



H3C Empowerment Overview

For Partners



H3C Partner Capability Requirement



■ Pre-sales

AD/ACPD/ACP is encouraged

HSE L3
Expert

AD/ACPD/ACP is encouraged
Mandatory for KP

HSE L2
Specialist

Mandatory for ALL Partners

Value / Industry
Volume / SMB

HSE L1
Generalist

■ Post-sales

AD/ACPD/ACP is encouraged

4-star
★★★★

AD/ACPD is required
ACP is encouraged

3-star
★★★

Available for ALL Partners

2-star
★★

* Pre-sales and Post-sales engineer can be the same person



H3C Partner Capability Requirement

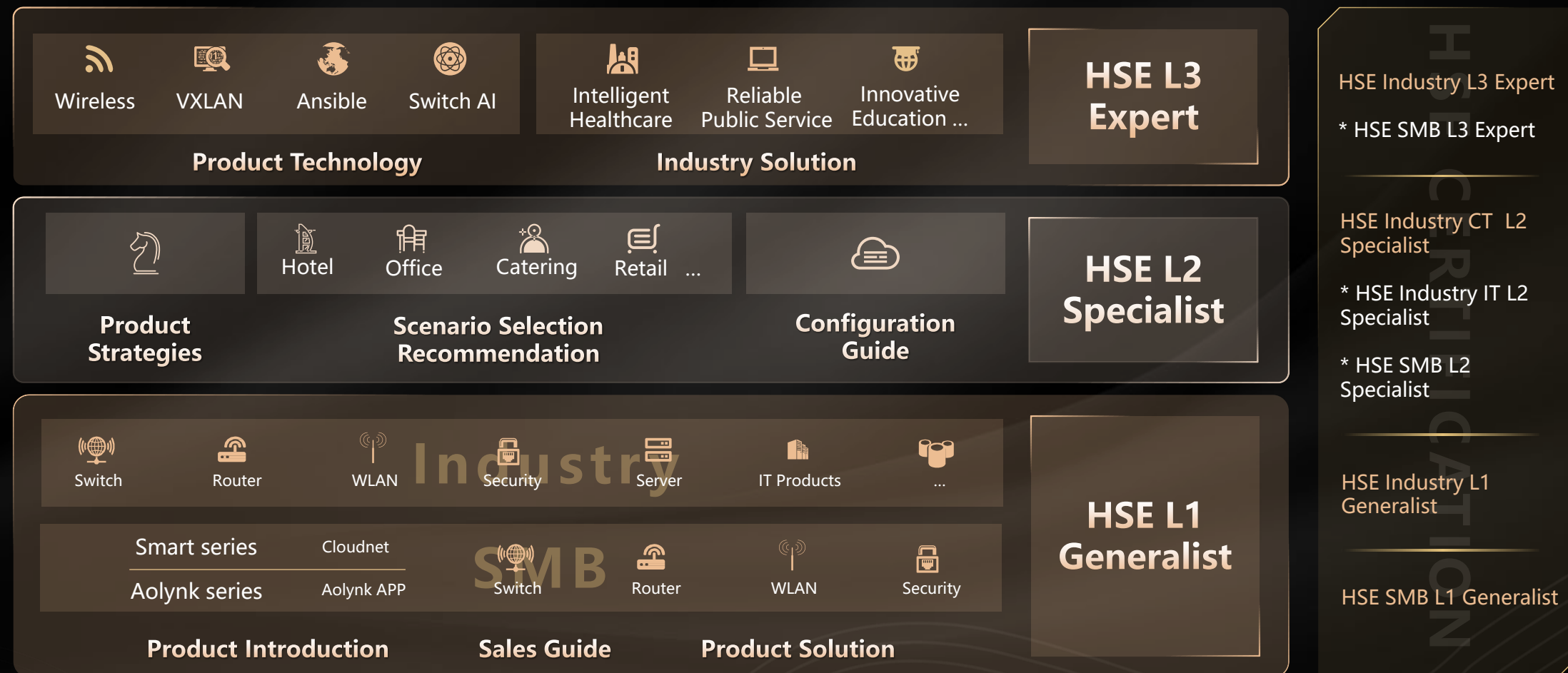


Partnership Category		Business Scope	Requirement of Pre-sales	Requirement of Post-sales	
T1	AD	Value only	5 x HSE Industry L1/L2/L3 (Min.3 personnel, incl. 1 X H3C Product Manager)	Three-star	Min.3 personnel
		Volume only	1 x HSE SMB L1	Two-star	Min.2 personnel
	ACPD	Value only	4 x HSE Industry L1/L2/L3 (Min.2 personnel, incl. 1 X H3C Product Manager)	Three-star	Min.3 personnel
T2	ACP	Value only	2 x HSE Industry L1/L2 (Min.1 personnel, incl. 1 X H3C Product Manager)	Two-star	Min.2 personnel
	CP		1 x HSE Industry L1	---	---
	ACP/CP	Volume only	1 x HSE SMB L1	---	---
T1&T2	AD/ACP/CP	Value & Volume	N x HSE Industry + 1 x HSE SMB L1 (Min.3 personnel, incl. 1 X H3C Product Manager)	---	---

- L1 certificates are valid for 2 years, while L2 and L3 certificates are valid for 1 year.
- Value & Volume, on the basis of the original number (N) of value certificates, it is necessary to obtain one SMB L1 certificate additionally.
- Commencing from January 1st, 2026, only valid certificates will be subject to review and assessment, in compliance with various Channel policies. This includes all channel programs implemented in the fourth quarter of 2025.



H3C Pre-sales Training and Certification



H3C Global Learning

* Coming Soon





H3C Empowerment Program Details

Pre-sales



HSE Industry L1 Generalist Courses for Partner Engineers



- The 1st level program (20 courses) encompasses 4 key aspects: H3C Corp Overview, Main Products, Sales Guide, and Product Solution.
- Empower partners to attain a thorough understanding of H3C and fundamental product knowledge.



 **Enroll Now**

HSE Industry L1 - Generalist Courses for Partner Engineers		Format
Corp Overview	Corporation Introduction	Video
Main Products	Campus Switches Introduction	
