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# Distribution Agreements

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Auto-generated at February 7, 2026



## Overview

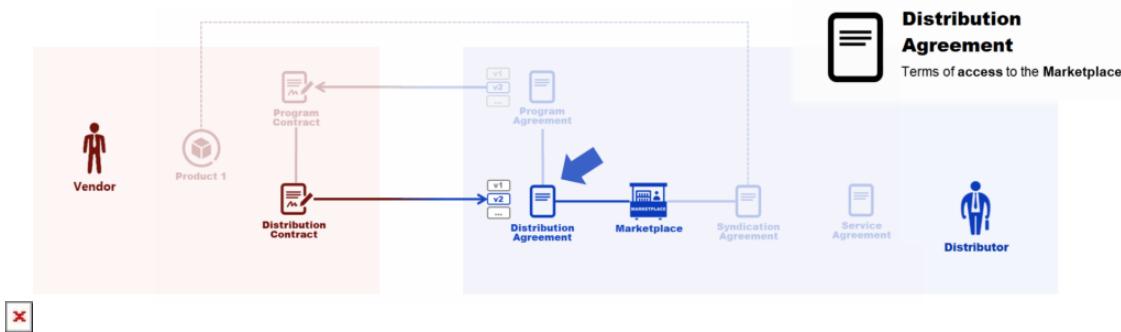
Distribution agreements define terms and conditions that Vendors must accept to supply their products through specified Marketplaces. For each marketplace that a Distributor wants to use, it is necessary to create and enroll a distribution agreement on the CloudBlue Connect platform.



Program Agreement is required

Note that distribution agreements are created within a certain Program Agreement. Thus, before following the guidelines below, it is necessary to create at least one program agreement.

The following diagram schematically illustrates the distribution agreement data model:



A program agreement can contain several distribution agreements. However, a distribution agreement is interconnected with a certain program agreement, a concrete Vendor and a specific marketplace.

In general, Distributors require individual distribution agreements for each Vendor. For instance, physical goods and consulting services can be provisioned via the same marketplace. In this case the distribution agreement for the physical goods Vendor should be drastically different from the consulting services Vendor's agreement. Therefore, the Connect platform enables Distributors that have a variety of products to provide individual terms of access to their Marketplace.

## Distributor Portal

### Creating Distribution Agreements

Before creating a distribution agreement, Distributors must ensure that at least one Program Agreement on the CloudBlue Connect platform. In addition, at least one Marketplace should be specified and interconnected with Distributor's Hub.



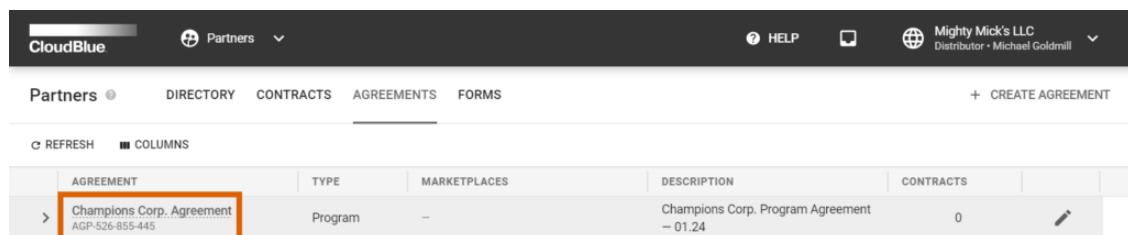
### Note

Distribution agreements can be generated along with a program agreement during your Partner account creation via the **Directory** tab from the **Partners** module. Refer to the Partners module documentation for more details.

Distribution agreements are generated within your **created program agreement**. Follow the steps below to successfully create a new distribution agreement.

## 1. Access your program agreement

Click on your program agreement name from the **Agreements** tab to access your program agreement details screen.

