www.cocre8.africa
96 14th Road, Noordwyk
Midrand, South Africa, 1687

Date: **09 June 2020**
Ref No: **CPP Quick Reference Guide**

Channel Partner Portal (CPP) – Quick Reference Guide

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CPP – How to Register & Login

Dear Channel Partner

NB: Please ensure when registering that the following is adhered to, or your application will be rejected:

1. Please apply with an email address for an individual such as name@companydomain.co.za or similar, as the following is NOT accepted on the Fujitsu Channel Partner Portal
    a. No web based email such as: Gmail, Yahoo, Outlook or similar based systems
    b. No emails such as: info@, sales@, admin@ or similar emails
    c. The email address must be an individual staff member as all certifications belong to the individual, which then count to the overall company accreditation.

To register on the Fujitsu Channel Partner Portal go to the following links below:
Link to the Channel Partner Portal to Register.
http://www.fujitsu.com/fts/about/info-center/partners/channel/register.html

In the center of this page, you will see **"Click here to start your registration"**, click on this link and it will take you to the registration page.

Please complete the questionnaire as per below in the spaces provided in the online form

1. Personal Info - Complete all fields
2. Address Fields
    a. Your Company physical address
    b. Town or City
    c. Postal Address
    d. South Africa
    e. Gauteng or your respective province
3. Your business email address name.surname@domian.co.za please see mail address requirements above.
4. Phone Number: use your cell number or you direct line or switchboard number.
5. Position: area of expertise – sales, administration, finance etc.
6. Company: Full Company Name and if CC or Pty Ltd etc.
7. **NB NB NB** – When registering, please ensure you select the Partner Type correctly; there are two different portals that we will use for Partner Type, Services Partner and Channel Partner.
    a. **Services, Maintenance, Support etc.** – anyone who falls within this arena – ensure you select **Contracted Service Partner**
    b. **Sales, Pre Sales, and All other Staff** – please register as **Channel Partners/Distributors**
8. Website: yourcompany@domian.co.za
9. Vat Number: Your Company Vat Number
10. Your product Interests
11. Distributors: Choose CoCre8 Technology Solutions
12. Your Contact person within Fujitsu
    a. Mehul Doshi
    b. mehul.doshi1@ts.fujitsu.com
    c. South Africa

You have now completed the application.

As soon as the application has been approved, please check your mailbox for the verification email. You MUST click on the link in the verification email, to activate your account.

Once Registered to LOGIN here: https://login.ts.fujitsu.com/vpn/tmindex.html

Fujitsu Product Portfolio Information Links

1. ***EDGE* - CCD – Client Computing Devices** https://partners.ts.fujitsu.com/com/products/clients/Pages/default.aspx
    a. Tablets **STYLICTIC** Range https://partners.ts.fujitsu.com/com/products/clients/tabletpc/Pages/default.aspx
    b. Notebooks **LIFEBOOK** Range https://partners.ts.fujitsu.com/com/products/p/clients/notebooks/Pages/default.aspx
    c. Desktops **ESPRIMO** Range https://partners.ts.fujitsu.com/com/products/clients/pc/Pages/default.aspx
    d. Workstations **CELCIUS** Range https://partners.ts.fujitsu.com/com/products/p/clients/ws/Pages/default.aspx
    e. Thin Clients **FUTRO** https://partners.ts.fujitsu.com/com/products/p/clients/tc/Pages/default.aspx
    f. **Displays & Input Devices:** https://partners.ts.fujitsu.com/com/products/p/clients/dy-hid-mb/Pages/default.aspx
    g. **Accessories** https://partners.ts.fujitsu.com/com/products/p/clients/acc/Pages/default.aspx
    h. **IoT** INTELLIEDGE™ https://partners.ts.fujitsu.com/com/products/p/clients/Pages/iot-solutions.aspx
    i. **Manageability & Security** https://partners.ts.fujitsu.com/com/products/p/clients/solution/Pages/default.aspx
    j. **Dot Matrix** Printers https://www.fujitsu.com/fts/products/computing/peripheral/printers
    k. Fujitsu **Scanners** - SOHO / Business

2. ***CORE* SERVER Portfolio** – https://partners.ts.fujitsu.com/com/products/p/srv/primergy/Pages/default.aspx
    a. **PRIMERGY** –https://partners.ts.fujitsu.com/com/products/p/srv/primergy/serverssub/Pages/PRIMERGY-Family.aspx
        i. Tower TX / Rack RX / Multi Node CX / PRIMERGY Certifications
    b. **PRIMERGY** Components & Racks
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/rackcomp/Pages/default.aspx
    c. **PRIMERGY** Operating Systems & Software
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/opsys/Pages/default.aspx
    d. **PRIMERGY** Performance & Benchmarks
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/performance/Pages/default.aspx
    e. **ServerView®** https://partners.ts.fujitsu.com/com/products/p/srv/primergy/SVS/Pages/default.aspx
    f. **PRIMERGY** Competition Information Page
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/Pages/competition.aspx
    g. **PRIMERGY Data Sheets, White Papers, Product Insights**
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/media/overviews/Pages/default.aspx
    h. **PRIMERGY History** – Discontinued Servers, Components, Subsystems, Rack Systems & Controllers
    https://partners.ts.fujitsu.com/com/products/p/srv/primergy/discontprod/Pages/default.aspx
    i. **PRIMEQUEST** – x86 Mission-Critical
    https://partners.ts.fujitsu.com/com/products/p/srv/primequest/Pages/default.aspx
        i. **PQ** Family Information / **PQ** 2000 Series / **PQ** 3000 Series
    j. **SPARC** UNIX Servers https://partners.ts.fujitsu.com/com/products/p/srv/unix/Pages/default.aspx
    k. **PRIMEFLEX Integrated Systems** https://partners.ts.fujitsu.com/com/products/sol/infra/Pages/default.aspx
    l. **PRIMEFLEX** Virtualisation & Cloud – VMware vSphere / VMware vSAN / VMware Cloud / Microsoft Azure Stack Hub / Microsoft Azure Stack HCI / Nutanix Enterprise Cloud
    m. **PRIMEFLEX** for SAP Environments – SAP HANA / SAP Landscapes

