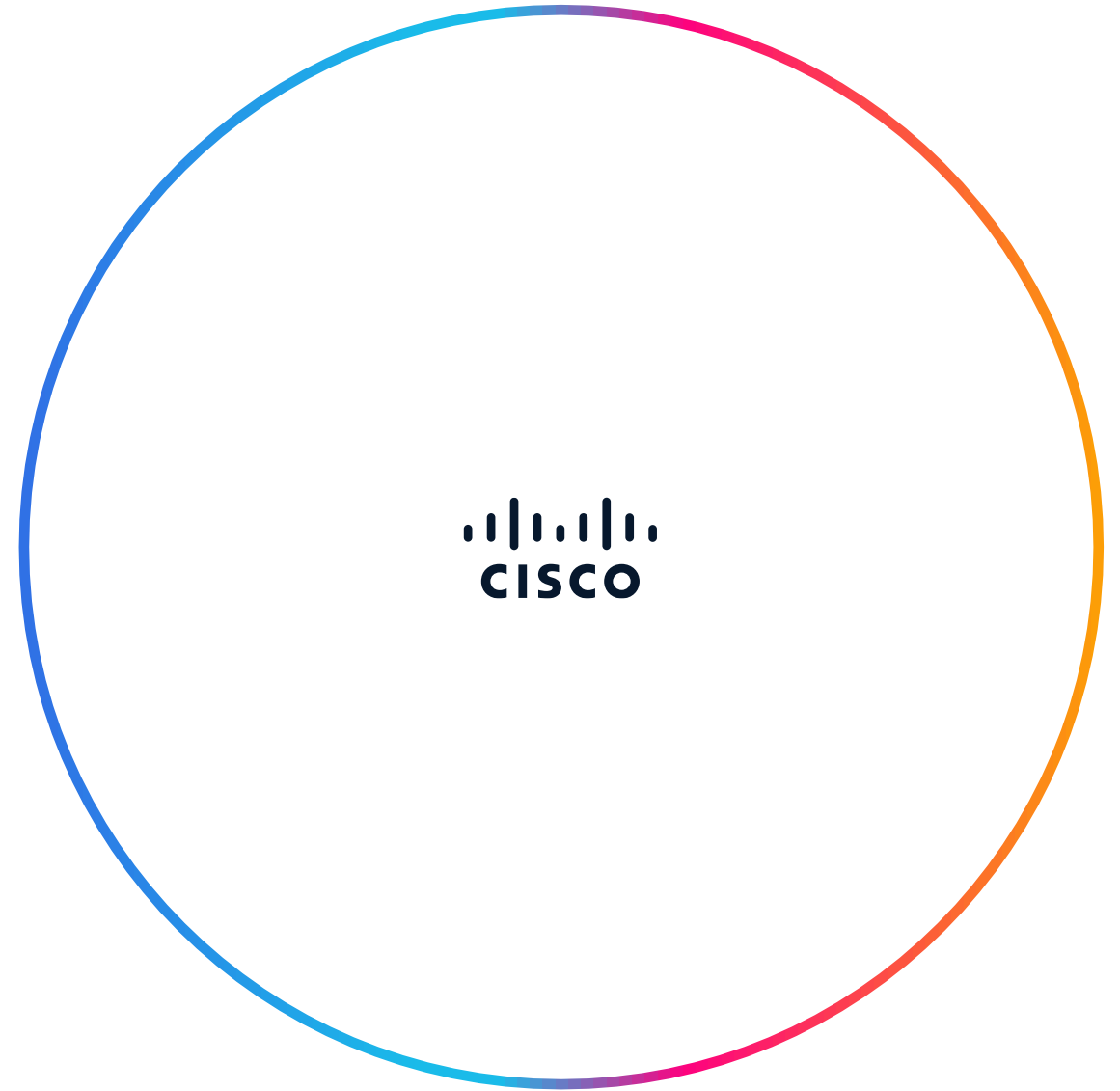




Partner Registration User Guide for Reseller Partners

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



Navigating this guide

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[Preparing for registration](#)

[Find company](#)

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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](#)



Please make sure that you have the authority to sign legally binding documents for your company.

What Do You Need?

- **Company information** like 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, phone numbers, and email addresses of key personnel** (e.g. chief executive officer, chief financial officer, managing director, senior sales management), shareholders, or legal person(s)
- **Relationships with current and former Government Officials** (e.g. among company's ownership and key personnel)
- **Legal, ethics and compliance information** about the company's code of conduct, hotline, policies and procedures for interacting with Government Officials, trade and export compliance, United States federal contracting compliance (if applicable), and investigations or legal proceedings involving the company in the last 10 years
- **Companies applying to become resellers must have current relationships and verifiable accounts** with at least one of [Cisco's authorized distributors](#).

▼ Helpful Resources

- [Eligibility Requirements](#)
- [Checklist](#)
- [FAQs](#)
- [User guide](#)
- [Partner Code of Business Conduct](#)
- [Contact Partner Support](#)
- [Download Acrobat Reader](#)



Become a Cisco partner

To begin a new partner registration:

1. Go to the [Become a Cisco partner](#) site and select Create a Cisco account.
2. If your company is new to Cisco, log in to the [Partner Registration](#) tool to register.
3. If your company is already a registered Cisco partner, associate your individual account with your company in [Partner Self Service](#).

