AppDirect

THRIVE24

Why your customer needs a procurement marketplace

catalog.marketplace.com

What’s in it for you?

Get ready

Understand features and functionality of Catalog Marketplace

Master how to navigate, create customer accounts, and build proposals

Learn self-service capabilities, customer access, and value-add to end-users

Introduction to Hosts

Senior Director, Customer Support Services

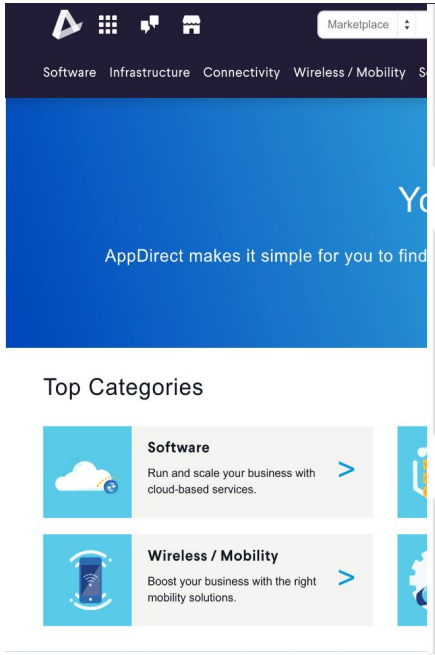
AppDirect

Senior Infrastructure & Cloud Specialist

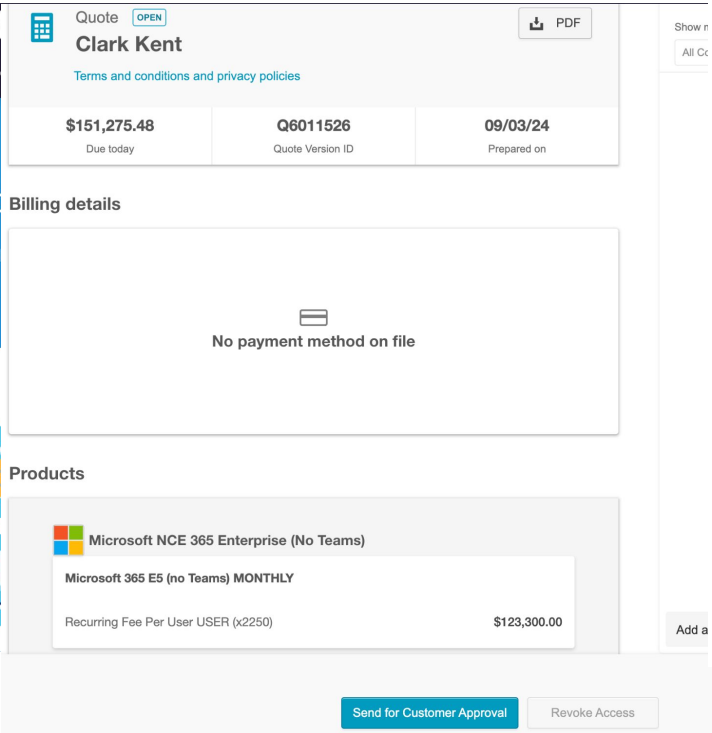
AppDirect

What are Marketplace Functions?

