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Agreements



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Auto-generated at July 5, 2025



Agreements are legally binding documents that represent versioned templates for Contracts. Agreements are created by Distributors to define expectations, duties, and terms of collaboration with other accounts on the CloudBlue Connect platform (i.e., Vendors or Resellers).

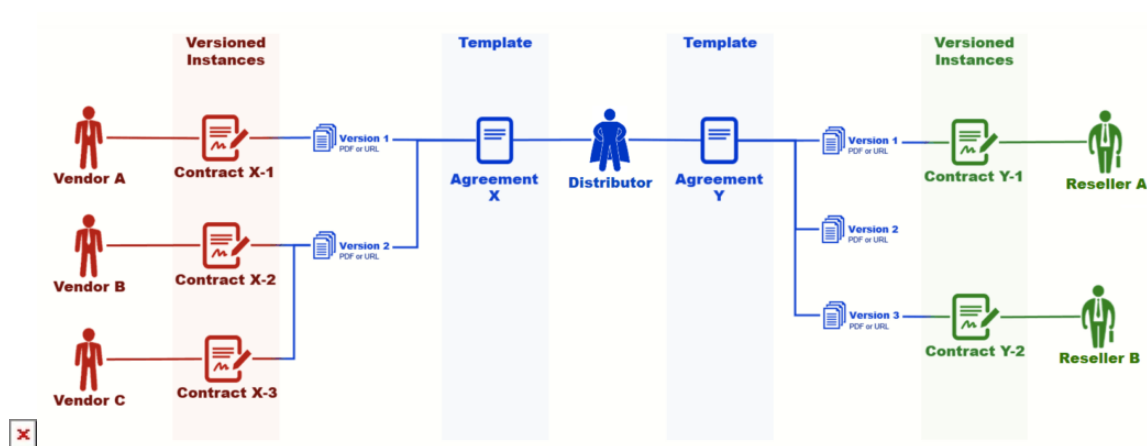
Therefore, Distributors are required to generate an *agreement* before creating *contracts* on the CloudBlue Connect platform. Distributors can collaborate with one or multiple business partners and consequently create one or multiple contracts based on the defined agreement.

Video Tutorial

Go through the following short tutorial to understand concepts of using agreements and contracts:

Overview

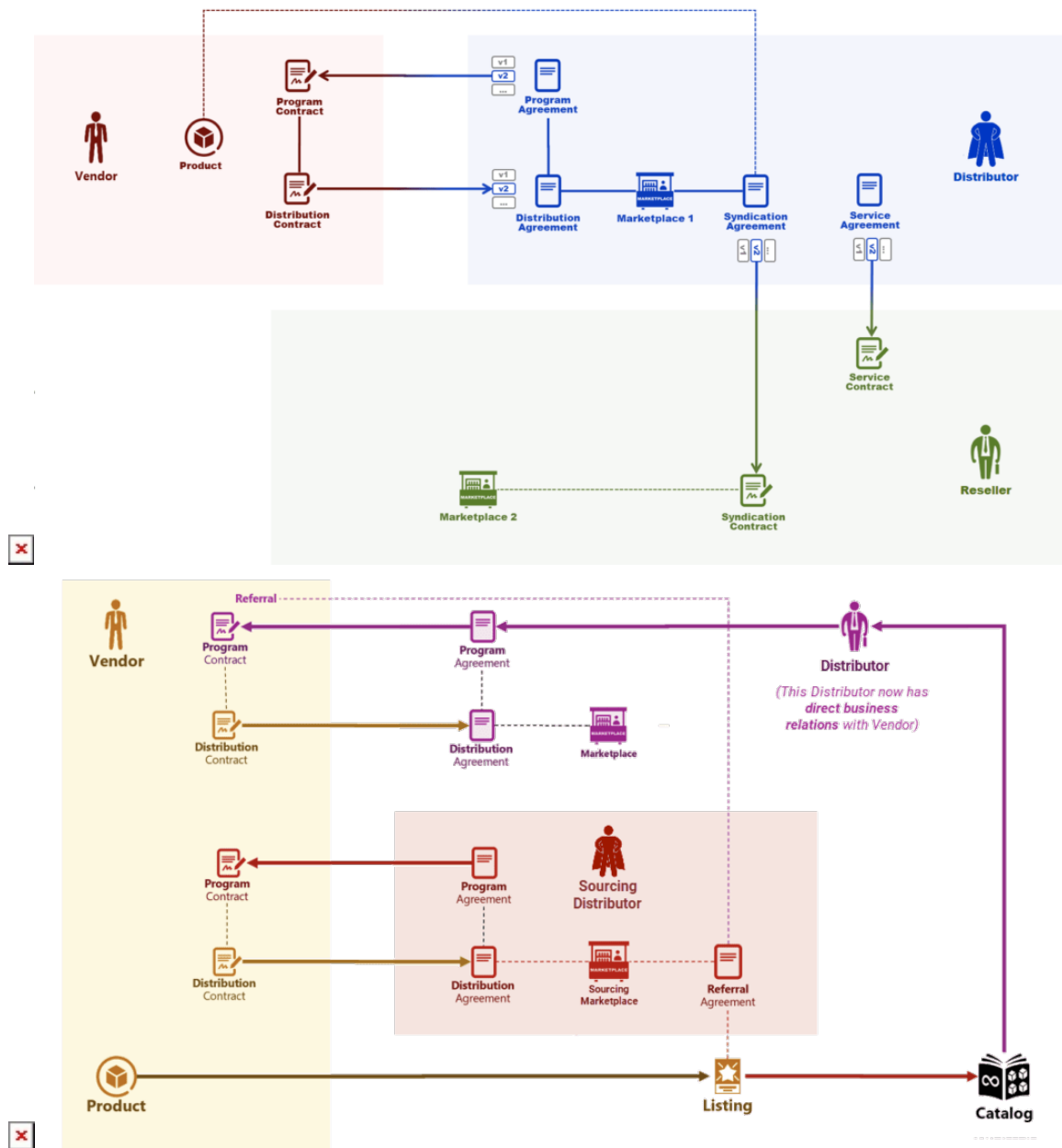
Agreements and **Contracts** from the **Partners** module represent interconnected objects. Namely, every contract is based on a certain agreement. Distributors create agreements as templates that used to sign contracts with other accounts, either *Vendors* or *Resellers*:



In the above diagram, Distributor creates Agreement X to sign contracts with Vendors A, B, and C. On the other hand, the same Distributor creates Agreement Y to sign contracts with Reseller A and B.

Data Model

The **Agreements** tab from the **Partners** module enables Distributors and Vendors to manage and to use the following types of business objects:



- **Program Agreement:** Defines terms and conditions of business collaborations between Distributors and Vendors on the Connect platform. These agreements are also used by Distributors to create *Distribution Agreements*.
- **Distribution Agreement:** This type of document exists only in the scope of a specific *Program Agreement*. This agreement defines detailed terms on distributing Vendor products via a specific Distributor's marketplace.
- **Service Agreement:** Defines terms for syndication scenarios and referral programs. Namely, this agreement enables to invite Resellers to Connect. In addition, it allows establishing a Product Catalog that is used to present products to your business partners.
- **Sourcing Agreement:** Represents a collective term for syndication and referral agreements. The system requires specifying your sourcing agreement to add a product to your Catalog.

- ## Distributor Portal



- **Agreement:** Name and ID of your agreement. Click on your agreement name to access its details screen.
- **Type:** Indicates agreement types. Note that your created *Distribution* agreements are placed within the *Program* agreements.
- **Description:** Brief description of your agreement.
- **Contracts:** Indicates the number of contracts that are interconnected with an agreement.

Vendor Portal

July 5, 2025

CloudBlue

Partners

HELP

Front Street Inc.
Vendor - Robert Balboa

Partners

DIRECTORY

CONTRACTS

AGREEMENTS

Tutorial - Program Agreement

AGP-763-818-324

Program Contract ID

CRP-86596-78148-06529


Provider

Mighty Mick's LLC
PA-995-631

Document

Download attachment

This is a tutorial program agreement

DISTRIBUTION AGREEMENT	MARKETPLACE	DISTRIBUTION CONTRACT ID	STATUS	ACTIONS
<div>Tutorial - Distribution Agreement</div> <div>AGD-173-607-620</div>	<div> Tutorial Marketplace MP-38661</div>	<div>CRD-21674-67435-75488</div>	<div>Active</div>	<div>—</div>

Refer to the Distribution Agreement documentation to learn how Vendors can enroll a distribution agreement and consequently enroll distribution contract. Refer to the Program Agreement documentation to learn more about signing and activating updated program agreements.