	Data Center Switches Introduction	
	Enterprise Routers Introduction	
	Enterprise WLAN Products Introduction	
	Intelligent Terminal Products Introduction	
	Security Products Introduction	
	Server Products Introduction	
	Intelligent O&M Solutions and iMC Introduction	
	H3C UniServer R4300 G6	
	General Introduction to AD-DC Solution	
	Warranty Policy and Service Product Introduction	
Sales Guide	Virtualization and Cloud Solution	
	HCI Solution	
Product Solution	AD-Campus 6.0+ Sale Guide	
	AD-WAN 6.0+ Branch Solution Sales Guide	
	AD-WAN Branch Solution Basic Overview	
	General Introduction to AD-WAN 6.0+ Branch Solution	
Exam	Introduction for SeerAnalyzer in AD-WAN Solution	Online
	Cloudnet Solution Introduction	
	HSE Industry L1 Generalist (60 min)	



HSE Industry CT L2 Specialist Courses for Partner Engineers



- The 2nd level program (21 courses) consists of 3 key aspects: Product Strategies, Scenario Selection Recommendation, and Configuration Guide.
- Empower partners to understand the strategies, application scenarios, and configuration tools of H3C's main products.



 [Enroll Now](#)

L2 program is only open to people who hold a valid L1 certificate.

HSE Industry CT L2 - Specialist Courses for Partner Engineers		Format
Product Strategies	Campus Switch Product Strategy	Video
	Data Center Switches and Strategy	
	Enterprise Routers and Strategy	
	Wireless Product Strategy	
	Security Products Strategy	
	2025 WAN High-end router Product Strategy	
	AD-Campus 2025H1 product strategy	
	H3C Artificial Intelligence Data Center-Data center Switch Training	
Scenario Selection Recommendation	H3C AD-WAN 7.0 Branch Solution Strategy	
	Scenario Selection Recommendation -Training - Hotel	
	Scenario Slection Recommendation - Training - Office	
	Scenario Slection Recommendation - Training - Catering	
Configuration Guide	Scenario Slection Recommendation - Training - Retail	
	Cloudnet Configuration Guide	
	AD-DC 6.0+ Configuration Guide	
	AD-WAN 6.0+ Branch Solution Configuration Guide	
	H3C AD-Campus 6.0+ Configuration Guide	
	UC 2.0 Configuration Guide	
	BRAS3.0 solution introduction and configuration guide	
	2024H1 DC Switch Configuration Guide	
Exam	H3C AP Antennas and Accessories Configuration Guide	
	HSE Industry CT L2 Specialist (60 min)	Online