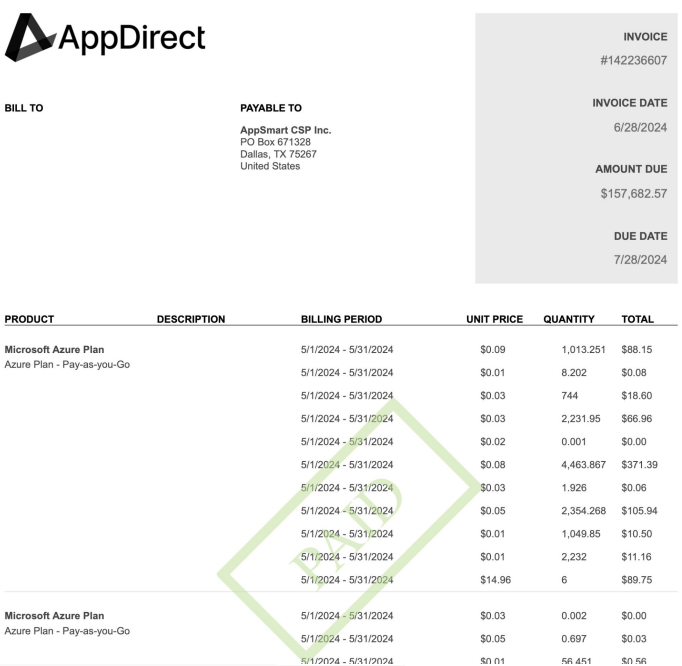
Storefront



Quoting & Fulfillment



Invoicing & Billing



AppDirect

INVOICE	
	#142236607
INVOICE DATE	6/28/2024
AMOUNT DUE	$157,682.57
DUE DATE	7/28/2024

BILL TO

PAYABLE TO

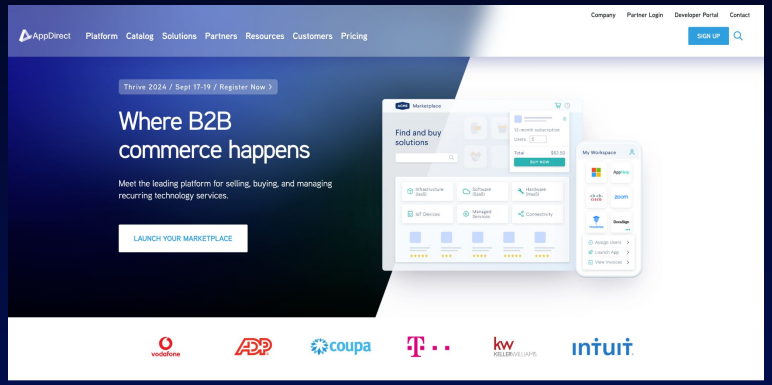
AppSmart CSP Inc.
PO Box 671328
Dallas, TX 75267
United States

PRODUCT	DESCRIPTION	BILLING PERIOD	UNIT PRICE	QUANTITY	TOTAL
Microsoft Azure Plan Azure Plan - Pay-as-you-Go		5/1/2024 - 5/31/2024	$0.09	1,013.251	$88.15
		5/1/2024 - 5/31/2024	$0.01	8.202	$0.08
		5/1/2024 - 5/31/2024	$0.03	744	$18.60
		5/1/2024 - 5/31/2024	$0.03	2,231.95	$66.96
		5/1/2024 - 5/31/2024	$0.02	0.001	$0.00
		5/1/2024 - 5/31/2024	$0.08	4,463.867	$371.39
		5/1/2024 - 5/31/2024	$0.03	1.926	$0.06
		5/1/2024 - 5/31/2024	$0.05	2,354.268	$105.94
		5/1/2024 - 5/31/2024	$0.01	1,049.85	$10.50
		5/1/2024 - 5/31/2024	$0.01	2,232	$11.16
		5/1/2024 - 5/31/2024	$14.96	6	$89.75
Microsoft Azure Plan Azure Plan - Pay-as-you-Go		5/1/2024 - 5/31/2024	$0.03	0.002	$0.00
		5/1/2024 - 5/31/2024	$0.05	0.697	$0.03
		5/1/2024 - 5/31/2024	$0.01	56.451	$0.56