3. ***CORE* ETERNUS Storage** https://partners.ts.fujitsu.com/com/products/p/storage/Pages/default.aspx
    a. **Disk Storage Portfolio** https://partners.ts.fujitsu.com/com/products/p/storage/online/Pages/default.aspx
        i. DX Hybrid Storage
        ii. Cluster Storage
        iii. Sub Systems
    b. **All-Flash Storage Arrays** https://partners.ts.fujitsu.com/com/products/p/storage/af/Pages/default.aspx
        i. ETERNUS AF
        ii. NVMe
        iii. NetApp All Flash Storage
    c. **Data Protection Appliances** https://partners.ts.fujitsu.com/com/products/p/storage/eternus_cs/Pages/default.aspx
        i. CS8000 / CS8050 / CS800 /
    d. **Hyperscale Storage** https://partners.ts.fujitsu.com/com/products/p/storage/scale-out/Pages/default.aspx
        i. Commvault HyperScale Appliance / Veritas NetBackup / Fujitsu Reference Architecture
    e. **Tape Systems** https://partners.ts.fujitsu.com/com/products/p/storage/tapesystems/Pages/default.aspx
        i. ETERNUS LT / Oracle Tape Libraries / Quantum Tape Libraries / Tape Media
    f. **Switches** https://partners.ts.fujitsu.com/com/products/p/net/Pages/default.aspx
        i. Fujitsu / Brocade / KVM Switches
    g. **Storage Software** Commvault / VERITAS / Veeam / Storage System Inspection Service
    h. **NetApp** https://partners.ts.fujitsu.com/com/products/p/storage/online/Pages/Netapp.aspx

4. **Certificates & Test Reports** http://sp.ts.fujitsu.com/sites/certificates/default.aspx

5. **Case Studies** - Fujitsu Case Studies Channel on YouTube / Fujitsu Case Studies PDF Version

Technical Service & Support

For any services and spares related query please contact our Customer Interaction Centre

Telephone: +27 11 233 5025 or Local Toll Free: 0860COCRE8 (0860 262 738)
Email: helpdesk@cocre8.africa

Monday to Friday 08h00 to 17h00 excluding RSA Public Holidays

This way you are guaranteed the correct necessary call logging and follow up on any service related issues.

Link for WebArchitect – System Configurator

The NEW version of System Architect, now only Web Based
https://webconfigurator.ts.fujitsu.com/webarchitect/

Supporting information and Training Links
https://partners.ts.fujitsu.com/com/tools/configure/Pages/WEBArchitect.aspx

Training	Quick Guide / Videos	Migration / Tips & Tricks
Link to the training for Partners	Quick Guide - WebArchitect (PDF)	Migration Configurator Tools (PDF)
	Online Help - WebArchitect (html)	
	My Settings - Product DBs, Price Views, Email Address book (mp4)	
	4 ways to add a system to a config (mp4)	
	Create your own view in WebArchitect (mp4)	

Fujitsu TechCommunity

https://partners.ts.fujitsu.com/sites/CPP/africa/za-en/SPP-expert/Pages/C-TEC-Exclusive-portal-for-a-technical-audience.aspx

Fujitsu TechCommunity - Login Page
http://techcommunity.ts.fujitsu.com/en/home.html

Training Centre

CHANNEL PARTNER CERTIFICATION REQUIREMENTS
Recommended in order that they should be taken.

FUJITSU SELECT Academy (https://training.ts.fujitsu.com/za/select-academy.html)

SELECT EXPERT TRAINING (https://training.ts.fujitsu.com/za/select-expert-2.html)

