



Partner Registration User Guide for Reseller Partners

(Current as of April 2023)

This user guide provides details on the updated Cisco Reseller registration process, to become a new Cisco Channel partner or maintain your existing partnership.

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Introduction

Find Company

Register

Renew

Help / Support

Introduction

Preparing for Registration

Prior to starting registration, please ensure you meet the [minimum eligibility requirements](#) to become a Cisco registered reseller partner, including things such as:

- A valid [Cisco user profile](#) for the person completing the application
- At least one existing / active customer account relationship with a [Cisco Authorized Distributor](#)
- Etc.

Thank you for your interest in becoming a Cisco partner.

Please make sure that you have the authority to sign legally binding documents for your company. In order to ensure the best user experience, have the following information available before proceeding:

- Company address, phone number, and date of incorporation.
- Functional and valid corporate website and email domain (public email domains are prohibited).
- Business license or certificate of incorporation document to validate business entity status within your region/country; this document is provided by your local government or administrative body that confirms the legal formation of your company. *
- Tax ID/VAT identification number or country equivalent. *
- IRS form W9 (required for US companies only). *
- Names of key management (chief executive officer, chief financial officer, managing director, senior sales management), shareholders, or legal person(s).
- Companies applying to become resellers must have current relationships and verifiable accounts with at least one of [Cisco's authorized distributors](#).

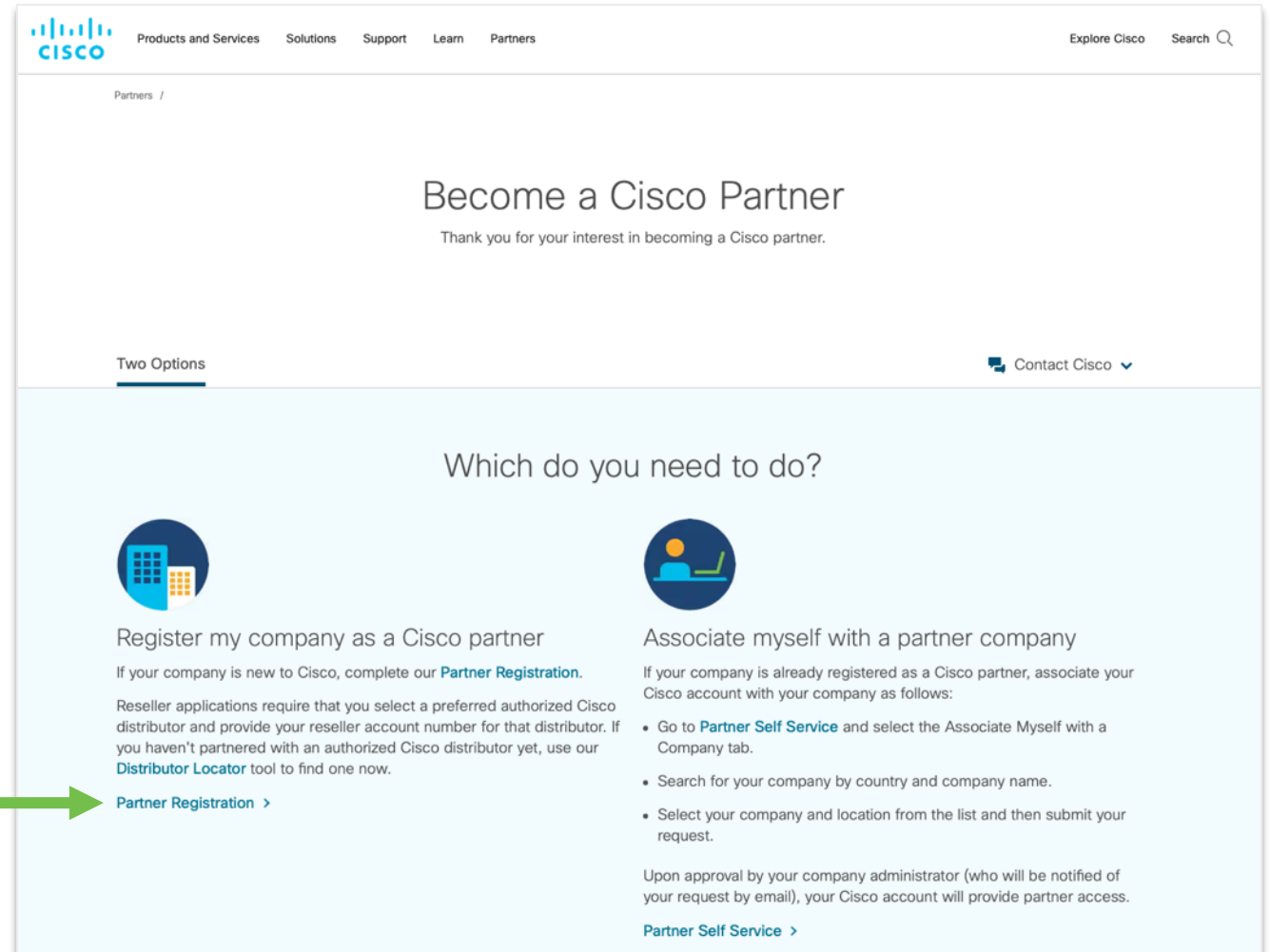
** Digital copies are required to be uploaded during the Cisco partner registration process.*

After submitting a Cisco partnership application, you might be asked to provide additional company information, known as a company profile document, which will be sent electronically to the applicant's email address on record. If you receive a request to complete the document, please do so accurately, in its entirety, and reply to Cisco within 10 working days.