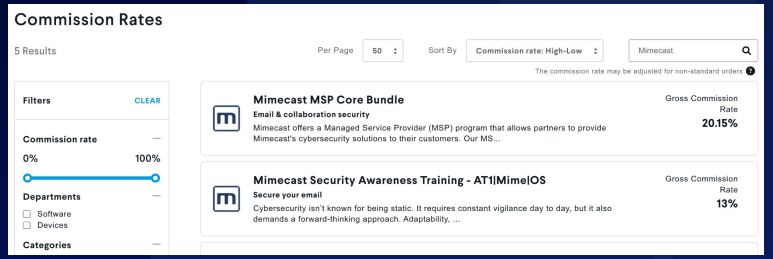
THRIVE24

Who is AppDirect

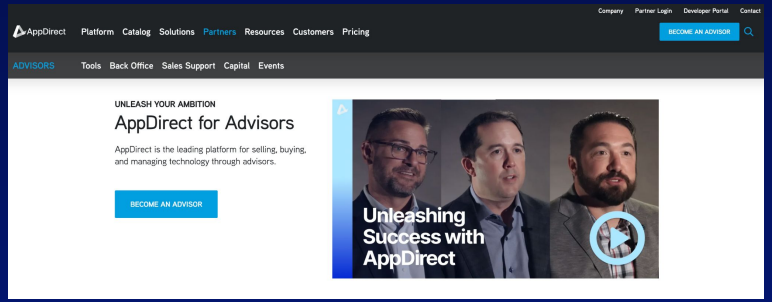
Reseller & CSP



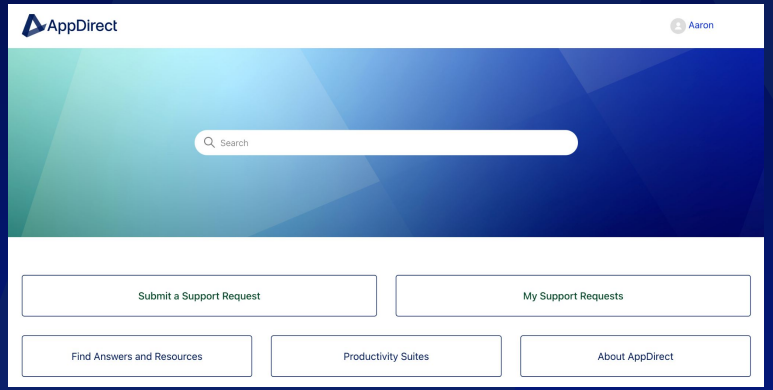
Leading Software Provider



Support Provider



Traditional TSD



Who is AppDirect
The Reseller

AppDirect Marketplace End-Customer Agreement

This Customer Agreement (the "***Agreement***") governs the relationship between AppDirect CSP, Inc. ("***AppDirect***")and Customer (as set forth in the sales order and/or statement of work (each referred to as an "***Order***") submitted by AppDirect to Customer for the services described therein (the "***Services***"), unless there is a separate agreement executed between Customer and AppDirect. AppDirect and Customer are referred to collectively as "***Parties***" and individually as "***Party***".

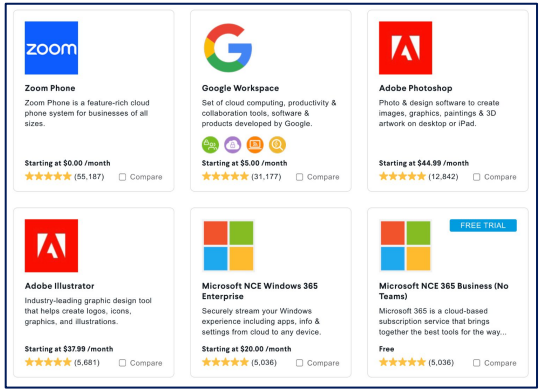
1. ***Services***

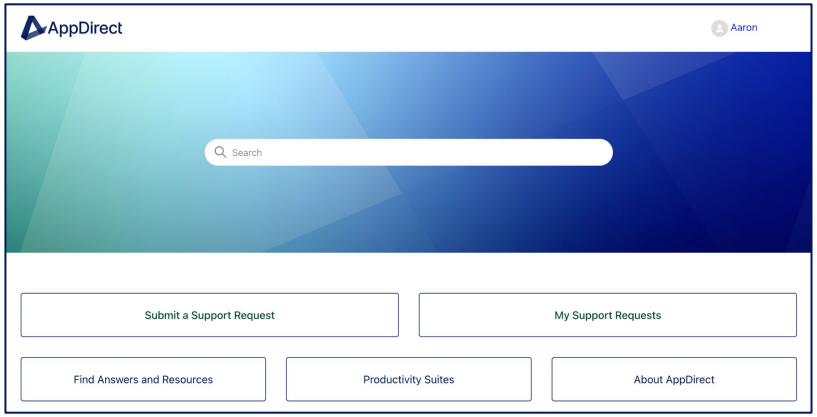
1.1. Acceptance. Customer's use of the Services or payment of invoices or fees for Services, in full or in part, is deemed acceptance by Customer of the Order and the terms and conditions of this Agreement.

