoping  
E-mail: zhangxp@center.com.cn \*required  
Phone: +86 010-62568885 \*required  
Phone Extension:   
Fax:   
Job Title:  \*required  
Primary Language: English \*required

**Business Information**

Partner Name (Legal Name): ABC Company  
Please review your entry carefully before proceeding. Misspelled names may take up to three business days to correct.

Address 1: 233 Tianhe North Road \*required  
Address 2:   
Address 3:   
City: Guangzhou \*required  
Country: CHINA  
State/Province: Select One \*required  
State/Province (if not in the list above):   
Postal Code: 510620 \*required

**Other Information About Your Company**

Complete the information below so that end customers can find your company using the Cisco Partner Locator tool.

Web Address:   
Description:   
Company E-mail Domain Name (e.g. cisco.com):   
DUNS Number:   
[Request a DUNS Number](#) from Dun & Bradstreet

进入下一界面，输入个人联络信息（**Your Contact Information**），公司主要信息（**Business Information**），“\*required”为必填字段，phone 字段请取消+86，State/Province (if not in the list above)字段请重新输入省份。

其它公司信息（**Other Information About Your Company**）可直接跳过不填



## Cisco Communications

Occasionally Cisco communicates information about products, policies, services and/or support that may be relevant to you. This may include new product information, policy changes, special offers or possibly an invitation to participate in market research.

Subscribe to the Cisco Channels Intelligence Newsletter

☐ Yes ☐ No

After you have verified the above data, click on 'Next' button to continue.

Next

选择是否需要接受思科渠道定期新闻 Yes/No (Cisco Communications)，然后点击“Next”下一步。

## 7. 接受非直接下单渠道合作伙伴协议 (ICPA)

Worldwide [change] | Logged In | Profile | About Cisco

Search

Solutions

Products & Services

Ordering

Support

Training & Events

Partner Central

HOME

PARTNER CENTRAL

MANAGE YOUR PARTNERSHIP

TOOL INDEX

Partner Registration

Partner Central

Partner Registration

View Agreement in: 

English

Section 2: Legal A

English

English and Chinese

Korean

Simplified Chinese

In order to register as an Indirect Channel Partner, your company must accept the terms and conditions of the Indirect Channel Partner Agreement. Please review this Agreement carefully and click the **Accept** button if you agree to these terms and conditions on behalf of your company.

**Note:** By clicking the **Accept** button, you are binding your company to this Agreement.

Download Agreement in 

English

English and Chinese

Korean

Simplified Chinese

INDIRECT CHANNEL PARTNER AGREEMENT

- v. ASIAPAC.09.15.04

To register as an Indirect Channel Partner with Cisco, your company must accept the terms and conditions of this Indirect Channel Partner Agreement (the "Agreement"). This Agreement applies to Registered Partners that are "Resellers" and "Professional Service Providers", as those terms are defined in Part A below.

This Agreement is entered into by and between Cisco Systems, Inc., a California corporation with its principal place of business at 170 West Tasman Drive, San Jose, California 95134 and the company you identified in the applicable Partner Registration Application ("Partner"). If Partner is also a Reseller (as defined below), Partner may also be referred to as "Reseller" in Part B of this Agreement. This Agreement shall become effective on the date Cisco sends an acceptance notification to the email address you have provided for your company in the applicable Partner Registration Application (the "Effective Date").

This Agreement is divided into 3 Parts, which apply as follows:  
Part A, Definitions: Applies to all Registered Partners.  
Part B, Reseller Terms and Conditions: Only applies to Registered Partners acting as Resellers.  
Part C, General Terms and Conditions: Applies to all Registered Partners.

If Cisco and Partner have signed a Pre-Existing Agreement that is in effect as of the day Partner submits this Agreement, the Pre-Existing Agreement shall take precedence over this Agreement. If no Pre-Existing Agreement exists, this Agreement comprises the complete agreement between the parties hereto concerning the subject matter herein and replaces any prior oral or written communications between the parties, all of which are excluded. In the event that a Registered Partner acting as a Reseller later executes a direct resale agreement (a "Systems Integrator Agreement") with Cisco after this Agreement is executed, such Systems Integrator Agreement shall take precedence over and supercede this Agreement. There are no other conditions, understandings, agreements, representations, or warranties, expressed or implied, which are not specified herein. This Agreement may only be modified by a written document executed by Cisco and Partner, subject to Section C.11.6 below.