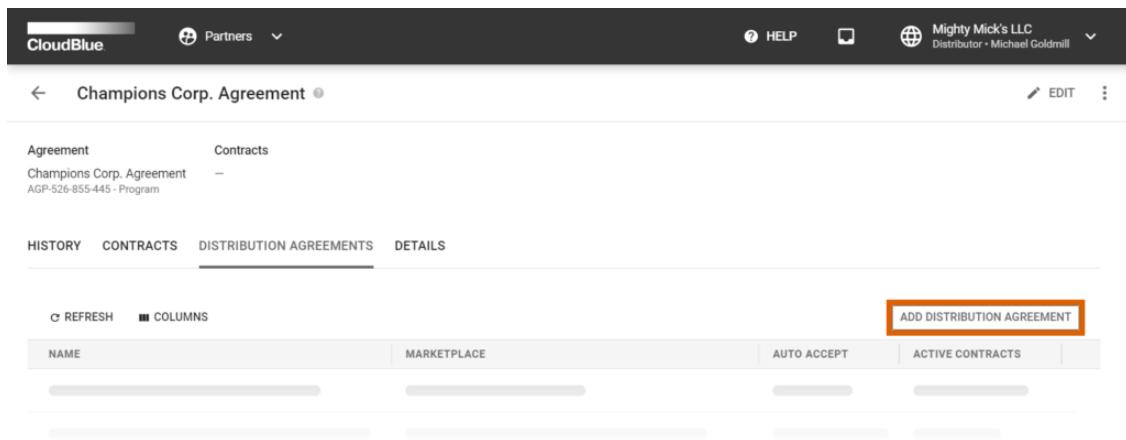


AGREEMENT	TYPE	MARKETPLACES	DESCRIPTION	CONTRACTS
Champions Corp. Agreement AGP-526-855-445	Program	-	Champions Corp. Program Agreement - 01.24	0



## 2. Switch to Distribution Agreements

Access the **Distribution Agreements** tab and start configuring your agreement by clicking **Add Distribution Agreement**.