[Become a Cisco partner](#)

Become a Cisco Partner

To begin a new partner registration, go to the [Become a Cisco Partner](#) site, and select **Partner Registration**.

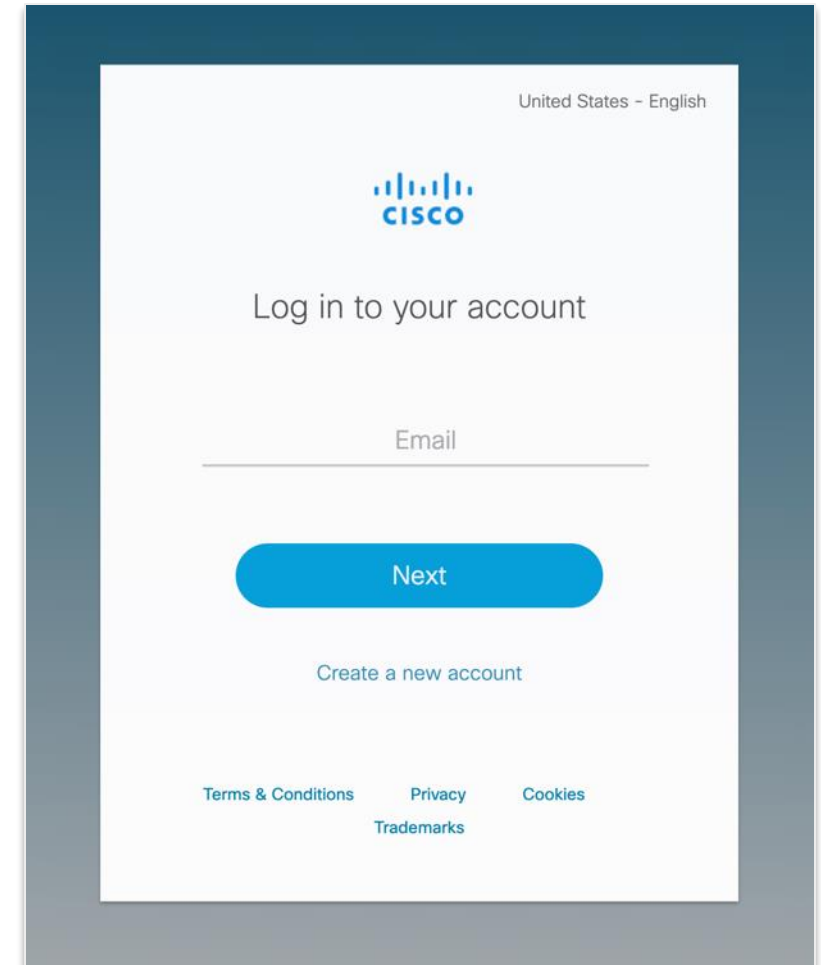


Logging Into Partner Registration

When you access Partner Registration, you are asked to log in with your Cisco account.

Important Note: You must provide an active business email address during Partner registration. Your business email address should not be a public domain address such as gmail.com or yahoo.com.

If the email address used with your Cisco account includes a public domain, you will receive an alert message guiding you to update your Cisco profile with a valid email address.



The screenshot shows the Cisco Partner Registration login interface. At the top right, it says "United States - English". The Cisco logo is centered. Below the logo, the text "Log in to your account" is displayed. There is an input field labeled "Email" with a horizontal line underneath it. Below the input field is a blue button labeled "Next". Underneath the button is a link that says "Create a new account". At the bottom, there are four links: "Terms & Conditions", "Privacy", "Trademarks", and "Cookies".

Introduction

Find Company

Register

Renew

Help / Support

Find Company

Search for Your Company

The screenshot displays the Cisco PXP Partner Registration interface. The top navigation bar includes the Cisco PXP logo, 'Partner Registration', and 'Help'. A user profile icon is in the top right. The main content area is titled 'Welcome to Partner Registration' and contains two sections: 'Profile information' and 'Company information'. The 'Profile information' section lists details for Wilson Cox, including email, phone, fax, job role, and job level. The 'Company information' section contains a form with fields for Region/Country (USA), Company full name (Democompany Inc.), Company address 1 (220 Corolla Dr), Company address 2, Company address 3, City (SAN JOSE), State/Province (California), and Postal code (95950). A 'Search' button is at the bottom left, and a 'Clear Form' button is at the bottom right. A 'Change language' link with a globe icon and 'English' dropdown is in the top right. Two callout boxes are present: Box 1 points to the 'Change language' link, and Box 2 points to the 'Search' button.

Change language
English

Profile information

Name: Wilson Cox
e-mail: wilsoncox@democompany.com
Phone / Extension: +1-510-675-0987 / NA
Fax: +1-510-675-1265
Job role: Information technology
Job level: Manager

Company information

* indicates a required field

* Region/Country
USA

* Company full name
Democompany Inc.

* Company address 1
220 Corolla Dr

Company address 2
Enter address

Company address 3
Enter address

* City
SAN JOSE

* State/Province
California

* Postal code
95950

Search Clear Form

2

Then, find and select your company in the Cisco database by entering your company information (required fields vary by country) and clicking **Search**.

1

Before starting the registration process, select your preferred language. This is the only opportunity to do so.

Search for Your Company

2a

If your company is not found, alter your search and try again (e.g., remove entries in non-required fields, spell out acronym in company name, use alternate street address, etc.)

2b

If your company is still not found, click Create New Company Record ([more details](#)).*

Company information

* indicates a required field

* Region/Country
USA

* Company full name
Democompany Inc.