The screenshot shows the Cisco 360 Partner Program registration page. The header includes the Cisco logo, navigation links (Products and Services, Solutions, Support, Learn, Why Cisco), a search icon, and a 'Trials and demos' button. The main section has a dark blue background with the text 'Partner with Cisco to power your business growth' and the Cisco 360 Partner Program logo. Below this, there's a brief description of the program and two buttons: 'Create a Cisco account' and 'Already a partner? Log in'. The lower section, titled 'Ready to capture new opportunities? Register as a Cisco partner in 3 steps', outlines the registration process in three numbered steps: 1. Create your account, 2. Register your company, and 3. Associate your account. Each step includes a brief description and a link to proceed.

Partner with Cisco to power your business growth

Maximize your profitability and deliver transformative business outcomes to customers. The new Cisco 360 Partner Program empowers you with exclusive benefits and critical resources to win more opportunities in the AI era.

[Create a Cisco account](#) [Already a partner? Log in](#)

**Ready to capture new opportunities?
Register as a Cisco partner in 3 steps**

- 1 Create your account**
Get started by creating a Cisco "guest" account and then verifying your email address.
[Create a Cisco account >](#)
- 2 Register your company**
If your company is new to Cisco, log in to the Partner Registration tool to register. If your company is already a registered partner, you can skip this step.
[Register company >](#)
- 3 Associate your account**
If your company is already a registered Cisco partner, associate your individual account with your company in Partner Self Service. (If you registered a new company in Step 2, you do not need to complete this step.)
[Connect account >](#)



Logging into partner registration

When you access **partner registration**, you are asked to log in with your Cisco account.

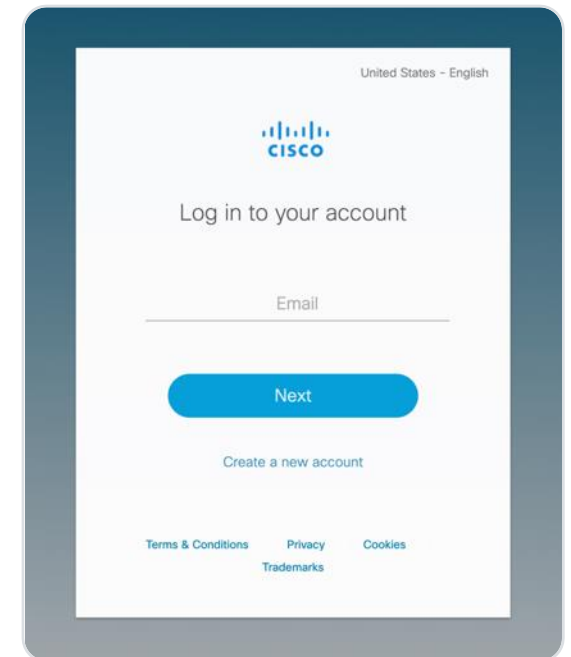
Important note: Cisco partner registration requires users to have a corporate email domain as their primary email address. A business email address does not mean a public domain email address, such as Yahoo or Gmail. If you try to log in using an email address that is not allowed you will see the popup to the right. Follow the instructions in the popup to login.

Status message

Cisco partner registration requires users to have a corporate email domain as their primary email address. A business email address does not mean a public domain email address, such as yahoo.com or gmail.com. You will be redirected to Cisco's user profile portal and will need to log out.

Once logged out, if you already have a user profile account with your business email address, please use your business email address to log in and navigate back to the Cisco partner registration link that you were using to proceed with Cisco partner registration. If you do not have a user profile account with your business email address, you can create one by selecting "Sign up" at the bottom of the log in screen. When the user profile account creation is completed, navigate back to the Cisco partner registration link you were using and log in with your business email address to proceed with Cisco partner registration. Should you require assistance, please contact web-help@cisco.com for support with user profile account issues.

Getting redirected to Cisco's profile portal in 110 seconds.

[Visit Profile Portal](#)



Welcome screen

After logging in, the **Welcome to Partner Registration for Resellers** page displays, providing:

- Details on what you need to begin the registration process.
- Links to **Helpful Resources** associated with registering as a Cisco partner.

The screenshot shows the Cisco PXP Partner Registration for Resellers welcome screen. At the top, there is a dark blue header with the Cisco PXP logo, 'Partner Registration', 'Help', a language dropdown set to 'English', and a user profile icon. The main content area has a white background with a dark blue title 'Welcome to Partner Registration for Resellers' and a subtitle 'Thank you for your interest in becoming a Cisco Partner!'. Below this is a light blue box with a person icon and the text 'Please make sure that you have the authority to sign legally binding documents for your company.' The main content is divided into two columns. The left column, titled 'What Do You Need?', lists requirements: company information, functional website and email domain, business license or certificate of incorporation, tax ID/VAT identification number, IRS form W9, names and email addresses of key personnel, relationships with government officials, legal/ethics/compliance information, and a requirement for resellers to have current relationships with authorized distributors. The right column, titled 'Helpful Resources', lists links: Eligibility Requirements, Checklist, FAQs, User guide, Partner Code of Business Conduct, Contact Partner Support, and Download Acrobat Reader. At the bottom center is a blue button labeled 'Become a Cisco Partner'.

Cisco PXP Partner Experience Platform

Partner Registration Help

English

Welcome to Partner Registration for Resellers

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.

What Do You Need?

- **Company information** like 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, phone numbers, and email addresses of key personnel** (e.g. chief executive officer, chief financial officer, managing director, senior sales management), shareholders, or legal person(s)
- **Relationships with current and former Government Officials** (e.g. among company's ownership and key personnel)
- **Legal, ethics and compliance information** about the company's code of conduct, hotline, policies and procedures for interacting with Government Officials, trade and export compliance, United States federal contracting compliance (if applicable), and investigations or legal proceedings involving the company in the last 10 years
- **Companies applying to become resellers must have current relationships and verifiable accounts** with at least one of [Cisco's authorized distributors](#).

