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Distribution 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This article has been generated from the online version of the documentation and might be out of date.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 April 25, 2024

Overview

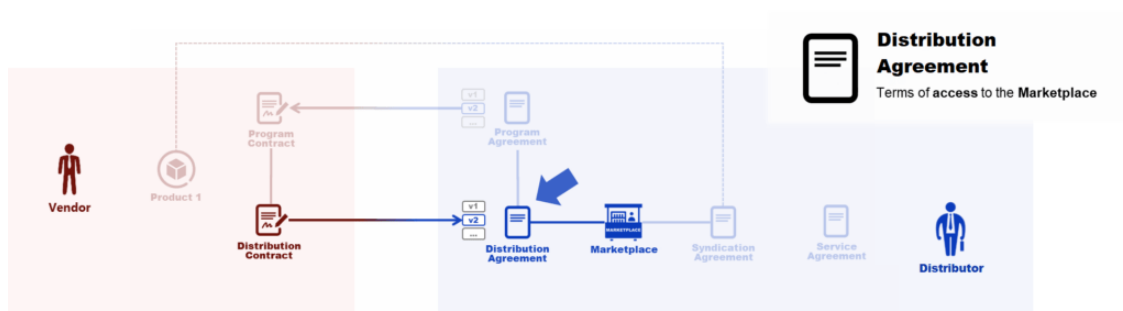
Distribution agreements define terms and conditions that Vendors must accept to supply their products through specified Marketplaces. For each marketplace that a Distributor wants to use, it is necessary to create and enroll a distribution agreement on the CloudBlue Connect platform.



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.

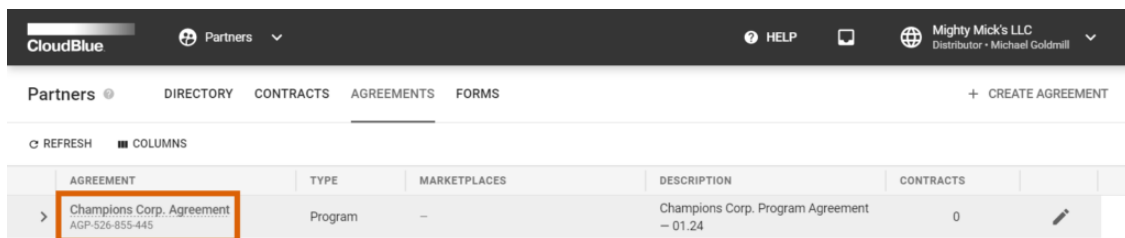
**Note**

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

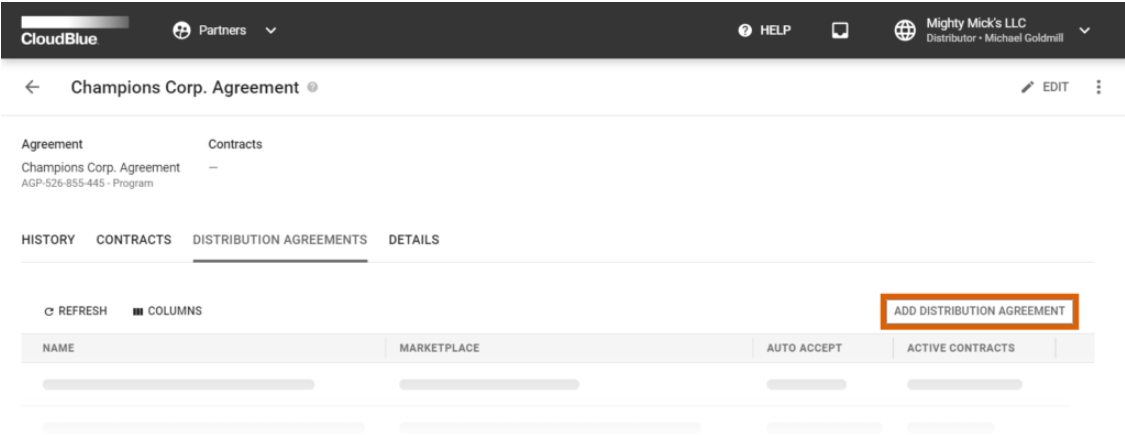
Click on your program agreement name from the **Agreements** tab to access your program agreement details screen.



