



<https://cloudblue.com>

Documentation Modules Partners Contracts

Referral Contracts

This article has been generated from the online version of the documentation and might be out of date.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 February 15, 2026

Overview

Invited Distributors can enroll a *Referral Contract* (also called *Direct Sourcing Contracts* or *Direct Contracts*) to arrange direct collaboration with Vendors via Product Catalog. Specifically, the system allows organizations to enroll a referral contract in case the Sourcing Distributor creates a *Referral Agreement* and attaches it to the configured *Service Agreement*. Navigate to the *Referral Agreements* documentation and *Catalog Management* documentation for more details.



Program Agreement is Required!

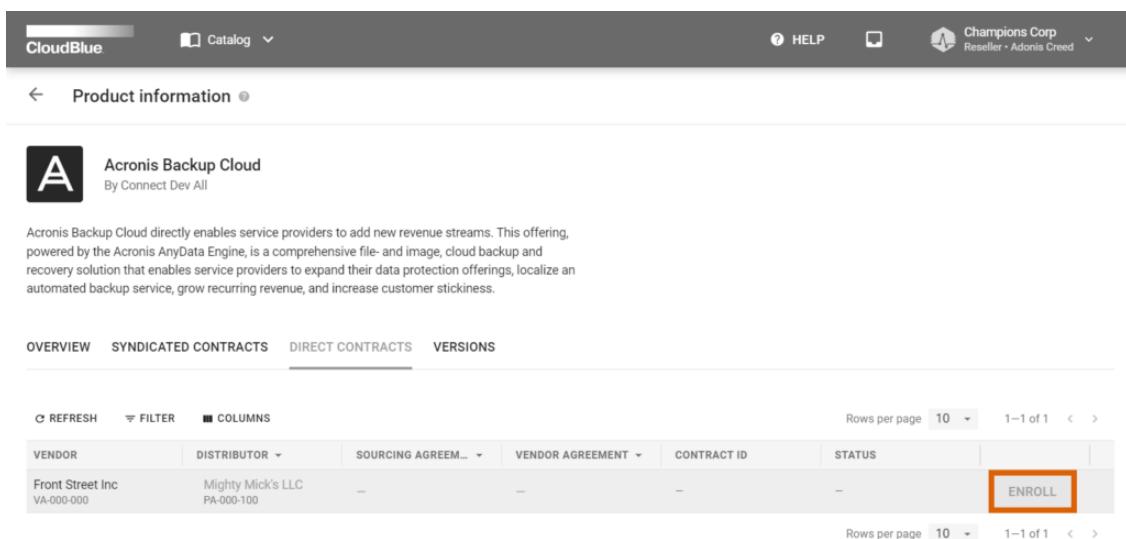
In case your organization needs to enroll a new referral contract, make sure that your organization created at least one *Program Agreement*. Refer to the *Program Agreement* documentation for more details.

The following describes how to enroll a referral contract and how invited Distributors can start collaborating with Vendors on the CloudBlue Connect platform.

Enrolling Referral Contracts

Access the Catalog module and select a product that provides a referral agreement in the **Direct Contracts** tab.