Helpful Resources

- [Eligibility Requirements](#)
- [Checklist](#)
- [FAQs](#)
- [User guide](#)
- [Partner Code of Business Conduct](#)
- [Contact Partner Support](#)
- [Download Acrobat Reader](#)

[Become a Cisco Partner](#)

Introduction

Find company

Register

Renew

Help/support



Find company



Search for your company

Cisco PXP Partner Experience Platform Partner Registration Help English

Welcome to Partner Registration for Resellers

My Profile:
Name: John Hamm
Email: jhamm@hamm.com
Job Role: Executive Management
Job Level: Individual Contributor

Search by Company Name and Location

* Indicates a required field

*Region / Country
USA

*Company Name
Example Company Inc.

*Company Address Line 1
1234 Example Road

Company Address Line 2 (optional)
Suite number, building, floor, etc.

City: Chicago State / Province: Illinois Zip / Postal Code: 60611

Search Clear Form

1
Before starting the registration process, select your preferred **language**.

2
Then, find and select your company in the Cisco database by entering your company information (required fields vary by country) and clicking **Search**.



Search for your company

4a

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.)

4b

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

Company Address Line 2 (optional)
Suite number, building, floor, etc.

Company Address Line 3 (optional)

City State / Province Zip / Postal Code

Chicago Illinois 60611

Search

The enriched address used for search: Example Company Inc., 1234 Example Road, Chicago, IL

Search Results

Company Name	Company Address	Status	Information	Action
Example Company Inc	1234 Example Road, Chicago, IL-60611, USA	Not a registered Cisco partner	Company's not a registered Cisco Partner	Register
Examples Company Inc	5678 Placeholder Ave, Houston, TX-12345, USA	Registered Cisco Partner	Associate yourself with your partner company	Request Association

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.

3a

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

3b

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.



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

4

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

Exit



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:

The screenshot shows the Cisco PXP Partner Registration for Resellers page. The page has a dark blue header with the Cisco PXP logo, 'Partner Registration', and 'Help' links. A language dropdown is set to 'English'. An 'Invite' button is in the top right. The main heading is 'Welcome to Partner Registration for Resellers'. Below this, there are two columns. The left column, titled 'Ready to Register?', contains text about having a Tax ID Number/VAT information and supporting documents, a link to download a sample copy of the Indirect Channel Partner Agreement (ICPA), and a list of 'Registration Resources' including Eligibility Requirements, Checklist, FAQs, User guide, Partner Code of Business Conduct, Contact Partner Support, and Download Acrobat Reader. The right column, also titled 'Ready to Register?', contains 'My Profile' information (Name: John Hamm, Email: jhamm@hamm.com, Job Role: Executive Management, Job Level: Individual Contributor), 'Company Information' (TOONY TECHNOLOGIES PVT LTD, MARTINVILLE ROAD UNIT 10, CHICAGO, ILLINOIS-60606, UNITED STATES), and 'Authorized Signatory Declarations'. Under the declarations, there are two checkboxes: 'I certify that I am an authorized signatory for the above specified company.' and 'I have watched the video and understand the responsibilities of being a Cisco partner'. Both checkboxes are checked. Below the checkboxes is a paragraph about conducting business with integrity and a link to a video. At the bottom of the right column are 'Back' and 'Proceed with registration' buttons. The Cisco logo is in the bottom right corner of the page.

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.

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 Review Agree and Submit

Company Information
EXAMPLE COMPANY INC.
1234 EXAMPLE ROAD, CHICAGO, ILLINOIS-60611
UNITED STATES

*Company Phone
US +1 XXX-XXX-XXXX

Enter any alternate or trade name for your company

*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.

Placeholder

0/2000 characters

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save Next

1

Enter your company's main **phone number**.

2

Enter any **alternate names** for your company.

3

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 (continued)

Welcome to Partner Registration for Resellers

* Indicates a required field

Progress: **Company Details** | Distributor Details | Additional Details | Review | Agree and Submit

4 Enter your Company's **Dun & Bradstreet number.**

Dun & Bradstreet (DUNS) Number
Enter your 9-digit DUNS number

5 Enter your **company's primary web address.**

*Company web address

6 Select your company's **date of incorporation.**

*Date of Incorporation

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

*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

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB

[Example Document.pdf](#) | Uploaded by John Hamm on 2025-11-21 10:12

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save **Next**



Step 2: Enter company details (continued)

9

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

8

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).

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details | Distributor Details | Additional Details | Review | Agree and Submit

TAX Identifier Number
A taxpayer identification number (TIN) is an identification number used by the Internal Revenue Service (IRS) in the administration of tax laws.

*Tax Identifier Number

Upload Supporting Document

Upload Files or Drop Files

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB

Example Document.pdf | Uploaded by John Hamm on 2025-11-21 10:12

*Form W-9
Cisco is legally required in the United States to have a valid tax identification number as well as a completed and signed W9 form on file prior to conducting business. Please use the upload feature here to upload your W9. If you do not have a W9 available, please [download](#) the W9 Form, complete, sign, and upload here. For more information on Cisco's tax requirement please visit our [Tax requirement page](#).

Upload Files or Drop Files

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB

Example Document.pdf | Uploaded by John Hamm on 2025-11-21 10:12

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save Next

Note: Your entries in the application are auto-saved as you complete it, indicated by the name and date associated with the last update.



