## **zix**gateway.

# Partner Licensing Portal for MSP Partners

Revision 4: 07/01/2014

Initial Publication: 09/20/2013



## **Table of Contents**

Topic	Page
Partner Licensing Portal for MSP Partners	3
Notice of Account Activation	3
Logging In	3
Challenge Question	4
Home Page	5
Business Role	6
Business Role: new to the portal	6
Technical Role	7
Monthly Report Handling	7
Monthly Reports Tab	8
Required Actions per License Status	8
Completion of Required Items	8
Completion of Optional Items	12
Add-Ons	12
Alignment of ZixPort Service with Hosted Gateway	15
Change Action	17
Current/New Seat Count	17
Submit Report to Zix	18
No Changes to Current Report	18
Approved Reports	19
Incomplete Reports	20
Notifications from Zix Corporation	20
Report Print Capability	21
Customer Demographic and Contact Data	23
Product Licensing Requests	25
Existing Customers	26
New Customers	27
Notifications	29

## **Partner Licensing Portal for MSP Partners**

The Partner Licensing Portal (PLP) is a self-service portal where MSP Partners will track and manage licenses for hosted gateway customers. PLP is used by MSP Partners to authorize invoicing for hosted gateway customers, submit request product licensing requests to the Zix Support team and update customer demographic and contact data. Go to <a href="http://go.zixcorp.com/PartnerLicensingPortal.html">http://go.zixcorp.com/PartnerLicensingPortal.html</a> to find additional resources to help you navigate PLP and keep current on new developments.

PLP is a secure web-based portal that is accessed using an Internet browser. Only authorized MSP partner employees can access PLP. After you have received your welcome letter and established your login privileges using the temporary password provided to you, you can log into the portal at this URL: <a href="https://portal.zixcorp.com/">https://portal.zixcorp.com/</a>.

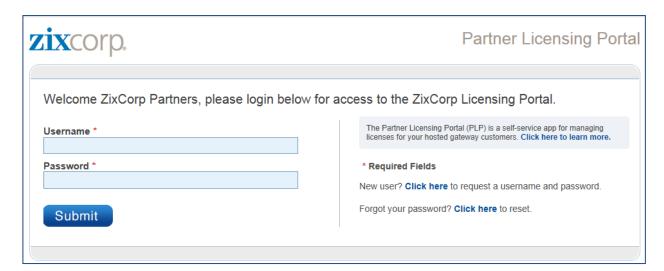
#### **Notice of Account Activation**

A few days before our scheduled training session with you, you will receive a notice asking you to activate your login ID. You are provided a temporary password and a link to the portal.



### **Logging In**

Enter your email address and temporary password.

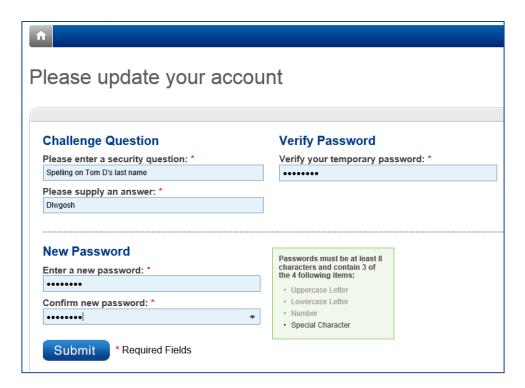


## **Challenge Question**

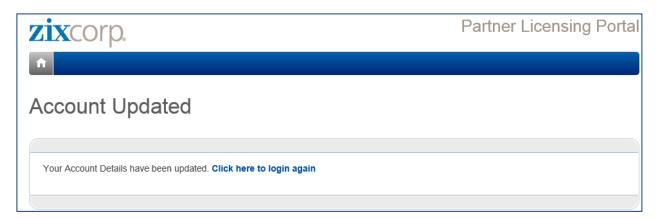
After you enter your temporary password, you will be asked to update your account.

- 1. Provide a challenge question
- 2. Verify your temporary password
- 3. Enter a new password
- 4. Confirm your new password

The acceptable length and characteristics of your password are explained on the screen.



You will receive this account confirmation message.



Login again... using your new password.

#### **HOME Page**

After logging in, you will land at one of two welcome pages. Depending upon which role you have (business or technical), the welcome page will vary.

#### **Business Role:**

There are 2 major tabs at the top of the page: Monthly Billing and Product Licensing / Customer Management.