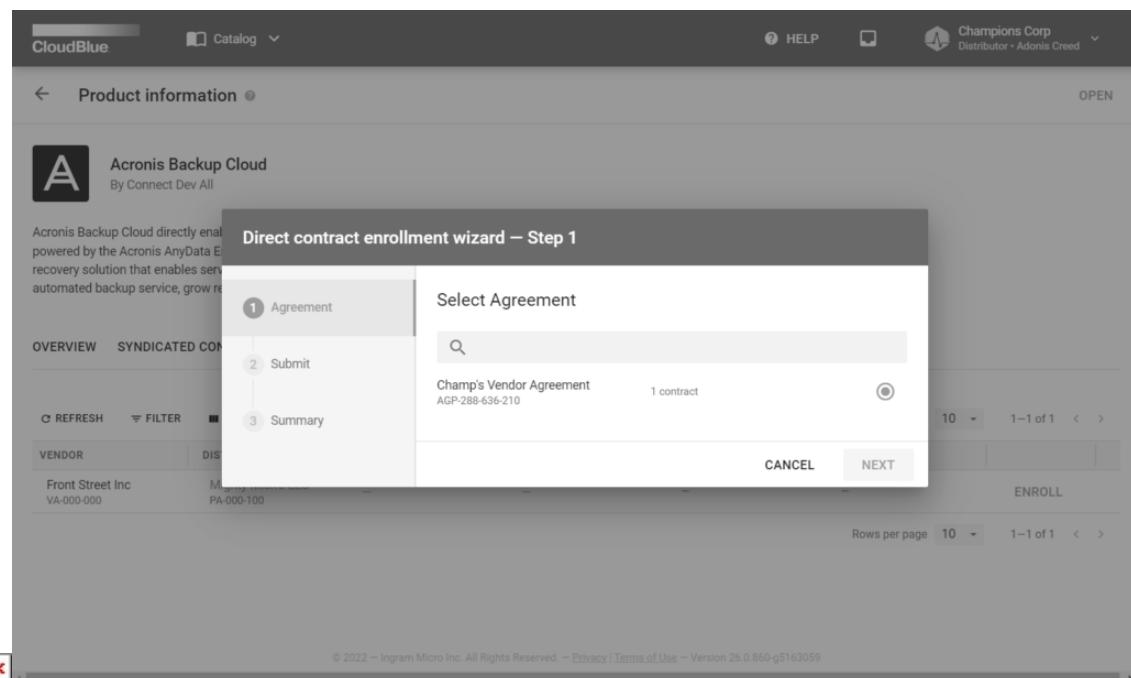
Click the **Enroll** button to launch a referral contract creation wizard. Thereafter, follow the wizard steps to successfully create and enroll a referral contract:



The screenshot shows the CloudBlue Connect interface with the following details:

- Header:** CloudBlue, Catalog, HELP, Champions Corp Reseller - Adonis Creed.
- Page Title:** Product information
- Product Information:**
 - Icon:** A
 - Name:** Acronis Backup Cloud
 - By:** Connect Dev All
 - Description:** Acronis Backup Cloud directly enables service providers to add new revenue streams. This offering, powered by the Acronis AnyData Engine, is a comprehensive file- and image, cloud backup and recovery solution that enables service providers to expand their data protection offerings, localize an automated backup service, grow recurring revenue, and increase customer stickiness.
- Tab Selection:** DIRECT CONTRACTS
- Table Headers:** OVERVIEW, SYNDICATED CONTRACTS, DIRECT CONTRACTS, VERSIONS
- Table Rows:**

VENDOR	DISTRIBUTOR	SOURCING AGREEM...	VENDOR AGREEMENT	CONTRACT ID	STATUS	ENROLL
Front Street Inc VA-000-000	Mighty Mick's LLC PA-000-100	—	—	—	—	ENROLL
- Page Footer:** Rows per page: 10, 1-1 of 1