Step 2: Enter company details (continued)

Welcome to Partner Registration for Resellers

* Indicates a required field

Progress: **Company Details** (active), Distributor Details, Additional Details, Review, Agree and Submit

***Value Creation and Partnership Vision**
this section provides an overview of the financial impact and strategic value of your initiatives, highlighting revenue performance, market potential, and the long-term goals that drive your partnership growth and future pipeline development.

***Annual Company Revenue [\$ USD]**

***Value to Cisco** ⓘ

***Market Opportunity** ⓘ

***Partnership Long Term Goal** ⓘ

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save Next

10 Enter your **Annual Company Revenue** in US dollars.

11 Describe the **value** your business would contribute **to Cisco**, if you were to become a Cisco partner.

12 Describe the **Market Opportunity** you see for your capabilities and offerings.



Step 2: Enter company details (continued)

13 Describe your **Long-Term Goals** for your partnership with Cisco.

14 Enter specific customer business opportunities you have in your pipeline, to demonstrate the potential value of your business to Cisco.

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details Distributor Details Additional Details Review Agree and Submit

*Partnership Long Term Goal

0/2000 characters

Business Opportunities for Future Pipeline

Prospective Project / Account / Solution	Value [\$ USD]			
	Q1	Q2	Q3	Q4
Enter...	Enter...	Enter...	Enter...	Enter...
Enter...	Enter...	Enter...	Enter...	Enter...
Enter...	Enter...	Enter...	Enter...	Enter...
Enter...	Enter...	Enter...	Enter...	Enter...
Enter...	Enter...	Enter...	Enter...	Enter...
Total	Enter...	Enter...	Enter...	Enter...

Note: Upload a maximum of 5 documents. Acceptable formats are Powerpoint, Excel, Word, PDF, JPG, and JPEG with a maximum file size of 15MB.

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save Next



Step 2: Enter company details (continued)

15 Upload any **files** you'd like Cisco to review as part of your application (e.g., business plans, marketing materials, etc.) Click **Add** to upload additional files.

16 Select your company's **Cisco communication preferences**.

17 Click **Next** to proceed or **Save** to continue registration later.

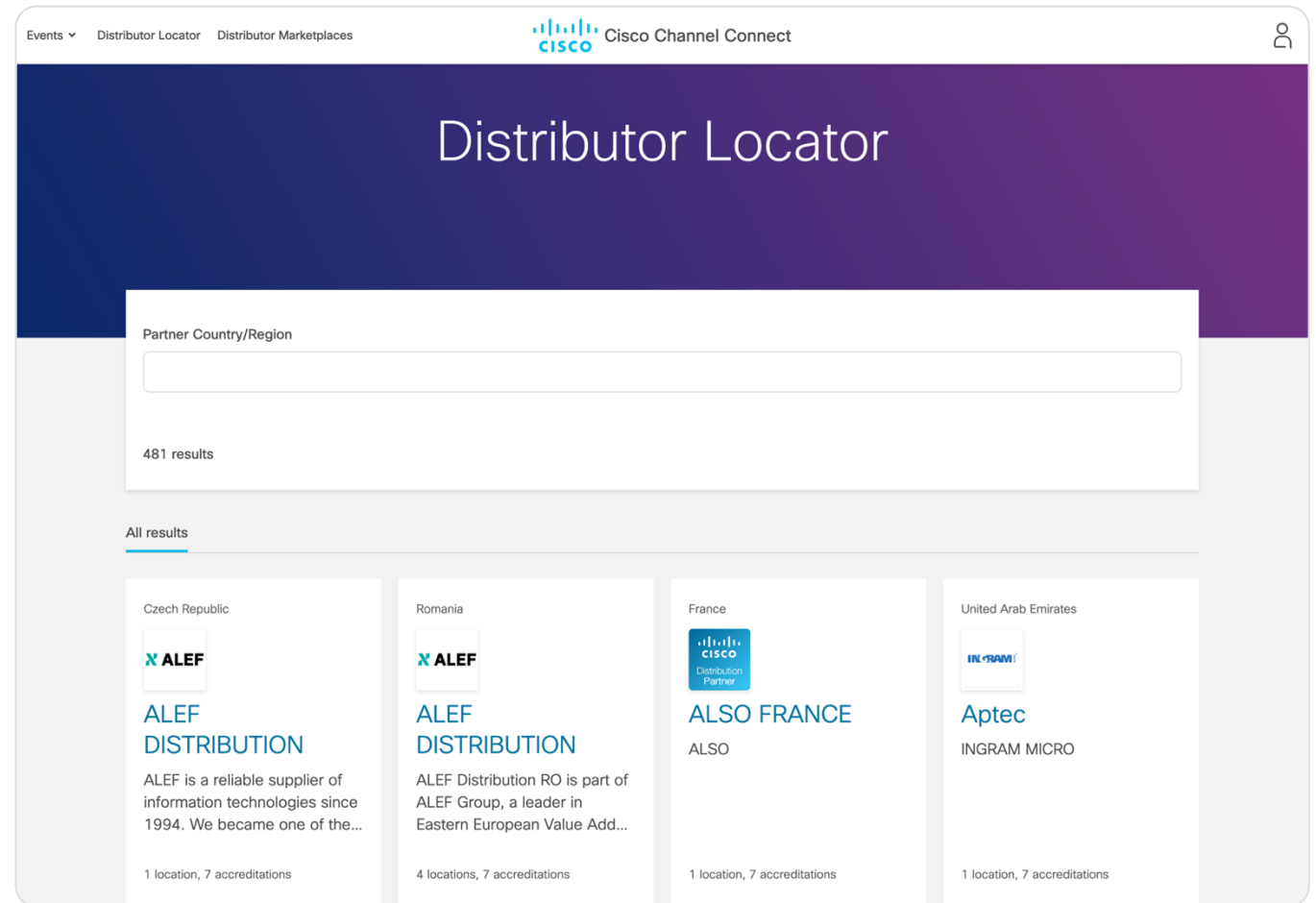


Step 3: Enter distributor details

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 (continued)

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.