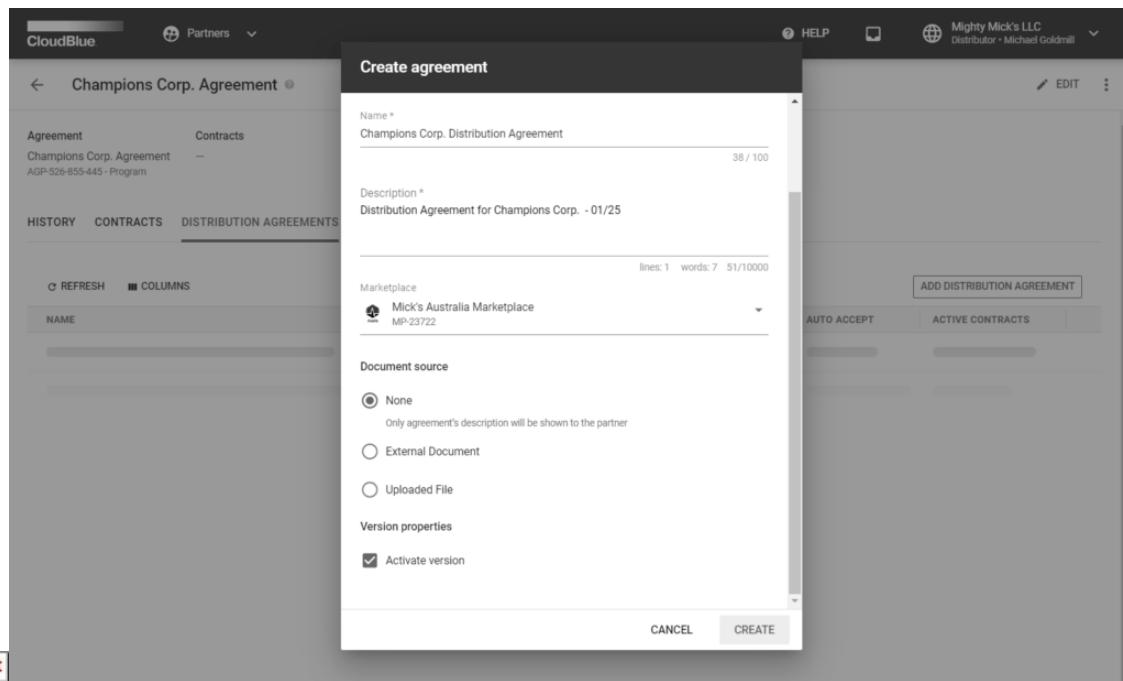


The screenshot shows a software interface for managing distribution agreements. At the top, there are navigation links for Documentation, Modules, Partners, Agreements, and Distribution Agreements. The main title is 'Champions Corp. Agreement'. Below the title, there are sections for 'Agreement' and 'Contracts', with a note that the agreement is for 'Champions Corp. Agreement' and 'AGP-526-855-445 - Program'. There are tabs for 'HISTORY', 'CONTRACTS', 'DISTRIBUTION AGREEMENTS' (which is selected and highlighted in blue), and 'DETAILS'. At the bottom, there are buttons for 'REFRESH', 'COLUMNS', 'NAME', 'MARKETPLACE', 'AUTO ACCEPT', and 'ACTIVE CONTRACTS'. An orange box highlights the 'ADD DISTRIBUTION AGREEMENT' button.

### 3. Specify agreement attributes

Fill out the following agreement form:

- **Name:** Enter a name for your agreement.
- **Description:** Provide a description for your agreement.
- **Marketplace:** Select a marketplace that your agreement should be associated with.
- **Document source:** Select *External Document* to provide a link to your agreement document or choose *Uploaded File* to upload a document file (in the PDF format). Otherwise, select *None* to show your Partner only the text from the *description* field.
- **Activate version:** Activate your agreement version by checking this checkbox. In case this checkbox is left unchecked, your agreement version can be specified and activated from the agreement details screen.



Click the **Create** button to finalize your agreement creation.

Therefore, your generated distribution agreement will be displayed on the **Agreements** tab within your program agreement and under **Distribution Agreements** within the program agreement details screen.

You can review your created agreement details by clicking on the agreement name. Furthermore, you can edit your distribution agreement by clicking the corresponding **edit** icon.



#### Auto Accept

Note that the system enables the **Auto-Accept** option by default. If this option is enabled, the system activates your distribution agreement automatically once your Vendor activates a Program Contract. Furthermore, in this case, the system automatically generates and activates a **distribution contract**. If this option left disabled, Vendors need to manually enroll a distribution agreement and Distributors are required to approve this contract to activate an agreement. Refer to the Distribution Contracts documentation and learn how to activate enrolled distribution contracts.

## Updating Distribution Agreements

Distributors can revise or manage distribution agreements by creating and activating agreement versions. Create a new version for your distribution agreement by following the steps below.



## 1. Access distribution agreement details

Click on your **distribution agreement name** from the **Agreements** tab to access the distribution agreement details screen.

The screenshot shows the CloudBlue Distribution Agreements interface. At the top, there are navigation links for Documentation, Modules, Partners, Agreements, and Distribution Agreements, each with a red 'X' icon. The Distribution Agreements link is highlighted in blue. The top right shows the user's name, 'Mighty Mick's LLC Distributor - Michael Goldmill', and a 'HELP' link. Below the header, the title 'Champions Corp. Agreement' is displayed with a back arrow and a 'EDIT' button. The main content area has tabs for 'Agreement' (selected) and 'Contracts'. Under 'Agreement', it shows 'Champions Corp. Agreement' and 'AGP-526-855-445 - Program'. Below these are tabs for 'HISTORY', 'CONTRACTS', 'DISTRIBUTION AGREEMENTS' (selected), and 'DETAILS'. A 'REFRESH' button and a 'COLUMNS' dropdown are on the left. On the right, there is a 'ADD DISTRIBUTION AGREEMENT' button. The 'DISTRIBUTION AGREEMENTS' table has columns for 'NAME', 'MARKETPLACE', 'AUTO ACCEPT', and 'ACTIVE CONTRACTS'. A row for 'Champions Corp. Distribution Agreement' is selected and highlighted with an orange border. This row shows 'NAME: Champions Corp. Distribution Agreement AGD-508-312-384', 'MARKETPLACE: Mick's Australia Marketplace MP-23722 - USD', 'AUTO ACCEPT: Enabled', and 'ACTIVE CONTRACTS: 0'. At the bottom of the table are buttons for 'Rows per page' (set to 10), '1-1 of 1', and navigation arrows.