HSE Industry L3 Expert Courses for Partner Engineers



- The 3rd level program (28 courses) is composed of 2 main components: Product Technology and Industry Solution.
- Empower partners to achieve proficiency in the technical principles and architectures of H3C products as well as in H3C's industry - specific solutions.



 **Enroll Now**

L3 program is only open to people who hold a valid L2 certificate.

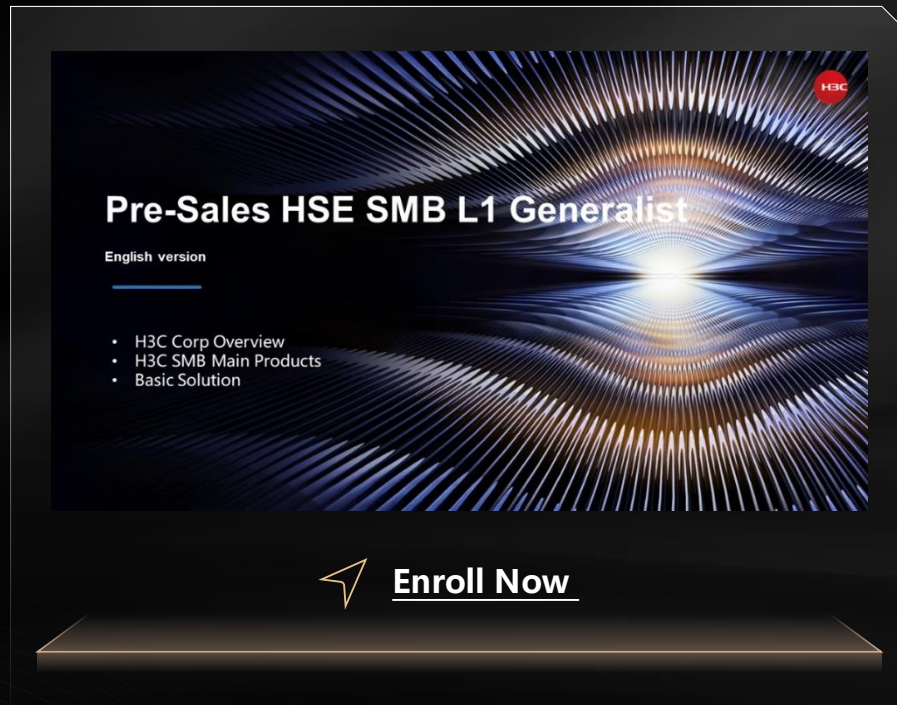
HSE Industry L3 - Expert Courses for Partner Engineers		Format
Product Technology	H3C Wireless Roaming Introduction	Video
	Introduction to Wireless 4i Technology	
	EVPN VXLAN	
	Ansible	
	SRv6 Technology and Solution Introduction	
	The Requirements Analysis and Architecture Introduction of the New MAN	
	Switch AI Technology Introduction	
Industry Solution	Education Campus Network Solution	
	University business systems and UIS resource calculation	
	Educational Campus Network Design Guide	
	Smart Hospital Network Solution	
	Wireless Network Solutions for Modern Hospital	
	HCI-based Hospital Data Centre	
	Government solution brief introduction	
	Government Network Solutions	
	Analysis of Government industry business developme	
	Government Cloud Infrastructure	
	Carrier IPRAN Solution Introduction	
	Carrier IT Private Cloud Solution Introduction	
	Hospitality Network Solution	
	Hospitality Solution	
	Smart Retail Solution	
	Smart Retail Electronic Shelf Label (ESL) Solution	
	AD-Campus Network Architectures	
	AD-Campus Network Architectures (Part 2)	
	AD-DC solution scenario architecture design	
	AD-DC solution scenario architecture design (Part2)	
	Intelligent Lossless Network Solution	
Exam	HSE Industry L3 Expert (60 min)	Online



HSE SMB L1 Generalist Courses for Partner Engineers



- SMB L1 Generalist program (5 courses) encompasses 3 major components: H3C Corp Overview, Main Products, Basic Solution.
- Empower partners to attain a thorough understanding of H3C and main products for SMB and the corresponding scenario - based solutions.



