

# Welcome to the Skalp Reseller Program!

Full steam ahead Captain!

Go ahead and bring Skalp for Sketchup, the missing link in SketchUp's toolset, to Your customers.

This document explains the current state of the toolchain we have prepared to help you kick-start reselling Skalp. We very much consider this a work in progress and expect to further extend the program as we go along together.

Please <u>contact us</u> if you have any further questions.

Looking forward working together with you, building, promoting and distributing Skalp for SketchUp throughout the SketchUp community.

Sincerely,

The Skalp Team



## Steps to get you up and running

1. Prepare your custom reseller account with us.

Please go to:

https://sites.fastspring.com/reseller-skalp/signup

Fill in the form and hit Submit Signup.

	powered by Verilign
alp Reseller Store	
ompany Information	
Your company's name and billing add	ress.
Company	
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2. Let us know by email what default currency you would like us to assign to your reseller store: USD / EUR / GBP.

3. After these initial steps, we will proceed on our side and prepare your account for action.

4.If all goes well, you will receive an email from Fastspring with your Fastspring login details.Go to <u>www.fastspring.com</u> and choose 'login'.

Or as an alternative, you can use this direct login link:

https://springboard.fastspring.com/login.xml

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## Welcome to your Skalp Reseller Store!

Please take a few minutes to explore.

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			Q License Search Search issued licenses by cur name, or company name.	stomer email address, last	
Recent and Pending Orders					
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On the left you see the available product(s). Currently there is only one.

### Click on 'Skalp 1.x (reseller productkeys)'.

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Make sure you carefully read this online text. If deemed necessary, conditions or processes can be changed and will be reflected here. Check this online page BEFORE buying, as buying will constitute your agreement with these conditions.



Please read the online product info first, and make sure you understand what Skalp ProductKeys are.

# Ordering Skalp ProductKeys

To the right you can create a new order: This will take you to the 'Create New Order' popup.



Skalp ProductKeys are sold on an automatic tier pricing scheme: higher quantity = higher reduction



This system gives you the advantage and freedom to leap forward and opt for higher reduction rates without any intervention by us. No longer limited to a fixed reduction rate, like most companies offer, you are now totally free to take up the challenge and earn more by selling more.

## Order Quantity is the only thing determining your reduction rate.

Look at the pricelists. Check out the actual reduction rates and pick wisely!

You will find that the 2014 LAUNCH ACTION offers reduction rates considerably higher, even on very small orders, but by all means it is up to you how far you like to leap ahead.

From the selected quantity, **the ordering system will automatically apply the prices** according to the **latest pricelists.** Download the latest priceless here:

USD price list EUR price list GBP price list



ProductKeys are non refundable, however: **We guarantee your investment**: If a new major version of Skalp should become available (e.g. 2.0) your current ProductKey inventory will be convertible to equivalent value new version ProductKeys. So, no worries about old version inventory deprecation. That simply won't apply.

## You decide when you buy.

Fill your web store inventory in advance , or buy directly after your customers have bought from you. It is up to you.

Technically, **you are buying from Fastspring**, our trusted partner, specializing in secure online software selling. They handle all secure payment transactions, tax handling and invoicing for us.

Here is how an order looks. Notice the unit price matches the 10 unit reduction rate on the pricelist.

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Skalp ProductKey Create New	w Order				٣	>
Order				Actions	, he performed	
Reference (Optional)				••• Available actions that may	y be performed.	
Optional invoice / PO / reference number.	This will be included on	invoices for your refer	ence.	Save Save Save the order for later change	5.	
Order Items			O Add	Confirm Confirm the order and ready it	for payment.	
Product	Quantity	Unit Price	Amount	Cancel Cancel the order if you no longe	r intend to place the order.	
Skalp 1.x (reseller productkeys)	10	\$48.30 USD	\$483.00 USD			
Subtotal			\$483.00 USD			

Once the order looks OK, you need to hit confirm and proceed to payment. Your Invoice is also available for review. You can also Save or Cancel an order if needed.

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Lat Actions
Available actions that may be performed.
View Receipt / Invoice
Open the receipt / invoice in a new window.
Pay Now Pay this order now. It opens the payment process in a
separate window.
Download Active Licenses
Download a list of Active licenses associated with this order.

The 'Download Active Licenses' link is a Fastspring option, provided as a backup for your convenience. Normally you should not need it as the ProductKeys will be delivered to you via email . Hitting 'Download Active Licenses' will download a cvs (comma separated) text file containing your Skalp ProductKeys.



## Payment and Delivery

Proceed to the Payment form by clicking 'Pay Now.'

