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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: <https://www.fujitsu.com/register>

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

1. Personal Info - Complete all fields.
2. Contact Information - Address Fields
 - a. Street - Your Company physical address (No postal Address please
 - b. City
 - c. Postal Code
 - d. Even if you are outside the country, please choose - South Africa
 - e. Your respective province, if or Country you operate in.
 - f. Your **business** email address name.surname@domian.co.za – **No web based email addresses such as: Gmail, Yahoo, Outlook or similar based systems or emails such as: info@, sales@, admin@ or similar**
 - g. Phone Number: use your cell number or you direct line or switchboard number.
 - h. Fax – why, I have no idea, but if you do have one.
 - i. Position: area of expertise – sales, administration, finance etc.
3. Company Information
 - a. Full legal entity Company Name and if CC or Pty Ltd etc.
 - b. Website: www.yourcompanydomian.xxxxxxx
 - c. Vat Number: Your Company Vat Number
 - d. **Partner Type** – Please select the **Partner Type correctly**.
 - i. **Sales, Pre Sales and Staff** – please register as **Ecosystem/Channel Partner/Distributors**
 - ii. **Services, Maintenance, Support** – please register **Contracted Service Partner**
 - e. e. Trading License – add a copy of your company registration document.
4. Your Contact person within Fujitsu
 - a. Steven Kramer
 - b. steven.kramer@cocre8.com
 - c. South Africa
5. Additional Information
 - a. Comments if any
6. Data Protection Statement / Terms of use
 - a. Complete accordingly.

You have now completed the application.

As soon as your 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://extranet.ts.fujitsu.com>



EDGE - CCD – Client Computing Devices

TABLETS	NOTEBOOKS	THIN CLIENTS	DESKTOPS	WORKSTATIONS	Displays
DETACHABLE STYLISTIC Q7312 STYLISTIC Q7311 STYLISTIC Q7310 STYLISTIC Q5010 STYLISTIC Q739 STYLISTIC Q509 CONVERTIBLE LIFEBOOK U9312X LIFEBOOK U9311X LIFEBOOK U9310X LIFEBOOK U729X LIFEBOOK T939 ACCESSORIES Accessories	SUPERIOR LIFEBOOK U9312 LIFEBOOK U9311 LIFEBOOK U9311A LIFEBOOK U9310 ADVANCED LIFEBOOK U7512 LIFEBOOK U7412 LIFEBOOK U7312 LIFEBOOK E5512 LIFEBOOK E5512A LIFEBOOK E5412 LIFEBOOK E5412A LIFEBOOK U7511 LIFEBOOK U7411 LIFEBOOK U7510 LIFEBOOK U7410 LIFEBOOK U7311 LIFEBOOK U7310 LIFEBOOK E5511 LIFEBOOK E5511/HD LIFEBOOK E5510 LIFEBOOK E5411 LIFEBOOK E5411/HD LIFEBOOK E5410 LIFEBOOK E4511 LIFEBOOK E4411 LIFEBOOK E459 LIFEBOOK E449 ALL-ROUND LIFEBOOK A3511 LIFEBOOK A3510	FLEXIBLE FUTRO S9011 ESTAR FUTRO S9011 FUTRO S9010 FUTRO S7011 ESTAR FUTRO S7011 FUTRO S7010 FUTRO S5011 ESTAR FUTRO S5011 FUTRO S5010 LIFEBOOK E5512 Mobile Thin Client LIFEBOOK E5412 Mobile Thin Client LIFEBOOK E5410 Mobile Thin Client OPTIMISED FUTRO L420 FUTRO L620	SUPERIOR ESPRIMO P9012 ESPRIMO D9012 ESPRIMO G9012 ESPRIMO MRE (solution) ESPRIMO P9011 ESPRIMO P9910 ESPRIMO P9010 ESPRIMO D9011 ESPRIMO D9010 ESPRIMO G9010 ADVANCED ESPRIMO P7012 ESPRIMO D7012 ESPRIMO G7012A ESPRIMO P7011 ESPRIMO P7010 ESPRIMO D7011 ESPRIMO D6011 ESPRIMO D7010/8 ESPRIMO D7010 ESPRIMO Q7010 ALL-ROUND ESPRIMO P6012 ESPRIMO D6012 ESPRIMO G6012 ESPRIMO P5011 ESPRIMO P5010 ESPRIMO G5011 ESPRIMO G5010 ESPRIMO K5010/24 AIO Display AIO Display P2410	MOBILE CELSIUS H5511 CELSIUS H7510 CELSIUS H780 DESKTOP CELSIUS J5010 CELSIUS W5011 CELSIUS W5010 CELSIUS M7010 CELSIUS M7010X CELSIUS R970 CELSIUIS R970power RACK CELSIUS C780 Remote Access Solution	SUPERIOR P2410 AIO P2410 TE P2410 TS CAM P2410 WE P2410 WE CAM P2410 WS P34-9 US P34-9 UE P2711 TE QHD P2711 TS CAM P2711 TS QHD P27-9 TE QHD P27-9 TS QHD P27-8 TS UHD ADVANCED B2410 TE B2410 TS B2410 WE B2410 WS B32-9 TS UHD B2711 TE FHD B2711 TE QHD B2711 TS FHD B2711 TS QHD B27-9 TE QHD B27-9 TE FHD B27-9 TS QHD B27-9 TS FHD B24W-7 LED (V141) B24-9 WE B24-9 WS B24-9 TE B24-9 TS B24W-7 LED B22-8 WE Neo B22-8 TS Pro B19-9 LS ALL-ROUND E24-8 TS Pro E22-8 TS Pro TOUCH E24-9 TOUCH STANDS Dual Monitor Stand Universal Monitor Stand Mounting Kit for Height Adjustable Displays
Dot Matrix Printers					
		Data Sheet Dot Matrix Printer DL7600 Pro Data Sheet Dot Matrix Printer DL7400 Pro Data Sheet Dot Matrix Printer DL 3750+ Data Sheet Dot Matrix Printer DL 3850+			