1.2. AppDirect Services. AppDirect will use commercially reasonable efforts to provide the Services to Customer. Except as otherwise agreed in the Order, Customer is responsible for providing its own computers, internet access, and other equipment and software (the "***Equipment***") meeting the specifications required to access and use the Services, as may be provided by AppDirect or the Third-Party Services (as defined below) provider required to access and use the Services.

1.3. Service Terms. The AppDirect Marketplace Terms and Conditions, the AppDirect Marketplace Privacy Policy, and terms that govern AppDirect services (including SmartSupport Services), each set forth at www.appdirect.com/legal, are incorporated by reference in this Agreement (collectively, the "***Services Terms***"). The Service Terms may be amended or supplemented from time to time by AppDirect.

1.4. Third-Party Services. The Services may include the resale or other provision by AppDirect of third-party products or services (the "***Third-Party Services***"). Customer's use of Third-Party Services, and AppDirect's liability with respect to Third-Party Services, are each subject to the terms, conditions and agreements, including service level agreements, provided by the respective Third-Party Services providers (the "***Third-Party Terms***"), links to which may be found at https://www.appdirect.com/third-party-terms. Customer may be required to accept the





Proprietary & Confidential

THRIVE24

Marketplace | Okta

- Okta Support
- Okta Customer Identity Cloud
- Okta Workforce Identity Cloud

AL AppDirect (builtfirst.com)

Software Infrastructure Connectivity Wire

Providers

Your One-Stop Shop

AppDirect makes it simple for you to find, buy, and manage the right software, services, and tools for your success.

Top Categories

Software
Run and scale your business with cloud-based services. >

Infrastructure
Maintain control of your business even in the most critical of times. >

Connectivity
Make communication the backbone of your business. >

Wireless / Mobility
Boost your business with the right mobility solutions. >

Services
Let experts help you manage complexity. >

Energy
Keep your organization up and running with cost-friendly utilities. >

AppDirect Thrive

Marketplace | Search

AL AppDirect (builtfirst.com)

Software | Infrastructure | Connectivity | Wireless / Mobility | Services | Energy | Devices | Browse | Providers

- Overview
- Browse All
- Business Applications
- Collaboration & Productivity
- Development
- IT Management Tools
- Security
- Unified Communications (UC)

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tps://catalog.appdirect.com/en-US/listing?pl=1140&count=12

AppDirect Thrive

Back to Results | Software > Access & Identity Management

Okta Workforce Identity Cloud

by Okta

Secure access for your workforce

(719) Write a review

Create a Quote

or Contact Us

Buy Now

Overview Features Reviews Policies & Support Resources Editions & Pricing

Protect data and accelerate business with identity-first security

Okta Workforce Identity Cloud provides easy, secure access to the workforce, enabling organizations to focus on reducing costs and enhancing customer service. We empower employees, contractors, and business partners to work easily and safely from any device and location. Our solutions integrate identity seamlessly across the security stack, offer features like User Lifecycle Management and low-code automation with Okta Workflows, and ensure secure, passwordless authentication. We also enable IT teams to streamline daily tasks and drive efficiencies across the business. We protect and enable the workforce, wherever they may be, and work as a powerful, extensible platform that puts identity at the heart of the stack.

