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Syndication Contracts



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Syndication (or *syndicated*) contracts are required for Resellers to establish business collaboration with Distributors on the CloudBlue Connect platform. This allows Resellers to acquire a specific product that is provided via a Catalog.

Note that the system requires Distributors to create a syndication agreement that serves as the template for these contracts and define their Catalog of products. The syndication agreement should also represent a **sourcing agreement** and attached to the corresponding service agreement that defines terms of collaboration with Resellers. Otherwise, it is not possible to access or enroll syndication contracts.

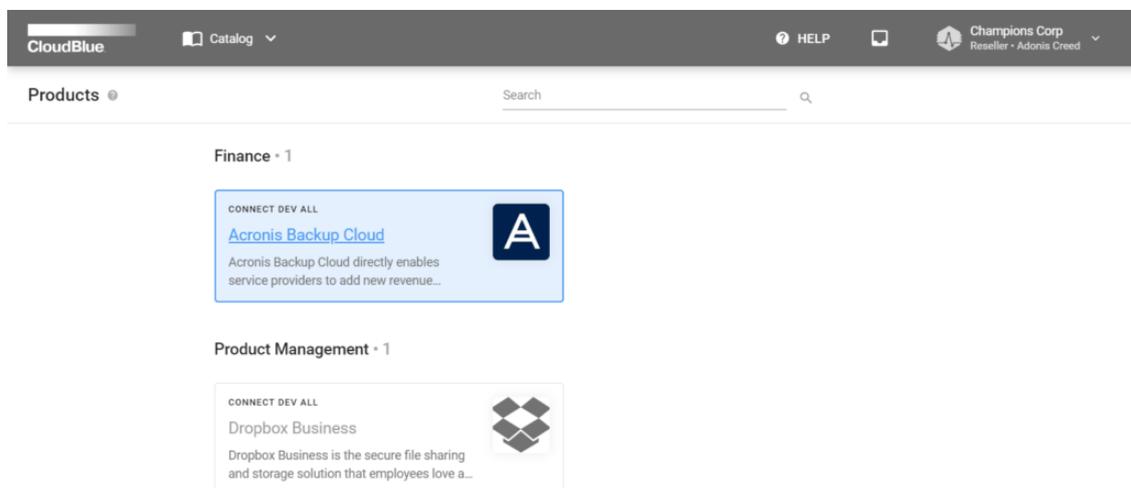
Furthermore, in certain cases, Distributors can also enroll such contracts to collaborate with their business partner and represent Resellers of a specific product.

The following showcases how to enroll the syndication contract and describes the *Contract Details* interface on Connect.

Enrolling Syndication Contracts

Resellers can enroll syndicated contracts only in case Distributors provide the access to their *product catalog*. This catalog provides a list of products that are available for subsequent syndication operations and referral programs.

Access the Catalog module to select a required product that will be used for your new syndication contract.



Next, navigate to the **Syndicated Contracts** tab and locate your marketplace from the provided list. Once your required marketplace is selected, click the **Enroll** button to launch the **Syndication contract enrollment** wizard.

Thereafter, follow the wizard steps to successfully create and enroll your contract:

CloudBlue Catalog Champions Corp Reseller - Adonis Creed

← Product information

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.

OVERVIEW **SYNDICATED CONTRACTS** DIRECT CONTRACTS VERSIONS

REFRESH FILTER COLUMNS Rows per page 10 1-2 of 2 < >

TARGET MARKETPLACE	SOURCE MARKETPLACE	DISTRIBUTOR	SOURCING AGREEMENT	CONTRACT ID	STATUS	
Europe MP-05522	—	—	—	—	—	ENROLL
North America MP-05521	—	—	—	—	—	ENROLL

Rows per page 10 1-2 of 2 < >



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Europe MP-05522	—	—	—	—	—	ENROLL
North America MP-05521	—	—	—	—	—	ENROLL

