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Ref No: **CPP Quick Reference Guide**

## **Channel Partner Portal (CPP) – Quick Reference Guide**

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Executive Directors: J.W. Burger | C.F. Pretorius

Non-Executive Directors: P. Ramasamy | M.V. Mahlangu | Z.M. Vabaza

## 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](mailto: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://apps.ts.fujitsu.com/UserRegistration-Public>

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](mailto: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.xxx](http://www.yourcompanydomian.xxx)
  - 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](mailto: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>

## Fujitsu Product Portfolio Information Links

### CORE ETERNUS Storage

ETERNUS DX	ETERNUS HB	ETERNUS HX	STORAGE CLUSTER	JX DAS SUBSYSTEM
<a href="#">ETERNUS DX60 S5</a> <a href="#">ETERNUS DX200 S5</a> <a href="#">ETERNUS DX600 S5</a> <a href="#">ETERNUS DX900 S5</a> <a href="#">ETERNUS DX8900 S4</a> <a href="#">ETERNUS DX900 S5</a> <a href="#">ETERNUS SF V16.9</a> <a href="#">ETERNUS DX – Comparison Chart</a>	<a href="#">ETERNUS HB1100</a> <a href="#">ETERNUS HB1200</a> <a href="#">ETERNUS HB2100</a> <a href="#">ETERNUS HB2200</a> <a href="#">ETERNUS HB2300</a> <a href="#">ETERNUS HB5100</a> <a href="#">ETERNUS HB5200</a>	<a href="#">ETERNUS HX2100</a> <a href="#">ETERNUS HX2200</a> <a href="#">ETERNUS HX2300</a> <a href="#">ETERNUS HX6100</a>	<a href="#">ETERNUS AF/DX Storage Cluster Guide</a>	<a href="#">FUJITSU JX40 S2</a> <a href="#">FUJITSU JX60 S2</a>
ETERNUS AB	ETERNUS AX	ETERNUS CS	TAPE	
<a href="#">ETERNUS AB2100</a> <a href="#">ETERNUS AB3100</a> <a href="#">ETERNUS AB5100</a> <a href="#">ETERNUS AB6100</a>	<a href="#">ETERNUS AX1100</a> <a href="#">ETERNUS AX2100</a> <a href="#">ETERNUS AX2200</a> <a href="#">ETERNUS AX4100</a>	<a href="#">ETERNUS CS8000 V9.1</a>	<a href="#">ETERNUS LT140</a> <a href="#">ETERNUS LT20 S2</a> <a href="#">ETERNUS LT260</a> <a href="#">ETERNUS LT270 S2</a>	