Starting at

$1.00

Okta Workforce Identity Cloud

by Okta

Secure access for your workforce

★★★★☆ (719) Write a review

Create a Quote

or Contact Us

Buy Now

All | Monthly | Annually | All Contracts

MOST POPULAR

SSO

$2.00 user/month

12 MONTH CONTRACT

Select

View Details

Adaptive SSO

$5.00 user/month

12 MONTH CONTRACT

Select

View Details

MFA

$3.00 user/month

12 MONTH CONTRACT

Select

View Details

Adaptive MFA

$6.00 user/month

12 MONTH CONTRACT

Select

View Details

Continue Shopping

Next

Step 1 of 2

Cart

Okta Workforce Identity Cloud

Okta

Change Remove

Adaptive SSO

Minimum contract duration is 12 months. Early cancellation charge of 100% will apply. Auto-renews to a 12 month contract, unless cancelled at least 60 days before the end of the contract term.

Total Users $5.00 / User / month

1500

Okta Workforce Identity Cloud

Adaptive SSO

1,500 Users (monthly)	$7,500.00

Apply discount codes

Apply

Due now **$6,048.39**

Price reflects one-time and prorated recurring charges, if applicable.

Subtotal	$6,048.39
Estimated tax	$0.00

Estimated recurring charges

Due monthly (excluding tax)	$7,500.00

Next

Your One-Stop Shop

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Keep your organization up and running with cost-friendly utilities. >

AppDirect Thrive

Marketplace | Search

Account | **Dashboard** | Applications | Users | Assign Apps | Billing | Reports | Company Settings

Good morning, Adam!

12 Total Active Subscriptions

0 Total Imported Applications

2 Total Users

3 User Groups

View Spend & Usage Analytics >

Create Reports >

Quick Links

- View Recent Invoices
- View Recent Payments
- Access My Applications
- Manage Subscriptions
- Manage Company Profile
- Import Applications

Manage Users

Invite staff members to help you manag
your commerce operations.

Invite users

Set up your role permissions

2 Members Active

1 Members Pending

Take a tour

a quick overview of the platform and
ı where to go for additional support.

Knowledge Center

TRAINING

- AppDirect Academy

DOCUMENTATION

- Information for Company Admins
- Update Company Information
- How to setup Single Sign-On

FAQ'S

- Applications and Subscriptions
- User Management
- Billing and Payments
- Reports
- Search with AppWise
- Visualize data with AppInsights

Recent events

THRIVE

User assigned •
3 weeks ago

Marketplace | Search

Account | Dashboard | **Applications** | Users | Assign Apps | Billing | Reports | Company Settings

PRODUCTS

- Manage Apps
- Domains
- Saved Orders
- Quotes

Manage Apps

Import Applications

Show Filters | Search

Adobe Captivate

0 / 1 Users

Update Subscription | Manage

Or: Edit Quantity

Product: Adobe Captivate
Edition: Captivate for Enterprise Renewal
Yearly Fee: $455.88

Owner:
Your access rights: View and Edit

Contract: Contract ends on 03/02/25 and will renew with 1 Year Contract

Adobe Creative Cloud for Business

0 / 3 Users

Update Subscription | Manage

Or: Edit Quantity

Product: Adobe Creative Cloud for Business
Edition: CC All Apps - Pro for Enterprise Renewal*
Yearly Fee: $4,409.64

Owner:
Your access rights: View and Edit

Contract: Contract ends on 03/02/25 and will renew with 1 Year Contract

Adobe Document Cloud

0 / 79 Users

Update Subscription | Manage

Or: Edit Quantity

Product: Adobe Document Cloud
Edition: Acrobat Pro for enterprise Renewal (Existing Acrobat Pro DC customers only)
Yearly Fee: $26,534.52

Owner:
Your access rights: View and Edit

Contract: Contract ends on 03/02/25 and will renew with 1 Year Contract

Analytics

Adobe Creative Cloud for Business

Collection of creative apps by Adobe

Edition: CC All Apps - Pro for Enterprise Renewal*

Owner:

Usage: 0 OUT OF 3 USERS

Contract Renewal Date: Contract ends on 03/02/25 and will renew with 1 Year Contract

Assign Users | Cancel Subscription

Overview | Settings | Users | Update Subscription | Order History

Description

Adobe Creative Cloud for Business is a suite of applications and services from Adobe Inc. that gives you access to a collection of software used for graphic design, video editing, web development, and photography. Additionally, it includes a set of mobile applications and optional cloud services. It helps you build your brand and grow your business with the world's best creative apps and services, improving your collaborative work experiences. The collection features 20+ apps for photography, video, design, web, UX, and social media, integrated essentials such as color palettes font families, and the ability to collaborate with anyone, anywhere.

