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Packs



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Introduction

Packs are distributor-defined configurations that bundle a product, marketplace, pricelist, and offer – all tied together by a specific Agreement (Service or Sourcing). They enable specific reseller pricing by letting distributors create different Packs per agreement tier (e.g., Gold vs Silver) and, optionally, per marketplace for the same product for the Resellers that are interested in selling the product in a multi-tier distribution model.

Features and Benefits

The Packs module provides the customization and scalability for distributors to manage their reseller configurations as it relates to marketplace distribution of available products.

- Distributors can set specific packs that are unique to the following dimensions: agreement, product, marketplace, and price list
- Each variation in the different dimensions results in a different pack (e.g. different agreements but same product, marketplace, and price list will create a new pack)
- Individual packs allow Distributors to manage, customize, and scale the reseller information needed when the resellers are interested in selling available products in a multi-tier model
- Once a qualified reseller enrolls into a syndicated contract within the CloudBlue Catalog for the targeted product, the appropriate corresponding pack and its contents will be made available within the Reseller Portal.

Next Steps

For more information on operations with graphical user interface refer to the following articles:

1. Packs User Interface