https://cloudblue.com

Documentation Modules Partners

Agreements

This article has been generated from the online version of the documentation and might be out of date. Please, make sure to always refer to the online version of the documentation for the up-to-date information.

Auto-generated at November 14, 2026

© Ingram Micro, Inc. All Rights Reserved.

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).

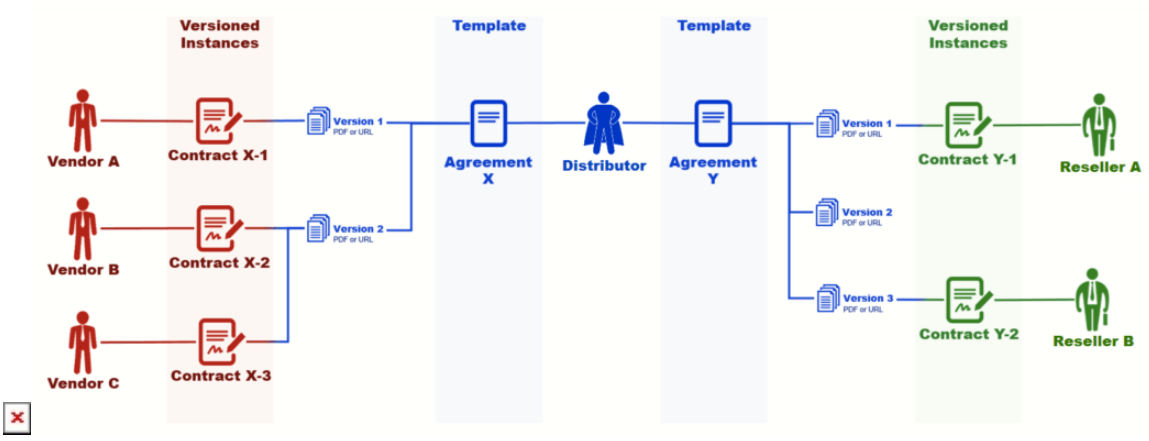
Therefore, Distributors are required to generate an *agreement* before creating *contracts* on the CloudBlue Connect® platform. Distributors can collaborate with one or multiple business partners and consequently create one or multiple contracts based on the defined agreement.

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*:

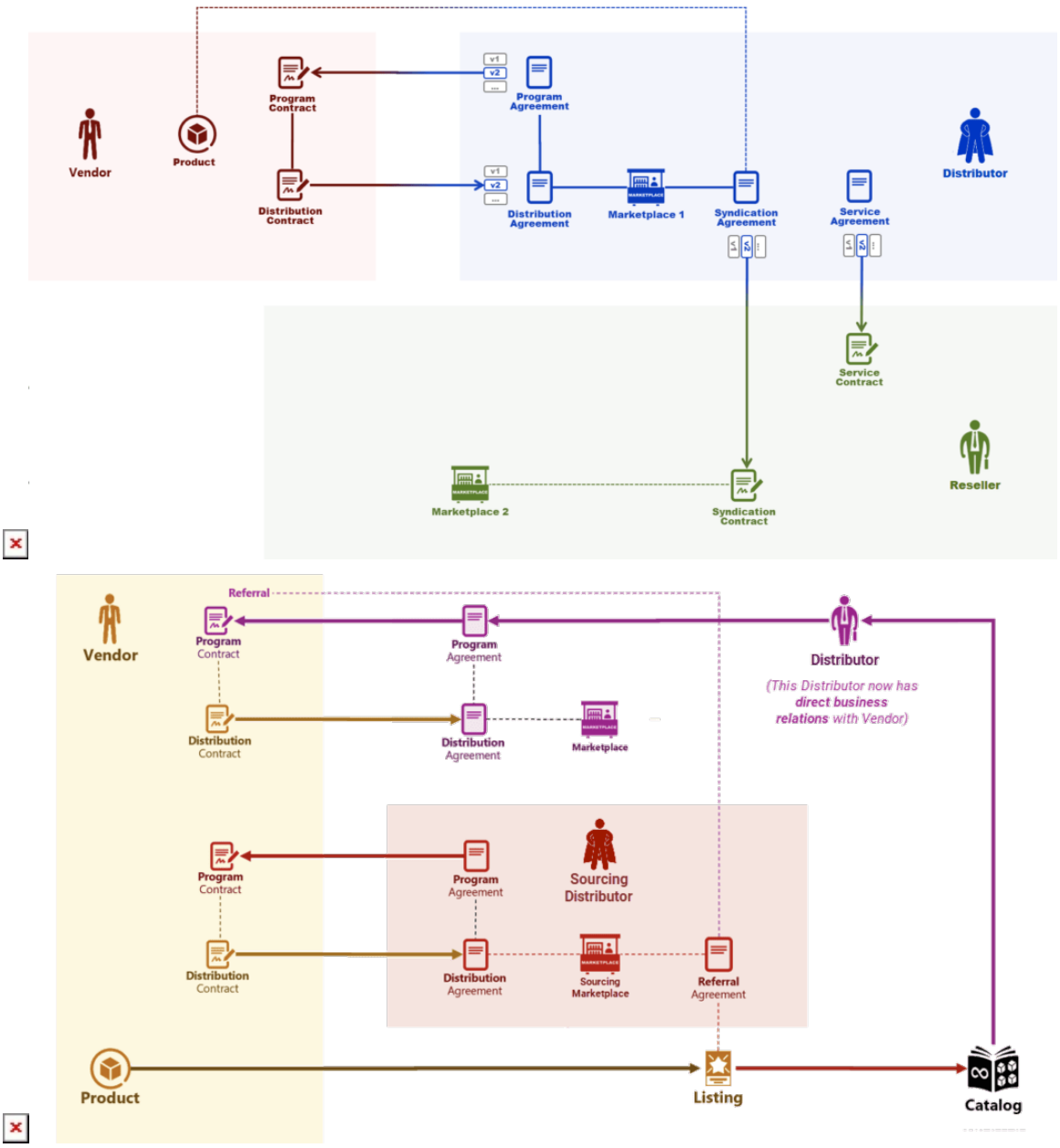


In the above diagram, Distributor creates Agreement X to sign contracts with Vendors A, B, and C. On the other hand, the same Distributor creates Agreement Y to sign contracts with Reseller A and B.

Data Model

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

© Ingram Micro, Inc. All Rights Reserved.



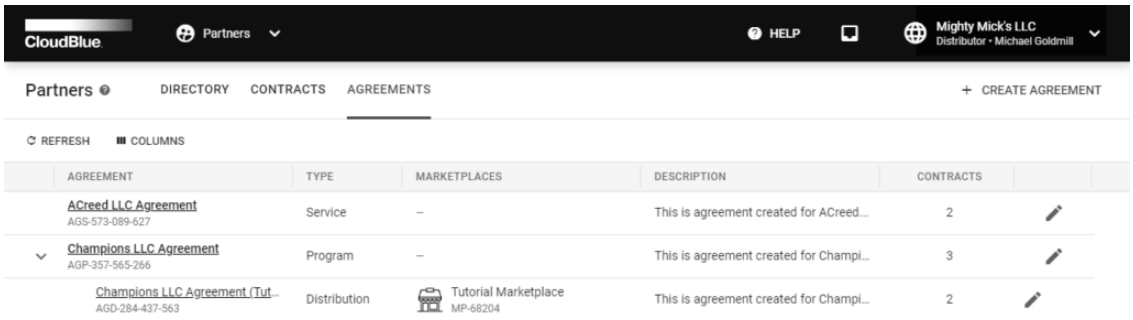
- **Program Agreement**: Defines terms and conditions of business collaborations between Distributors and Vendors on the Connect platform. These agreements are also used by Distributors to create *Distribution Agreements*.
- **Distribution Agreement**: This type of document exists only in the scope of 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.