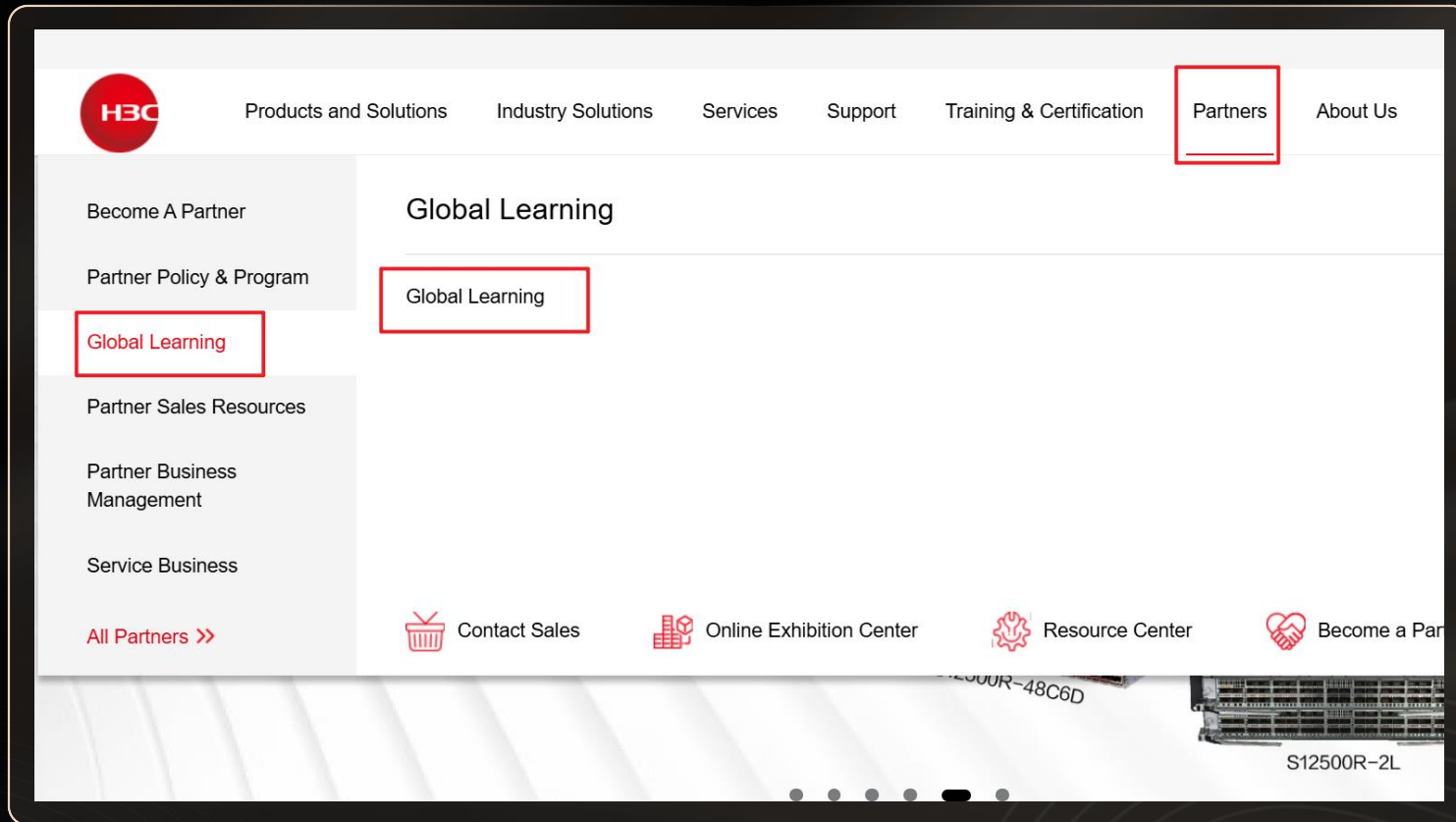
HSE SMB L1 - Generalist Courses for Partner		Format
Corp Overview	Corporation Introduction	Video
Main Products	Aolynk Products Introduction	
	SMB Products Introduction	
Basic Solutions	Office Scenario Solution Introduction	
	Hotel Scenario Solution Introduction	
Exam	HSE SMB L1 Generalist (60 min)	Online