Part A. Definitions.

Toolkit: Roll over tools below

在此可以选择查看中文的协议内容,选“English and Chinese”点击 submit

11.9 URLs. Partner hereby confirms that it has the ability to access, has accessed, has read and agrees to, the information made available by Cisco at all of the world wide web sites/URLs/addresses/pages referred to anywhere throughout this Agreement. Partner acknowledges that Cisco may modify any URL address or terminate the availability of any information at any address without notice to Reseller.

11.10 Other Remedies. All Cisco remedies specified in this Agreement shall be in addition to, and shall in no way limit, any other rights and remedies that might be available to Cisco, all of which Cisco hereby expressly reserves.

11.11 Severability. In the event that any of the terms of this Agreement become or are declared to be illegal or otherwise unenforceable by any regulatory body or court of competent jurisdiction, such term(s) shall be null and void and shall be deemed deleted from this Agreement. All remaining terms of this Agreement shall remain in full force and effect. Notwithstanding the foregoing, if this paragraph becomes applicable and, as a result, the value of this Agreement is materially impaired for either party, as determined by such party in its sole discretion, then the affected party may terminate this Agreement by written notice to the other.

Full Name:  required

输入公司英文名称或者 CCO 账号均可

点击“I Accept”(我接受协议)

Contacts & Feedback | Help | Site Map  
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## 8. 注册成功提示页面:

Partner Registration-Partner Central - Cisco Systems - Microsoft Internet Explorer

文件(F) 编辑(E) 查看(V) 收藏(A) 工具(T) 帮助(H)

地址(D) http://tools.cisco.com/WWChannels/IPA/processLegalDoc.do

搜索 网页...

Partner Registration...

Worldwide [change] Logged In | Profile | About Cisco

Search Go

Solutions Products & Services Ordering Support Training & Events Partner Central

HOME  
PARTNER CENTRAL  
MANAGE YOUR PARTNERSHIP  
TOOL INDEX  
Partner Registration

Partner Central  
Partner Registration

**Acknowledgement**

Thank you for submitting your request to register your company as a Cisco Registered Partner.

**For New Partners:**  
A designated Cisco representative will review your application. Once it has been reviewed, you will receive an email notification. After your application is approved, your company will be registered with Cisco. To check your application status, please [click here](#).

**For Existing Partners:**  
You should receive an email shortly confirming your renewal as a Cisco Registered Partner. We value the level of commitment you have demonstrated and look forward to continuing a successful partnership.

Toolkit: Roll over tools below

Click here to view Application ID

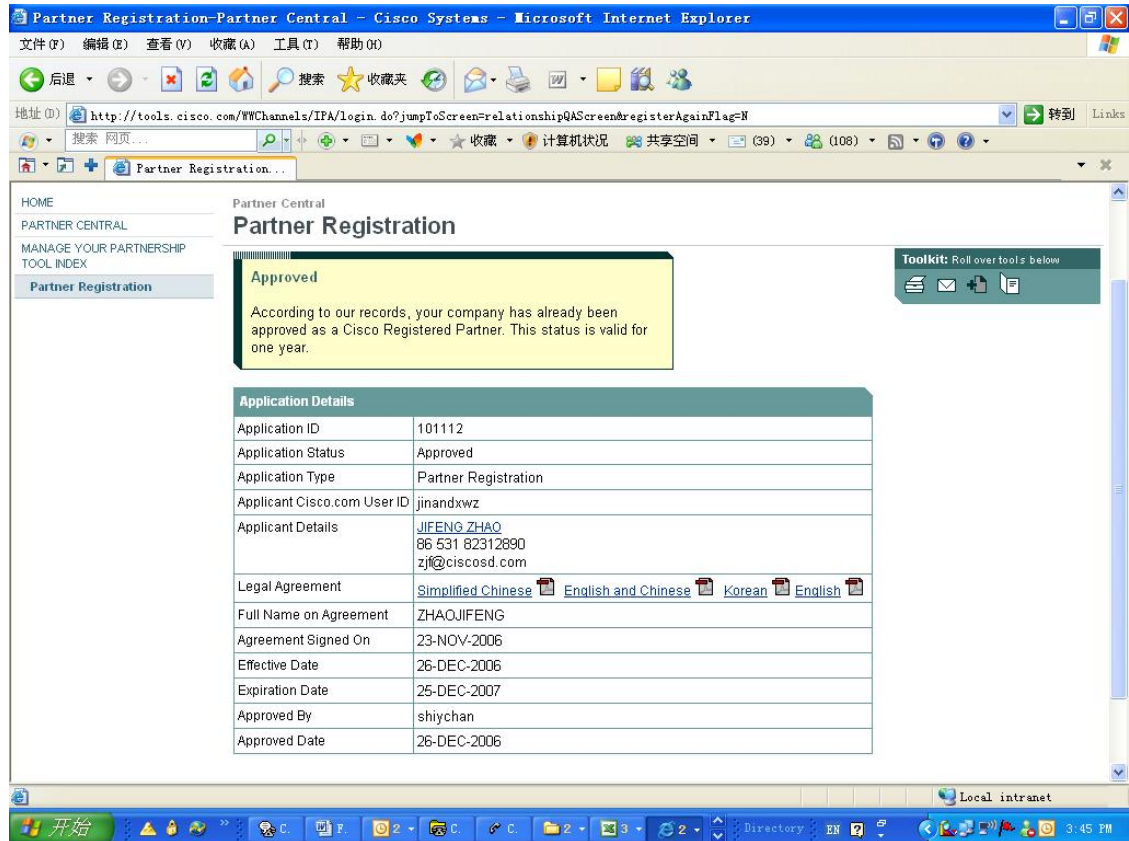
Contacts & Feedback | Help | Site Map  
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完毕