CORE ETERNUS Storage

ETERNUS DX	ETERNUS HB	ETERNUS HX	STORAGE CLUSTER	JX DAS SUBSYSTEM
ETERNUS DX60 S5 ETERNUS DX100 S5 ETERNUS DX200 S5 ETERNUS DX500 S5 ETERNUS DX600 S5 ETERNUS DX900 S5 ETERNUS DX8900 S4 ETERNUS SF V16.9 ETERNUS DX - detailed Table of specs	ETERNUS HB1100 ETERNUS HB1200 ETERNUS HB2100 ETERNUS HB2200 ETERNUS HB2300 ETERNUS HB5100 ETERNUS HB5200	ETERNUS HX2100 ETERNUS HX2200	Flyer: ETERNUS Storage Cluster Presentation: ETERNUS AF and ETERNUS DX Primary Storage Family White Paper: ETERNUS AF and ETERNUS DX Storage Cluster	FUJITSU JX40 S2 FUJITSU JX60 S2
ETERNUS AF	ETERNUS AB	ETERNUS AX	ETERNUS CS	TAPE
ETERNUS AF150 S3 ETERNUS AF250 S3 ETERNUS AF650 S3 ETERNUS SF V16.9	ETERNUS AB2100 ETERNUS AB3100 ETERNUS AB5100 ETERNUS AB6100	ETERNUS AX1100 ETERNUS AX2100 ETERNUS AX2200	ETERNUS CS8000 V9 ETERNUS CS800 M1	ETERNUS LT140 ETERNUS LT20 S2 ETERNUS LT260 ETERNUS LT270 S2