* Company address 1
220 Corolla Dr

Company address 2

Company address 3
Enter address

* City
SAN JOSE

* State/Province
California

* Postal code
95950

Search Clear Form

Search result

The enriched address used for search: Democompany Inc., 220 Corolla Rd, San Jose, California-95950, USA.

Company name	Company address	Status	Information	Action
Democompany Inc.	220 Corolla Rd, San Jose, CA- 95950 USA	Registered Cisco partner	Associate yourself with your Partner company	Request Association
Democompany Enterprise.	1010 Harford Dr, San Diego, CA- 92071 USA	Not a registered Cisco partner	Company is not a registered Cisco Partner	Register
Demo Company Inc.	220 Corolla Dr, San Jose, CA- 95950 USA	Not a registered Cisco partner	Company is not a registered Cisco Partner	Register

Note: If you are unable to find your company, you can create a new company record by clicking on [Create New Company Record](#).

***Important Note:** In the great majority of cases, your company will be found via search. You should only request a new Company Record if:

- Multiple variations of your search do not return your company in the results.
- Your company is returned in the results, but at an address in a different country / region.

1a

If your company is found with an action of **Request Association**, click the link to connect your Cisco user profile with your company. Your company is already a registered Cisco partner and you do not need to register again. After you successfully associate your profile, you will receive full Cisco partner benefits.

1b

If your company is found with an action of **Register**, click the button to begin the registration process ([more details](#)).

Company Not Found in Results?

Request New Company Record

1

To request a new company record, first select your company's Industry and Segment types.

[< Back to search result](#)

Create Company Record

Democompany Inc.
220 Corolla Rd,
San Jose, CA-95950
USA
Phone number: +1-510-789-0123

Note: We are unable to find your company in our database, enter details below and create new company record by clicking on 'Submit'

* indicates a required field

* Industry type ⓘ

Hospitality ▼

* Segment type ⓘ

Small Business ▼

* Company web address

www.democompany.com

* Tax ID:

123-45-9987

2

Then, enter your company's Web address and Tax Identification Number (ID), Value Added Tax (VAT) number, or equivalent.

3

Finally, click Submit.

Submit

Clear Form

Company Not Found in Results?

Request New Company Record

Create Company Record

Profile information

Name: Wilson Cox
e-mail: wilsoncox@democompany.com
Phone / Extension: +1-510-675-0987 / NA
Fax: +1-510-675-1265
Job role: Information technology
Job level: Manager

✓ Thank you for providing your company information. Your request for company record creation has been submitted. You will be contacted by email within 10 business days about status of your request.

Democompany Inc.
220 Corolla Rd,
San Jose, CA-95950
USA
Phone number: +1-510-789-0123

Industry type:
Hospitality

Segment type:
Small Business

Company web address:
www.democompany.com

Tax Identification Number:
123-456-0987

Exit

4

After submitting your request, Cisco will review and respond via email within 10 business days.

Registration Process

After searching for and selecting your company, you can begin the registration process. The following pages discuss this process in more detail.

Step 1: Declare Authorized Signatory

To begin registration, please confirm the following:

1

View resources to support you through the registration process.

2

Check the box to declare you have authority to sign legally-binding documents for your company.

3

Watch the video on Cisco's commitment to conducting business with integrity. Then, check the box to confirm you watched it. The box is not activated until the video is fully viewed.

Welcome to Partner Registration for Resellers

Ready to Register?

You should have Tax ID number or VAT information (or country equivalent) along with supporting document (pdf/doc) on hand.

[Download](#) a sample copy of Cisco's indirect Channel Partner Agreement (ICPA) for review.

Check list:

- [Eligibility Requirements](#)
- [Checklist](#)
- [FAQs](#)
- [User Guide](#)
- [Partner Support Team](#)
- [Download Acrobat Reader](#)

Partner Registration

My Profile

Name: Wilson Cox
e-mail: wilsoncox@democompany.com
Phone / Extension: +1-510-675-0987 / NA
Fax: +1-510-675-1265
Job role: Information technology
Job level: Manager

Company and address:

Democompany Inc.
220 Corolla Dr,
San Jose, CA- 95950
UNITED STATES

Authorized Signatory Declaration

To register the above specified company as a Cisco partner, you must have authority to sign legally binding documents for this company.

☒ I certify that I am an authorized signatory for the above specified company.

Conducting business with integrity is a core Cisco value and is part of the responsibilities of a Cisco partner. To proceed with the registration and to ensure your understanding of these responsibilities, please watch this [video](#) and check the box below.

☒ I have watched the video and understand the responsibilities of being Cisco partner.



Proceed to registration

4

Click **Proceed with registration** to begin. The button does not activate until you complete the steps above.

Step 2: Enter Company Details

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details

Distributor Details Additional Details Agreement Submission

Company and address
Democompany Inc.
220 Corolla Dr,
San Jose, CA - 95950
USA

Industry type
Hospitality

Segment type
Small Business

* **Company phone number**
+1 510 6750987

Enter any alternate or trade name for your company or indicate none
None

Dun and Bradstreet (DUNS) number
123-45-6789

* **Month and year of incorporation**
March 2010

* **State registration certificate**
Please provide a copy of your recognized business license or company registration document to validate business entity status within your region/country.
Upload Files Or drop files File uploaded on Oct 26, 2020 : Democompany US Corp.pdf

Acceptable formats are jpg,gif,png,bmp,pdf,doc,docx,xls,xlsx. Maximum file size limit to 2MB.