Alternatively, click on your distribution agreement name under **Distribution Agreements** from the program agreement details.

## 2. Add a version

Click the **Add Version** button from the distribution agreement details screen.

The screenshot shows a list of contracts for the 'Champions Corp. Distribution Agreement'. The table includes columns for 'Agreement', 'Marketplace', 'Parent agreement', and 'Contracts'. The 'Agreement' row shows 'Champions Corp. Distribution Agreement' and 'AGD-508-312-384 - Distribution'. The 'Marketplace' row shows 'Mick's Australia Marketplace' and 'MP-23722 - USD'. The 'Parent agreement' row shows 'Champions Corp. Agreement' and 'AGP-526-855-445'. The 'Contracts' row shows a single entry: 'Champions Corp. Agreement' with 'AGP-526-855-445'. Below the table are tabs for 'HISTORY', 'CONTRACTS', and 'DETAILS', with 'CONTRACTS' being the active tab. A 'REFRESH' button, a 'COLUMNS' button, and an 'ADD VERSION' button are visible. The 'ADD VERSION' button is highlighted with a red box. The table has three columns: 'DOCUMENT', 'PUBLISHED', and 'ACTIVE CONTRACTS'. The first row shows 'Version 1' as Active, published on '01/25/2022' by 'Michael Goldmill', with '0' active contracts. At the bottom, there are buttons for 'Rows per page' (set to 10), a page number '1–1 of 1', and navigation arrows.

### 3. Specify new attributes

Fill out the following agreement version form:

- Document source:** Select *External Document* to provide a link to your agreement document or choose *Uploaded File* to upload a document file (in the PDF format). Otherwise, select *None* to show your Partner only the text from the *description* field.
- Activate version:** Activate your agreement version by checking this checkbox.

The screenshot shows the 'Add new version' dialog box. The 'Document source' section has 'External Document' selected, with a 'Document URL' input field containing 'https://mighty-mick.org/agreement/distribution'. The 'Version properties' section has a checked checkbox for 'Activate version'. At the bottom are 'CANCEL' and 'ADD' buttons.



Click the **Add** button to finalize your version creation.

Therefore, your created version will be displayed under **History**. Note if the **Activate version** checkbox is checked, your agreement version is activated automatically. In case this checkbox is left unchecked, click the **Activate** button to manually activate selected version.

The screenshot shows the CloudBlue Distribution Agreements interface. At the top, there are navigation links for Documentation, Modules, Partners, Agreements, and Distribution Agreements. The main content area is titled "Champions Corp. Distribution Agreement". It displays the following information:

Agreement	Marketplace	Parent agreement	Contracts
Champions Corp. Distribution Agreement AGD-508-312-384 - Distribution	Mick's Australia Marketplace MP-23722 - USD	Champions Corp. Agreement AGP-526-855-445	-

Below this, there are tabs for HISTORY, CONTRACTS, and DETAILS. The HISTORY tab is selected. The table shows two versions:

DOCUMENT	PUBLISHED	ACTIVE CONTRACTS	Actions
Version 2	01/25/2022 Michael Goldmill	0	⋮
Version 1	01/25/2022 Michael Goldmill	0	⋮

At the bottom of the table, there are buttons for "REFRESH", "COLUMNS", "ADD VERSION", "Activate" (which is highlighted with a red box), and "Delete". The "Activate" button is located in the bottom right corner of the table's footer area. The "Delete" button is also visible.

By activating a new version, the system notifies Vendors that enrolled distribution contracts associated with this agreement about this new version. These Vendors can sign your updated distribution agreement as described in Accepting Agreement Updates.

## Attaching Forms

Distributors can attach a custom form to a created distribution agreement. Once a specific custom form is attached, Vendors should provide additional information before enrolling a distribution contract and before submitting a listing request.

Click the **Edit** button next to **Attached Forms** and select your *Product* form, *Agreement* form, or *Item* form.