CloudBlue Catalog OPEN

Champions Corp Distributor - Adonis Creed

Product information

Acronis Backup Cloud

By Connect Dev All

Direct contract enrollment wizard – Step 1

1 Agreement

2 Submit

3 Summary

OVERVIEW SYNDICATED CON

REFRESH FILTER

VENDOR DIS

Front Street Inc VA-000-000

PA-000-100

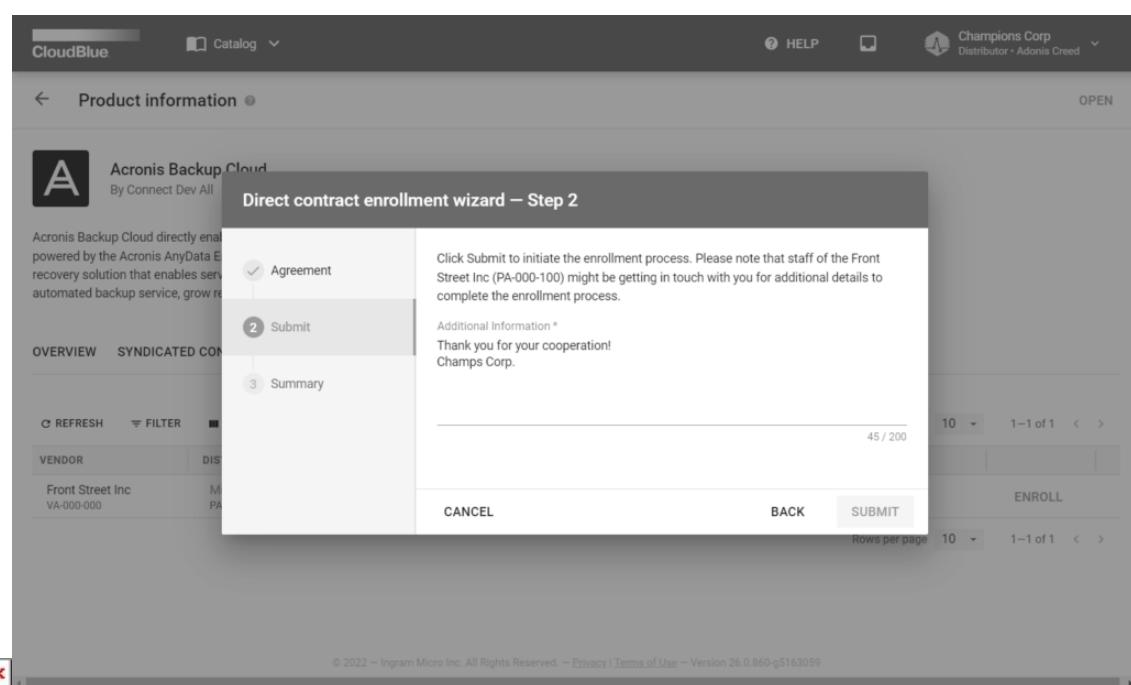
Champ's Vendor Agreement AGP-288-636-210

1 contract

CANCEL NEXT ENROLL

Rows per page 10 1–1 of 1

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CloudBlue Catalog OPEN

Champions Corp Distributor - Adonis Creed

Product information

Acronis Backup Cloud

By Connect Dev All

Direct contract enrollment wizard – Step 2

1 Agreement

2 Submit

3 Summary

OVERVIEW SYNDICATED CON

REFRESH FILTER

VENDOR DIS

Front Street Inc VA-000-000

PA-000-100

Click Submit to initiate the enrollment process. Please note that staff of the Front Street Inc (PA-000-100) might be getting in touch with you for additional details to complete the enrollment process.

Additional Information *

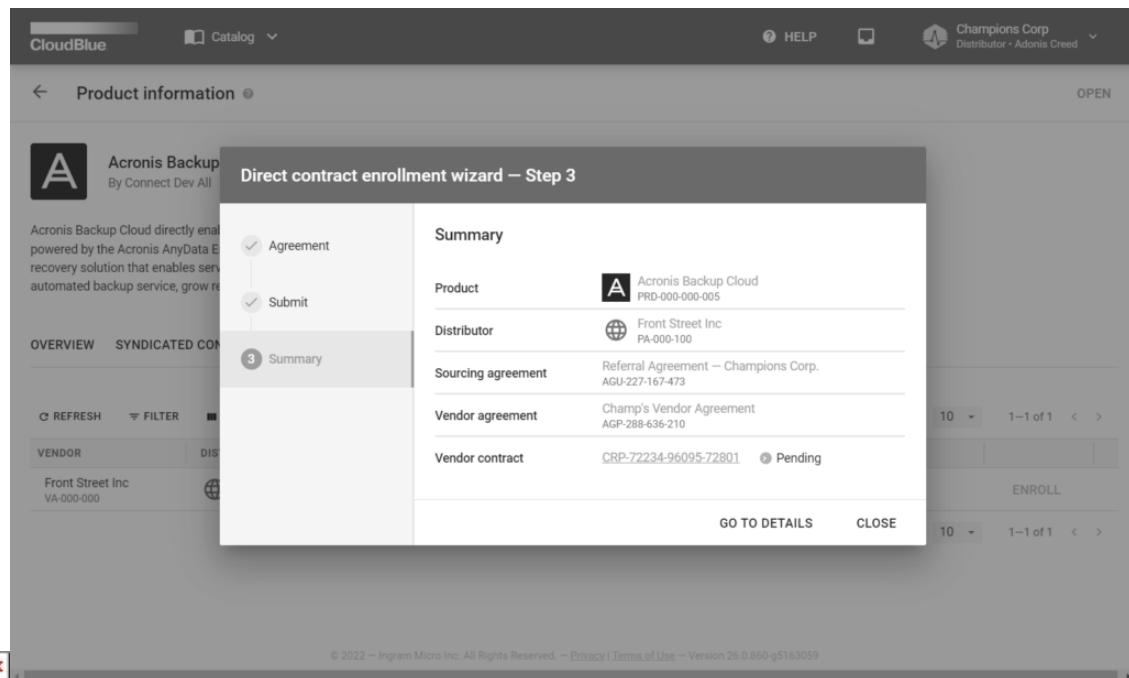
Thank you for your cooperation!
Champs Corp.