#### Welcome to the Zix Partner Licensing Portal.

This portal is a self-service application that allows you to:

- · Track and manage licensed seats for hosted gateway customers
- · Authorize monthly billing
- · Submit product licensing requests to our Support Department

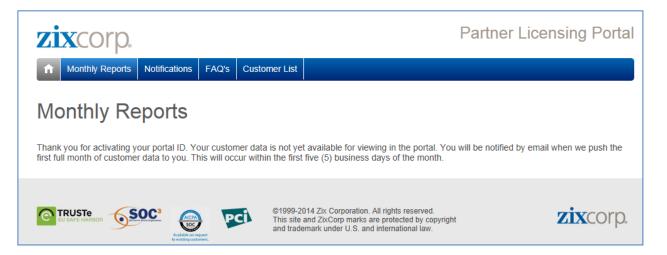
Each month, we push a monthly report to you. The data is an accounting period snapshot of your customers. Customers are organized according to upcoming billing events. If you have no updates to make to your current customers, check the box: "No Changes for this reporting period." Then submit the report to Zix for processing.

When there are customers due for billing action, the portal guides you through the steps to authorize invoicing. After you have handled all required updates, submit the report to Zix.

On a daily basis, authorized staff members at your firm have the ability to submit product licensing requests to our Support team. We recommend you routinely review product licensing requests for new and existing customers as these may represent upsell (add-on) opportunities.

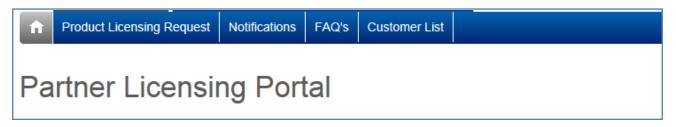
#### **Billing Role: New to the Portal**

If you are new to the portal <u>and</u> we have not yet pushed your first month's report data to the portal, you will see this message:



#### **Technical Role:**

The product licensing / customer management welcome page content for people with Technical Roles:



Welcome to the Product Licensing Request section of the Partner Licensing Portal

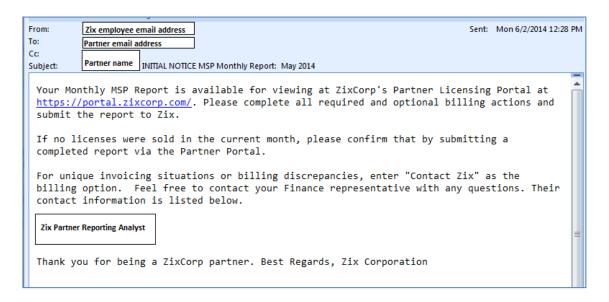
MSP Partners submit hosted gateway information and key activations to the ZixCorp Support Team using the Product Licensing Request form. Technical team members at the partners site submit customer demographic data and licensed seat data at the same time they supply the domain name to Zix.

Be sure to generate the domain key files for your end customer on your gateway appliance or virtual instance BEFORE submitting a request for activation to the Zix Support Team.

Customer and contact data management is housed under the Customer List tab. Search for an existing customer by customer name or domain name. Select your own firm or one of your customer records to update demographics or to add, change and delete contacts.

#### **Monthly Report Handling**

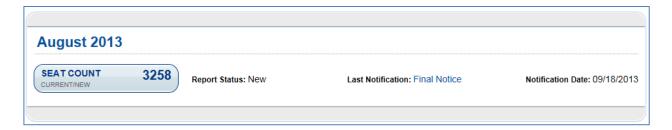
Zix issues new monthly reports on or before the 5<sup>th</sup> business day of each month. You will be notified when the report is available for viewing. The notification email includes the link to the Partner Licensing Portal: https://portal.zixcorp.com.



After logging in, navigate to the Monthly Reports Tab.

## **Monthly Reports Tab**

As a first time user, you will see only one report. It will have a report status = New. You can make changes to New, Incomplete, or Complete reports. You cannot make changes to reports with a status of Submitted or Approved.



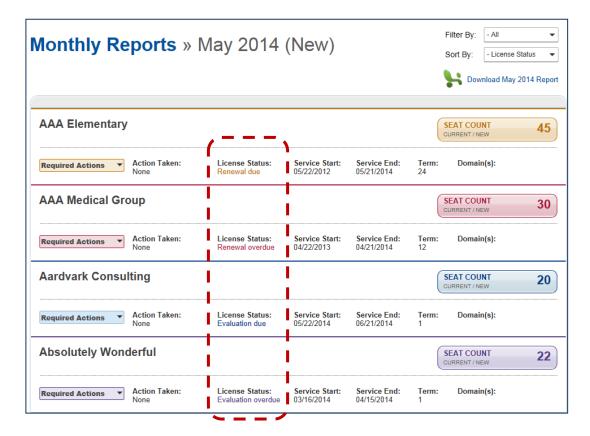
Report status varies depending upon the last action taken by you and/or Zix to authorize invoicing. Only the current monthly report is editable. All other reports are presented in a read-only archive format.

Clicking on a current report takes you to a display of all customers and their licenses in your MSP program.