CloudBlue Partners						
Partners DIRECTORY CONTRACTS AGREEMENTS FORMS						
REFRESH COLUMNS						
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**.



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.

The screenshot shows the 'Create agreement' modal in the CloudBlue interface. The modal is titled 'Create agreement' and contains the following fields and options:

- Name ***: Champions Corp. Distribution Agreement (38 / 100 characters)
- Description ***: Distribution Agreement for Champions Corp. - 01/25 (lines: 1 words: 7 51/10000)
- Marketplace**: Mick's Australia Marketplace MP-23722
- Document source**:
 - ☒ None (Only agreement's description will be shown to the partner)
 - ☐ External Document
 - ☐ Uploaded File
- Version properties**:
 - ☒ Activate version

At the bottom right of the modal are 'CANCEL' and 'CREATE' buttons.

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.

CloudBlue

Partners

HELP

Mighty Mick's LLC
Distributor • Michael Goldmill

←

Champions Corp. Agreement

EDIT

Agreement

Contracts

Champions Corp. Agreement

—

AGP-526-855-445 - Program

HISTORY

CONTRACTS

DISTRIBUTION AGREEMENTS

DETAILS

REFRESH

COLUMNS

ADD DISTRIBUTION AGREEMENT

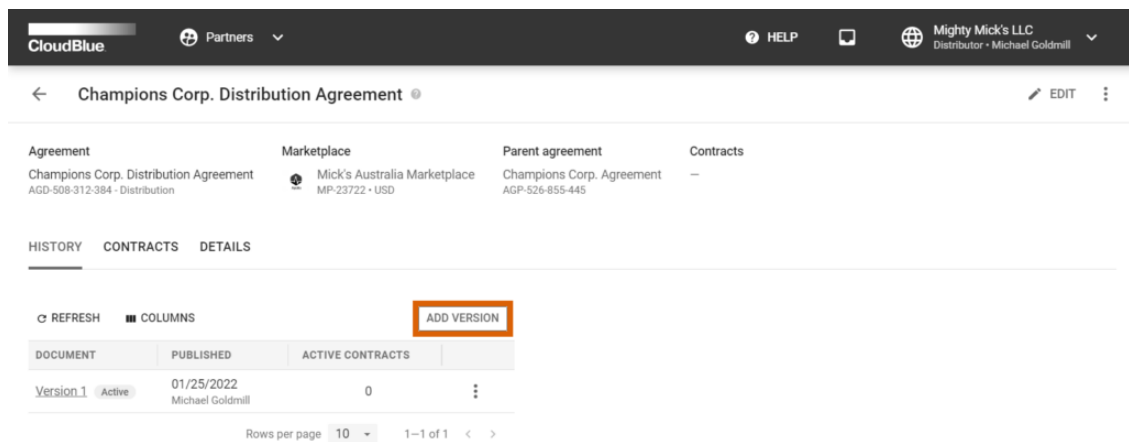
NAME	MARKETPLACE	AUTO ACCEPT	ACTIVE CONTRACTS
Champions Corp. Distribution Agreement AGD-508-312-384	Mick's Australia Marketplace MP-23722 • USD	Enabled	0