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

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

6 Click **Next** to continue.

Welcome to Partner Registration for Resellers
* Indicates a required field

Company Details **Distributor Details** Additional Details Review Agree and Submit

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)
☒	ACME Corp	ACME Corp US	UNITED STATES	Enter reseller number... Add
☐	Wayne Enterprises	Wayne US	UNITED STATES	Enter reseller number... Add
☐	Stark Industries	Stark US	UNITED STATES	Enter reseller number... Add

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

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

Back **Save** **Next**



Step 4: Enter additional details

Providing **Additional Details** about your company 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.

Cisco PXP Partner Experience Platform

Partner Registration Help

English

Invite

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details

Distributor Details

Additional Details

Review

Agree and Submit

Additional Details Steps

1. Company Identification

2. Ultimate Beneficial Ownership and Control

3. Legal, Ethics, and Compliance

3.1. Public Sector Compliance

3.2. Trade and Export Compliance

3.3. Investigations and Legal Proceedings

3.4. Ethics and Compliance Program

4. Certifications

Please fill out the required information. You can reference the info icons next to certain questions for more information and definitions for capitalized terms.

1. Company Identification

*1. How many times has your Company changed its legal or trade name in the last ten years? If no name changes have taken place, answer none.

1

*1.1 List all legal or trade names Company has operated under in the last ten years and the year of change.

Sr. No	Legal Name	Year or Name Change
1	Test Company	2023

Add New Company

*2. Total number of employees?

500-999

Back

Auto-saved by John Hamm at 10/25/2025 10:25pm

Save Next

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Cisco Confidential



Step 4: Enter additional details (continued)

The **Additional Details** section asks for more information about your business, including:

- **Company Identification:** General information about your business and employees.
- **Ultimate Beneficial Ownership and Control:** Details on your business structure and ownership.
- **Legal, Ethics, and Compliance:** Confirmation of your compliance with all applicable legal and ethical requirements and business practices.
- **Certifications:** Attestation of the accuracy of the information you have provided.



Step 4: Enter additional details (continued)

Additional Details Steps

1. Company Identification

2. Ultimate Beneficial Ownership and Control

3. Legal, Ethics, and Compliance

3.1. Public Sector Compliance

3.2. Trade and Export Compliance

3.3. Investigations and Legal Proceedings

3.4. Ethics and Compliance Program

4. Certifications

***4. Please indicate if any member of senior management or individuals with significant control are citizens or nationals of any of the following embargoed and sanctioned countries.**

☐ Belarus	☐ China	☐ Cuba
☐ Iran, Islamic Republic of	☐ Myanmar	☐ North Korea, Democratic People's Republic of
☐ Russian Federation	☐ Syrian Arab Republic	☐ Not Applicable

***5. Have any members of senior management, others who exercise substantial control, or employees who will be involved in Company's proposed relationship with Cisco currently or within the last three years held any position (paid or unpaid) with a Government Entity or are they related to a current or former Government Official?**

☐ Yes
☐ No

***6. Does Company, any member of senior management, others who exercise substantial control, or employees involved in Company's proposed relationship with Cisco have any other relationships with any Government Entity or Official, including any formal or informal agreements (e.g., consulting agreements, advisory arrangements), whether written or verbal, to pay or otherwise compensate any Government Official for any reason?**

☐ Yes
☐ No

3. Legal, Ethics, and Compliance

Additional Details Steps

1. Company Identification

2. Ultimate Beneficial Ownership and Control

3. Legal, Ethics, and Compliance

3.1. Public Sector Compliance

3.2. Trade and Export Compliance

3.3. Investigations and Legal Proceedings

3.4. Ethics and Compliance Program

4. Certifications

***4. Please indicate if any member of senior management or individuals with significant control are citizens or nationals of any of the following embargoed and sanctioned countries.**

☐ Belarus	☒ China	☐ Cuba
☐ Iran, Islamic Republic of	☐ Myanmar	☐ North Korea, Democratic People's Republic of
☐ Russian Federation	☐ Syrian Arab Republic	☐ Not Applicable

***4.1 Provide the full names of these senior management members and others who exercise substantial control.**

China	Jane Doe
-------	----------

Add New Member

***5. Have any members of senior management, others who exercise substantial control, or employees who will be involved in Company's proposed relationship with Cisco currently or within the last three years held any position (paid or unpaid) with a Government Entity or are they related to a current or former Government Official?**

☐ Yes
☐ No

***6. Does Company, any member of senior management, others who exercise substantial control, or employees involved in the Company's proposed relationship with Cisco have any other relationships with any Government Entity or Official, including any formal or informal agreements (e.g., consulting agreements, advisory arrangements), whether written or verbal, to pay or otherwise compensate any Government Official for any reason?**

☐ Yes
☐ No

2a

In some questions, the answer you select may display additional follow-up questions. For example, selecting **China** in **Section 2, Question 4**.