- 1. You will need to take action on renewal and evaluation customers....they are highlighted with a Required Action button and sort to the top.
- 2. You can optionally take action on current customers....they are highlighted with an Optional Action button.

## **Required Actions per License Status**

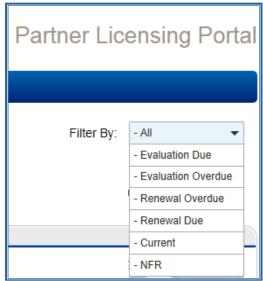
On a default basis, customers with Required Actions sort to the top. Colors indicate License Status.



You can sort your customers by License Status or Customer Name.



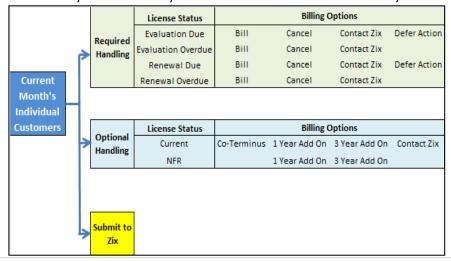
You can filter by License Status to check who is due for billing decisions.



## Completion of Required Items on the Report

Partners are responsible for completing all Required Actions (and, if applicable, any Optional Actions) within 5 business days of report receipt. Once you complete all Required Actions, enter any add-on seats for existing customers. If you have unique invoicing situations you need to discuss with the Zix Finance department before submitting the report, call your Zix Reporting Contact for resolution. Alternatively, enter "Contact Zix" as the billing option. When you have finished all required and optional billing actions, submit the report to Zix.

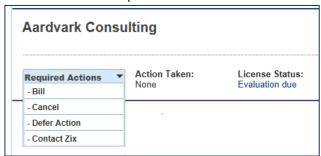
The actions you take will vary based on the license status of each of your customers.



#### Expressed as text:

License Status	Options available for Required Actions
EVALUATION DUE: Customer has been evaluating the product for less than 30 days.	Four options:  1. Choose "Bill" to authorize invoicing. 2. Choose "Defer Action" to extend the evaluation period another 30 days. 3. Choose "Cancel" to indicate the customer does not wish to move forward. 4. Choose "Contact Zix" to initiate a dialogue with Zix.  Three options:
Customer has been evaluating the product for more than 30 days.	<ol> <li>Choose "Bill" to authorize invoicing.</li> <li>Choose "Cancel" to indicate the customer does not wish to move forward.</li> <li>Choose "Contact Zix" to initiate a dialogue with Zix.</li> </ol>
RENEWAL DUE: Customer is due to renew.	Four options:  1. Choose "Bill" to authorize invoicing.  2. Choose "Cancel" to indicate the customer does not wish to renew.  3. Choose "Defer Action" to defer invoicing decision for another 30 days.  4. Choose "Contact Zix" to initiate a dialogue with Zix.
RENEWAL OVERDUE: Customer is overdue for renewal.	Three options: 1. Choose "Bill" to authorize invoicing. 2. Choose "Cancel" to indicate the customer does not wish to renew. 3. Choose "Contact Zix" to initiate a dialogue with Zix.

For each customer with a required action for the current month, you select which action to take.

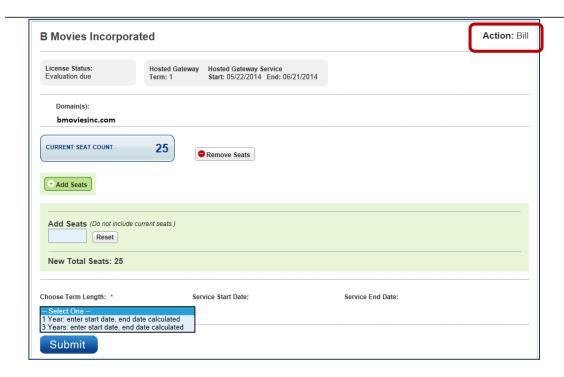


## Bill, Cancel, Defer Action, or Contact Zix

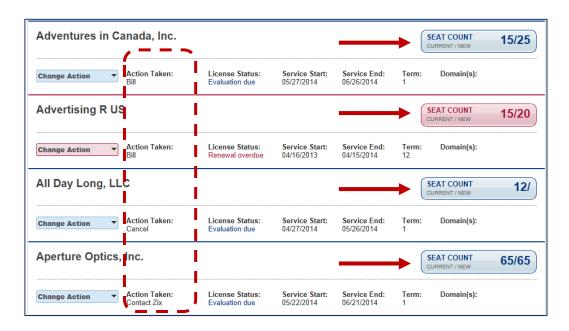
In this example, the user selects the "Bill" action for a customer whose license status = Evaluation Due.