* **Company description**
Please provide a description of your company that will be visible to prospective customers in Cisco's Partner Locator tool. Registered partner administrators can update this information at any time.
Lorem ipsum dolor sit amet, consectetur adipiscing elit ut aliquam, purus sit amet luctus venenatis, lectus magna fringilla urna, porttitor rhoncus dolor purus non enim praesent elementum facilisis leo, vel fringilla est ullamcorper eget nulla facilisi etiam dignissim diam
2000 characters remaining

1

Enter your company's main phone number.

2

Enter any alternate names for your company, and your DUNS # (optional).

3

Select your company's date of incorporation.

4

Upload a business license or state registration certificate to validate your business entity status.

5

Enter a brief company description that Cisco can use to promote partners to potential customers.

Important Note: The input fields you see may vary slightly depending on your specific country, partner type and scenario. All fields with a red asterisk * are required and must be entered to submit your application.

Step 2: Enter Company Details (Cont.)

The screenshot shows a registration form with the following sections and callouts:

- Callout 6:** Points to the 'Company web address' and 'Company email domain' fields. The web address is 'https://www.democompany.com' and the email domain is 'democompany.com'.
- Callout 7:** Points to the 'Tax Identifier Number' field, which contains '123-456-0987'. Below the field is a description: 'A Taxpayer Identification Number (TIN) is an identification number used by the Internal Revenue Service (IRS) in the administration of tax laws.'
- Callout 8:** Points to the 'Upload Supporting Documents' section, which includes an 'Upload Files' button and a note about acceptable formats (jpg, gif, png, bmp, pdf, doc, docx, xls, xlsx) and a maximum file size limit of 2MB. A file named 'TAX Doc-Democompany.pdf' is shown as uploaded.
- Callout 9:** Points to the 'Form W-9' section, which includes an 'Upload Files' button and a note about acceptable formats and a maximum file size limit of 2MB. A file named 'Form W-9 Democompany.pdf' is shown as uploaded.
- Callout 10:** Points to the 'Next step' button at the bottom of the form.

The form also includes a 'Save for later' link and a 'Cisco communications' section with radio buttons for 'Yes' and 'No' (selected).

8 Upload a completed / signed form W-9 (if your company is in the United States).

9 Select your company's Cisco communication preferences.

6 Enter your company's primary web address and email domain.

7 Enter your company's tax ID number (associated with your country) and upload supporting documentation from the local government authority that issued it (e.g., US Internal Revenue Service.)

10 Click Next Step to proceed or Save for later to continue registration later.

Step 2: Enter Company Details (Cont.)

Additional Company Details Required for Select Countries

In addition to the information discussed on the previous pages, **partners in select countries** should enter the full names of the following (up to six people):

- Chief Executive Officer (CEO) or Managing Director (MD)
- Primary Company Director, Shareholder(s), or Legal person(s)
- **Note: Partners in China** are required to enter both their primary Legal person(s) and Shareholders, including their contact information (email and phone).

The screenshot displays the 'Step 2: Enter Company Details (Cont.)' form. The form is divided into two main sections. The top section, highlighted with a green border, contains fields for: 'Company phone number' (with a dropdown for country code 'VN' and a text input for the number '0285415555'), 'Enter any alternate or trade name for your company' (text input 'Vinamilk'), 'Dun & Bradstreet (DUNS) Number' (text input '123456789'), 'Date of Incorporation' (dropdown for month 'January' and year '2020'), and a section for 'Full name of Chief Executive Officer or Managing Director' and 'Full name of Company Director, Shareholders or Legal Person(s)', each with 'First Name' and 'Last Name' inputs. An 'Add' button and the text 'Add up to six people.' are present. A green link 'Select Countries' is also visible. The bottom section, highlighted with a blue border, is for 'Partners in China' and includes: 'Enter any alternate or trade name for your company' (text input 'Enter Name'), 'Full name of Chief Executive Officer or Managing Director' (text inputs), 'Details of legal person' (text inputs for Name, Email id, and Phone number), and 'Details of shareholders' (text inputs for Name, Email id, and Phone number). An 'Add' button and the text 'Add up to six people.' are present. At the bottom, there is a 'Company description' field with a character count '1889 characters remaining' and a sample text: 'Xiamen ZhiLing Technology Co., Ltd is an IT provider engaged in the integration of computer information systems'.

Step 3: Enter Distributor Details

Companies applying to become resellers must have current relationships and verifiable accounts with at least one Cisco authorized distributor. As part of the registration process, you will select your distributor(s) and enter your Reseller Account Number(s) (RAN). Your distributor(s) will then validate your submitted information.

If you have not established a relationship with a [Cisco Authorized Distributor](#), please reach out to one before proceeding with registration.

Step 3: Enter Distributor Details

Welcome to Partner Registration for Resellers

* indicates a required field

Distributor Details

Company Details **Distributor Details** Additional Details Agreement Submission

Please select your primary distributor(s) for onboarding and training purposes.

1. Verify your account number(s) with your distributor(s).
2. To complete the form below, you must provide the exact account number/ID that your company has with your distributor(s).
3. You can provide multiple account numbers for each selected distributor.
4. If you do not have your Reseller Account Number (RAN), please save the application and contact your distributor(s) before submitting.
5. Please select at least 1 distributor but not more than 3. This is for verification process only this does not limit the number of distributor that you can transact with Cisco.