Step 4: Enter additional details (continued)

Additional Details Steps

1. Company Identification
2. Ultimate Beneficial Ownership and Control
3. Legal, Ethics, and Compliance
 - 3.1. Public Sector Compliance
 - 3.2. Trade and Export Compliance
 - 3.3. Investigations and Legal Proceedings
 - 3.4. Ethics and Compliance Program
4. Certifications

***5. Have any members of senior management, others who exercise substantial control, or employees who will be involved in Company's proposed relationship with Cisco currently or within the last three years held any position (paid or unpaid) with a Government Entity or are they related to a current or former Government Official?**

☒ Yes
☐ No

***6. Does Company, any member of senior management, others who exercise substantial control, or employees involved in the Company's proposed relationship with Cisco have any other relationships with any Government Entity or Official, including any formal or informal agreements (e.g., consulting agreements, advisory arrangements), whether written or verbal, to pay or otherwise compensate any Government Official for any reason?**

☐ Yes
☐ No

2b

As another example, answering Yes for questions 5 and 6 in Section 2, also displays additional questions.

***5. Have any members of senior management, others who exercise substantial control, or employees who will be involved in Company's proposed relationship with Cisco currently or within the last three years held any position (paid or unpaid) with a Government Entity or are they related to a current or former Government Official?**

☒ Yes
☐ No

***5.1 Provide (1) the full names and Company titles of the senior management members, others who exercise substantial control, and employees involved in Company's proposed relationship with Cisco and (2) either their former Government titles and years of service or the names, titles, and years of service of current or former Government Officials to whom they are related.**

Full Name	Relationship	Government Official Full Name	Government Official Title	Current or Former	Year of Service with Government
Joe C.	XYZ	Joe Chan	ABC	LMN	3

[Add New Member](#)

***6. Does Company, any member of senior management, others who exercise substantial control, or employees involved in the Company's proposed relationship with Cisco have any other relationships with any Government Entity or Official, including any formal or informal agreements (e.g., consulting agreements, advisory arrangements), whether written or verbal, to pay or otherwise compensate any Government Official for any reason?**

☒ Yes
☐ No

***6.1 Explain and provide a copy(s) of any agreement(s) (if available).**

Loren IPaum

0/2000 characters

***6.2 provide a copy(s) of any agreement(s).**

[Upload Files](#) or [Drop Files](#)

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB

[Example Document.pdf](#) | Uploaded by John Hamm on 2025-11-21 10:12



Step 4: Enter additional details (continued)

Cisco PXP Partner Experience Platform

Partner Registration Help

English

Invite

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details Distributor Details **Additional Details** Review Agree and Submit

Additional Details Steps

- 1. Company Identification**
2. Ultimate Beneficial Ownership and Control
3. Legal, Ethics, and Compliance
 - 3.1. Public Sector Compliance
 - 3.2. Trade and Export Compliance
 - 3.3. Investigations and Legal Proceedings
 - 3.4. Ethics and Compliance Program
4. Certifications

*4. Please indicate if any member of senior management or individuals with significant control are citizens or nationals of any of the following embargoed and sanctioned countries.

☐ Belarus	☒ China	☐ Cuba
☐ Iran, Islamic Republic of	☐ Myanmar	☐ North Korea, Democratic People's Republic of
☐ Russian Federation	☐ Syrian Arab Republic	☐ Not Applicable

*4.1 Provide the full names of these senior management members and others who exercise substantial control

China	Jane Doe
-------	----------

[Add New Member](#)

Relevant relations include grandparents, parents, siblings, spouses, children, grandchildren, aunts, uncles, nieces, nephews, and first cousins whether by birth, adoption, or marriage.

*5. Have any members of senior management, others who exercise substantial control, or employees who will be involved in Company's proposed relationship with Cisco currently or within the last three years held any position (paid or unpaid) with a Government Entity or are they related to a current or former Government Official?

☐ Yes ☐ No

*6. Does Company, any member of senior management, others who exercise substantial control, or employees involved in the Company's proposed relationship with Cisco have any other relationships with any Government Entity or Official, including any formal or informal agreements (e.g., consulting agreements, advisory arrangements), whether written or verbal, to pay or otherwise compensate any Government Official for any reason?

☐ Yes ☐ No

[Back](#) Auto-saved by John Hamm at 10/25/2025 10:25pm [Save](#) [Next](#)

3

Some questions include a blue  icon. Hovering your cursor over it displays a tooltip with more guidance on answering the question.



Step 4: Enter additional details (continued)

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details Distributor Details **Additional Details** Review Agree and Submit

Invite

Additional Details Steps

- 1. Company Identification
- 2. Ultimate Beneficial Ownership and Control
- 3. Legal, Ethics, and Compliance
 - 3.1. Public Sector Compliance
 - 3.2. Trade and Export Compliance
 - 3.3. Investigations and Legal Proceedings
 - 3.4. Ethics and Compliance Program
- 4. Certifications

☐ No

☒ Yes

☐ No

4. Certifications

*1. Company acknowledges that the information provided in this questionnaire is collected for the purpose of Cisco's compliance with applicable laws in the United States and elsewhere. Company agrees that Cisco may gather, store, process and transmit this information. Company's information is protected by relevant applicable data protection laws.

☒ I Agree

*2. Company certifies that the responses to the foregoing Questionnaire have been completed by a person competent and authorized to respond and that the responses are accurate and complete to the best of Company's knowledge after conducting reasonable diligence to ensure their accuracy and completeness. In the event that there are any amendments, corrections, or changes to the information contained in this Questionnaire, the updated information will be provided to Cisco in writing at partnerintegrityassistance@cisco.com.

☐ I Certify

Back Auto-saved by John Hamm at 10/25/2025 10:25pm Save Next

Note: If you try to click **Next** before all required questions are answered, an error message displays, highlighting all questions that still must be completed.