- 1. Decide whether or not to add or remove seats
- 2. Choose a Term Length: 1 Year or 3 Years
- 3. Choose a Service Start Date

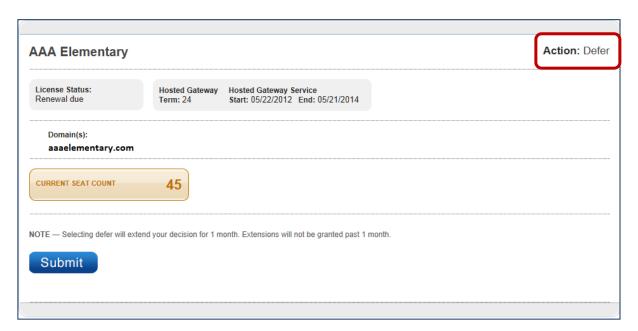
The system calculates the Service End Date.



Here are samples of Actions Taken on customers. Notice how the application displays the current and new seats side-by-side in the Seat Count box. This is a visual cue to help you see when action has been taken on any given customer.



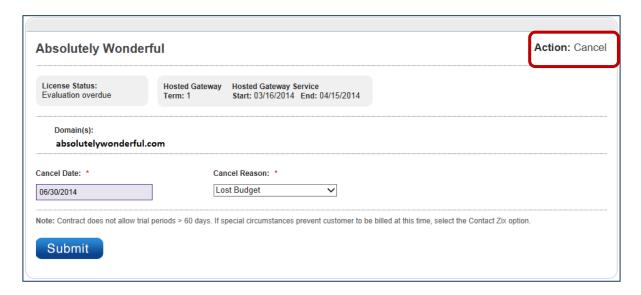
#### Example of Renewal Due customer with an action taken = Defer



#### Example of Renewal Overdue customer with an action taken = Contact Zix



Example of Evaluation Overdue customer with an action taken = Cancel



## **Completion of Optional Items**

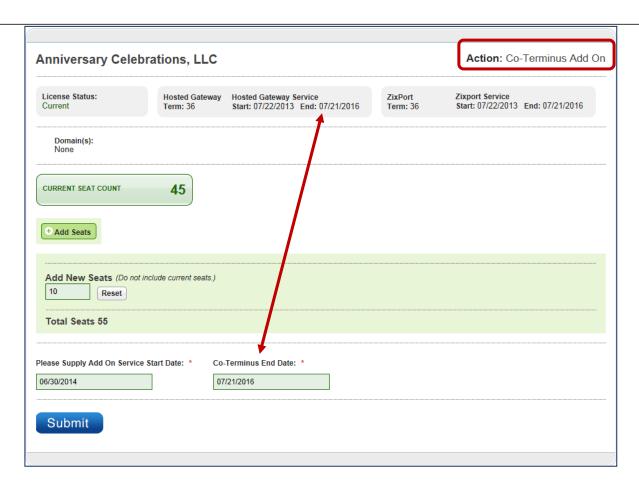
Customers in a current status have no required actions. The only time to act upon current customers is when there is an add-on order or when there is a matter to discuss with Zix.

License Status	Options available for Current and NFR licenses
CURRENT: Customer is paid in full for current	No action required. However, current customers are eligible for add-on seats.  Four options:
service period.  OR,	<ol> <li>Choose "Co-Terminus Add On" to add seats with the same service end date as the current service end date. The billing amount will be pro-rated to account for the shorter term length.</li> </ol>
Customer is paid in full	<ol> <li>Choose "1 Year Add-On" to add seats for a full year service period that is NOT coterminus with the service end date of the current customer.</li> </ol>
for current service period but wants to purchase	<ol> <li>Choose "3 Year Add-On" to add seats for a full year service period that is NOT co- terminus with the service end date of the current customer.</li> </ol>
add-on seats.	4. Choose "Contact Zix" to prompt a dialogue with Zix.
NFR:	No action required. However, partners can add licensed seats.
These are the Not-for-	Two options:
Resale seats included in	<ol> <li>Choose "1 Year Add-On" to add seats for a one year service period</li> </ol>
your enrollment into the MSP Program.	2. Choose "3 Year Add-On" to add seats for a three year service period

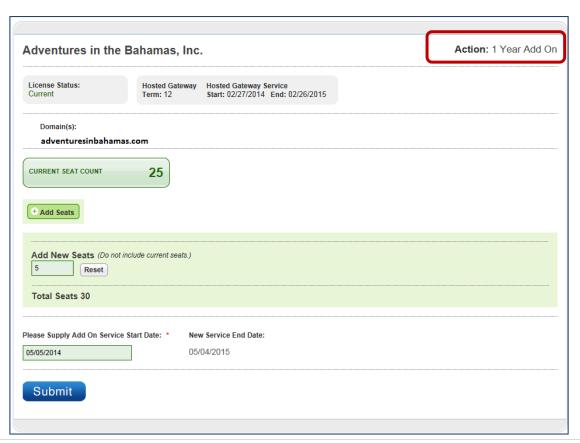
#### **Add Ons**

Here are samples of the 3 different add-on options available to you.