### CORE PRIMERGY Servers

PRIMERGY TX	PRIMERGY RX	PRIMERGY CX	PRIMERGY GX	SUPERMICRO
<a href="#">PRIMERGY TX1310 M3</a> <a href="#">PRIMERGY TX1310 M5</a> <a href="#">PRIMERGY TX1320 M5</a> <a href="#">PRIMERGY TX1320 M6</a> <a href="#">PRIMERGY TX1330 M4</a> <a href="#">PRIMERGY TX1330 M5</a> <a href="#">PRIMERGY TX1330 M6</a> <a href="#">PRIMERGY TX2550 M5</a> <a href="#">PRIMERGY TX2550 M7</a>	<a href="#">PRIMERGY RX1330 M5</a> <a href="#">PRIMERGY RX1330 M6</a> <a href="#">PRIMERGY RX1440 M2</a> <a href="#">PRIMERGY RX2530 M6</a> <a href="#">PRIMERGY RX2530 M7</a> <a href="#">PRIMERGY RX2540 M5</a> <a href="#">PRIMERGY RX2540 M6</a> <a href="#">PRIMERGY RX2540 M7</a> <a href="#">PRIMERGY RX4770 M6</a> <a href="#">PRIMERGY RX4770 M7</a> <a href="#">PRIMERGY RX8770 M7</a>	<a href="#">PRIMERGY CX2550 M5</a> <a href="#">PRIMERGY CX2550 M6</a> <a href="#">PRIMERGY CX2560 M5</a> <a href="#">PRIMERGY CX2560 M6</a> <a href="#">PRIMERGY CX2560 M7</a> <a href="#">PRIMERGY CX2570 M5</a> <a href="#">PRIMERGY CX400 M4</a> <a href="#">PRIMERGY CX400 M6</a> <a href="#">PRIMERGY CX400 M7</a>	<a href="#">PRIMERGY GX2460 M1</a> <a href="#">PRIMERGY GX2570 M6</a> <a href="#">PRIMERGY GX2570 M7</a>	<a href="#">SYS-821GE-TNHR</a> <a href="#">SYS-522GA-NRT</a> <a href="#">SYS-A22GA-NBRT</a> <a href="#">SYS-A21GE-NBRT</a> <a href="#">AS-A126GS-TNBR</a> <a href="#">SYS-212B-FLN2T</a> <a href="#">SSG-521E-E1CR24H</a>  <a href="#">Slides: Supermicro Portfolio customer facing presentation</a>
PRIMEQUEST	PRIMEFLEX Virtualisation		PRIMEFLEX for SAP	
<a href="#">PRIMEQUEST 3400E</a> <a href="#">PRIMEQUEST 3800E</a> <a href="#">PRIMEQUEST 3800E2</a> <a href="#">PRIMEQUEST 3800B</a> <a href="#">PRIMEQUEST 3800B2</a>	<a href="#">PRIMEFLEX for VMware vSphere</a> <a href="#">PRIMEFLEX for VMware vSAN</a> <a href="#">PRIMEFLEX for VMware Cloud Foundation</a> <a href="#">PRIMEFLEX for Microsoft Azure Stack HCI</a> <a href="#">PRIMEFLEX for Microsoft Storage Spaces Direct</a> <a href="#">PRIMEFLEX for Nutanix Enterprise Cloud</a>		<a href="#">PRIMEFLEX for SAP HANA</a> <a href="#">PRIMEFLEX for SAP Landscapes</a> <a href="#">SAP HANA on PRIMEFLEX for Nutanix Enterprise Cloud</a> <a href="#">SAP HANA on PRIMEFLEX for VMware vSAN</a> <a href="#">SAP Business One Sizing &amp; Benchmarks</a>	
PRIMERGY Options		SWITCHES		
<a href="#">Rack, Power &amp; Switch Infrastructure</a> <a href="#">PRIMERGY Controllers</a> <a href="#">Intel® Optane™ Persistent Memory</a>		<a href="#">Network Switches</a>		

### Certificates & Test Reports

**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](mailto: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/login>

	<b>Training</b>
<a href="#">Link to the training</a> for Partners	

### Fujitsu TechCommunity – Register / Login Page

<https://apps.ts.fujitsu.com/techcom>

## **Fujitsu Training Academy Online (FTA-Online)**

### **HOW TO USE THE SYSTEM GUIDE**



Full Partner  
Training-Guide.pdf

Although this is a new training portal, it is very intuitive and easy to follow once you familiarise 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 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 under the Engineers Section.

## Fsas Technologies Academy for Partners

### CHANNEL PARTNER CERTIFICATION REQUIREMENTS

To check your organisation's status, visit our Certificate Dashboard Paneru here!

MANDATORY Training	
<a href="#">Compliance for Fsas Channel Partners</a> <a href="#">Fujitsu Generalist Partner Training</a>	
SALES Training	
<a href="#">Data Centre Sales Professional Material</a>	<a href="#">Profile Exam</a>
<a href="#">Hybrid Cloud Sales Professional Material</a>	<a href="#">Profile Exam</a>
<a href="#">PRIMEFLEX for SAP HANA Sales Professional Material</a>	<a href="#">Profile Exam</a>
<a href="#">GenAI Sales Professional Material</a>	No Profile Exam Available as yet.