Rows per page 10 1-2 of 2 < >

Syndication contract enrollment – Step 1

- 1 Partner
- 2 Source Marketplace
- 3 Agreement
- 4 Submit
- 5 Summary

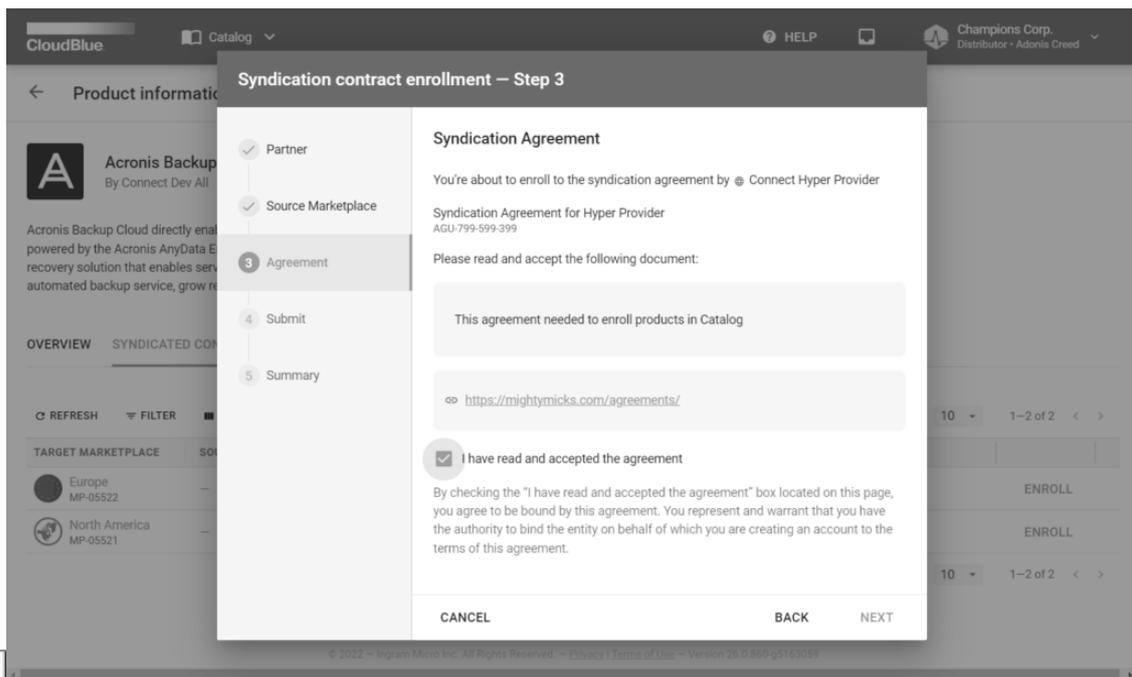
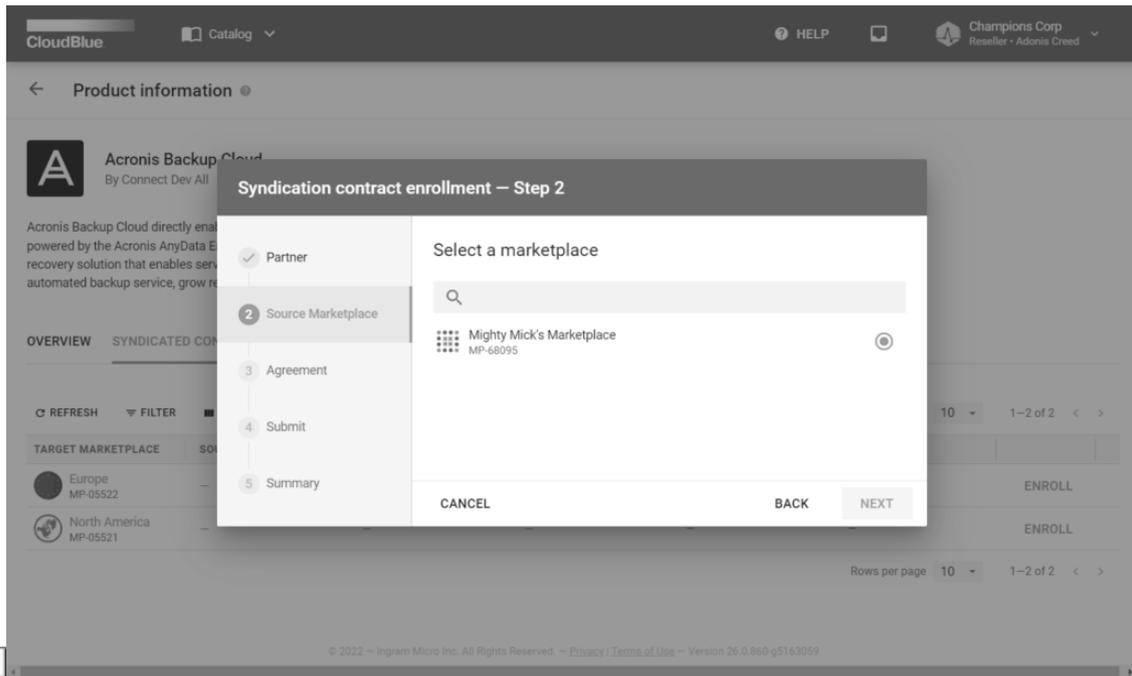
Select partner