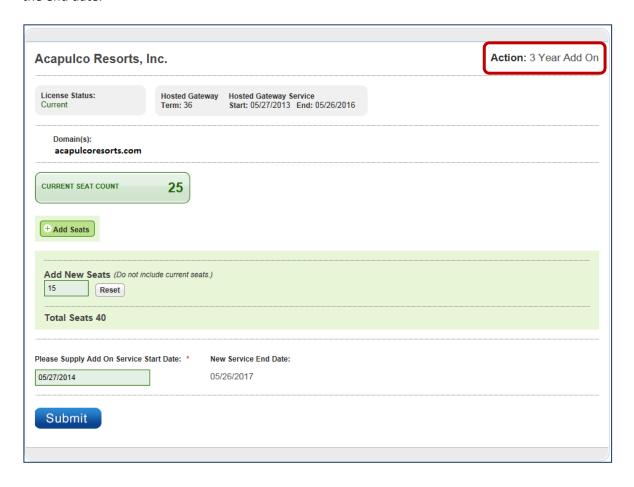
This is a Co-Terminus Add On. You supply the seats and start date; the application sets the new service end date to match the current service end date.



This is a 1 Year Add On. You supply the seats and service start date, the application calculates the end date.



This is an example of a 3 Year Add On. You supply the seats and service start date, the application calculates the end date.



## **Alignment with ZixPort Service Periods**

If you have a customer who purchased ZixPort in addition to Hosted Gateway seats, we display the ZixPort service period next to the Hosted Gateway Service.

License Status:
Renewal due

Hosted Gateway
Ferm: 12

Hosted Gateway Service
Start: 04/04/2013 End: 04/03/2014

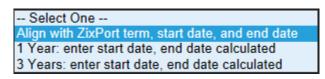
ZixPort
Term: 12

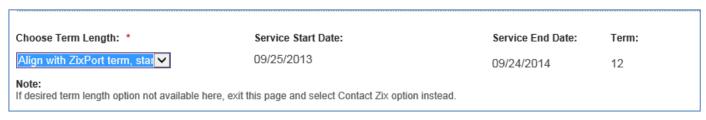
Zixport Service
Start: 05/30/2014 End: 05/29/2015

Pricing for new customers, renewal customers or add-ons to an existing customer will be at 3 year pricing if the customer has also purchased ZixPort with a 3 year term.

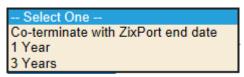
Handling varies based on license status:

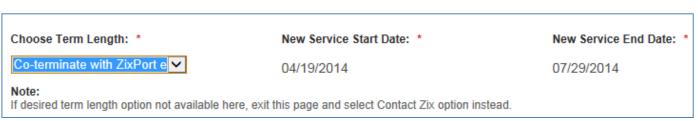
EVALUATION: You can align Hosted Gateway services with the ZixPort term, start date and end date.





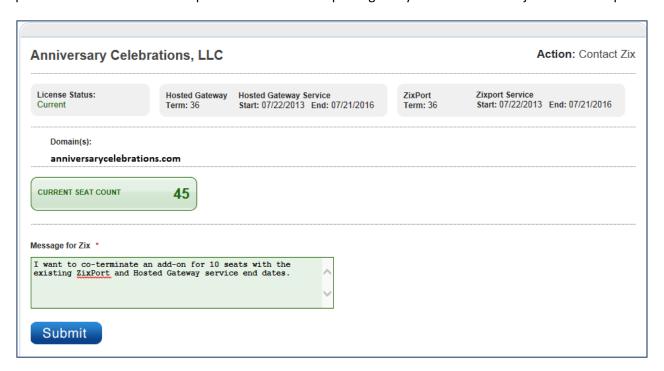
RENEWAL: You can co-terminate Hosted Gateway services with the ZixPort service end date.



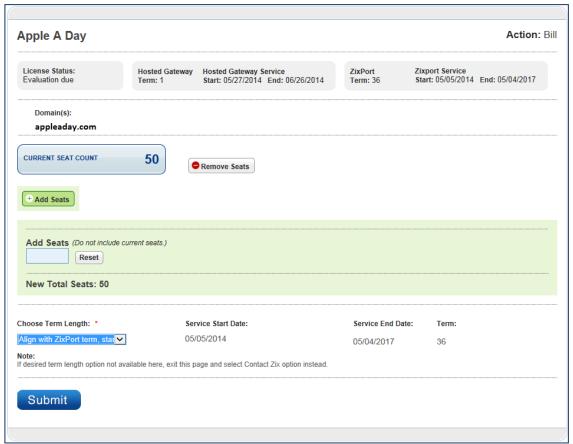


In all cases, you will be reminded that you have a 4<sup>th</sup> option.... Contact Zix.

