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Catalog Interface



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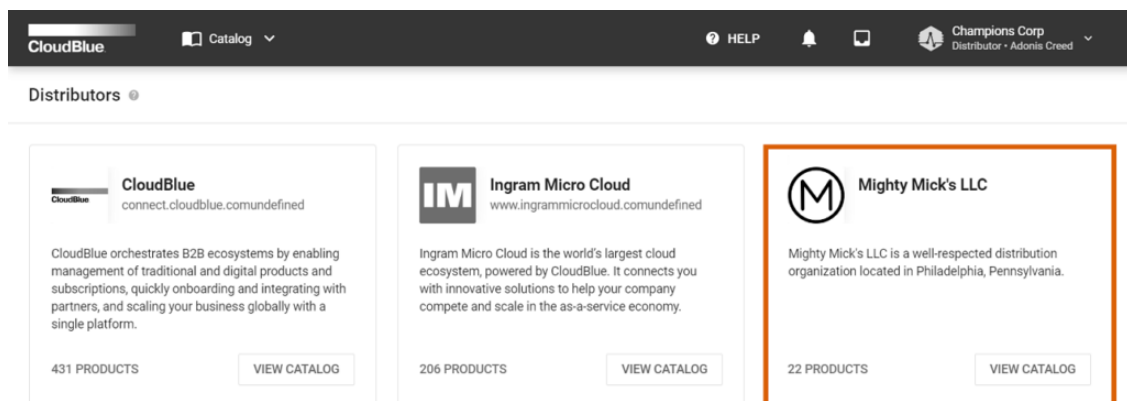
The following describes the graphical user interface and available operations within the Catalog module on the CloudBlue Connect platform. The aforementioned operations include reviewing the provided product catalog and enrolling syndication contracts or referral (direct) contracts.

In general, such operations are applicable for the Reseller accounts that are essential for syndication and creating sale chains. Note, however, that the invited Distributor accounts can also enroll syndication as well as referral contracts with the sourcing Distributors of selected products.

Catalog Interface

The provided interface displays product logos, their name and their short description. If your Connect account collaborates with multiple Distributors, the system will prompt to select a Distributor first.

Connect allows searching for required products by using the **search box** at the top-right corner of the screen. The system also allows focusing on a specific group of products by clicking on **More**. This allows quickly locating products that your organization might be interested in.





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Distributor • Adonis Creed

Products

Search

Productivity • 6

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Acronis Cyber Cloud

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CLOUD MAKER

Cloud Maker

Cloud Maker is a visual Azure design and deployment platform that enables you to



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Sort ▾

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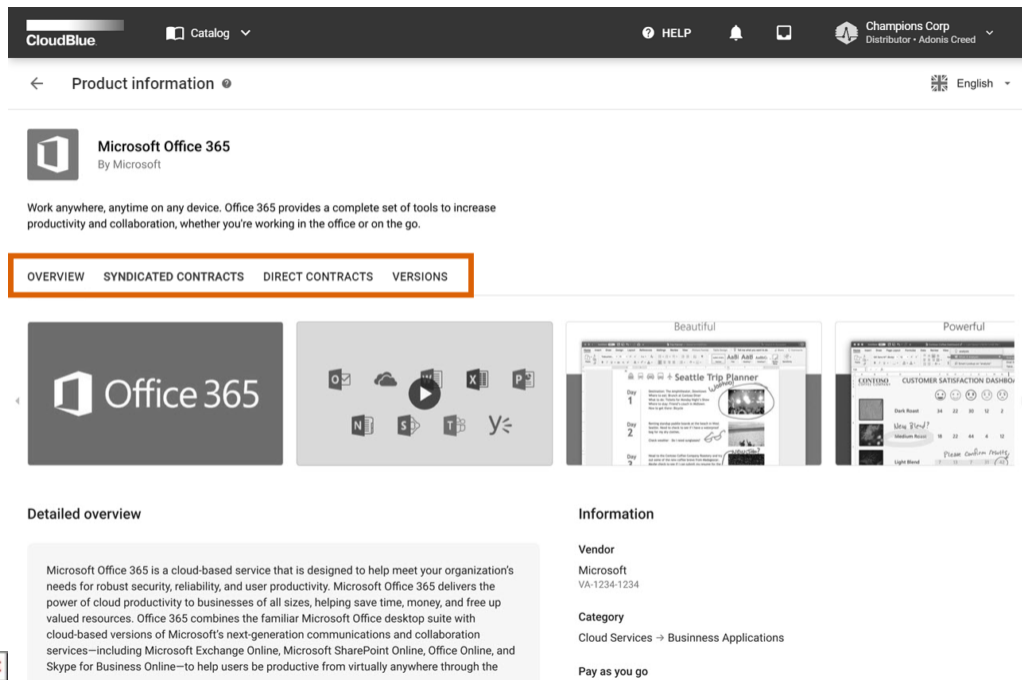


Select a product from the list to access the *Product Information* screen. Therefore, the system allows accessing various product insights and enroll required agreements as described below.