H3C Global Learning—The Entrance

H3C

Log in to Global Learning through the link : [H3C Portal](#), click **Partners** → [Global Learning](#)



The screenshot shows the H3C Global Learning login form. The form has three tabs: **User**, H3C Partner, and H3C Employee. The 'User' tab is active. The form includes the following fields and elements:

- User ID/Email**: A text input field with a red error message 'Please input your User ID/Email'.
- Password**: A text input field with a red error message 'Please confirm your password'.
- Verification Code**: A text input field with a red error message 'Please confirm your password' and a red box around the code 'C797'.
- Log In**: A red button.
- Forgot Password**, **Partner Register**, and **User Register**: Links below the Log In button.
- Agreement**: Two checkboxes with text: 'I agree to the use of my personal information according to the H3C Privacy Statement. I understand that my personal information may be transferred for processing outside my country of residence.' and 'I agree to the use of my contact data like email to keep me informed of products, services and offerings'.



H3C Global Learning——Find HSE Projects

H3C

Step 1: Home Page Step 2: Pre-sales HSE Certification

1 [Home](#) [Course](#) [Subjects&Projects](#) [My Study](#)

Search | Message(99+) | Workbench 

Video

Pre-sales HSE Certification



H3C Empowerment Overview
Incl. FAQ & Toolkit

H3C Empowerment Overview 2025 [H3Cer only]

1.0credits | 0.7Learning Hours ★ 0.0



H3C Empowerment Overview
For Partners

【For Partners】 H3C Empowerment Overview 2025

1.0credits | 0.4Learning Hours ★ 0.0



Pre-Sales HSE SMB L1 Generalist

English version

- H3C Course Overview
- H3C 5000 Main Products
- Basic Solution

Pre-Sales HSE SMB L1 Generalist

Learning period365Days Online project



Pre-Sales HSE Industry L1 Generalist

English version

- H3C Course Overview
- H3C Main Products
- Basic Skills
- Product Solution

Pre-Sales HSE Industry L1 Generalist

Learning period365Days Online project



Pre-Sales HSE CT Industry L2 Specialist

English version

- Product Strategies
- Business Model and Membership
- Configuration Guide

Pre-Sales HSE Industry CT L2 Specialist

Learning period365Days Online project



Pre-Sales HSE Industry L3 Expert

English version

- Product Technology
- Industry Solution

Pre-Sales HSE Industry L3 Expert

Learning period365Days Online project



H3C Certified Sales Engineer — Generalist Business Scope: SMB Run Rate

Enhance Your Skills and Master the Basics of H3C's ICT Products and Solutions.

HSE SMB Run Rate Pre-Sales L1-Volume Business Only

Learning period365Days Online project



Unlock Opportunities with H3C HSE L1 Project

Enhance Your Skills and Master the Basics of H3C's ICT Products and Solutions.

HSE Pre-Sales L1

Learning period365Days Online project

↑



H3C Global Learning——Find the HSE Project

H3C

After enroll in the HSE program, find your ongoing Project/Course/Examination/Teams in [My Study]

The screenshot displays the 'My Study' interface of the H3C Global Learning Platform. The top navigation bar includes 'Home', 'Course', 'Subjects&Projects', and 'My Study' (which is highlighted). On the right side of the header, there are links for 'Search', 'Message(99+)', and 'Workbench', along with a user profile icon.