ADD-ON: If you wish to co-terminate an add-on for Hosted Gateway services with the ZixPort service end date, please select the Contact Zix option. Your Partner Reporting Analyst will make the adjustment as requested.

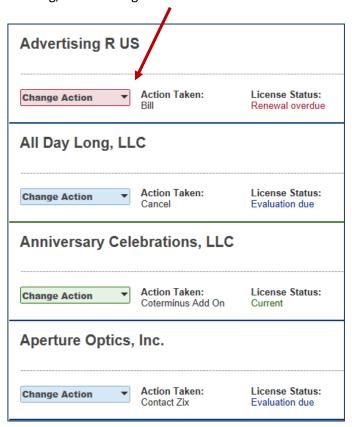


The example below is for an evaluation customer. Notice that the Hosted Gateway Service is for a 1 month term. That is the default service period for newly submitted product licensing requests. The start date matches the date the request was submitted to us.



## **Change Actions**

After you take an action on your customer records, you can see the Action Taken. If you want to change the handling, select Change Action. Make corrections and hit the Submit button.



#### **Current / New Seat Count**

The system keeps track of changes to Current / New Seat Count as you make your updates. The new total is displayed on the <u>bottom</u> of the current month's report.

Total Seats (Current/New): 387/427

The report status changes to Complete after you make all required changes to your customers. The Submit to Zix button will not appear until the report status is Complete.

Monthly Reports » April 2014 (Complete)

## **Submit Report to Zix**

#### Submit to Zix



When you hit the submit button, your report status changes to Submitted. It is now locked; no further changes can be made to the report. Your Zix Reporting Contact will receive an email notifying them that you have submitted the report.

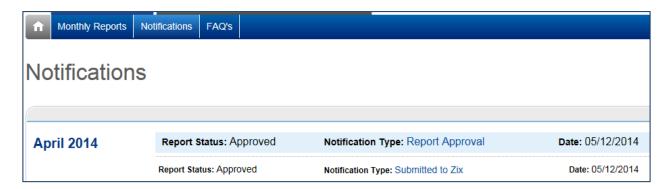
## **No Changes for Current Reporting Period**

If you receive a report that contains no required billing actions, and you have no 'add-on' seats to purchase for your customers, you will be prompted to check the box: "Check this box to confirm you have no changes to this report." Selecting this action changes the report status from New to Completed. The Submit to Zix button appears. When you hit the submit button, your report status changes to Submitted.



## **Approved Reports**

Zix reviews and approves submitted reports. After the report is approved, you will receive notification via email. You do not need to save this email because exact same email notice is filed under the Notifications tab in the portal.



The exact same content is stored in the portal.



Approved reports are archived reports. They are view-only. You can drill down on the customers within this report, but you cannot alter any actions already taken.



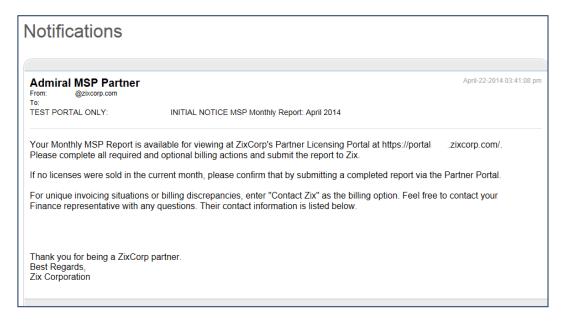
#### **Incomplete Reports**

A report remains "Incomplete" until all required billing actions have been taken. If the deadline for submission to Zix is missed, the report is locked. All changes are lost. The report becomes view-only. In these circumstances, Zix may contact you to resolve issues and facilitate timely invoice authorization.

#### **Notifications from Zix**

Partners receive notifications from Zix throughout the month. Navigate to the Notifications tab to see notification type, date and corresponding report status.

- 1. 1<sup>st</sup> Notice Sent when Zix issues the current month's report on or near the 5<sup>th</sup> business day
- 2. 2<sup>nd</sup> Notice Reminder notice if Completed report not submitted to Zix on or near the 10<sup>th</sup> business day
- 3. Final Notice Reminder notice if Completed report not submitted to Zix on or near the 15<sup>th</sup> business day



July 2013	Report Status: Complete	Notification Type: Submitted to Zix	Date: 08/23/2013
	Report Status: Complete	Notification Type: Submitted to Zix	Date: 08/23/2013
	Report Status: Complete	Notification Type: Contact Zix	Date: 08/23/2013
	Report Status: Complete	Notification Type: Contact Zix	Date: 08/23/2013
	Report Status: New	Notification Type: Final Notice	Date: 08/22/2013
	Report Status: New	Notification Type: Reminder Notice	Date: 08/22/2013
	Report Status: New	Notification Type: Initial Notice	Date: 08/22/2013

## **Report Print Capability**

You are able to print an Excel version of your data after you hit the Submit button. We recommend you print your Submitted reports because this will show you the before and after seat count.