The screenshot shows a distribution agreement for 'Champions Corp. Distribution Agreement' (ID: AGD-508-312-384). The agreement is linked to 'Mick's Australia Marketplace' (ID: MP-23722) and a parent agreement ('Champions Corp. Agreement' ID: AGP-526-855-445). The 'Contracts' section is empty. The 'DETAILS' tab is selected. The 'Description' field contains the text: 'This distribution agreement is created for Champions LLC'. The 'Auto accept' setting is disabled. The 'Attached forms' section is empty. The 'Created' and 'Updated' fields show the dates 03/12/2021 9:51 AM and 03/18/2021 4:12 AM respectively. A red 'X' icon is visible in the top left corner of the screenshot area.

Refer to the Forms module documentation for more information about custom forms.

## Vendor Portal

### Enrolling Distribution Agreements

In case the Auto Accept option is disabled, Vendors need to manually enroll their distribution agreement. Once a distribution agreement is enrolled, the system generates a distribution contract that should be then approved by Distributors. By approving distribution contracts, Distributors also activate their associated distribution agreements.

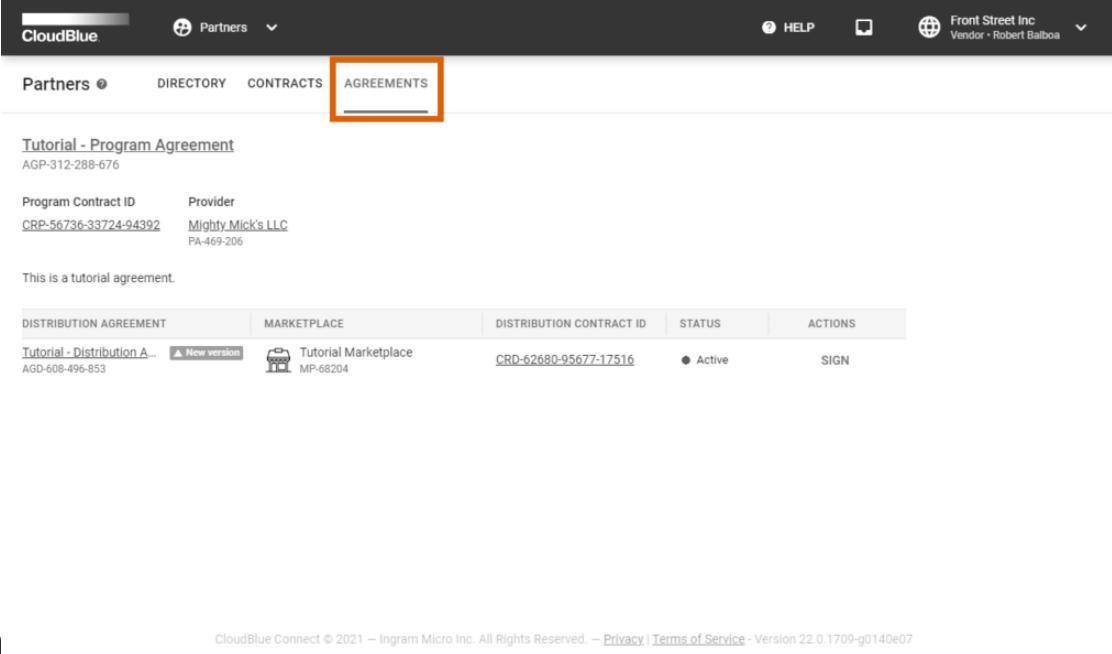
Refer to the Distribution Contracts documentation and learn how to enroll distribution contracts.

### Accepting Agreement Updates

Once a Vendor receives a notification about a new distribution agreement version, this Vendor can sign and activate the updated distribution agreement. Follow the steps below to successfully update your distribution agreement.