1. ***EDGE*** - **SELECT Expert Advanced Client Solutions**
    a. **Client Solution Sales Professional** (Course Code)
        i. CCD Core Portfolio Sales WBT (CCD-PF-SAL-WBT)
        ii. CCD Displays and Peripherals Sales WBT (CCD-DISP-PER-SAL-WBT)
        iii. CCD Security Sales WBT (CCD-SEC-SAL-WBT)
        iv. CCD Manageability Sales WBT (CCD-MAN-SAL-WBT)
        v. CCD Future Workplace Sales WBT (CCD-FWP-SAL-WBT)
        vi. CCD ESPRIMO Desktop Sales WBT (CCD-DTP-SAL-WBT)
        vii. Profile Exam CCD Client Solutions Sales Professional (PR-EXAM-CCD-CSSP-SP)
    b. **Workstation Sales Professional** (Course Code)
        i. CCD Core Portfolio Sales WBT (CCD-PF-SAL-WBT)
        ii. CCD Workstation Vertical Solutions and Virtual Reality Sales WBT (CCD-WST-VSOL-VR-WBT)
        iii. CCD Security Sales WBT (CCD-SEC-SAL-WBT)
        iv. CCD Displays and Peripherals Sales WBT (CCD-DISP-PER-SAL-WBT)
        v. Profile Exam CCD Workstations Sales Professional (PR-EXAM-CCD-WSP-SP)
    c. **Mobility Sales Professional** (Course Code)
        i. CCD Core Portfolio Sales WBT (CCD-PF-SAL-WBT)
        ii. CCD Ultra Mobile Premium Sales WBT (CCD-UMOB-PREM-SAL-WBT)
        iii. CCD Security Sales WBT (CCD-SEC-SAL-WBT)
        iv. CCD Manageability Sales WBT (CCD-MAN-SAL-WBT)
        v. Profile Exam CCD Mobility Sales Professional (PR-EXAM-CCD-MSP-SP)
    d. **Virtual Client Sales Professional** (Course Code)
        i. CCD Core Portfolio Sales WBT (CCD-PF-SAL-WBT)
        ii. CCD FUTRO Thin Clients Sales WBT (CCD-TC-SAL-WBT)
        iii. CCD Virtual Client Computing Sales WBT (CCD-VCC-SAL-WBT)
        iv. CCD Security Advanced Sales WBT (CCD-SEC-A-SAL-WBT)
        v. CCD Manageability Sales WBT (CCD-MAN-SAL-WBT)
        vi. Profile Exam CCD Virtual Client Sales Professional (PR-EXAM-CCD-VCSP-SP)
2. ***CORE*** **– SELECT Expert PRIMERGY SERVERS**
    a. **Server Sales Professional** (Course Code)
        a. Data Center Story WBT (DA-STRY-WBT)
        b. Server Portfolio WBT (SRV-PF-WBT)
        c. FUJITSU Software Infrastructure Manager ISM Sales WBT (SRV-ISM-SAL-WBT)
        d. Profile Exam Server Sales Professional (PR-EXAM-SER-SAL-PRO-SP)
    b. **Server Pre-Sales Consultant** (Course Code)
        a. Server Portfolio WBT (SRV-PF-WBT)
        b. PRIMERGY Configuration Presales WBT (PY-CONF-PRE-WBT)
        c. PC- and SystemArchitect WBT (PCSA-WBT)
        d. Profile Exam Server Pre-sales Consultant (PR-EXAM-SER-PRE-CON-SP)
    c. **Server System Engineer** (Course Code)
        a. FUJITSU Software Infrastructure Manager ISM Sales WBT (SRV-ISM-SAL-WBT)
        b. PRIMERGY Install and Manage ServerView (PY-IM-SV)
        c. Profile Exam Server System Engineer (PR-EXAM-SER-SYS-ENG-ILT)
        d. ISM Configure & Manage (ISM-CNM)

Training Centre Continued

***CORE* – SELECT Expert PRIMERGY SERVERS Continued**

d. **SELECT Expert Integrated Systems**

a. **Virtualization Sales Professional** (Course Code)
   i. Data Center Story WBT (DA-STRY-WBT)
   ii. Server Portfolio WBT (SRV-PF-WBT)
   iii. FUJITSU Integrated System PRIMEFLEX WBT (PRIMF-WBT)
   iv. PRIMEFLEX for SAP HANA WBT (PRIMF-SAP-HANA-WBT)
   v. PRIMEFLEX for Microsoft Azure Stack HCI WBT (PRIMF-MS-WBT)
   vi. PRIMEFLEX for VMware vSAN WBT (PRIMF-VSAN-WBT)
   vii. PRIMEFLEX for VMware vSphere WBT (PRIMF-VSPH-WBT)
   viii. PRIMEFLEX for NUTANIX Enterprise Cloud WBT (NUTANIX-PY-SAL-WBT)
   ix. Profile Exam Virtualization Sales Professional (PR-EXAM-VSP-SP)

b. **Virtualization Pre-Sales Consultant** (Course Code)
   i. PRIMEFLEX Inspire Plus (PRIMF-INSP-PLUS)
   ii. Profile Exam Virtualization Pre-sales Consultant (PR-EXAM-VPC-ILT)

c. **Virtualization System Engineer** (Course Code)
   i. PRIMEFLEX for VMware vSAN Configure and Manage (PRIMF-VSAN-CNM)
   ii. Profile Exam Virtualization System Engineer (PR-EXAM-VSE-PRIMF-VSAN-CNM-BL)

e. **SELECT Expert Hybrid Cloud**

a. **Hybrid Cloud Sales Professional** (Course Code)
   i. Hybrid Cloud Opportunity (PRIMF-HYB-CLD-SAL-WBT)
   ii. Profile Exam Hybrid Cloud Sales Professional (PR-EXAM-HCSP-SP)