© Ingram Micro, Inc. All Rights Reserved.

- Syndication Agreement: Establishes terms of business collaboration between Distributors and Resellers. Consequently, this allows arranging sale chains via marketplaces of Resellers.
- Referral Agreement (or Direct Agreement): Allows organizations to establish direct business collaboration with Vendors by using the Product Catalog. Therefore, this allows such organizations distributing selected products via their own marketplaces.

Distributor Portal

The **Agreements** tab of the **Partners** module displays a list of various types of agreements created by Distributors.



This tab allows creating agreements by clicking the corresponding button. Furthermore, the **Agreements** tab contain the following general agreement information:

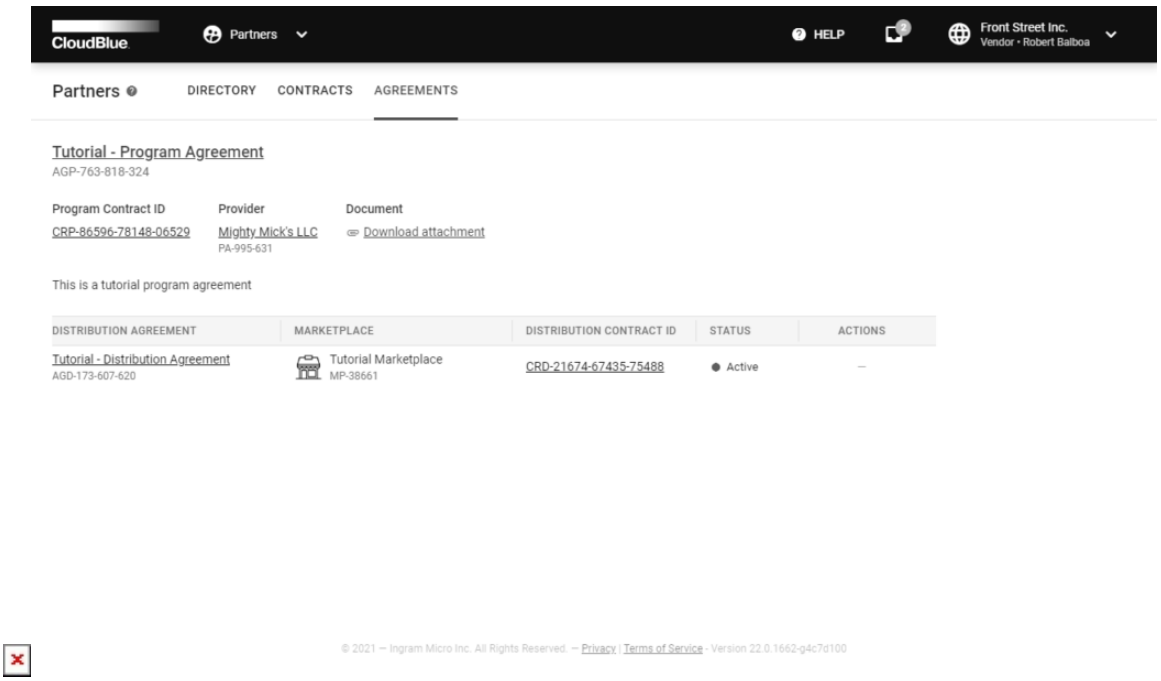
- **Agreement**: Name and ID of your agreement. Click on your agreement name to access its details screen.
- **Type**: Indicates agreement types. Note that your created *Distribution* agreements are placed within the *Program* agreements.
- **Description**: Brief description of your agreement.
- **Contracts**: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

Narrow down a list of contracts by using the search and filter options as described in Data Grids.

Vendor Portal

Vendors can use the **Agreements** tab of the **Partners** module to review and to sign updated program agreements. In addition, Vendors can access and enroll distribution agreements within each program agreement.

© Ingram Micro, Inc. All Rights Reserved.



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.

© Ingram Micro, Inc. All Rights Reserved.