## PRE SALES Training

<a href="#">Server Pre-Sales Consultant Material</a>	<a href="#">Profile Exam</a>
<a href="#">Virtualization Pre-Sales Consultant Material NUTANIX</a>	<a href="#">Profile Exam NUTANIX</a>
<a href="#">Virtualization Pre-Sales Consultant Material S2D</a>	<a href="#">Profile Exam S2D</a>
<a href="#">Hybrid Cloud Pre-Sales Consultant Material</a>	<a href="#">Profile Exam</a>
<a href="#">Storage Pre-Sales Consultant Material</a>	<a href="#">Profile Exam</a>
<a href="#">PRIMEFLEX for SAP HANA Pre-Sales Consultant Material</a>	<a href="#">Profile Exam</a>

## ENGINEERS Training

<a href="#">Server System Engineer Material</a>	<a href="#">Profile Exam</a>
<a href="#">Virtualisation System Engineer Material</a>	<a href="#">S2D</a> <a href="#">SAP HANA</a> <a href="#">NUTANIX</a>
<a href="#">Storage System Engineer Material</a>	<a href="#">Profile Exam</a>
<a href="#">GenAI Engineer Material</a>	No Profile Exam Available as yet.

## 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.

<b>RFB / Tender / Procurement Number:</b>	<b>FULL Tender Description</b>
E.g. - KNH/T/68/2014-2015 or what is given by Tenderer	E.g. - Supply and Delivery of ICT Items
<b>END CUSTOMER - Addressed to Whom – The contact NAME &amp; SURNAME of the Person @ your customer</b>	
E.g. – Prof, Mr. Mrs Mickey Mouse	
<b>END CUSTOMER - FULL Physical Address</b>	<b>Products or Solutions being Tendered For</b>
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.
<b>RESELLER - FULL Company Name</b>	
Reseller Company Name (Legal entity details) – how is the company registered as a (Pty) Ltd or CC	
<b>RESELLER - FULL Physical Address</b>	
FULL Physical Address (No PO Box or P/Bag details) Building / Complex Number and Street Address Suburb Town or City Province Country Postal Code	
<b>RESELLER Requester Name</b>	<b>RESELLER Requester Contact Number</b>
Your Name and Surname	+27 0 000 0000
<b>RESELLER Requester Email Address</b>	
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.

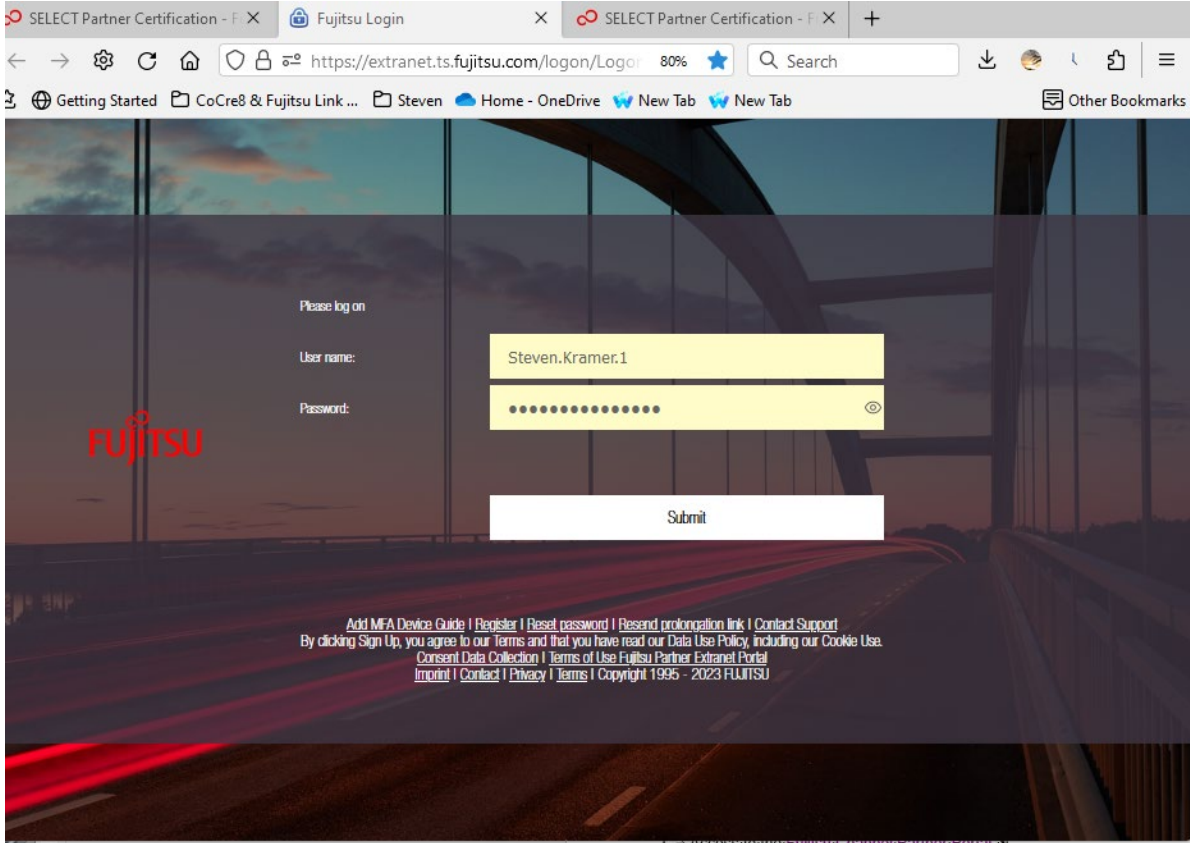
Go to the **Deal Registration [Form Online](#)**