b. **Hybrid Cloud Pre-Sales Consultant** (Course Code)
   i. PRIMEFLEX for NUTANIX Enterprise Cloud Advanced (NUTANIX-PY-A)
   ii. PRIMEFLEX for VMware Cloud Foundation Advanced (PRIMF-VCF-A)
   iii. Profile Exam Hybrid Cloud Pre-Sales Consultant (PR-EXAM-HCPC-NUTANIX-PY-A-ILT)
   iv. Profile Exam Hybrid Cloud Pre-Sales Consultant (PR-EXAM-HCPC-PRIMF-VCF-A-ILT)

f. SELECT Expert Mission Critical Computing

a. **PRIMEQUEST Sales Professional** (Course Code)
   i. Server Portfolio WBT (SRV-PF-WBT)
   ii. PRIMEQUEST WBT (PQ-WBT)
   iii. PRIMEQUEST Sales (PQ-SAL)
   iv. Profile Exam PRIMEQUEST Sales Professional (PR-EXAM-PQ-SAL-PRO-ILT)

b. **PRIMEQUEST Pre-Sales Consultant** (Course Code)
   i. Server Portfolio WBT (SRV-PF-WBT)
   ii. PRIMEQUEST WBT (PQ-WBT)
   iii. PRIMEQUEST Sales (PQ-SAL)
   iv. Profile Exam PRIMEQUEST Pre Sales Consultant (PR-EXAM-PQ-PRE-CON-ILT)

c. **PRIMEQUEST System Engineer** (Course Code)
   i. PRIMEQUEST Install and Maintain (PQ-INM)
   ii. Profile Exam PRIMEQUEST System Engineer (PR-EXAM-PQ-SYS-ENG-ILT)

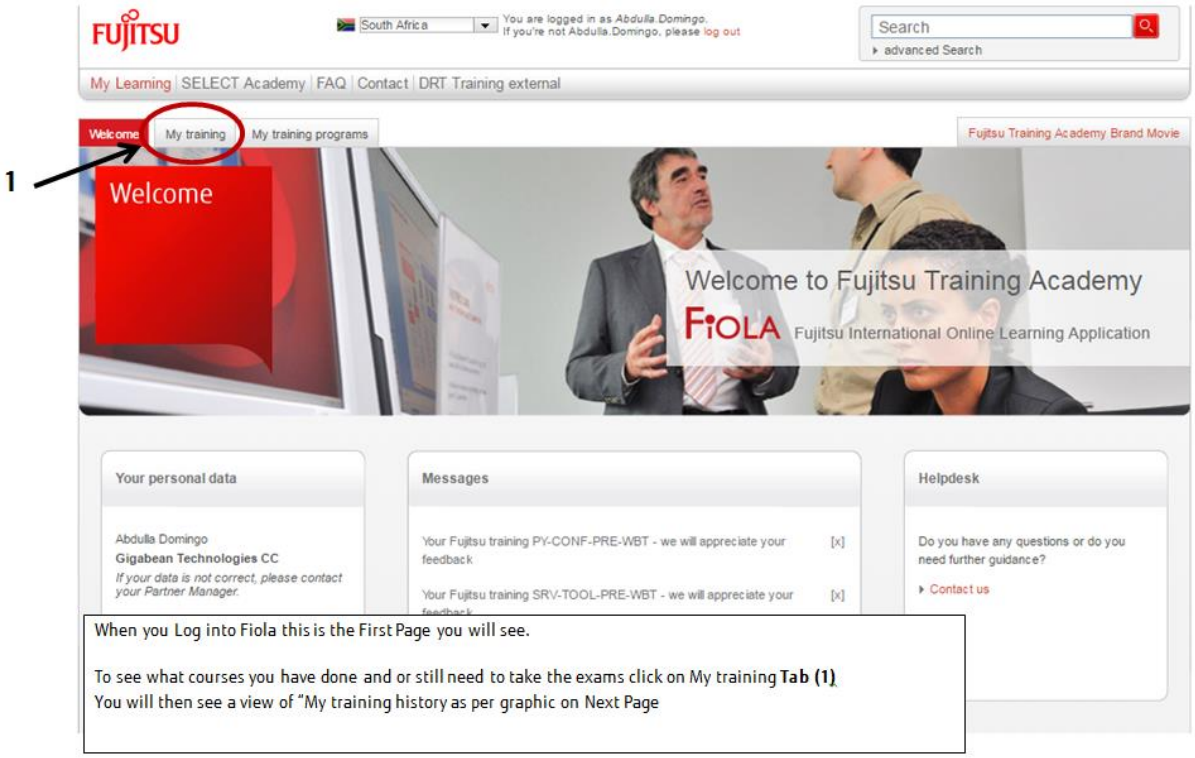
Training Centre Continued

3. ***CORE*** **– SELECT Expert ETERNUS STORAGE**
   - **g. SELECT Expert Data Management**
     - a. **Storage Sales Professional** (Course Code)
       - i. Data Center Story WBT (DA-STRY-WBT)
       - ii. ETERNUS Storage Portfolio WBT (ETE-STORY-PORT-WBT)
       - iii. ETERNUS AF - Why flash will rule the universe next week! (ETE-AF-WBT)
       - iv. ETERNUS DX – Hybrid Storage Unchained (ETE-DX-EMR-SAL-WBT
       - v. ETERNUS CS800 Sales WBT (ETE-CS800-SAL-WBT)
       - vi. ETERNUS LT Tape Systems WBT (ETE-LT-WBT)
       - vii. Profile Exam Storage Sales Professional (PR-EXAM-STO-SAL-PROF-SP)

