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Referral Contracts



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Auto-generated at March 29, 2024

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:

CloudBlueCatalog

HELP

Champions Corp
Reseller - Adonis Creed

Product information

A

Acronis Backup Cloud
By Connect Dev All

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.

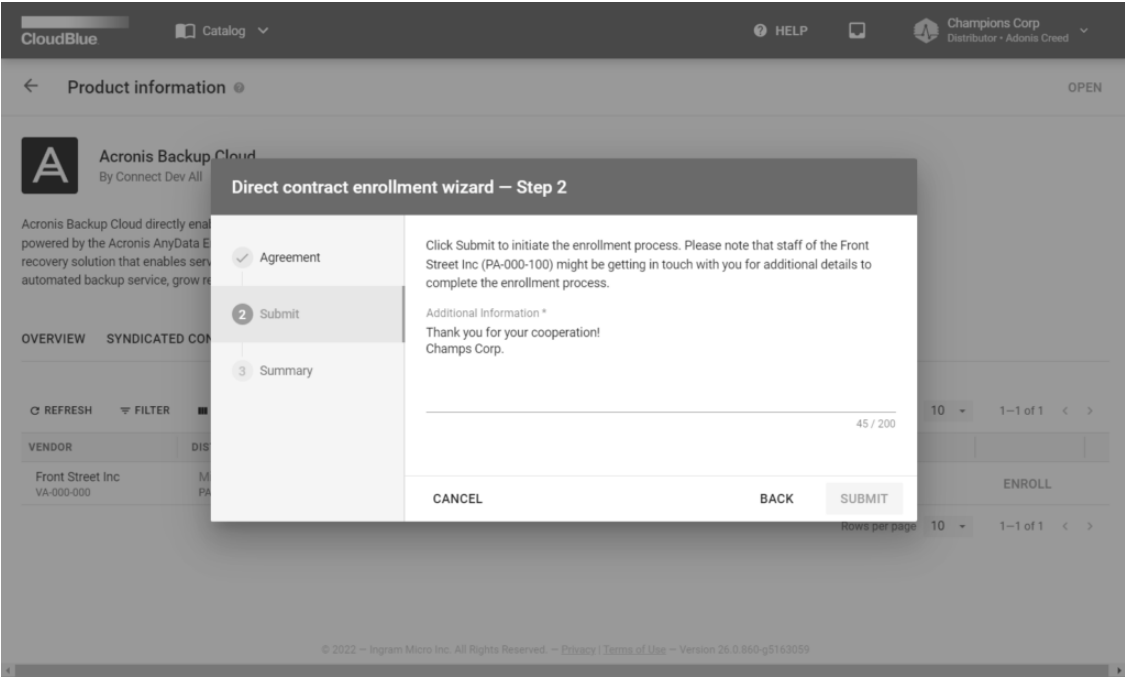
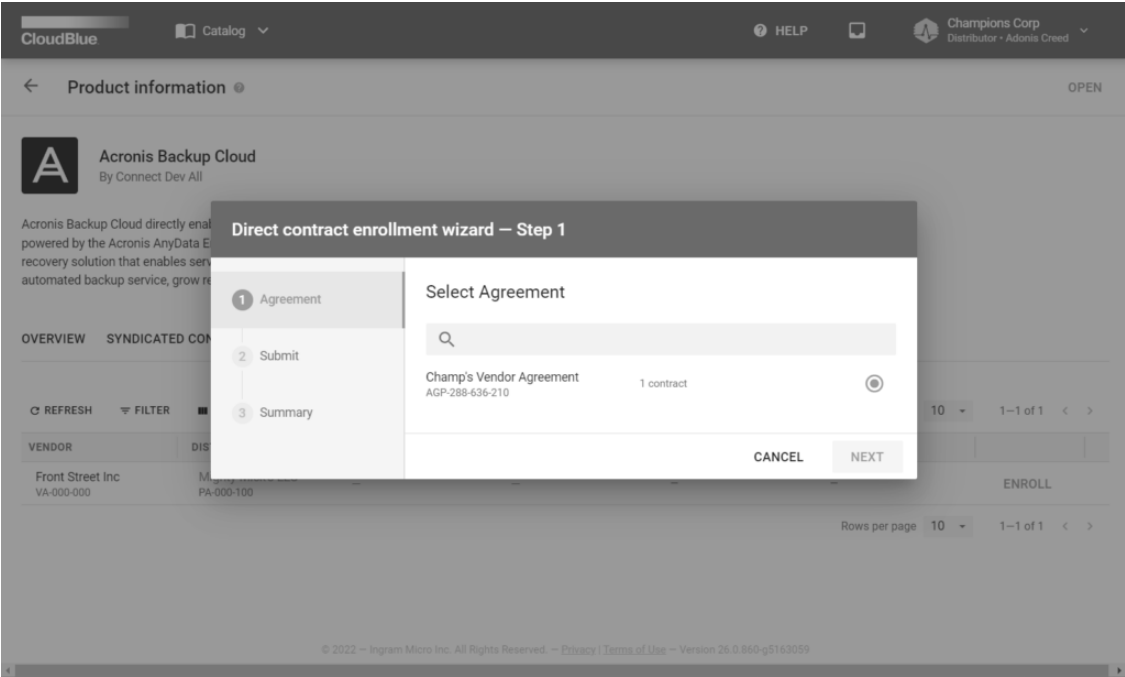
OVERVIEWSYNDICATED CONTRACTSDIRECT CONTRACTSVERSIONS