	FastSpring		Norton SECURED
alp Reseller Store			
			Belgium
our Order		_	_
Skalp 1.x (reseller productkeys) [10]			USD 483.00
		Subtotal	USD 483.00
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+32497416976			
Mailing Address			
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PayPal Account			
			Next

Secure online payment is available via credit card or Paypal. It is mostly self explanatory. Common credit cards and Paypal payment options are available.

As stated before, you are actually buying from Fastspring, our truster and specialized partner on this.

The actual delivery is automatic but needs some explanation:



## The Delivery process:

# Step 1: Productkeys (Resellers Only)

Congratulations. You have successfully bought your Skalp Productkeys. Now what?

Well first, just to be 100%absolutely sure, remember:

Productkeys can NOT be used by end users to activate Skalp.

Each productkey is unique and linked to your personal Skalp reseller store.

Each PoductKey must be converted into One full license **Skalp License Activation Code** by linking it with your customer.

Productkeys are **automatically delivered** <u>to you</u> upon successful payment. Delivery is instant via email. For a 10 ProductKey order this should look similar to this:

Order: SKA141103-3555-63115 - Skalp ProductKey – Control of the state of the sta	gmail.com (Alle berichten)
Skalp P Aan: attention of the state of the s	3 november 2014 11:01
Order: SKA141103-3555-63115	
Product: Skalp ProductKey Quantity: 10	
Productkeys:	
ATTENTION: PRODUCTKEY ACTIVATION NEEDED. PLEASE DO NOT SEND PRODUCTKEYS TO YOUR CUSTOMERS OR END USERS. We strongly advise you NOT to send bare Productkeys to your customers. A ProductKey can NOT be used for direct activation inside Skalp.	
Instead, LOGIN to your Skalp reseller account at: <u>http://reseller.skalp4sketchup.com/reseller</u> Once logged in you can ACTIVATE each productkey with customer (end user) data.	
CRITICAL: You will need to provide a valid E-mail address to your customer (end user). Once a productkey is activated, both you (as a registered reseller) and your end user will AUTOMATICALLY receive an email containing the unique End User LICENSE ACTIVATION CODE, along with further instructions to get started with Skalp.	
Thank You for promoting our products!	
The Skalp Team	
follow us website: http://www.skalp4sketchup.com facebook: https://www.facebook.com/skalp4sketchup twitter: https://witter.com/skalp4sketchup youtube: https://www.youtube.com/skalp4sketchup google+: https://plus.google.com/+skalp4sketchup	



# Step 2: Manage your ProductKeys

We currently provide the following online management tools:

- Automated transferring of product keys to another party (reseller). This is a common scenario in a distributor / reseller relationship.
- Automated single and multi seat licenses delivery to End Users. This is what you need to deliver Skalp to your End Users.

You need to login with your Skalp reseller login at:

## http://reseller.skalp4sketchup.com/reseller/

Skalp Re	eseller Login
Email	
Password	
	Log In
Website	Forgot password

Your 'Skalp reseller login' is NOT the same as your Fastspring login. We will manually activate your Skalp reseller login and send you your credentials. Upon first login you can then change your password if you like.

Successful login currently brings you to this page:

S	kalp	Welcome Guy	Wydouw   logout   change password
ARCHITECTUURBURD	WYDOUW BYBA		
Available productiveys: Skalp for SketchUp v1	0 Full License		
Generate license from	productkey(s)		
Generate 'Licens	e Activation Code' for	(End Liver only)	
Number of seat(s):	1	1	
First.name:			
Last name:			
Company:			
E-mail:			
Country:	United States	•	
GENERATE LICENSE			
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Here you can **see how many PoductKeys you currently have** available. In the example above, Guy Wydouw has 2 skalp for Sketchup v1.0 Full License ProductKeys available.

If you need more ProductKeys, you can buy them in your Skalp Reseller Store. -> Login at <u>fastspring.com</u>

Bought ProductKeys will automatically be added to your inventory here.



## Getting License Activation Codes to your End Users

If you want to fulfill an End User, select 'Generate license from productkey(s)

ARCHITECTUURBURO WY	DOUW BVBA	
Available productkeys: Skalp for SketchUp v1.0 F	ull License	
Generate license from proc	ductkey(s)	
Generate 'License A	Activation Code' for	(End User only)
Number of seat(s):	1	٥
First name:		
Last name:		
Company:		
E-mail:		
Country:	United States	4
GENERATE LICENSE		

### For single seat license activation select Number of seat(s): 1

As long as you have enough ProductKeys available, you can pick any number here to create **multi seat** License Activation Codes.