Rows per page 10 1—1 of 1

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

2. Add a version

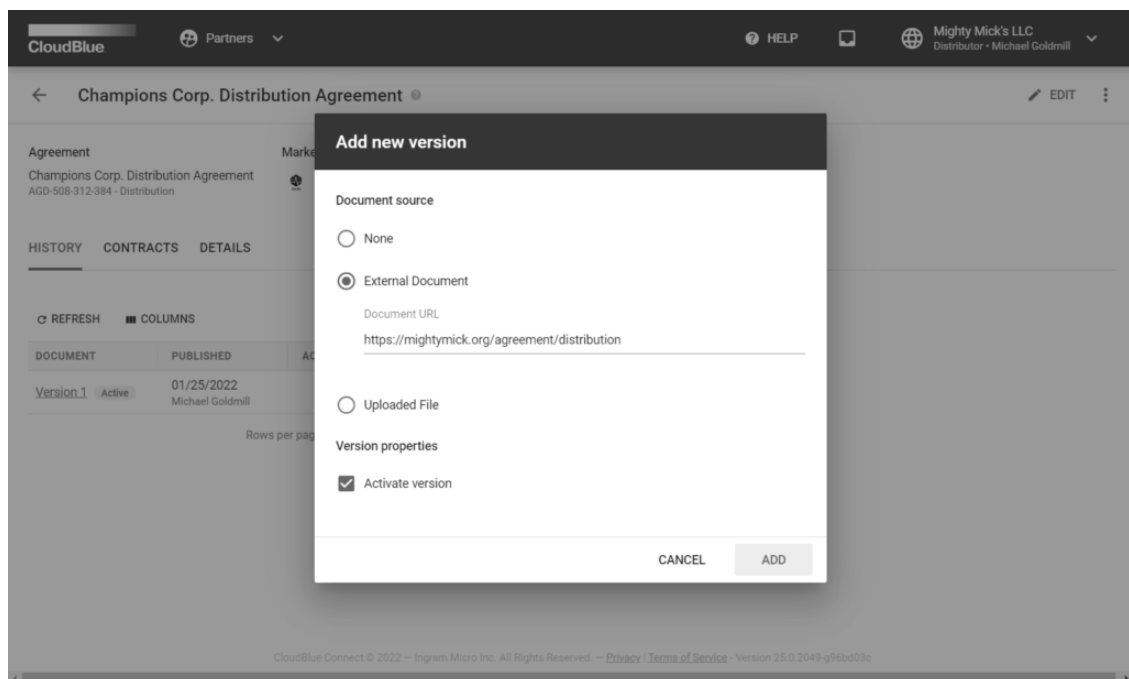
Click the **Add Version** button from the distribution agreement details screen.



3. Specify new attributes

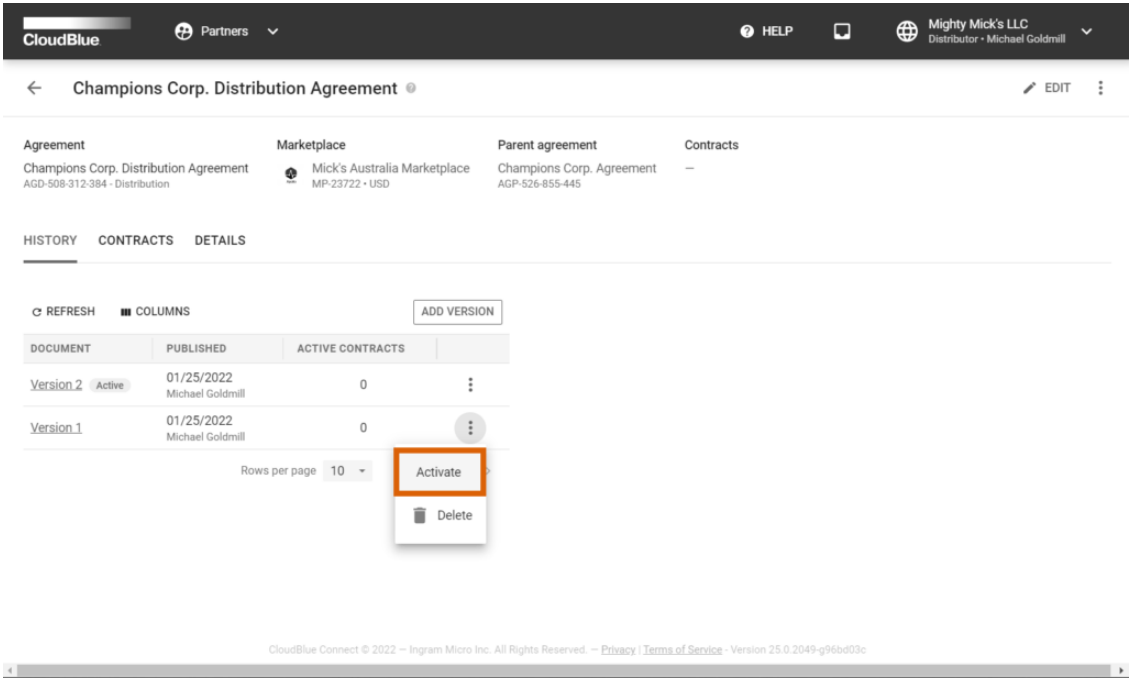
Fill out the following agreement version form:

- **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.



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.