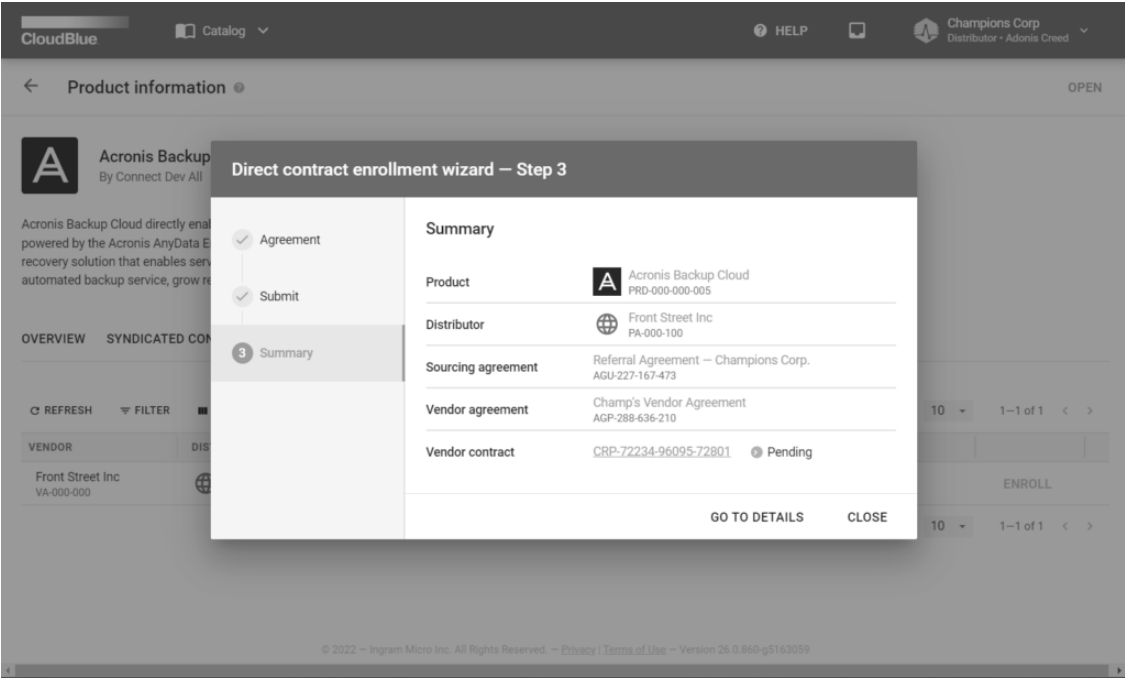
REFRESHFILTERCOLUMNS

Rows per page101-1 of 1

| VENDOR | DISTRIBUTOR | SOURCING AGREEM... | VENDOR AGREEMENT | CONTRACT ID | STATUS | |
|--------------------------------|---------------------------------|--------------------|------------------|-------------|--------|--------|
| Front Street Inc VA-000-000 | Mighty Mick's LLC PA-000-100 | — | — | — | — | ENROLL |

Rows per page101-1 of 1





- 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.

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Partners

DIRECTORY

CONTRACTS

AGREEMENTS

Program Contracts – Default

REFRESH

1 FILTER APPLIED

1 SORT APPLIED

COLUMNS

SEARCH

Rows per page 10

1–2 of 2

| 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 |

Rows per page 10

1–2 of 2

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←

Program contract details

SIGN CONTRACT

| | | | |
|--------------|--|-----------------------------|--------------------------------|
| Status | Contract | Issuer | Signee |
| ● Processing | CRP-12401-29624-21428 Program • Version 1 | Champions LTD PA-055-101 | Front Street Inc 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

Updated

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

11/02/2021 7:04 PM

Sign contract

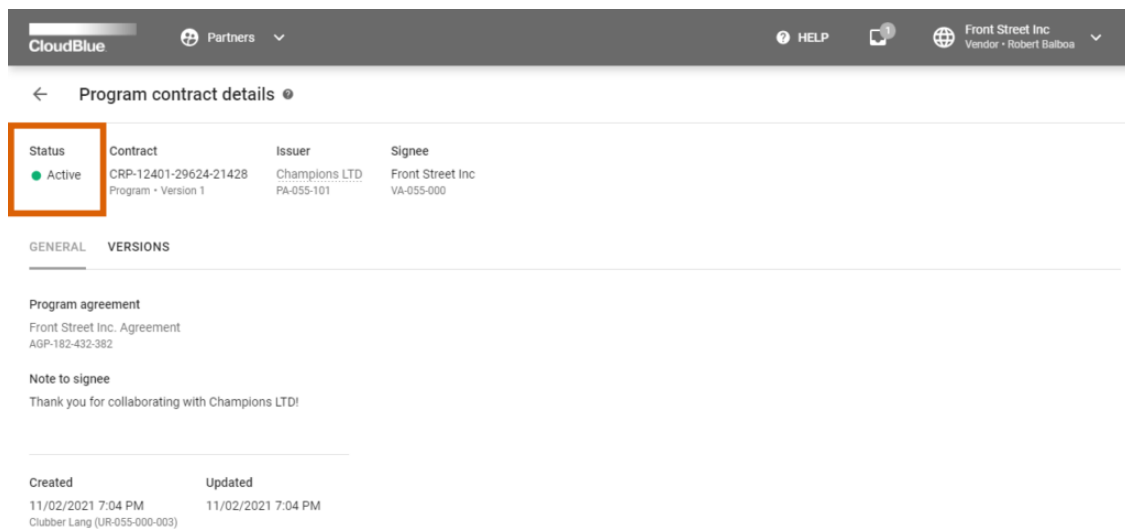
You're about to sign Program contract. Please read and accept the following document:

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



CloudBlue Partners

Program contract details

| Status | Contract | Issuer | Signee |
|--------|--|-----------------------------|--------------------------------|
| Active | CRP-12401-29624-21428 Program - Version 1 | Champions LTD PA-055-101 | Front Street Inc 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)

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.