With this type of multi seat licenses, your customer will receive one email containing one License Activation Code that can be used to activate on multiple computers. The number of seats will be clearly mentioned in the fulfillment email.

If your customer prefers to to receive separate License Activation Codes, currently you'll have to process this manually one at a time as single seat licenses. Or contact us directly to see if we can provide help.

Enter all your customers data as required.

Critical: Make sure to enter a valid customer e-mail address

NOTICES:

If you would like to integrate automatic ProductKey conversion into your Store Back End, please <u>contact us</u>.



#### Step 3: License Activation Codes are e-mailed

# License Activation Codes are e-mailed automatically upon succesfull Productkey conversion as follows:

1. An email is sent directly to your customer containing the **License Activation Code** and all info he needs to get started with Skalp. Your reseller name will also be referenced in this mail.

Your Skalp Activationcode
Hello John Rich,
Thank you very much for buying Skalp from Voet Theuns architecten bvba, the next major feature on SketchUp. You can get Skalp up and running NOW!
INFORMATION TO GET YOU STARTED:
Make sure you've first read the latest 'getting_started.pdf'. Download: http://download.skalp-4sketchup.com/downloads/docs/getting_started.pdf
Specific 'release notes' information on the latest release of Skalp is included there. We'll be updating this document frequently.
Next, download the latest Skalp version from: http://download.skalp4sketchup.com/downloads/latest
Your License Name: John Rich
Your License Activation Code:
Keep this Activation Code in a safe place as it might be needed to reactivate future versions of Skalp 1.0 Please note that you license code is PERMANENT. However Skalp BETA releases will EXPIRE as indicated on our product download page. Product UPDATES will be made available in time.
If you have any questions regarding your Order please don't hesitate to contact your reseller at jeroen@skalp4sketchup.com For support: support:@skalp4sketchup.com
We are excited to have You on board!
Thank You!
The Skalp Team
foliow us website: http://www.skalp4sketchup.com facebook: https://www.facebook.com/skalp4sketchup twtter: https://www.youtube.com/skalp4sketchup youtube: https://www.youtube.com/skalp4sketchup googlee: https://buls.google.com/skalp4sketchup

2. A similar email is sent to you containing both your ProductKey and your customer's associated License Activation Code. In case your customers wants to reactivate Skalp, this is the code he will need.

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Antwoor	d aan: Skalp support
Order:	- John Pich - Super workshop
order. e	Zuestrainsine and a supervision - John Hich - Super Workshop
Order:	
Product:	Skalp for SketchUp v1.0
Licensed	to John Rich
Company	: Super workshop
E-mail: 🧃	
Country:	United States
Activation	i code:
6	
Thank Yo	u for promoting our products!
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Thank Yo The Skal follow us.	u for promoting our products! > Team 
Thank Yo The Skalp follow us. website:	u for promoting our products! > Team  11p://www.skalp4sketchup.com
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Thank Yo The Skalp follow us. website: 1 facebook twitter: ht	u for promoting our products! D Team  http://www.skalp4sketchup.com https://www.facebook.com/skalp4sketchup ts://www.facebook.com/skalp4sketchup
Thank Yo The Skal follow us, website: I facebook twitter: ht youtube:	u for promoting our products! p Team  : http://www.skalp4sketchup.com : https://www.facebook.com/skalp4sketchup tps://witter.com/skalp4sketchup https://www.youtube.com/skalp4sketchup



# Distributing ProductKeys to your Resellers.

If you are a distributor or reseller and are selling Skalp to yet another reseller, you need to transfer product keys.

Once you have handled the sale to your reseller, you need to fulfill him his productkeys.

### Select Transfer productkey(s) to Reseller

ARCHITECTUURBURO W	YDOUW BVBA	
Available productkeys: Skalp for SketchUp v1.0 F	Full License 2	
Transfer productkey(s) to I	Reseller	
Transfer productke	ys to	
Number of productkeys:	1	Ŷ
Reseller:	NEW RESELLER	<
Company:		
E-mail:		
Country:	United States	4

**Pick the number of product keys** you need to transfer from your inventory to the third party reseller.

You need to fill in a company, an e-mail address and a country.

The email address is critical as this will be used to deliver all necessary information and productkeys to your reseller.

If you have previously used the system to transfer productkeys, you can simply select your reseller from the dropdown list.

### Once ready, hit TRANSFER PRODUCTKEYS

Both you and the destined reseller will get notified with all necessary information via email.

The destined reseller will receive his product keys and information on how to proceed further.

Once transfered, your inventory will be decremented with the number of transferred productkeys.