#### 1. Access your Agreements

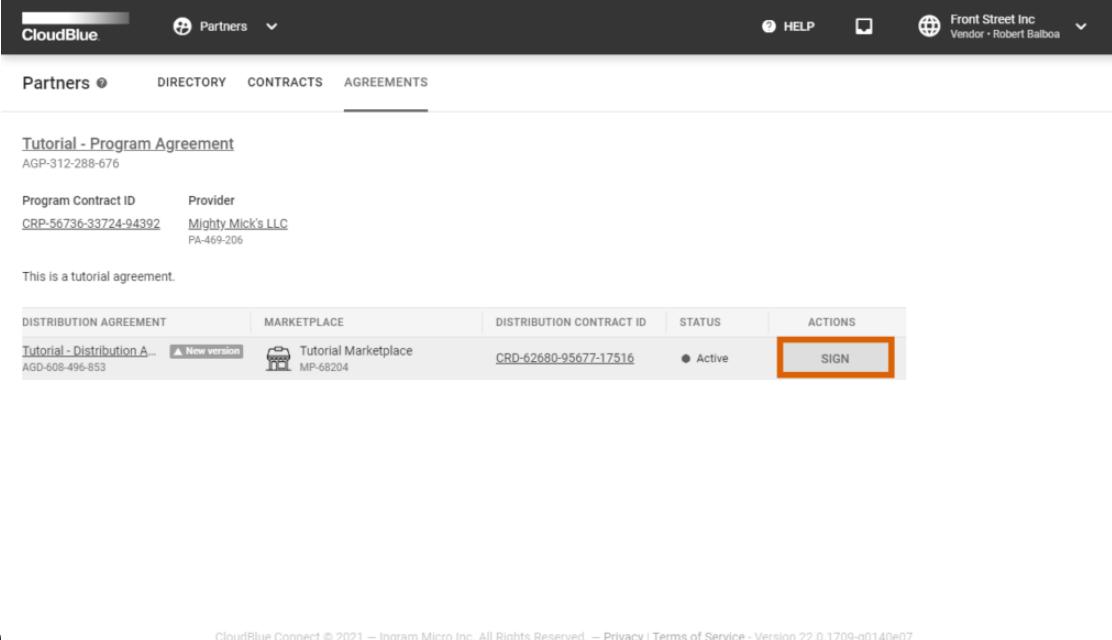
Navigate to the **Partners** module and proceed to the **Agreements** tab



This screenshot shows the CloudBlue Connect interface. At the top, there is a navigation bar with the CloudBlue logo, a 'Partners' dropdown, a 'HELP' link, and a 'Front Street Inc' vendor information section. Below the navigation bar, there is a horizontal menu with 'Partners', 'DIRECTORY', 'CONTRACTS', and 'AGREEMENTS' tabs. The 'AGREEMENTS' tab is highlighted with a red box. The main content area displays a 'Tutorial - Program Agreement' with ID AGP-312-288-676. It shows the 'Program Contract ID' (CRP-56736-33724-94392), 'Provider' (Mighty Mick's LLC), and 'PA-469-206'. A note states 'This is a tutorial agreement.' Below this, a table provides details for a 'Tutorial - Distribution Agreement' with ID AGD-608-496-853. The table columns are 'DISTRIBUTION AGREEMENT', 'MARKETPLACE', 'DISTRIBUTION CONTRACT ID', 'STATUS', and 'ACTIONS'. The 'ACTIONS' column contains a 'SIGN' button, which is also highlighted with a red box. At the bottom of the page, there is a footer note: 'CloudBlue Connect © 2021 – Ingram Micro Inc. All Rights Reserved. – [Privacy](#) | [Terms of Service](#) - Version 22.0.1709-g0140e07'.

## 2. Locate your updated distribution agreement

Locate a new version of your distribution agreement and click the **Sign** action button.



This screenshot shows the CloudBlue Connect interface, similar to the previous one but with a new 'New version' entry for the 'Tutorial - Distribution Agreement'. The 'Partners' tab is selected. The 'AGREEMENTS' tab is also selected. The main content area displays the same 'Tutorial - Program Agreement' and 'Tutorial - Distribution Agreement' details as the previous screenshot. The 'ACTIONS' column for the distribution agreement table now includes a 'SIGN' button, which is highlighted with a red box. At the bottom of the page, there is a footer note: 'CloudBlue Connect © 2021 – Ingram Micro Inc. All Rights Reserved. – [Privacy](#) | [Terms of Service](#) - Version 22.0.1709-g0140e07'.