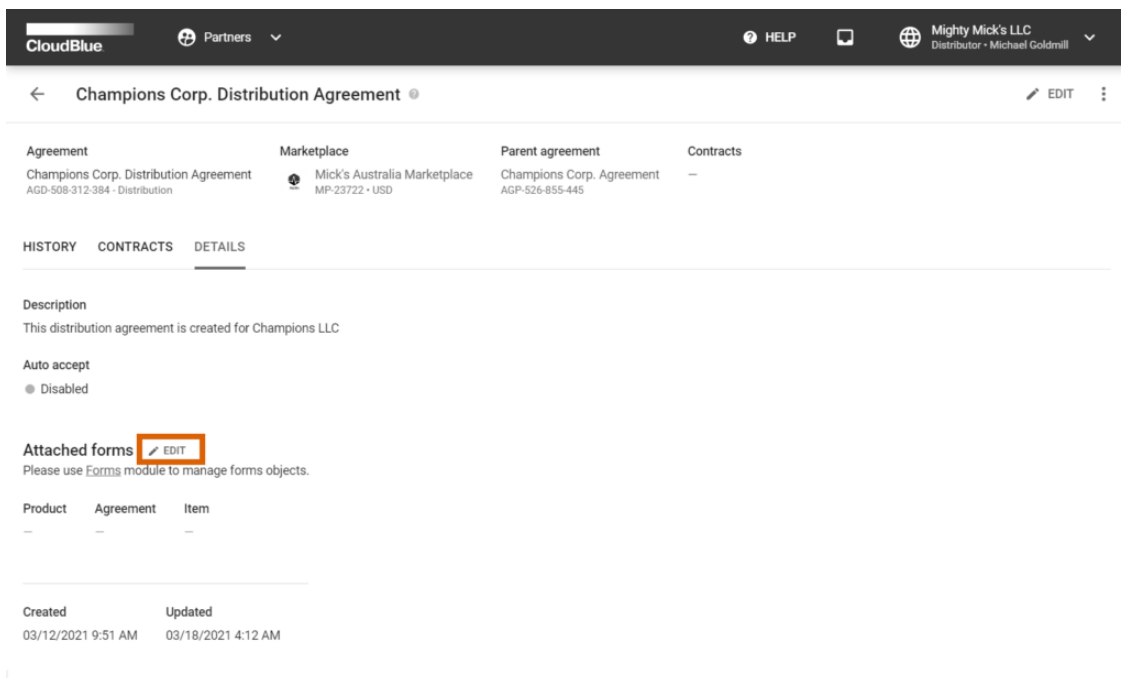


By activating a new version, the system notifies Vendors that enrolled distribution contracts associated with this agreement about this new version. These Vendors can sign your updated distribution agreement as described in Accepting Agreement Updates.

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.



CloudBlue Partners

HELP

Mighty Mick's LLC
Distributor • Michael Goldmill

← Champions Corp. Distribution Agreement

Agreement
Champions Corp. Distribution Agreement
AGD-508-312-384 • Distribution

Marketplace
Mick's Australia Marketplace
MP-23722 • USD

Parent agreement
Champions Corp. Agreement
AGP-526-855-445

Contracts
—

HISTORY CONTRACTS DETAILS

Description
This distribution agreement is created for Champions LLC

Auto accept
● Disabled

Attached forms **EDIT**
Please use [Forms](#) module to manage forms objects.

Product	Agreement	Item
—	—	—

Created	Updated
03/12/2021 9:51 AM	03/18/2021 4:12 AM

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

CloudBlue

Partners

HELP

Front Street Inc
Vendor - Robert Balboa

Partners

DIRECTORY

CONTRACTS

AGREEMENTS

Tutorial - Program Agreement

AGP-312-288-676

Program Contract ID

CRP-56736-33724-94392

Provider

Mighty Mick's LLC
PA-469-206

This is a tutorial agreement.