45 / 200

CANCEL BACK SUBMIT ENROLL

Rows per page 10 1–1 of 1

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1. Agreement: The system prompts Distributors to select their defined Program Agreement. This agreement will be sent to the product Vendor once your contract is submitted successfully.

2. Submit: Specify any additional information that may be required to process your contract. Click the *Submit* button to enroll your referral contract and .

3. Summary: The system will provide a summary with the specified Distributor, product, target marketplace and your created contract.

Click the **Go to Details** button to access your created contract or click **Close** to close the summary.

As a result, the system will submit your created contract to Vendors. Once Vendors successfully approve the submitted contract, your organization can start collaborating with Vendors on the Connect platform.



Program Contracts

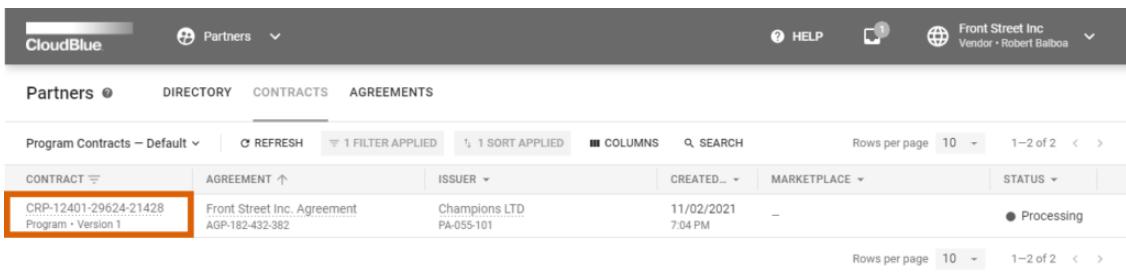
Note that once invited Distributors enroll a referral contract, the CloudBlue Connect platform will generate a *Program Contract*. Therefore, the system will prompt Vendors to process a new submitted program contract and consequently confirm collaboration with

 Distributors.

Processing Program Contracts

Once Distributors submit their program contract to Vendors on the CloudBlue Connect platform, Vendors are required to process such contracts to initiate new business collaboration. In case Vendors successfully sign the program contract, the system allows Distributors to list the product within their marketplace.

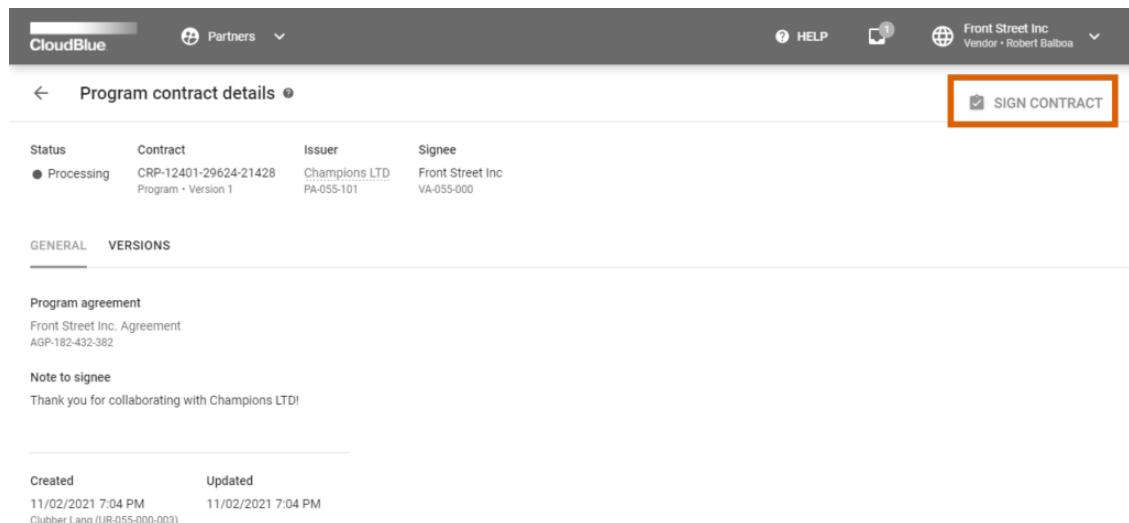
The following steps demonstrate how Vendors can process the submitted program contract and start collaborating with Distributors.