Go to Product Profile

Marketplace | Search

	Included Users	
○ Creative Cloud for Teams All Apps	0	$89.99 / User / Month 12 MONTH CONTRACT *or* $1,079.88 / User / Year 1 YEAR CONTRACT
○ Creative Cloud for Enterprise All Apps	0	$111.99 / User / Month 12 MONTH CONTRACT *or* $1,343.88 / User / Year 1 YEAR CONTRACT
○ CC All Apps - Pro for Teams	0	$100.49 / User / Month 12 MONTH CONTRACT *or* $1,205.88 / User / Year 1 YEAR CONTRACT
◉ **CC All Apps - Pro for Enterprise Renewal*** *This is your current plan*	0	$1,469.88 / User / Year 1 YEAR CONTRACT *or* $117.49 / User / Month 12 MONTH CONTRACT

Select Period: Yearly: 1 year contract

Total Users 3

This pricing option has a minimum contract duration of 1 year.
Canceling before the minimum contract duration results in a 100% fee on the remaining subscription.
This contract will automatically renew at the end of the contract term. If you would not like to auto-renew, you should cancel your subscription no later than 60 days before the end of the contract term.

Discount Code: Apply

Fee due at checkout: $0.00

Final price may include additional taxes.

Total recurring yearly fee as of 03/02/25: **$4,409.64**

Marketplace | Search

1 YEAR CONTRACT

○ Creative Cloud for Enterprise All Apps	0	$111.99 / User / Month 12 MONTH CONTRACT *or* $1,343.88 / User / Year 1 YEAR CONTRACT
○ CC All Apps - Pro for Teams	0	$100.49 / User / Month 12 MONTH CONTRACT *or* $1,205.88 / User / Year 1 YEAR CONTRACT
◉ **CC All Apps - Pro for Enterprise Renewal*** *This is your current plan*	0	$1,469.88 / User / Year 1 YEAR CONTRACT *or* $117.49 / User / Month 12 MONTH CONTRACT

Select Period: Yearly: 1 year contract

Total Users 10

This pricing option has a minimum contract duration of 1 year.
Canceling before the minimum contract duration results in a 100% fee on the remaining subscription.
This contract will automatically renew at the end of the contract term. If you would not like to auto-renew, you should cancel your subscription no later than 60 days before the end of the contract term.

Discount Code: Apply

Credit for period from 09/04/24 to 03/02/25 **-$2,162.54**

Fee due at checkout: $5,045.91

Fee is prorated to charge for period between 09/04/24 and 03/02/25.
Final price may include additional taxes.

Total recurring yearly fee as of 03/02/25: **$14,698.80**

Your changes will update your current product edition immediately.

Save Order | Continue

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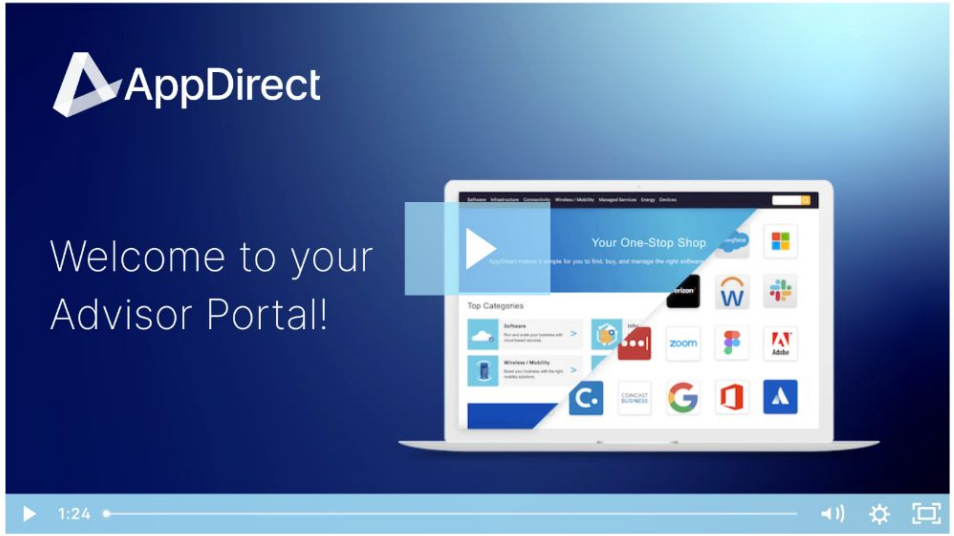
Good morning Aaron!