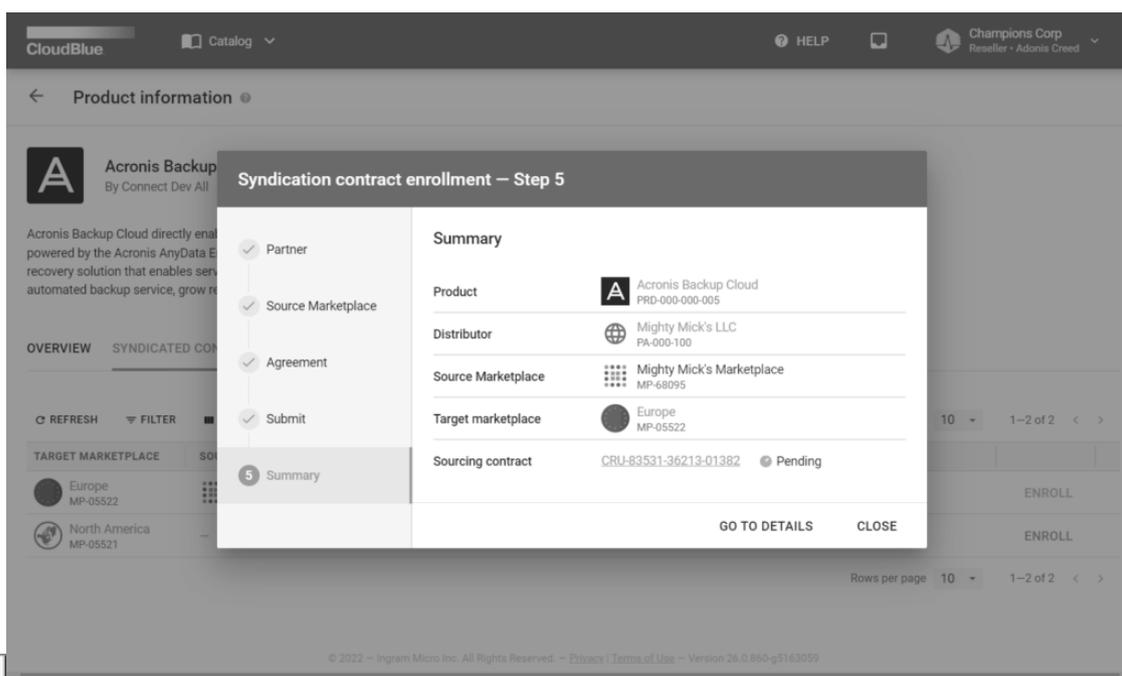
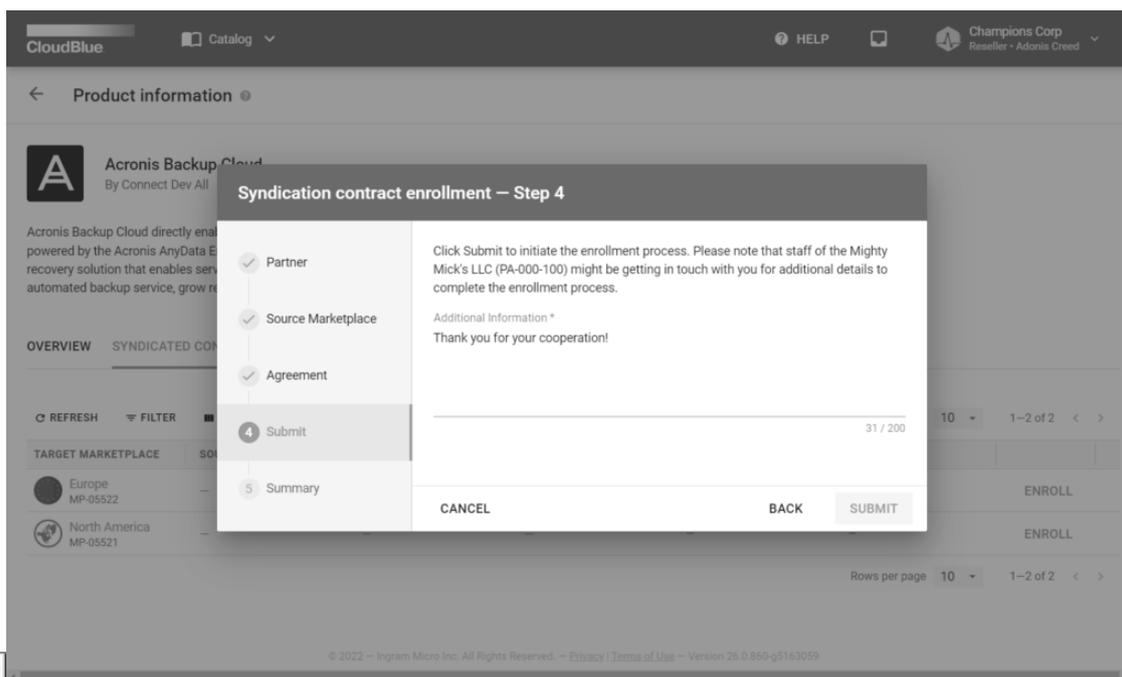
Mighty Mick's LLC
PA-000-100