Local intranet

5:54 PM

注册成功的页面:能够看到 Application ID.



- 接受非直接下单渠道合作伙伴协议（ICPA）后，系统将自动发送以下邮件通知：
  - 向申请公司发送电子邮件确认信，说明已收到申请，请关注注册邮箱；
  - 向思科渠道客户经理发送电子邮件，通知他/她有申请等着他/她审查
  - 思科渠道部门在线批准申请后，向申请公司发送电子邮件欢迎信，通知该公司的申请已获批准，正式加入思科合作伙伴行列，请关注注册邮箱。

- 向申请公司发送的确认信，已收到申请的电子邮件样本

Subject Line: Cisco Registered Partner Application  
Acknowledgement

Cisco has received your application to become a Cisco Registered Partner. Your application is currently under review. Cisco will respond to your application within 10 business days via e-mail, indicating your company's status with Cisco.

Cisco appreciates your interest in becoming a Cisco Registered Partner and would like to thank you for taking the time to apply.

Should you wish to track the status of your application you may do so using the following URL

<http://www.cisco.com/partnerreg/status>

If you have any questions or encounter a problem, please visit Partner Help located at <http://ciscopartner.custhelp.com/forassistance>.

(This is an automated response so please do not reply to this message) (这是一封自动答复信件，请勿回复。)

Sincerely,  
Cisco Worldwide Channels

- 向申请公司发送的欢迎信，确认申请获得批准的电子邮件样本

Cisco would like to welcome your company as a Registered Partner within the Cisco Channel Partner Program. As a Registered Partner, your company will be granted partner-level access to Cisco.com <http://www.cisco.com>, including the Partner E-Learning Connection within 48 hours of receiving this email. This status must be renewed on an annual basis.

The following information is what was provided to Cisco and used to process your application:

If you need to update your profile information or to register other employees at your company with partner-level Cisco.com

access. Please visit the Get Partner Access tool  
<http://www.cisco.com/go/partneraccess>.

As the applicant, you have been automatically designated as the Partner Administrator for your company. The Partner Administrator is responsible for approving requests from employees of your company for upgraded Cisco.com access. If you do not wish to have this responsibility yourself, please designate another contact at your company using the My Company's Data at Cisco tool at:  
<http://www.cisco.com/warp/public/765/tools/certification/>.

To view the online Registered Partner Kit that includes useful tools and resources such as sales tools, logos/guidelines, information on Cisco certification and specialization, and the option to order a complimentary Cisco Products Quick Reference Guide (CPQRG), please visit  
[http://www.cisco.com/partner/WWChannels/marketing\\_promotions/resellerkit/](http://www.cisco.com/partner/WWChannels/marketing_promotions/resellerkit/).

If you have questions regarding the tools outlined above, Cisco.com access, or the Cisco Channel Partner Program, please visit Partner Help at <http://ciscopartner.custhelp.com/>.

Sincerely,

Cisco Worldwide Channels