Select your distributor	Distributor global name	Distributor local name	Distributor country	Reseller Account Number (RAN)
<input checked="" type="checkbox"/>	ACME Corp	ACME Corp US	UNITED STATES	123456 Add
<input type="checkbox"/>	Wayne Enterprises	Wayne US	UNITED STATES	Enter reseller number Add
<input type="checkbox"/>	Stark Industries	Stark US	UNITED STATES	Enter reseller number Add

If you do not see name of your distributor(s) then please select from [more distributors](#).

☐ I agree to share above information with distributor(s).

Next step [Save for later](#)

1

Scroll the list and select the checkbox associated with your distributor(s).

2

Enter your Reseller Account Number (RAN) with the distributor.

3

If you have multiple account numbers with the distributor, click Add to enter additional numbers.

5

Click the checkbox to permit Cisco to share the entered information with the selected distributors.

6

Click Next Step to continue.

4

If you do not see your distributor listed, click [more distributors](#) to launch a pop up with a larger list of distributors (if applicable).

Step 4: Enter Additional Details

Cisco Partner Questionnaire

The Cisco Partner Questionnaire helps Cisco evaluate your company, and more thoroughly understand the operations and integrity of our partners worldwide. We trust that you share our values of transparency and integrity in all business matters and appreciate your help in maintaining Cisco's high standards.

Welcome to Partner Registration for Resellers

* Indicates a required field

Additional Details

Company Details Distributor Details **Additional Details** Agreement Submission

Cisco Partner Questionnaire

* 1. Are you a publicly traded company?

☒ Yes

* 1.a. Which stock exchange?

NASDAQ

* 1.b. What is the ticker symbol or equivalent?

DRSP

☐ No

* 2. What is your expected revenue from sales of Cisco products and services for the next 12 months?

\$100K - \$1M

* 3. Please list a minimum of three names and the position/title of your Company's key management (e.g. CEO, CFO and Senior Sales Management):

* Full Name	* Position
Mary Thomas	CEO
* Full Name	* Position
John Smith	CFO
* Full Name	* Position
Susan Jones	SVP Sales

Add

1 Indicate if your company is publicly traded. If you choose **Yes**, select the **stock exchange** and enter your **ticker symbol** in the menus that display. If you choose **No**, these menus do not display.

2 Select your company's **expected revenue** from Cisco products / services.

3 Enter the name and position of **at least three** of your company's **key management**. Click **Add** if you need to enter additional individuals.

Step 4: Enter Additional Details (Cont.)

Cisco Partner Questionnaire

4

Indicate if any key leaders or employees of your company have been found to have violated any fraud, corruption, bribery, etc. laws. If you select **Yes**, please provide details in the text box that displays.

* 4. Has your Company or any of its principal owners, directors or key employees been found by a court or other government entity of any country to have violated any law prohibiting fraud, bribery, kickbacks or other corruption within the last 10 years? If yes, please describe.

☒ Yes

2000 characters remaining

☐ No

* 5. If your Company intends to do business with Cisco, with any of the following countries, please select those that apply:

<input type="checkbox"/> China	<input type="checkbox"/> Cuba	<input type="checkbox"/> Iran, Islamic Republic of	<input type="checkbox"/> North Korea, Democratic People's Republic of
<input type="checkbox"/> Myanmar	<input type="checkbox"/> Russian Federation	<input type="checkbox"/> Syrian Arab Republic	<input type="checkbox"/> Not applicable

5

Select the listed countries where your company intends to do business with Cisco. If you do not intend to do business in any of these countries, select **Not Applicable**.

Step 4: Enter Additional Details (Cont.)

Cisco Partner Questionnaire

6

Indicate if you intend to sell Cisco products to Government entities*. If you select **Yes**, answer questions 6a-c. If you select **No**, 6a-c do not display.

6b

Indicate if your company is prohibited from bidding on government contracts. If **Yes**, please describe why in the field that displays.

6c

Indicate if any of your key leaders hold / have recently held positions with a government. If **Yes**, provide their name, position, and date in the fields that display.

* 6. Do you intend to sell Cisco product or assist with the sales of Cisco products to government entities? ⓘ

☒ Yes

* 6.a. Does any government or government owned entity hold a financial interest in your company? If yes, What is the name of the government or government owned entity? ⓘ

☒ Yes

Government entity

☐ No

* 6.b. Has your Company or any current directors, officers, principal owners or key employees been suspended, disbarred, prohibited or otherwise banned from bidding on Government contracts or tenders in any country in which your Company conducts business within the last ten years? If yes, please describe. ⓘ

☒ Yes

2000 characters remaining

☐ No

* 6.c. Have any of your key management, identified in your previous responses, currently or within the last three years held any position (paid or unpaid) with a government? ⓘ

☒ Yes

Full name

Position Held

Date Held

☐ No

* 7. Does your company have code of conduct policies that are implemented and enforced?

☐ Yes

☒ No

6a

Indicate if any government entities hold a financial interest in your company. If **Yes**, please provide the name of the entity in the field that displays.

*Government entities include:

- Public schools and universities
- Healthcare facilities (e.g., hospitals)
- Military or law enforcement (e.g., police)
- Government owned or controlled commercial enterprises (e.g., telecom, transportation)
- Other entities not listed above, including any government department, ministry, research institute, agency, instrumentality, political party or a former/current elected official, public international organization or any key employee or official of any of the above

7

Indicate if your company has code of conduct policies, which include ethics standards or behavior expectations when representing your company.

Step 4: Enter Additional Details (Cont.)

Cisco Partner Questionnaire

8

9

Review, then certify and accept the statements regarding Cisco's commitment to ethics & integrity.

10

Review and agree to the privacy notice.