#### An example of printed report:

Report Month	Report Status	Customer Name	License Status	Action Needed	Action Taken	Before Seats	Adjust	Current Month Billable Seats	After Seats
July 2013	Submitted	Company ABC	Evaluation due	Required - UPDATED	Bill	10	15	25	25
July 2013	Submitted	Company CDE	Evaluation due	Required - UPDATED	Bill	50		50	50
July 2013	Submitted	Company DEF	Evaluation due	Required - UPDATED	Defer Action	30			30
July 2013	Submitted	Company XZY	Evaluation due	Required - UPDATED	Cancel	45	-45		0
July 2013	Submitted	Company 123	Evaluation overdue	Required - UPDATED	Bill	10		10	10
July 2013	Submitted	Company 345	Evaluation overdue	Required - UPDATED	Contact Zix	100			100
July 2013	Submitted	Company 678	Renewal due	Required - UPDATED	Bill	20			20
July 2013	Submitted	Bank One	Renewal due	Required - UPDATED	Bill	30	10	40	40
July 2013	Submitted	Bank Two	Renewal overdue	Required - UPDATED	Bill	30	10	40	40
July 2013	Submitted	Bank Three	Renewal overdue	Required - UPDATED	Bill	20		20	20
July 2013	Submitted	Credit Union 1	Current	Optional		100			100
July 2013	Submitted	Credit Union 2	Current	Optional - UPDATED	1 Year Add On	75	25		100
July 2013	Submitted	Health Center C	Current	Optional - UPDATED	Coterminus Add On	20	10	10	30
July 2013	Submitted	Law Office One	Current	Optional - UPDATED	3 Year Add On	75	10	10	85
July 2013	Submitted	Credit Union 3	Current	Optional		40			40
July 2013	Submitted	Health Center A	Current	Optional		100			100
July 2013	Submitted	Health Center B	Current	Optional		25			25
July 2013	Submitted	Accounting Firm	Current	Optional		50			50
July 2013	Submitted	Insurance Broker	Current	Optional		20			20
July 2013	Submitted	Law Office Two	Current	Optional		150			150
July 2013	Submitted	Partner Name	NFR	Optional		15			15
July 2013	Submitted				<b>Evaluation Sub-Tota</b>	245	-30		130
July 2013	Submitted				Licensed Sub-Total	755	65	205	905

The Downloadable Monthly Report includes 5 columns that help you see the price you are paying per customer.

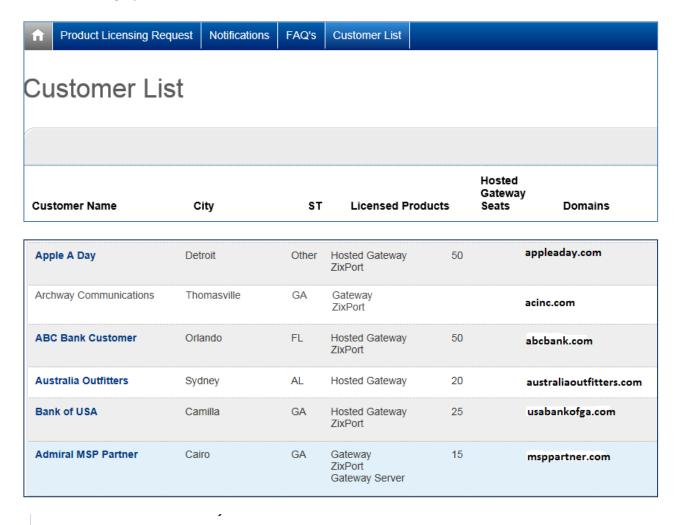
- Price Per Unit: Annual dollar amount you pay per licensed seat per year... based on 1 or 3 year pricing and your volume based tier
- Pro-Rated Price: Price per licensed seat adjusted for co-term or multi-year service periods
- Total Price: Total price for the reported term
- Term: Term length in months based on the reported service period
- Type: Type of license being billed on report (i.e., New, Renewal, Add-on)

If the new total number of billable seats for the current month qualify you for a higher-quantity, lower-priced tier, this will be reflected in the price per unit on the downloadable report. Likewise, a reduction in the total number of billable seats results in a lower-quantity, higher-priced tier. Total report dollar amounts may be issued in one of multiple installments depending on terms.