DISTRIBUTION AGREEMENT	MARKETPLACE	DISTRIBUTION CONTRACT ID	STATUS	ACTIONS
<div>Tutorial - Distribution A...</div> <div>AGD-608-496-653</div>	<div><div>New version</div><div>Tutorial Marketplace</div><div>MP-68204</div></div>	CRD-62680-95677-17516	● Active	SIGN

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2. Locate your updated distribution agreement

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

CloudBlue

Partners

HELP

Front Street Inc
Vendor - Robert Balboa

Partners

DIRECTORY

CONTRACTS

AGREEMENTS

Tutorial - Program Agreement

AGP-312-288-676

Program Contract ID

CRP-56736-33724-94392

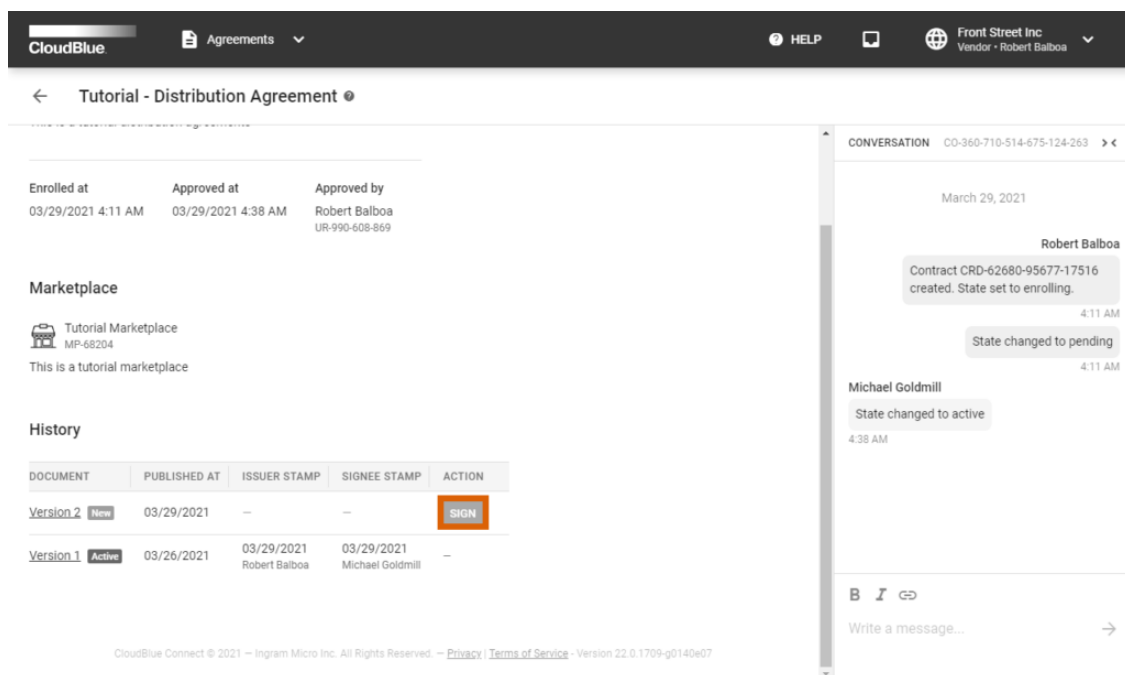
Provider

Mighty Mick's LLC
PA-469-206

This is a tutorial agreement.

DISTRIBUTION AGREEMENT	MARKETPLACE	DISTRIBUTION CONTRACT ID	STATUS	ACTIONS
<div>Tutorial - Distribution A...</div> <div>AGD-608-496-653</div>	<div><div>New version</div><div>Tutorial Marketplace</div><div>MP-68204</div></div>	CRD-62680-95677-17516	● Active	SIGN

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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 New	03/29/2021	—	—	SIGN
Version 1 Active	03/26/2021	03/29/2021 Robert Balboa	03/29/2021 Michael Goldmill	—

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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