11

Type your name to act as your digital signature*.

12

Click Next Step to proceed or Save for later to continue registration later.

* 8. As part of Cisco's commitment to ethics and integrity in all of our business dealings, Applicant certifies that:

- . Applicant understands that Cisco's policy is to comply with all applicable laws and regulations of the United States and all jurisdictions in which it does business, including but not limited to, the Foreign Corrupt Practices Act ("FCPA"), the United Kingdom Bribery Act, and any other anti-bribery, corruption, or related law in the United States and elsewhere.
- . Applicant acknowledges that it has not and will not give anyone anything of value for the purpose of obtaining, retaining or gaining any improper business advantage in connection with Cisco business.
- . Key representative(s) supporting Cisco's account (i) have reviewed Cisco's Global Anti-Corruption Policy for Partners at <http://www.cisco.com/c/en/us/about/legal/global-anti-corruption.html#tfc>, Policies and Business Conduct Guidelines at <http://investor.cisco.com/investor-relations/governance/code-of-conduct/default.aspx>, and (iii) have recently completed comprehensive anti-corruption compliance training (regular trainings for direct partners and distributors will be conducted by direct invitation, or for indirect (2T) resellers and other partners, anti-corruption training is also available at no charge at: <https://www.cisco.com/c/en/us/about/legal/global-anti-corruption.html#?Etraining-and-education>).
- . Any partner personnel working on the Cisco account receives anti-corruption and bribery training on the annual basis

Note : Please Contact us at PartnershipintegrityAssistance@cisco.com if you cannot make any of the certificate above.

☒ I Certify

* 9. Applicant certifies to the following: That Applicant has not and will not establish, retain, or use Off-book accounts or funds. Applicant acknowledges that Cisco is required to maintain books and records that accurately and completely reflect the company's transactions and financial position. Off-book funds are any funds inappropriately established or retained in a non-Cisco account where the use of the funds continues to be directed by Cisco employees without proper transparency, authorization, documented terms and conditions, and appropriate accounting treatment on Cisco's books and records in accordance with the company's policies. Off-book funds can be created in any number of ways with customers, partners, and marketing or other vendors, including, but not limited to: non-standard discounting, unrecovered rebates or credits, misuse of sales/marketing incentive funds, excess vendor payments (including prepayments), or any other efforts to control the company's funds outside of the company's established financial record keeping processes. A primary representative of Applicant's business (who directly support or will support Cisco's account) has reviewed the Off-book fund training materials at: <http://www.cisco.com/go/integritynow>.

☒ I Certify

* 10. Privacy notice: The information you provide in this questionnaire is collected for the purpose of Cisco's compliance with the FCPA, financial record-keeping, and other related laws in the United States and elsewhere. By checking the box below, you agree that we may gather, store, process and transmit this information. Your information is protected by relevant applicable data protection laws.

☒ I Agree

Signature

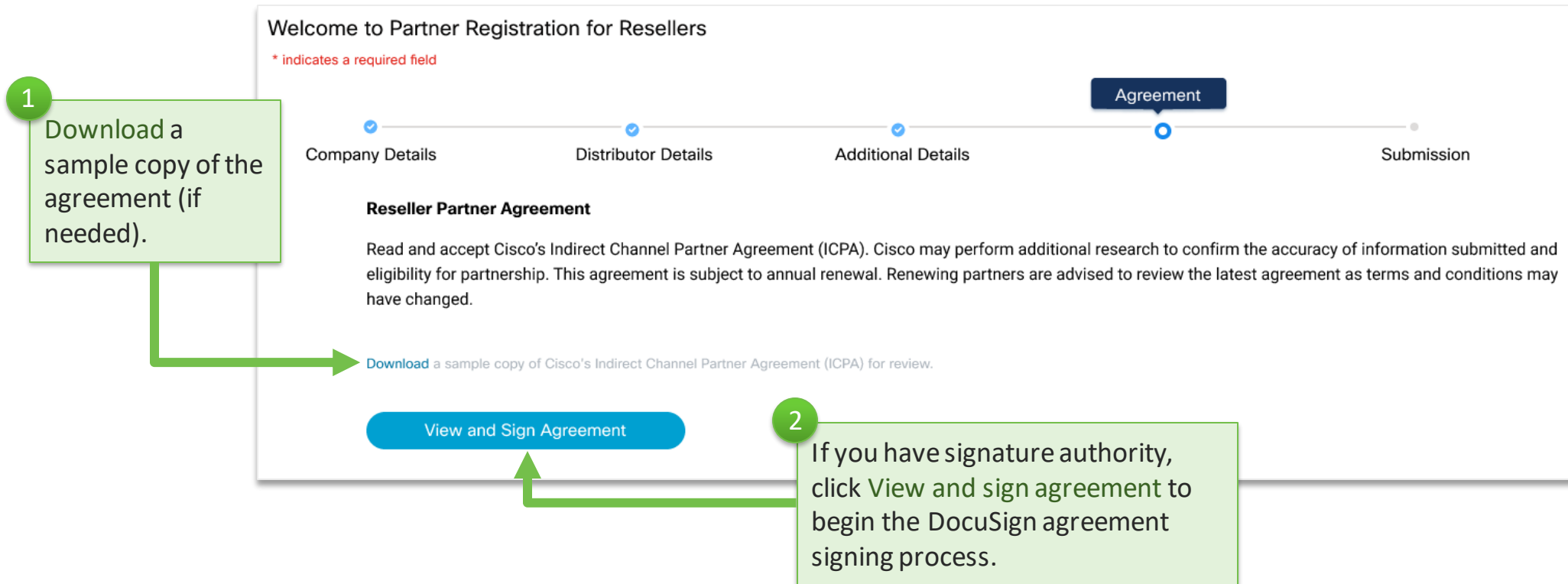
User signature

[Next step](#) [Save for later](#)

***Signature:** Please ensure the person agreeing to this survey on behalf of the company is legally authorized to bind the company, either because the person occupies a senior management position in the company or has a legal power of attorney to act on behalf of the company.