CORE PRIMERGY Servers

PRIMERGY TX	PRIMERGY RX	PRIMERGY CX	PRIMERGY GX	CERTIFICATES
PRIMERGY TX1310 M3 PRIMERGY TX1310 M5 PRIMERGY TX1320 M4 PRIMERGY TX1320 M5 PRIMERGY TX1330 M4 PRIMERGY TX1330 M5 PRIMERGY TX2550 M5 PRIMERGY TX2550 M7	PRIMERGY RX1330 M4 PRIMERGY RX1330 M5 PRIMERGY RX2450 M1 PRIMERGY RX2520 M5 PRIMERGY RX2530 M5 PRIMERGY RX2530 M6 PRIMERGY RX2530 M7 PRIMERGY RX2540 M5 PRIMERGY RX2540 M6 PRIMERGY RX2540 M7 PRIMERGY RX4770 M5 PRIMERGY RX4770 M6	PRIMERGY CX2550 M5 PRIMERGY CX2550 M6 PRIMERGY CX2560 M5 PRIMERGY CX2560 M6 PRIMERGY CX2570 M5 PRIMERGY CX400 M4 PRIMERGY CX400 M6	PRIMERGY GX2460 M1 PRIMERGY GX2570 M6	Server Certificates
PRIMEQUEST	PRIMEFLEX Virtualisation	PRIMEFLEX for SAP		
PRIMEQUEST 3800E2 PRIMEQUEST 3800E PRIMEQUEST 3800B2 PRIMEQUEST 3800B PRIMEQUEST 3400E	PRIMEFLEX for VMware vSphere PRIMEFLEX for VMware vSAN PRIMEFLEX for VMware Cloud Foundation PRIMEFLEX for Microsoft Azure Stack HCI PRIMEFLEX for Microsoft Storage Spaces Direct PRIMEFLEX for Nutanix Enterprise Cloud	PRIMEFLEX for SAP HANA PRIMEFLEX for SAP Landscapes SAP HANA on PRIMEFLEX for Nutanix Enterprise Cloud SAP HANA on PRIMEFLEX for VMware vSAN SAP Business One Sizing & Benchmarks		
PRIMERGY Options		SWITCHES		
Rack, Power & Switch Infrastructure PRIMERGY Controllers Intel® Optane™ Persistent Memory		Network Switches		

Certificates & Test Reports <http://sp.ts.fujitsu.com/sites/certificates/default.aspx>
Case Studies - [Fujitsu Case Studies Channel on YouTube](#)





Technical Service & Support

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

Telephone: +27 11 012 1501

Email: servicedesk@cocre8.com

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 – Register / Login Page

<https://techcommunity.ts.fujitsu.com/en/home.html>





Fujitsu Training Academy Online (FTA-Online)

HOW TO GUIDE



FTAOnline_Manual
_SCC_Guide_V2.0_25

Although this is a new training portal, it is very intuitive and easy to follow once you familiarize yourself with navigating around FTA Online.

To get you started, please open the Full Guide to the Fujitsu Training Academy embedded above.

On the next page I have included ALL the links to the SALES & PRE SALES SELECT Expert courses that you will need to ensure you are a Certified Sales or Pre Sales Channel Partner.

Please keep in mind that all PRIMEFLEX Implementation Certification and Fujitsu Maintenance Certification are now both visible and available on the new Training Portal.

Due to the complete change from FiOLA to FTA, CoCre8 is happy to go work with you and plan a training path for you and your colleagues.



Training Centre

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

FUJITSU Training Academy Online for partners (www.fujitsu.com/fta-partner)

SELECT EXPERT Specific Training (<https://fujitsu.docebosaa.com/pages/33/select-partner-certification>)

SELECT Expert Prerequisite	Required Certification
<u>MANDATORY Compliance Training</u>	<u>Global Business Standards Training for Fujitsu Channel Partners</u>
SELECT Expert	Required Profiles
SELECT Expert Advanced Client Solutions	Client Solution Sales Professional
SELECT Expert Workstations	Workstation Sales Professional
SELECT Expert Mobility Solutions	Mobility Sales Professional
SELECT Expert Servers	Server Sales Professional Server Pre-Sales Consultant Server Pre-sales Senior Consultant OR Server System Engineer
SELECT Expert Integrated Systems	Virtualization Sales Professional Virtualization Pre-Sales Consultant Virtualization System Engineer
SELECT Expert Hybrid Cloud	Hybrid Cloud Sales Professional Hybrid Cloud Pre-Sales Consultant (Nutanix) Hybrid Cloud Pre-Sales Consultant (VCF)
SELECT Expert Data Management (DM)	DM Storage Sales Professional DM Senior Storage Sales Professional DM Storage Pre-Sales Consultant DM Senior Storage Pre-Sales Consultant DM System Engineer DM Senior System Engineer
SELECT Expert Data Protection (DP)	DP Storage Sales Professional DP Senior Storage Sales Professional DP Storage Pre-Sales Consultant DP Senior Pre-Sales Consultant DP System Engineer DP Senior System Engineer
SELECT Expert Mission Critical Computing	PRIMEQUEST Sales Professional PRIMEQUEST Pre-Sales Consultant PRIMEQUEST System Engineer
SELECT Expert SAP Infrastructure	PRIMEFLEX for SAP HANA Sales Professional PRIMEFLEX for SAP HANA Pre-Sales Consultant PRIMEQUEST System Engineer





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	
Your 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.

Go to the **Deal Registration [Form Online](#)**

Date of Deal Registration	09 March 2023
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