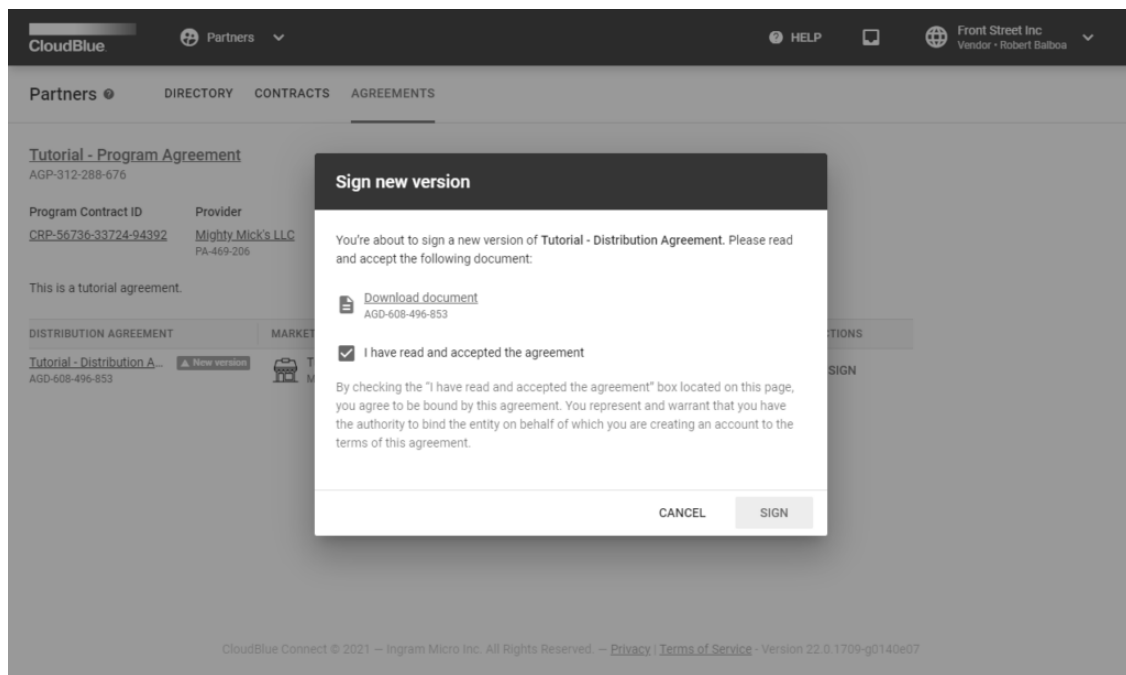
Michael Goldmill
State changed to active
4:38 AM

B I [Link](#)
Write a message... →

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

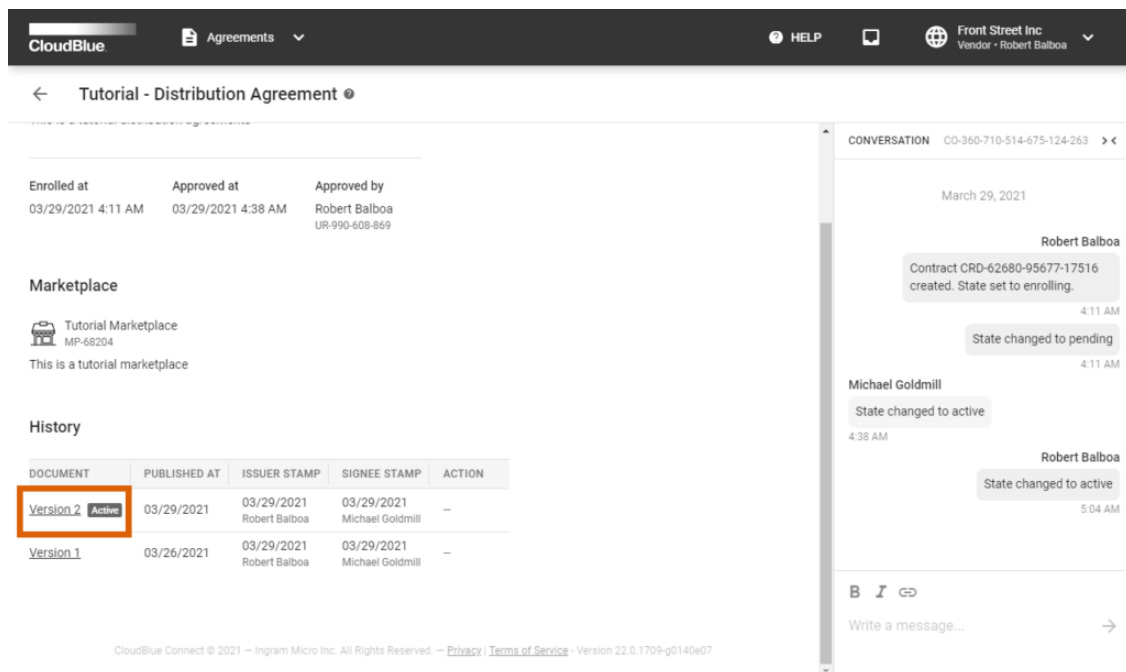
3. Sign the new version

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



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

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



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