Step 5: Sign Agreement

Review & Accept Cisco Indirect Channel Partner Agreement (ICPA)



Step 5: Sign Agreement (Cont.)

Review & Accept Cisco Indirect Channel Partner Agreement (ICPA)

Please Review & Act on These Documents

DocuSign

GenUser User
Partner Registration – Salesforce PXPAT

3 Click the link to review the disclosure.

5 Click Continue to proceed.

4 Click the checkbox to agree to use electronic records and signatures.

Please read the [Electronic Record and Signature Disclosure](#).

☐ I agree to use electronic records and signatures.

CONTINUE OTHER ACTIONS ▾

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 all "Registered Partners", as defined in Part A below.

This Agreement is entered into by and between the company you identified in the applicable Partner Registration Application ("Registered Partner") and Cisco. For purposes of this Agreement, Cisco is defined as follows:

- If Registered Partner's principal place of business is located in Canada, "Cisco" is defined as Cisco Systems Canada Co., a Canadian corporation having its principal place of business at 88 Queens Quay West, Suite 2900, Toronto, Ontario, M5J 0B8, Canada.
- If Registered Partner's principal place of business is located in China (excluding Hong Kong, Macau and Taiwan), for innovative businesses categories offered by Cisco (China) Innovation Technology Co., Ltd., "Cisco" is defined as Cisco (China) Innovation Technology Co., Ltd., a company organized and existing under the laws of China having its registered address at Room 303, No. 79, Wan Bo Er Road, Nan Cun town, Panyu District, Guangzhou, Guangdong Province, China. If Registered Partner's principal place of business is located in China (excluding Hong Kong, Macau and Taiwan), for Products and Services offered by Cisco China Company, Limited, "Cisco" is defined as Cisco China Company, Limited, having its principal place of business at Building No.3, 19 and 20 Floor, Wangjiang International Center, Shangcheng District, Hangzhou City, China.
- If Registered Partner's principal place of business is located in Japan, "Cisco" is defined as Cisco Systems G.K., a Japanese corporation having its principal place of business at 9-7-1, Akasaka, Minato-ku, Tokyo 107-6227, Japan.
- If Registered Partner's principal place of business is located in Latin America (excluding Brazil) or the Caribbean or the United States of America (the "United States"), "Cisco" is defined as Cisco Systems, Inc., a California corporation having its principal place of business at 170 West Tasman Drive, San Jose, California 95134, United States.

DocuSign

Change Language - English (US) | Copyright © 2023 DocuSign Inc. | V2R

Step 5: Sign Agreement (Cont.)

Review & Accept Cisco Indirect Channel Partner Agreement (ICPA)

Select the sign field to create and add your signature. **FINISH** OTHER ACTIONS ▾

6 Scroll to review agreement and access Signature Block.

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.

-End-

Signature Block:

Company: Demo Reseller Partner

By: **SIGN**

Name: PxP Test User

Title:

Date: 1/23/2023

7 Enter your Title and click to Sign to display the *Adopt Your Signature* window. Company, Name, and Date are pre-populated.

DocuSign

Change Language - English (US) | Copyright © 2023 DocuSign Inc. | V2R

Adopt Your Signature

8 Edit your Full Name and Initials...

Confirm your name, initials, and signature.

* Required

Full Name* PxP Test User

Initials* PTU

SELECT STYLE DRAW UPLOAD

PREVIEW

DocuSigned by: PxP Test User DS PTU 53544BD5B4034D6...

...or Draw your signature.

By selecting Adopt and Sign, I agree that the signature and initials will be the electronic representation of my signature and initials for all purposes when I (or my agent) use them on documents, including legally binding contracts - just the same as a pen-and-paper signature or initial.

ADOPT AND SIGN CANCEL

9 Click Adopt and Sign to apply your signature.

Step 5: Sign Agreement (Cont.)

Review & Accept Cisco Indirect Channel Partner Agreement (ICPA)


Done! Select Finish to send the completed document. **FINISH** OTHER ACTIONS ▾

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.

-End-

Signature Block:

Company: Demo Reseller Partner

By:  Designated by PxP Test User

Name: PxP Test User

Title: COO

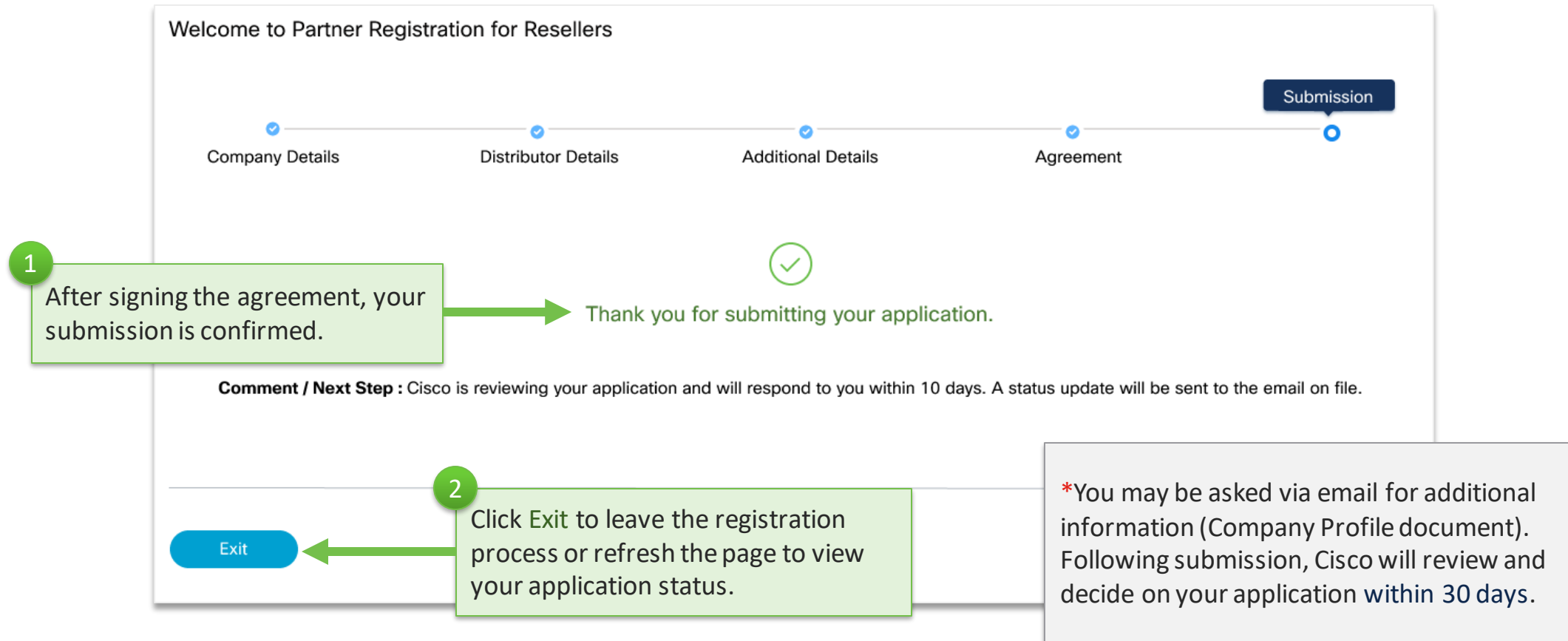
Date: 1/23/2023

Ready to Finish?
You've completed the required fields. Review your work, then select **FINISH**.

FINISH

10 After your signature is captured, click Finish to submit application.

Step 6: Submit Application



Step 6: Submit Application


What Happens Next

Welcome to Partner Registration for Resellers

My Profile

Name: PxP Test User
Email: pxp_inttest4244@getnada.com.invalid

Reseller

 Your registration application is under review.

3 The next time you log into reseller registration (or if you refresh your browser on the previous page), your application status displays.

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Renew Registration

Renew Your Registered Partner Status (Existing Partners)

Cisco reseller partner registration must be renewed **annually**. The Partner Self Service (PSS) admin for your company will receive an email when the renewal window opens, **no sooner than 90 days** before expiration of the ICPA. They can click the **Renew** link in the email to access Reseller Registration.

The renewal process is a streamlined version of new partner registration, including:


- Applicable information pre-populated (e.g., Company Details)
- The most recent version of the ICPA available to sign

You are already associated with below company:

Company Details:
Democompany Inc.
220 Corolla Dr.
San Jose, CA – 95950
USA

Registration Confirmation Details:

Application ID: APP-173808	Full Name on Agreement: PxP Test User
Application Type: Reseller	Applicant Email: pxp_inttest2563@getnada.com.invalid
Agreement Signed Date: 18-Oct-2022	Applicant Cisco.com ID: 00u55ii3udAIMXS1b1d7
Agreement Effective Date: 18-Oct-2022	
Agreement Expiry Date: 17-Dec-2022	

 Download signed agreement

[Renew](#)

Click **Renew** to proceed through the renewal process steps.

Important Note: If you do not accept the current ICPA by your anniversary date:

- Your status as a Cisco registered reseller partner will expire.
- All associated employees lose their partner-level access to Cisco.
- Your company is no longer eligible to participate in the Cisco Services Partner Program.
- You must reapply to become a Cisco registered partner.
- Your company listing is removed from [Partner Locator](#).

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Help / Support

View Support Resources

1

Click the **Help** menu to display support resource tabs.

3

Click **Registration Resources** to view reference documents, including eligibility requirements; a registration checklist, user guides walking you through the registration process; and FAQs.

2

Click **Partner Agreements** to download sample agreements based on your: partner registration type; country / region; and language.

4

Click **Customer Service Hub** to open a partner support ticket. Follow the guidance on the page to route the ticket to the most appropriate location.

The screenshot shows the top navigation bar of the Cisco PXP Partner Experience Platform. The 'Help' menu is highlighted with a green arrow and a callout box. Below the navigation bar, the 'Partner Agreements' tab is selected, and the 'Registration Resources' tab is also visible. The main content area displays a form for downloading sample partner agreements, with fields for Partner Registration Type, Country / Region, and Language.

The screenshot shows the 'Registration Resources' tab selected in the Cisco PXP Partner Experience Platform. The main content area displays a list of reference documents, including Eligibility Requirements, Checklist, User Guide, and FAQs. Below this, there is a 'Software Download' section with a link to 'Download Acrobat Reader'. At the bottom, there is a 'Contact Partner Support Team' section with a link to 'Customer Service Hub'.