Product Information

The **Product Information** screen provides specified overview, category, version, and other information on your selected product. The interface also showcases media product attributes, such as uploaded images and videos. Furthermore, this screen provides various insights and allows performing various operations within the following tabs:



- **Overview:** This tab contains detailed product overview (such as category, description, media materials, etc.) and Vendor information.
- **Syndicated Contracts:** Allows reviewing the provided syndication agreement and enrolling syndicated (also called *syndication*) contracts.
- **Direct Contracts:** This tab displays the provided referral agreement and allows enrolling direct (also called *referral*) contracts.
- **Versions:** Access product version information and product updates via this tab.

In case a selected product features several localization options, it is possible to change displayed language by clicking on the corresponding *language* button from the top-right corner of the Product Information screen.

Enrolling Contracts

The Connect platform allows enrolling syndication and direct contracts via their corresponding tabs. Note that the system requires the *Sourcing Distributor* to create syndication or referral agreement that represent templates for corresponding contracts and attach one of these agreement to a service agreement. Therefore, invited Resellers or Distributors can enroll syndication or direct contracts by using a wizard that contains similar steps for both contract types.

Switch to the *Syndicated Contract* or *Direct Contract* tab and click the **Edit** button to launch the corresponding wizard. Follow the wizard steps to enroll a contract:



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Product information

Microsoft Office 365
By Microsoft

Work anywhere, anytime on any device. Office 365 provides a complete set of tools to increase productivity and collaboration, whether you're working in the office or on the go.

OVERVIEW SYNDICATED CONTRACTS DIRECT CONTRACTS VERSIONS

| PROVIDER | SOURCE MARKETPLACE | SYNDICATION AGREEMENT | CONTRACT ID | TARGET MARKETPLACE | STATUS | |
|---------------------------------|-----------------------|---------------------------------------|------------------------------|--------------------|----------|--------|
| Mighty Mick's LLC PA-465-053 | France MP-12345 | Example Agreement AGSO-123-123-123 | — | — | — | ENROLL |
| Mighty Mick's LLC PA-465-053 | Denmark MP-12345 | Example Agreement AGSO-123-123-123 | — | — | — | ENROLL |
| Mighty Mick's LLC PA-465-053 | Latvia MP-12345 | Example Agreement AGSO-123-123-123 | — | — | — | ENROLL |
| Mighty Mick's LLC PA-465-053 | Sweden MP-12345 | Example Agreement AGSO-123-123-123 | — | — | — | ENROLL |
| Mighty Mick's LLC PA-465-053 | Lithuania MP-12345 | Example Agreement AGSO-123-123-123 | CRS-123-123-123 Version 1 | Latvia MP-12345 | Active | MORE |
| Mighty Mick's LLC PA-465-053 | France MP-12345 | Example Agreement AGSO-123-123-123 | — | — | — | ENROLL |
| Mighty Mick's LLC PA-465-053 | Norway MP-12345 | Example Agreement AGSO-123-123-123 | 2 contracts | 2 marketplaces | Multiple | MORE |

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By Microsoft

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OVERVIEW SYNDICATED CONTRACTS DIRECT CONTRACTS VERSIONS

REFRESH FILTER COLUMNS Rows per page 10 1—1 of 1

| VENDOR | DISTRIBUTOR | SOURCING AGREEMENT | VENDOR AGREEMENT | CONTRACT ID | STATUS | |
|---------------------------------|---------------------------------|--------------------|------------------|-------------|--------|--------|
| Front Street Inc. VA-651-449 | Mighty Mick's LLC PA-000-100 | — | — | — | — | ENROLL |

Rows per page 10 1—1 of 1

Refer to the Referral Contracts documentation or access Syndication Contracts documentation for more detailed information on how to use wizards and how to successfully enroll your contracts.





Contract Auto-Accept

Note that syndication contracts may be automatically activated in case the contract auto-accept option is enabled by the sourcing Distributor.

Once the enrolled contract is successfully accepted, the system will provide a notification and your selected product will include a special *Ready for Sale* icon. Therefore, this icon indicates that this product is successfully enlisted in your marketplace.

The screenshot displays the CloudBlue Catalog Interface. At the top, there is a navigation bar with the CloudBlue logo, a 'Catalog' dropdown, and user information for 'Champions Corp' (Distributor: Adonis Creed). Below the navigation bar is a 'Products' section with a search bar. The main content area is divided into two categories: 'Productivity' (6 items) and 'Security' (81 items). Each category shows a grid of product cards. The 'Microsoft Office 365' card in the Productivity section is highlighted with an orange border and features a 'Ready for Sale' icon (a blue checkmark in a red circle). Other products visible include Dropbox Business, Zapier, Acronis Cyber Cloud, Adobe Cloud, BeeCastle, Haldor AB, Octopus Admin, Citrix Endpoint Management, Acronis Cyber Cloud (Reseller Solution), clickCompliance, and Cloud Maker.