<b>Date of Deal Registration</b>	13 May 2026
<b>RESELLER - FULL Company Name</b>	Reseller Full Company Name e.g., ABC IT Services CC NB Registration Type a (Pty Ltd or CC etc.)
<b>CoCre8 Sales Executive</b>	<b>Check the Drop Down Menu</b>
<b>Products or Solutions being Tendered For</b>	PRIMERGY Servers, PRIMEQUEST, PRIMEFLEX ETERNUS Storage, FUTRO, ESPRIMO PC's, LIFEBOOKS, Services etc.
<b>Solution Description / Opportunity Name</b>	Server Refresh, SAP HANNA, Storage Solution etc.
<b>Value of Deal Reg must be &gt; R350k</b>	R000 000.00
<b>RESELLER – Name &amp; Surname</b>	Mr. John Doe
<b>RESELLER – Company email Address</b>	john.doe@abcits.co.za
<b>END CUSTOMER – FULL Company Name</b>	Company Name (Legal entity details) e.g., ABC Shoes (Pty) Ltd NB Registration Type a (Pty Ltd or CC etc.)
<b>END CUSTOMER – Contact Name &amp; Surname</b>	Mrs. Jane Doe
<b>END CUSTOMER – email address</b>	jane.doe@abcshoes.co.za etc.
<b>END CUSTOMER – Contact Number</b>	Individual mobile that is Jane Doe no or office number
<b>END CUSTOMER - FULL Physical Address</b>	FULL Physical Address (No PO Box or P/Bag details) Building / Complex Number and Street Address Suburb Town or City Province Country Postal Code
<b>END CUSTOMER – Estimated Installation Date</b>	23 October 2020
<b>TERRITORY South Africa (ZA) or ESA</b>	e.g. ZA/JHB or ZA/CT or ZA/EL