     - b. **Storage Pre-Sales Consultant** (Course Code)
       - i. ETERNUS Storage Portfolio WBT (ETE-STORY-PORT-WBT)
       - ii. ETERNUS AF - Why flash will rule the universe next week! (ETE-AF-WBT)
       - iii. ETERNUS AF / DX Entry and Midrange Pre-sales WBT (ETE-DX-EMR-PRE-WBT)
       - iv. ETERNUS CS800 Pre-sales WBT (ETE-CS800-PRE-WBT)
       - v. ETERNUS LT Tape Systems WBT (ETE-LT-WBT)
       - vi. Profile Exam Storage Pre-sales Consultant (PR-EXAM-STO-PRE-CON-SP)

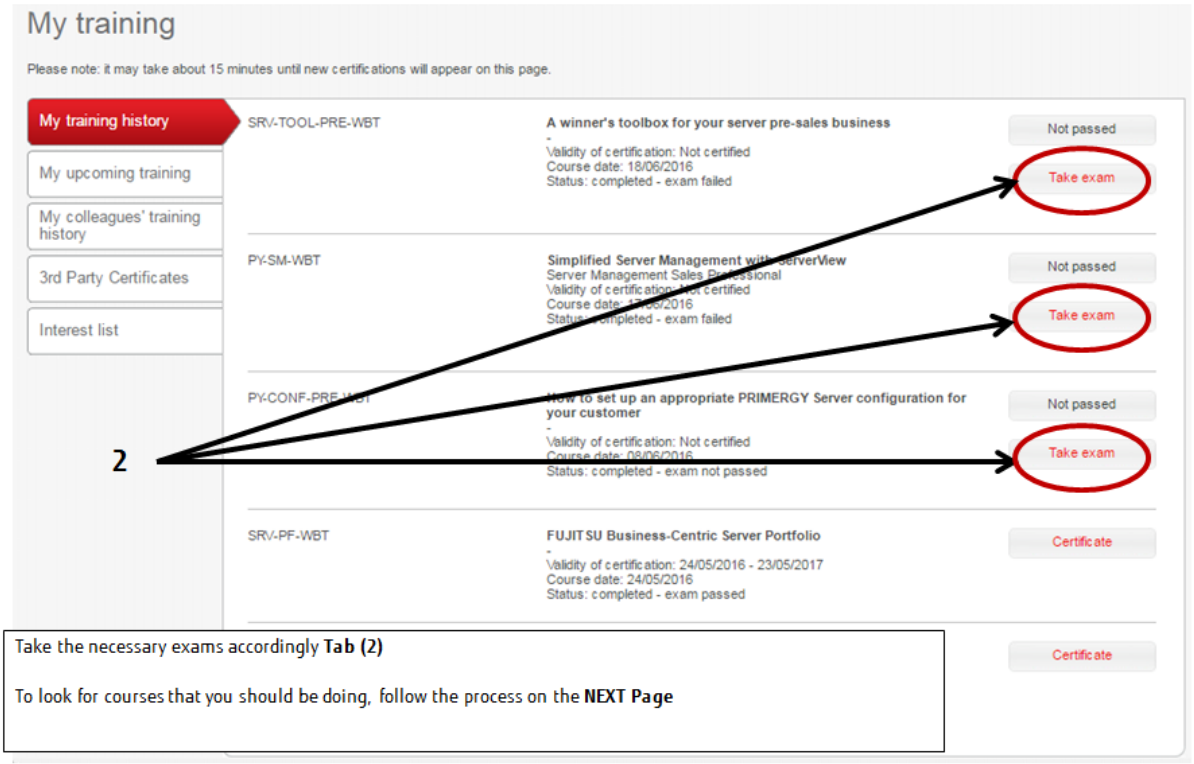
     - c. **Data Management System Engineer** (Course Code)
       - i. ETERNUS DX S4 Entry Install and Maintain WBT (ETERNUS DX S4 Entry Install & Maintain WBT)
       - ii. ETERNUS DX S4 Entry Install and Maintain (ETERNUS DX S4 Entry Install & Maintain)
       - iii. ETERNUS DX/AF Midrange Install & Maintain (ETE-DX-MR-INM)
       - iv. ETERNUS DX Enterprise Install & Maintain (ETE-DX-EP-INM)
       - v. ETERNUS DX/AF Connectivity & Integration (ETE-DX-AF-INT)
       - vi. Profile Exam Datamanagement System Engineer (PR-EXAM-DATMAN-SYS-ENG-ILT)

Fujitsu Training Academy – Find the Courses



When you Log into Fiola this is the First Page you will see.