← Tutorial - Distribution Agreement

Enrolled at 03/29/2021 4:11 AM Approved at 03/29/2021 4:38 AM Approved by Robert Balboa UR-990-608-869

**Marketplace**

Tutorial Marketplace MP-68204  
This is a tutorial marketplace

**History**

DOCUMENT	PUBLISHED AT	ISSUER STAMP	SIGNEE STAMP	ACTION
Version 2	03/29/2021	—	—	<b>SIGN</b>
Version 1	03/26/2021	03/29/2021 Robert Balboa	03/29/2021 Michael Goldmill	—

CONVERSATION CO-360-710-514-675-124-263

March 29, 2021

Robert Balboa  
Contract CRD-62680-95677-17516 created. State set to enrolling.  
4:11 AM

State changed to pending  
4:11 AM

Michael Goldmill  
State changed to active  
4:38 AM

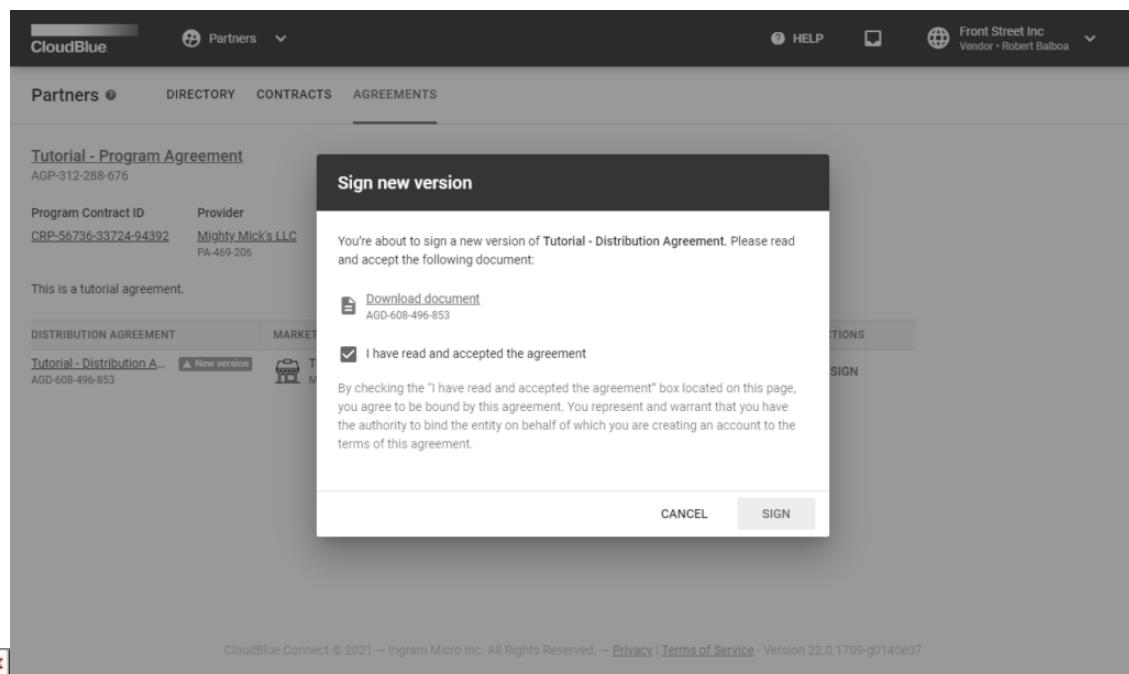
B Write a message...

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Alternatively, access your agreement details screen by clicking on your distribution agreement name and click **Sign** next to a new agreement version.

### 3. Sign the new version

Review the provided document and check the **I have read and accepted the agreement** checkbox.



**Tutorial - Program Agreement**  
AGP-312-288-676

Program Contract ID Provider  
CRP-56736-33724-94392 Mighty Mick's LLC  
PA-469-206

This is a tutorial agreement.