The screenshot shows the CloudBlue Connect Partners interface. The top navigation bar includes 'CloudBlue', 'Partners', 'HELP', and 'Front Street Inc. Vendor • Robert Balboa'. Below the navigation is a search bar and a filter section. The main content area is titled 'Program Contracts – Default'. It features a table with columns: CONTRACT, AGREEMENT, ISSUER, CREATED..., MARKETPLACE, and STATUS. The first row in the table is highlighted with an orange border. The table shows the following data:

CONTRACT	AGREEMENT	ISSUER	CREATED...	MARKETPLACE	STATUS
CRP-12401-29624-21428 Program • Version 1	Front Street Inc. Agreement AGP-182-432-382	Champions LTD PA-055-101	11/02/2021 7:04 PM	–	● Processing





CloudBlue Partners HELP Front Street Inc Vendor • Robert Balboa

← Program contract details

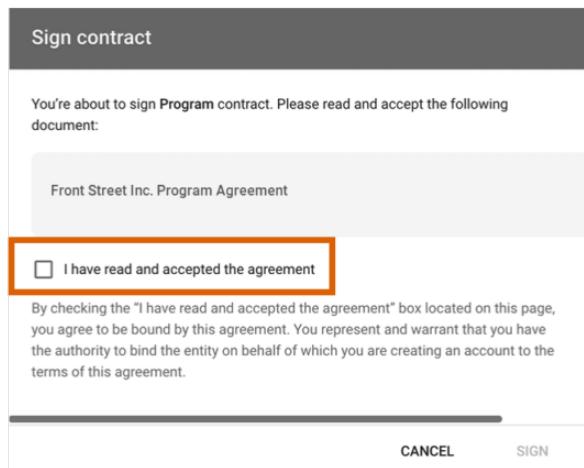
Status: Processing Contract: CRP-12401-29624-21428
Issuer: Champions LTD Signee: Front Street Inc
Program - Version 1 PA-055-101 VA-055-000

GENERAL VERSIONS

Program agreement
Front Street Inc. Agreement
AGP-182-432-382

Note to signee
Thank you for collaborating with Champions LTD!

Created: 11/02/2021 7:04 PM Updated: 11/02/2021 7:04 PM
Clubber Lang (UR-055-000-003)



Sign contract

You're about to sign Program contract. Please read and accept the following document:

Front Street Inc. Program Agreement

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





1. Vendors are required to access the **Partners** module and locate a submitted program contract within the **Contracts** tab.
2. Click on the program contract identifier to access the *contract details* screen. Vendors can use this screen to get familiar with the provided terms and conditions.
3. Click the **Sign Contract** button to open a specific form and sign the program contract.
4. Check *I have read and accepted the agreement* checkbox and click the **Sign** button.

Therefore, Vendors will successfully sign a program contract that is submitted by enrolling a referral contract. Note that the status of this contract should be also switched to *Active*. This indicates that the specified Distributor can start collaborating with the specified Vendor by using the Connect platform.



Following operations are available

Once a referral contract and a program contract are successfully activated, the Distributor and the Vendor can proceed with following operations. Specifically, the system allows creating and signing Distribution Agreement, managing required listings, establishing a product to hub connection, and performing other operations on the Connect platform that streamline and enhance business collaboration with your partners.