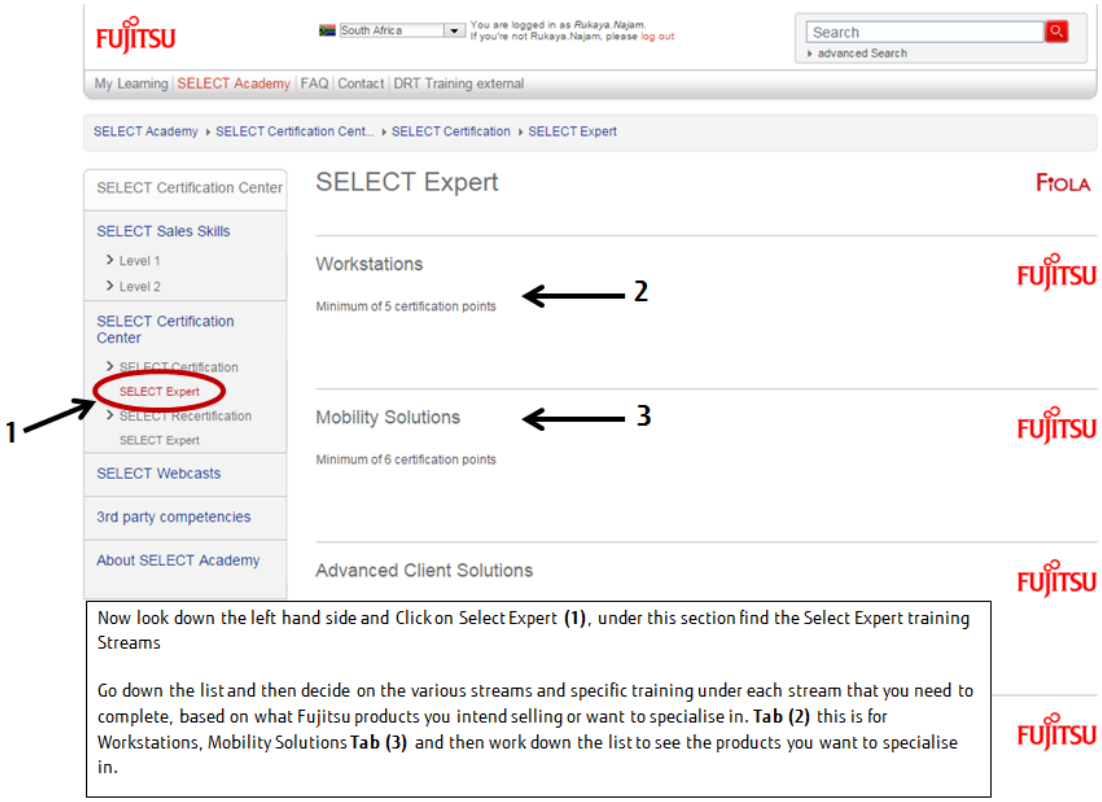
To see what courses you have done and or still need to take the exams click on My training **Tab (1)**
You will then see a view of "My training history as per graphic on Next Page



Take the necessary exams accordingly **Tab (2)**

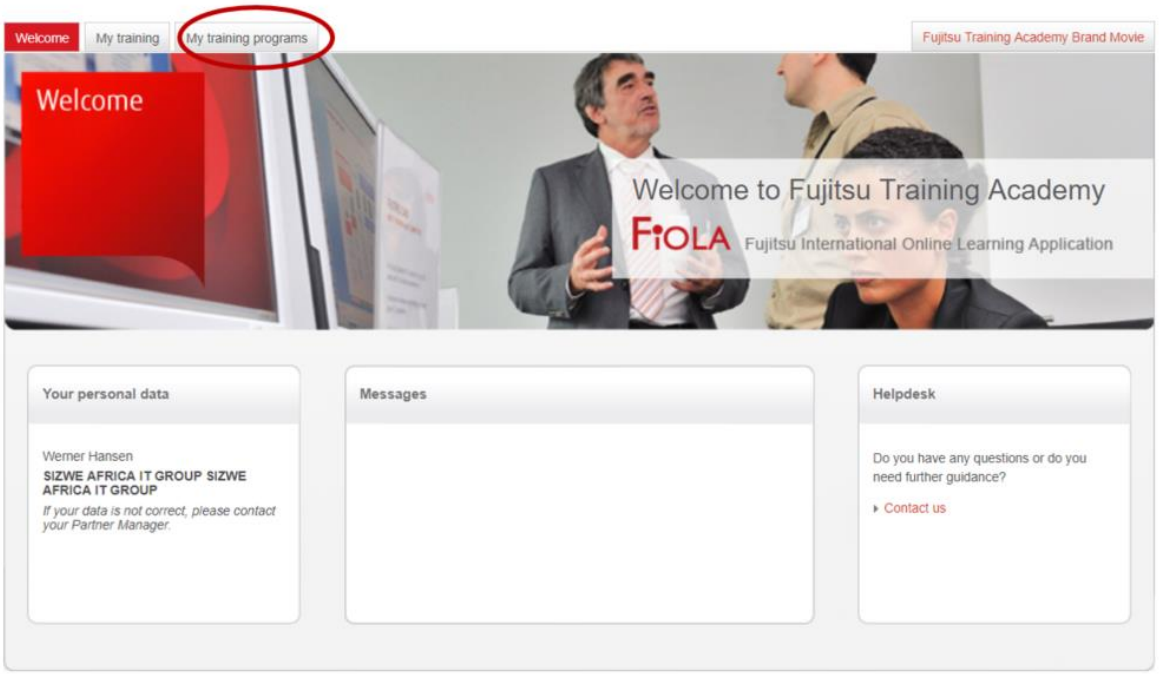
To look for courses that you should be doing, follow the process on the **NEXT Page**

Fiola Training – Find the Courses cont.