The main content area features a large banner with the text 'H3C GLOBAL LEARNING PLATFORM, WE'D LIKE TO SEE YOU VIA TEAMS'. Below this banner, a red sidebar on the right shows a user profile with a balance of '114970' and a table of statistics:

Points	credits	Hours
0	28.0	519.3h

Below the statistics, there is a 'more' link. The main content area below the banner has a tabbed interface with 'Project', 'Course', 'Subjects', 'Examination', 'Learning Map', and 'Teams'. The 'Project' tab is currently selected.

Under the 'Project' tab, there are filters for 'All', 'Ongoing', and 'Completed'. Below these filters, a grid of project cards is displayed:

- HSE Industry L1 - Generalist Courses for...**
2025/04/10 - 2026/04/09
- HSE Pre-Sales L1**
2024/10/17 - 2025/10/16
- 2025 Distribution Channel Policy**
2025/03/13 - 2027/12/06
- T2 Onboarding Training**
2025/03/17 - 2026/11/06

On the right side of the 'My Study' page, there is an 'Objectives' section with a diagram showing a flow from a goal to a task and then to a result.



H3C Global Learning—Find HSE Certificates



Find [My center]

Click [Certificate]

View certificates earned from courses and projects

Home

Course

Subjects&Projects

My study

En | Search | Message(1) | Workbench

assistant

My center

Sign Out

message

MyPoints

Certificate

Objectives

My Report

H3C

H3C CERTIFICATION

THIS CERTIFICATION IS PROUDLY PRESENTED TO

assistant

has successfully completed the H3C certification requirements and is recognized as a

H3C Certified Sales Engineer — Generalist

H3C Certificate ID: HSEL1000001

Valid Period: 2023.11.26 — 2025.11.26

President of H3C International Business

VP of H3C

History - H3C Certified...

Certificate No HSEL1000001

Access: Manual distribution

Issued by:

Date of issue: 2023-11-29 19:43



Certificates renewal



HSE L1 certificates are valid for a maximum of 2 years, while L2 and L3 certificates are valid for 1 year.



Renewal Process:

- Prior to expiration, H3C Global Learning will send reminder emails in advance.
- Find HSE projects on Home page or through Reminder emails.
- Complete the exam and obtain a new certificate.

*** Expired certificates will affect your H3C System permissions, company benefits, and rebate distribution, etc.**



Partner Self-Lookup of Certificate Data via H3C website



Login
[H3C Partner Portal](#)

Find
Partner Access Management

Scroll down to Find
Engineer Certificate List

The screenshot displays the H3C Partner Portal interface. At the top, the navigation bar includes the H3C logo, a search icon, and links for 'Welcome', 'Logout', and 'Country / Region'. Below this, a secondary navigation bar lists various categories: 'Products and Solutions', 'Industry Solutions', 'Services', 'Support', 'Training & Certification', 'Partners', and 'About Us'. A breadcrumb trail indicates the current location: 'Home > Partners > Partner Business Management > Business Profile > Partner Access Management'. The main content area is titled 'Partner Access Management' and features a sidebar on the left with several menu items: 'Partner Profile Management', 'Sales Performance Inquiry', 'Partner Access Management' (highlighted with a red arrow), 'Benefit & Reward', 'MDF', and 'CHIP Report Submission'. The main content area displays the 'Engineer Certificate List' (also highlighted with a red arrow). This list is presented as a table with the following columns: 'Certificate Name', 'Certificate Type', 'Certificate Vendor', 'Engineer Account', 'Engineer Certificate No', 'Engineer Name', 'Valid From', and 'Valid To'. A yellow box highlights the 'Welcome' link in the top navigation bar, with a red arrow pointing to it and a yellow line connecting it to the 'Engineer Certificate List' title, indicating the path to the data.

Certificate Name	Certificate Type	Certificate Vendor	Engineer Account	Engineer Certificate No	Engineer Name	Valid From	Valid To
------------------	------------------	--------------------	------------------	-------------------------	---------------	------------	----------

* Login with Partner's parent/admin account, Engineer Certificate List can be displayed.





THANKS