CANCEL
NEXT

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1. **Partner:** Make sure that correct business partner is selected.
2. **Source Marketplace:** Select a marketplace that provides your selected product.
3. **Agreement:** Review the provided agreement and check the *I have read and accepted the agreement* checkbox.
4. **Submit:** Provide additional information for your business partner and click *Submit*.

As a result, the system will provide a summary with your specified business partner, product, target marketplace and created



syndication contract.

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

Syndication Contract Details

Click on your syndication contract ID from the **Contracts** tab of the **Partners** module.

CONTRACT	AGREEMENT	ISSUER	SIGNEE	CREATE...	MARKETPLACE	STATUS
CRU-83531-36213-01382 Syndication	Syndication Agreement AGU-799-599-399	Mighty Mick's LLC PA-000-100	-	06/27/2022 4:13 AM	Europe MP-05522	Pending



Therefore, you will access the **Syndication Contract Details** screen.

The following describes the user interface and its data within each tab.

General

Use **syndication contract details** screen to access your contract data, such as contract **Signee**, update/creation date, **Issuer**, contract **ID**, and contract **Status**.

The **General** tab allows reviewing the selected **Product**, specified **Marketplace**, associated **Syndication agreement**, and **Target Marketplace**. Target Marketplaces represent selected market channel that belong to the Reseller.



CloudBlue Catalog HELP Champions Corp Reseller - Adonis Creed

← **Syndication contract details**

Status	Contract	Issuer	Signee
Pending	CRU-83531-36213-01382 Syndication	Mighty Mick's LLC PA-000-100	-

GENERAL **VERSIONS**

Product	Marketplace	Syndication agreement	Target Marketplace
Acronis Backup Cloud PRD-000-000-005	Hyper Provider Marketplace MP-68095	Syndication Agreement for Hyper Provider AGU-799-599-399	Europe MP-05522

Created	Updated
06/27/2022 4:13 AM Adonis Creed	06/27/2022 4:13 AM Adonis Creed (UR-055-000-003)

CONVERSATION CO-950-177-977-887-801-816

June 27, 2022

Stan

Contract CRU-83531-36213-01382 created. State set to pending. 4:13 AM

B I Write a message... →



Versions

The **Versions** tab provides the signed syndication agreement document and indicates its version.

In case a newer version of the syndication agreement is created, invited Partners can activate this new version by accessing the associated product from the *Catalog* module and clicking the **Sign** button.

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← **Syndication contract details**

Status	Contract	Issuer	Signee
Pending	CRU-83531-36213-01382 Syndication	Mighty Mick's LLC PA-000-100	-

GENERAL **VERSIONS**

DOCUMENT	ISSUER STAMP	SIGNEE STAMP
Version 1 New	-	-

CONVERSATION CO-950-177-977-887-801-816

June 27, 2022

Adonis Creed

Contract CRU-83531-36213-01382 created. State set to pending. 4:13 AM

B I Write a message... →



← Product information

OPEN

Acronis Backup Cloud ✓ READY FOR SALE
By Connect Dev All

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TARGET MARKETPLACE	SOURCE MARKETPLACE	DISTRIBUTOR	SOURCING AGREEMENT	CONTRACT ID	STATUS	
Europe MP-05522	Mighty Mick's MP-68095	Mighty Mick's PA-000-100	Syndication Agreement ... AGU-799-599-399	CRU-83531-36213-01382 • Version 1	● Active	SIGN
North America MP-05521	-	-	-	-	-	ENROLL

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