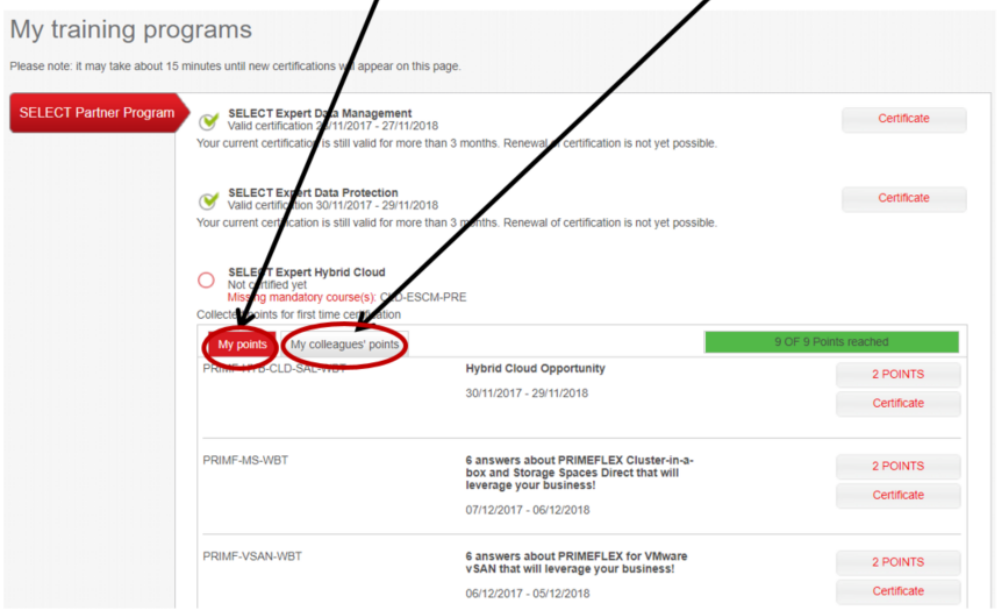
If you have **Admin View Rights** and would like to see & PRINT ALL the Company Certifications - click on "My training programs" as depicted below

Here you will see the full list of what training YOU have completed as well as YOUR COLLEAGUES



If you have Admin View Rights and would like to see & PRINT ALL the Company Certifications - click on "My training programs" as depicted below

Here you will see the full list of what training YOU have completed as well as YOUR COLLEAGUES