Step 4: Enter additional details (continued)

Cisco PXP Partner Experience Platform Partner Registration Help English

Welcome to Partner Registration for Resellers
* Indicates a required field

Company Details Distributor Details **Additional Details** Review Agree and Submit

Invite

Additional Details Steps

1. Company Identification
2. Ultimate Beneficial Ownership and Control
3. Legal, Ethics, and Compliance
 - 3.1. Public Sector Compliance
 - 3.2. Trade and Export Compliance
 - 3.3. Investigations and Legal Proceedings
 - 3.4. Ethics and Compliance Program
4. Certifications

☒ Yes
☐ No

*4. Does Company conduct due diligence on third parties, impose training requirements, and monitor or audit third parties' compliance with laws?
☒ Yes
☐ No

4. Certifications

*1. Company acknowledges that the information provided in this questionnaire is collected for the purpose of Cisco's compliance with applicable laws in the United States and elsewhere. Company agrees that Cisco may gather, store, process and transmit this information. Company's information is protected by relevant applicable data protection laws.
☒ I Agree

*2. Company certifies that the responses to the foregoing Questionnaire have been completed by a person competent and authorized to respond and that the responses are accurate and complete to the best of Company's knowledge after conducting reasonable diligence to ensure their accuracy and completeness. In the event that there are any amendments, corrections, or changes to the information contained in this Questionnaire, the updated information will be provided to Cisco in writing at partnerintegrityassistance@cisco.com.
☒ I Certify

Back Auto-saved by John Hamm at 10/25/2025 10:25pm Save **Next**

4

Review, then select the check boxes to accept the **Certifications** regarding your application.

5

After confirming all required questions have been answered, click **Next** to proceed, or **Save** to continue registration later.



Step 5: Review

Review application and make any necessary corrections or updates.

The screenshot shows the 'Review' step of the Cisco PXP Partner Registration process. The top navigation bar includes 'Cisco PXP Partner Experience Platform', 'Partner Registration', 'Help', a language dropdown set to 'English', and a user profile icon. A progress bar at the top indicates the current step: 'Company Details' (completed), 'Distributor Details' (completed), 'Additional Details' (completed), 'Review' (current), and 'Agree and Submit' (pending). A warning message states: 'Please confirm that all the information you have provided is accurate to prevent any errors that could potentially result in delays or rejection.' The 'Company Details' section is expanded, showing a table of information. An 'Edit' button is located to the right of the table. At the bottom, there are 'Back', 'Save', and 'Next' buttons. A status bar at the very bottom indicates 'Auto-saved by John Hamm at 10/25/2025 10:25pm'.

1 Scroll to review all the registration information you provided and confirm everything is correct.

2 Click **Edit** to return to the associated section, and update any of your responses.

3 After confirming all information is correct, click **Next** to proceed, or **Save** to continue registration later.

Company Details	
Company Information (not editable)	
EXAMPLE COMPANY INC. 1234 EXAMPLE ROAD, CHICAGO, ILLINOIS-60611 UNITED STATES	
1. Company Phone	XXXXXXXXXX
2. Enter any alternate or trade name for your company	Example Text
3. Company Description	Example Text
4. Dun & Bradstreet (DUNS) Number	Example Text
5. Company web address	Example Text
6. Date of Incorporation	10/26/2026



Step 6: Sign agreement

Review and accept Cisco Indirect Channel Partner Agreement (ICPA)

Welcome to Partner Registration for Resellers
* Indicates a required field

Company Details Distributor Details Additional Details Review Agree and Submit

Reseller Partner Agreement
Read and accept Cisco's Indirect Channel Partner Agreement (ICPA). Cisco may perform additional research to confirm the accuracy of information submitted and eligibility for partnership. This agreement is subject to annual renewal. Renewing partners are advised to review the latest agreement as terms and conditions may have changed.

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

[View and Sign Agreement](#)

1 **Download** a sample copy of the agreement (if needed).

2 If you have signature authority, click **View and Sign Agreement** to begin the DocuSign agreement signing process.

[Back](#) Auto-saved by John Hamm at 10/25/2025 10:25pm [Save](#)



Step 6: Sign agreement (continued)

Review and accept Cisco Indirect Channel Partner Agreement (ICPA)

The screenshot shows a DocuSign interface for reviewing and signing the Cisco Indirect Channel Partner Agreement (ICPA). The page title is "Please Review & Act on These Documents". The user is identified as "GenUser User" with the role "Partner Registration - Salesforce PXP/UT".

Callout 3: "Click the link to review the disclosure." points to the "Please read the [Electronic Record and Signature Disclosure](#)." link.

Callout 4: "Click the checkbox to agree to use electronic records and signatures." points to the checkbox labeled "I agree to use electronic records and signatures."

Callout 5: "Click **Continue** to proceed." points to the "CONTINUE" button.

The main content area displays the terms of the agreement, starting with "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.

The footer includes the DocuSign logo, a "Change Language - English (US)" dropdown, and the copyright notice "Copyright © 2023 DocuSign Inc. | V2R".



Step 6: Sign agreement (continued)

Review and accept Cisco Indirect Channel Partner Agreement (ICPA)

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: 

Name: PxP Test User

Title: 

Date: 1/23/2023

SIGN

FINISH **OTHER ACTIONS** ▾

DocuSign

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

7

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

8

Edit your **Full Name** and **Initials**...

Adopt Your Signature

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

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**

...or **Draw** your signature.

9

Click **Adopt and Sign** to apply your signature.



Step 6: Sign agreement (continued)

Review and 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: 

Name: PxP Test User

Title:

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 7: Submit application

1

After signing the agreement, your submission is confirmed.