**DISTRIBUTION AGREEMENT** **MARKET**

**Tutorial - Distribution A...** **New version**

**Download document** AGD-608-496-853

I have read and accepted the agreement

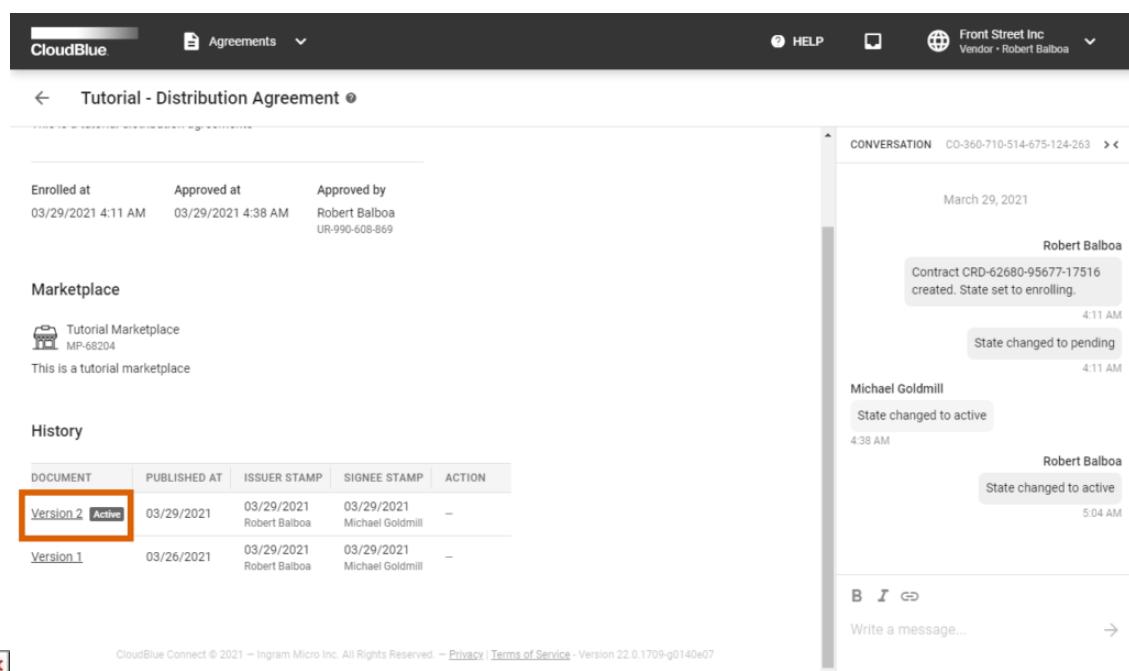
By checking the "I have read and accepted the agreement" box located on this page, you agree to be bound by this agreement. You represent and warrant that you have the authority to bind the entity on behalf of which you are creating an account to the terms of this agreement.

**CANCEL** **SIGN**

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Click **Sign** to sign and activate your updated agreement.

Therefore, the system will mark your new activated distribution agreement with the **Active** tag.



**Tutorial - Distribution Agreement**

Enrolled at Approved at Approved by  
03/29/2021 4:11 AM 03/29/2021 4:38 AM Robert Balboa  
UR-990-608-869

**Marketplace**  
Tutorial Marketplace  
MP-68204

This is a tutorial marketplace

**History**

DOCUMENT	PUBLISHED AT	ISSUER STAMP	SIGNEE STAMP	ACTION
Version 2 <b>Active</b>	03/29/2021	03/29/2021 Robert Balboa	03/29/2021 Michael Goldmill	—
Version 1	03/26/2021	03/29/2021 Robert Balboa	03/29/2021 Michael Goldmill	—

**CONVERSATION** CO-360-710-514-675-124-263

March 29, 2021

Robert Balboa  
Contract CRD-62680-95677-17516  
created. State set to enrolling.  
4:11 AM

State changed to pending  
4:11 AM

Michael Goldmill  
State changed to active  
4:38 AM

Robert Balboa  
State changed to active  
5:04 AM

**B** **I** **GO**  
Write a message... **→**

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Note that your Distribution Contract will be also associated with your new distribution agreement version.