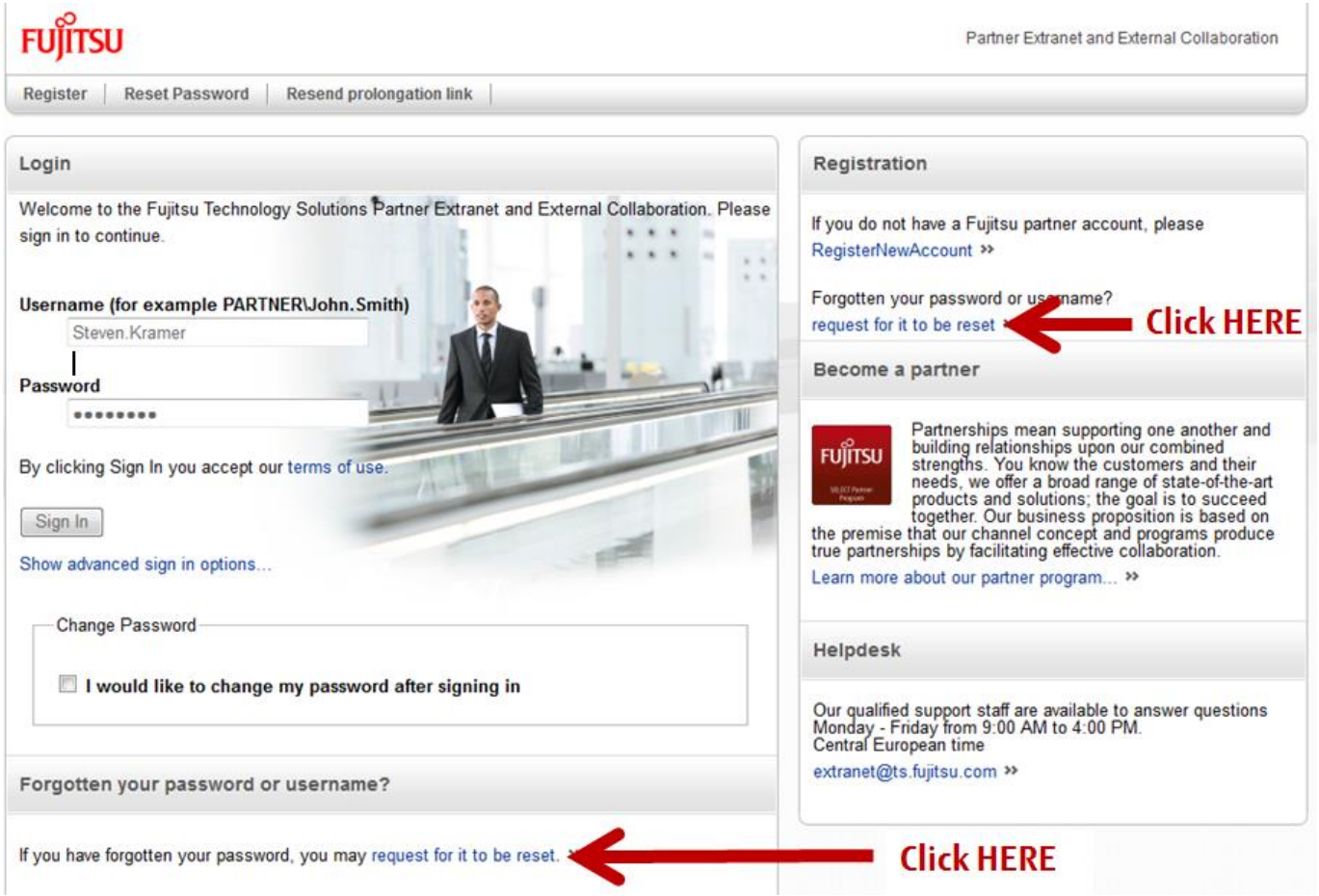


Channel Partner Portal - Forgot Password

Dear Partner

If you have forgotten your Fujitsu Channel Partner Portal Password, then go to the Portal Login Page here: https://partners.ts.fujitsu.com/sites/CPP/africa/za-en/Pages/default.aspx

You will see by the picture below under Registration on the right-hand side of the page, a link under “Forgotten your password or username”



Information Required for Completing a Manufacturer's Authorisation Letter, based on our Legal Requirements

Examples of the Information required is depicted in Light Blue

Requirements:

1. You must have at least 2 staff members registered on the Fujitsu Channel Partner Portal
2. The below document must be completed in full to enable us to produce the MAF based on the Fujitsu Legal Requirements and Layout.

The Form below is available via our on our website and when submitting will be sent directly to the responsible people directly.

Go to the **Manufacturer's Authorisation Letter** **Form Online**

Below is the information you will require to complete the online form

RFB / Tender / Procurement Number:	**FULL Tender Description**
E.g. - KNH/T/68/2014-2015 or what is given by Tenderer	E.g. - Supply and Delivery of ICT Items
END CUSTOMER - Addressed to Whom - NAME	
E.g. – Prof, Mr. Mrs Mickey Mouse	
END CUSTOMER - FULL Physical Address	**Products or Solutions being Tendered For**
Example *To the Chief Executive Officer* *National Hospital* Building / Complex Number and Street Address Suburb / Town or City Province Country Postal Code:	Example PRIMERGY Servers, PRIMEQUEST, PRIMEFLEX ETERNUS Storage, FUTRO, ESPRiMO PC's, LIFEBOOKS, Services etc.
RESELLER - FULL Company Name	
Reseller Company Name (Legal entity details) – how is the company registered as a (Pty) Ltd or CC	
RESELLER - FULL Physical Address	
FULL Physical Address (No PO Box or P/Bag details) Building / Complex Number and Street Address Suburb Town or City Province Country Postal Code	
RESELLER Requester Name	**RESELLER Requester Contact Number**
Your Name and Surname	+27 0 000 0000
RESELLER Requester Email Address	

CoCre8 Deal Registration Form

Requirements:

1. Your company must have at least two staff members who are certified on the respective solutions for this Deal Registration.
2. The below document must be completed in full to enable us to register the opportunity based on the CoCre8 Technology Solutions Legal Requirements and Layout.

Date of Deal Registration	**09 June 2020**
RESELLER - FULL Company Name	Reseller Full Company Name e.g. ABC IT Services CC NB Registration Type a (Pty Ltd or CC etc.)
CoCre8 Sales Executive	
Products or Solutions being Tendered For	PRIMERGY Servers, PRIMEQUEST, PRIMEFLEX ETERNUS Storage, FUTRO, ESPRiMO PC's, LIFEBOOKS, Services etc.
Solution Description / Opportunity Name	Server Refresh, SAP HANNA, Storage Solution etc.
Value of Deal Reg must be > R350k	R000 000.00
RESELLER – Name & Surname	Mr. John Doe
RESELLER – Company email Address	john.doe@abcits.co.za
END CUSTOMER – FULL Company Name	Company Name (Legal entity details) e.g. ABC Shoes (Pty) Ltd NB Registration Type a (Pty Ltd or CC etc.)
END CUSTOMER – Contact Name & Surname	Mrs. Jane Doe
END CUSTOMER – email address	jane.doe@abcshoes.co.za etc.
END CUSTOMER – Contact Number	Individual mobile that is Jane Doe no or office number
END CUSTOMER - FULL Physical Address	FULL Physical Address (No PO Box or P/Bag details) Building / Complex Number and Street Address Suburb Town or City Province Country Postal Code
END CUSTOMER – Estimated Installation Date	23 October 2020
TERRITORY South Africa (ZA) or ESA	e.g. ZA/JHB or ZA/CT or ZA/EL