Welcome to your Advisor Portal



My Contacts

FJ
Flavio Jiménez, PSM
flavio.jimenez@appdirect.com

Quick links

Discover Products

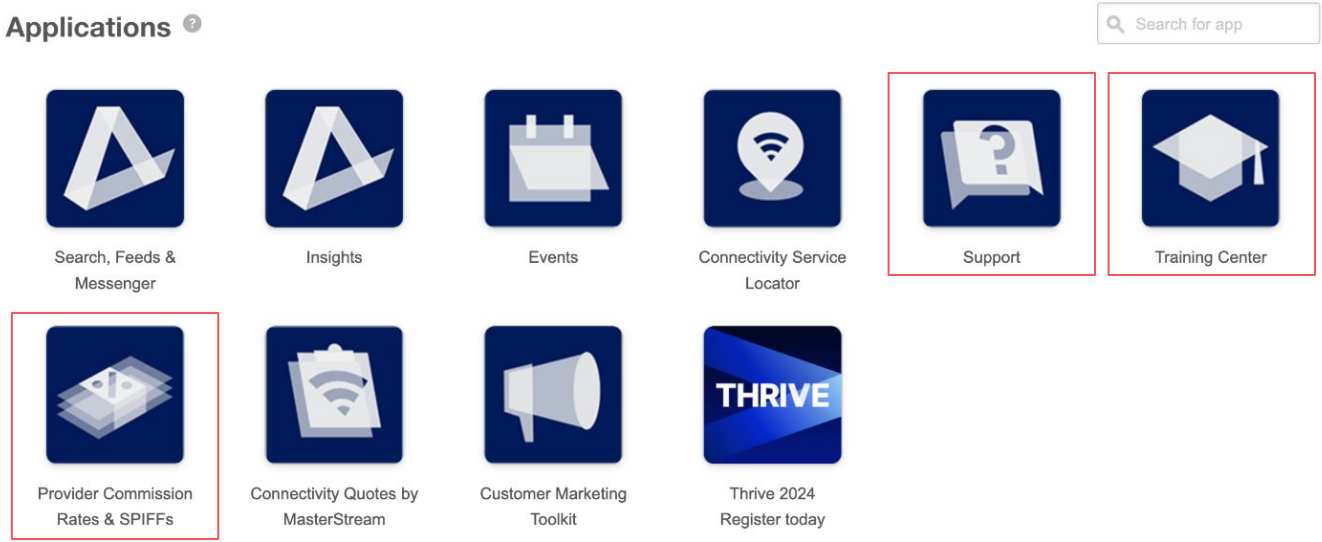
- Find SaaS and IaaS Products

Quotes

- Create a SaaS or IaaS Quote
- Request assistance on SaaS Quote
- Create a Connectivity or Mobility Quote
- Create a UCaaS or CCaaS Quote
- View SaaS or IaaS Quotes
- View all other Quotes