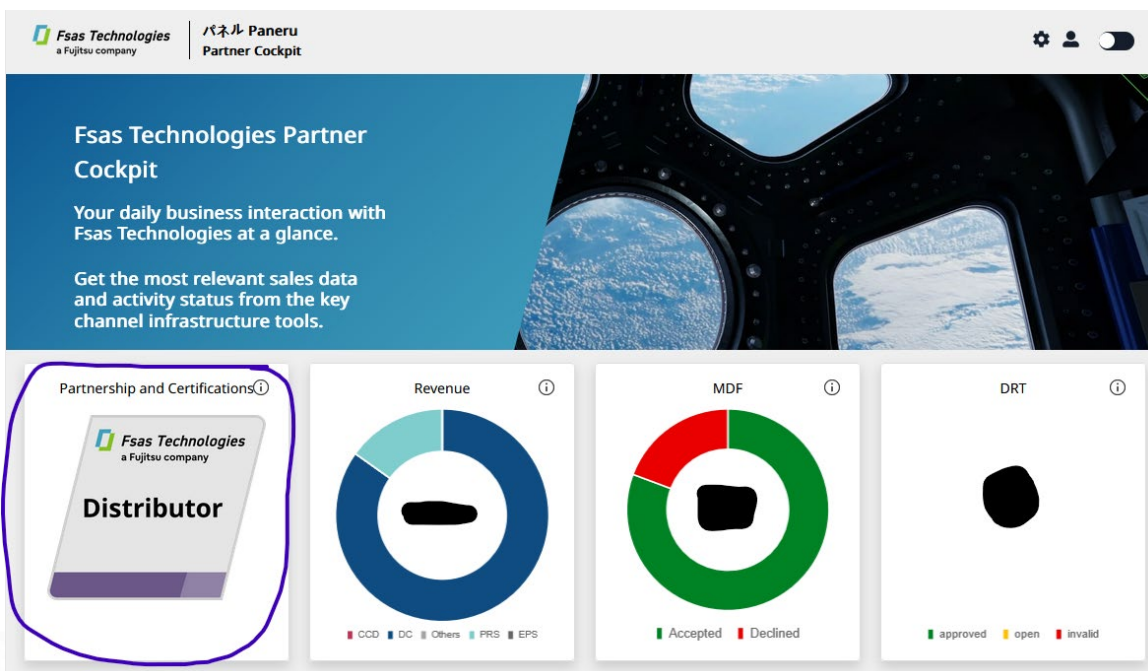
## How to Check your Companies Fujitsu Certifications

Requirements:

1. Login to the [Fujitsu Channel Partner Portal](#).



2. Then Click on the [Paneru](#) Thereafter click on your specific badge (circled)



- 3. Now you will see your partnership level as well as your certification. Check that your mandatory certifications are up to date (see below circled in Blue). Thereafter go and check all your company's other certification within the Contact Certifications Tab (circled in Green). Under the Contact Certifications all the individual certification for your company will be listed.

Partnership level

Mandatory Certifications Contact Certifications Download Logos & Certificate Notes

### Mandatory Certifications

CERTIFICATION TITLE	EXPIRATION DATE	
Fujitsu Generalist	03-May-2027	✓
Compliance Certification	12-Dec-2026	✓

- 4. Then, click on the Contact Certification Tab example, remember there could be multiple pages, click on each to find the specific certification. (highlighted in Green)

Partnership level

Mandatory Certifications Contact Certifications Download Logos & Certificate Notes

CERTIFICATION TITLE	USER	START DATE	EXPIRATION DATE	
Compliance Certification	G***** S****	12-Dec-2025	12-Dec-2026	✓
Compliance Certification	A*** K*****	21-Aug-2025	21-Aug-2026	✓
Compliance Certification	S***** K*****	10-Nov-2025	10-Nov-2026	✓
Data Center Sales Professional	G***** S****	15-Dec-2025	15-Dec-2027	✓
Fujitsu Generalist	K***** v*****	03-May-2026	03-May-2027	✓
Fujitsu Generalist	S***** K*****	16-Feb-2026	16-Feb-2027	✓
GenAI Engineer	C**** E*****	11-Jun-2025	11-Jun-2026	⚠
GenAI Engineer	G***** S****	26-Sep-2025	26-Sep-2026	✓
GenAI Sales Professional	C**** E*****	09-Jul-2025	09-Jul-2026	⚠
GenAI Sales Professional	G***** S****	09-Jul-2025	09-Jul-2026	⚠

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