2

Click **Exit** to leave the registration process or refresh the page to view your application status.

Welcome to Partner Registration for Resellers

* Indicates a required field

Company Details Distributor Details Additional Details Review **Agree and Submit**

Thank you for submitting your application.

Application Under Review

Cisco is currently reviewing your application. The process may take up to 45 days. To ensure a timely review, please monitor and respond promptly to any requests for additional information. We will notify you of the final decision by email.

Auto-saved by John Hamm at 10/25/2025 10:25pm

Exit



Step 7: Submit application (continued)

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.



Request for Information

In some cases, after submitting your application, you may receive a **Request for Information** (RFI) via email, asking for additional details about responses that require clarification.

1

Click **Respond to Request** in the email to log into Partner Registration and provide a response **within 10 days** from when the email was sent.

From: Do Not Reply PXP <preg_program@cisco.com>
Sent: Monday, August 3, 2026, 1:00 PM
To: admin@examplecompany.com
Subject: Request for Information from Cisco

[Contact](#)

Dear Admin,

At Cisco, we are dedicated to maintaining transparent and constructive relationships with our valued partners. As part of our partner lifecycle management processes, we periodically conduct due diligence reviews to ensure compliance with applicable regulatory and ethical standards.

In connection with our ongoing review of EXAMPLE COMPANY, we have identified certain areas that require additional clarification. To assist us in completing our compliance assessment, we kindly request that EXAMPLE COMPANY respond within 10 calendar days from the date of this email.

[Respond to Request](#)

Please note that a timely response is essential; failure to respond within the specified timeframe may impact Cisco's ongoing relationship with EXAMPLE COMPANY. If you have any questions or require further information, please feel free to contact intake-support@cisco.com at any time.

Thank you for your attention and cooperation.

Sincerely,

Cisco Global Partner Organization

[Update your communication preferences](#) | [Create a Cisco Account](#) | [Cisco Privacy Statement](#)

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Request for Information

Once in **Partner Registration**, you will be directed to the **Additional Details** section. Scroll to see which question(s) have comments from Cisco reviewers.

2b

You can change your answers to questions with comments, but all other questions are read only.

2a

Comments from Cisco are highlighted in **blue**. You **must** enter a response to **all open comments**.

Welcome to Partner Registration for Resellers

* Indicates a required field

Please view the comments left by the reviewer and respond with the relevant information asked.

1. Company Identification

* 1. How many times has your Company changed its legal or trade name in the last ten years? If no name changes have taken place, answer none.

None

Comment From Reviewer

6/10/26: - Please provide the legitimate business reason for the company's trade name change in 2021

* Your response for the reviewer (file attachment optional)

Enter...

Upload Files Or drop files

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB.

* 2. Total number of employees?

1-49

2. Ultimate Beneficial Ownership and Control

* 1. Does your Company have a parent company?

☐ Yes

☒ No



Request for Information

4. Certifications

* 1. Company acknowledges that the information provided in this questionnaire is collected for the purpose of Cisco's compliance with applicable laws in the United States and elsewhere. Company agrees that Cisco may gather, store, process and transmit this information. Company's information is protected by relevant applicable data protection laws.

☒ I Agree

* 2. Company certifies that the responses to the foregoing Questionnaire have been completed by a person competent and authorized to respond and that the responses are accurate and complete to the best of Company's knowledge after conducting reasonable diligence to ensure their accuracy and completeness. In the event that there are any amendments, corrections, or changes to the information contained in this Questionnaire, the updated information will be provided to Cisco in writing at partnerintegrityassistance@cisco.com.

☒ I Certify

Comment From Reviewer

6/10/26- General comments to Partner

* Your response for the reviewer (file attachment optional)

Enter...

Upload Files Or drop files

Acceptable formats are PDF, JPG, JPEG, EML, and MSG with a maximum file size of 15MB.

Auto-saved by PxP Test User at 06/10/2026 1:15pm

Save

Submit

3

After responding to each comment, check the boxes to accept all required **Certifications**, then click **Submit**.

Following submission, Cisco will review and decide on your application **within 10-45 days**.



Renew registration



Renew your registered partner status (existing partners)

Cisco reseller 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 link in the email to access Reseller Registration.

- **Note:** You can access the signed agreement by clicking **Download signed agreement**.

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

Application Type:
Reseller

Agreement Signed Date:
18-Oct-2022

Agreement Effective Date:
18-Oct-2022

Agreement Expiry Date:
17-Dec-2022



Download signed agreement

Start Application

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

- Your status as a Cisco registered reseller partner expires.
- 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](#).

Download Signed Agreement.

Click **Start Application** to proceed through the renewal process steps.

Introduction

Find company

Register

Renew

Help/support



Help/support



View support resources

The screenshot shows the Cisco PXP Partner Experience Platform interface. The top navigation bar includes 'Cisco PXP Partner Experience Platform', 'Partner Registration', and 'Help'. The 'Help' menu is highlighted with a blue circle and an arrow pointing to it. Below the navigation bar, the 'Registration Resources' tab is selected, showing a form for downloading sample partner agreements. The form includes fields for 'Partner Registration Type', 'Country / Region', and 'Language', each with a dropdown menu. To the right of the form, the 'Registration Resources' section is visible, containing links to 'Reference Documents' (Eligibility Requirements, Checklist, User Guide, FAQs), 'Software Download' (Download Acrobat Reader), and 'Contact Partner Support Team'. A blue circle and arrow point to the 'Customer Service Hub' link in the 'Contact Partner Support Team' section.

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

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

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

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.



Thank You