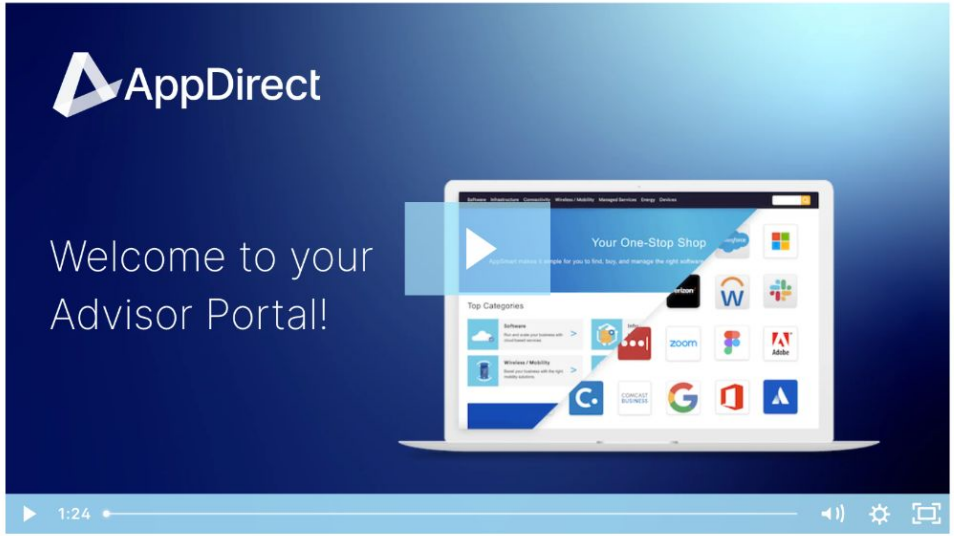
My apps

- Search, Feeds & Messenger
- Events
- Connectivity Service Locator...
- Training Center
- Connectivity Quotes by Maste...


Marketplace
Search
2
AL
Cloud Team Advisor De...
Applications
Search for app
Search, Feeds & Messenger
Insights
Events
Connectivity Service Locator
Support
Training Center
Provider Commission Rates & SPIFFs
Connectivity Quotes by MasterStream
Customer Marketing Toolkit
THRIVE
Thrive 2024 Register today

Good morning Aaron!

Welcome to your Advisor Portal



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flavio.jimenez@appdirect.com

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- Events
- Connectivity Service Locator...
- Training Center
- Connectivity Quotes by Maste...

Marketplace | Search

AL Cloud Team Advisor De...

Advisor | Home | Provider Sales | **AppDirect Sales** | Capital | Commissions | Reports | Settings

APPDIRECT SALES

- Customers
- Users
- Leads
- Quotes
- Purchases
- Orders
- Logs

Customers

Create quotes billed by AppDirect using the tools in this portal

Create ▾

- New Software or Hardware Quote
- New Company

Show Filters | Download CSV

Name	Created on ▾	Phone	Users	Access	Domain
Databasaurus	08/09/24	+16467537390	3	None	
Test Chicago Dogs	08/02/23		2	None	
Test Yoder's Furniture	07/18/23		1	None	
Jason Buffalo Test	05/03/23		1	None	
sofia sofas, inc.	02/14/23		1	None	
Steve's Shoes	02/09/23	555-567-8901	1	None	
Bruce's Builders, Inc.	02/06/23		1	None	
Shubert's SaaS Reseller	03/14/22	+17073215921	1	None	
Daily Planet	03/03/22	4055551212	1	None	
Cloud Team Customer Demo	10/28/21	+15305555555	25	None	

BACK

Add products to this quote to share with your customer

Quote

Microsoft 365 E5

Share Quote

Customer and Quote Details

Search to add a customer

Create New Customer

Show Details

Add Products

NCE

NCE Microsoft 365 Business (Trial)
Microsoft
Stackable

Microsoft NCE Teams
Microsoft
Stackable, Network

Microsoft NCE Office 365 Enterprise
Microsoft
Stackable, Network

NCE Office 365 Enterprise (Trial)

Products Summary

This quote contains no products

Search to add products, and share the quote with your customer.

AppDirect

THRIVE24

For a more thorough walk-through visit the AppDirect Booth

Senior Director, Customer Support Services

AppDirect

Senior Infrastructure & Cloud Specialist

AppDirect

Thank You

THRIVE24