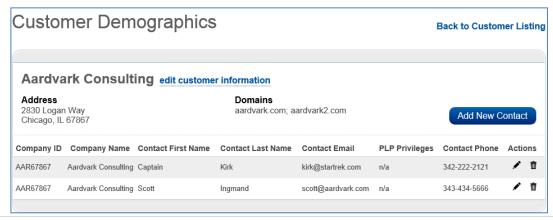
Customer Name	Term	License Status	Action Needed	Action Taken	Before Seats	Seat Adjust ment	Current Month Billable Seats	Price per Unit	Pro rated Price	Total Price	Billing Term	Туре	After Seats
Bank 123	12	Renewal due	Required - UPDATED	Admin Action	57		57	\$16.00	\$64.00	\$3,648.00	48	Renewal	57
Medical Clinic 2	12	Renewal overdue	Required - UPDATED	Bill	30		30	\$16.00	\$48.00	\$1,440.00	36	Renewal	30
Industry Credit Union	36	Current	Optional - UPDATED	Admin Action	40	40	40	\$18.00	\$0.00	\$0.00		Add On	80
Dental Office ABC	24	Current	Optional - UPDATED	Coterminus Add On	32	8	8	\$18.00	\$9.00	\$72.00	6	Add On	40
Bank 456	36	Current	Optional - UPDATED	1 Year Add On	30	5	5	\$18.00	\$18.00	\$90.00	12	Add On	35
Doctor Practice XYZ	36	Current	Optional - UPDATED	3 Year Add On	130	5	5	\$16.00	\$48.00	\$240.00	36	Add On	135

## **Customer Demographic and Contact Data**

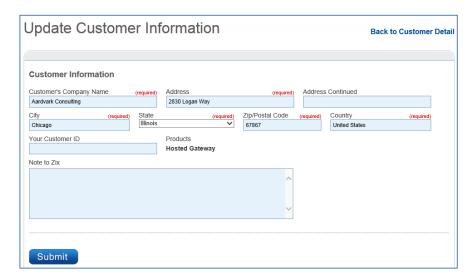
If you need to update demographic data or contact data for one of your customers, navigate to the Customer List. Customers are listed in alphabetical order by name. Domain name is visible in the list. You are able to edit Hosted Gateway customers from this view. On-premise Gateway, ZixOne, ZixMail / ZixPort, and ZixMail only customers are grayed out and cannot be edited here.



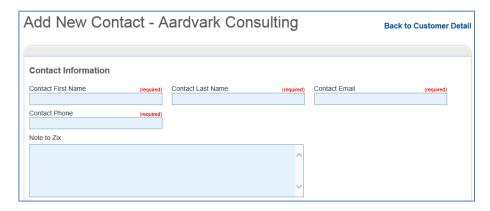
Your firm has a blue background. Select your own firm or one of your Hosted Gateway customer records to <u>edit customer information</u> or to add, change and delete contacts.



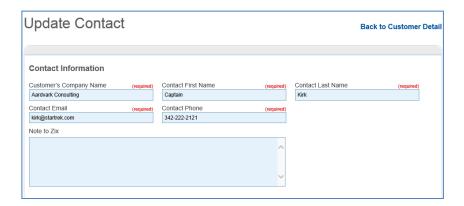
This page opens when you want to edit customer demographics on a customer record:



You can add a new contact on this page.



You can update an existing contact on this page.



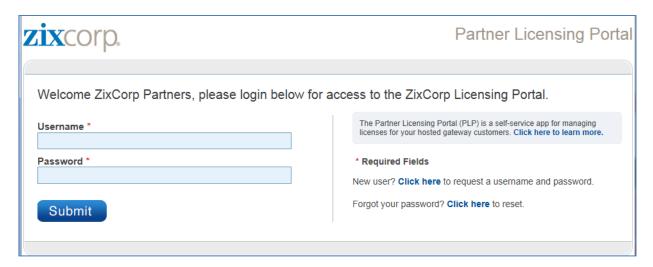
Make changes to any of the provided fields. You can choose to send a note to us about any changes or additions you wish to make to contact information. Hit the Submit button when you are done.

The changes will be sent in an email to your designated Zix Reporting Contact. Note: Domain name(s) cannot be changed via the customer edit process. Contact <a href="mailto:support@zixcorp.com">support@zixcorp.com</a> for that action.

## **Product Licensing Requests**

Technical team members submit key activation requests to the ZixCorp Support Team using PLP's Product Licensing Request feature. They supply customer demographic data and expected seat data at the same time they supply the domain name to Zix. The basic steps:

- 1. Create (generate) domain key file for your end customer on your Gateway.
- 2. Login to the Partner Licensing Portal URL: <a href="www.portal.zixcorp.com">www.portal.zixcorp.com</a>.



This will take you to the welcome page of the Partner Licensing Portal.



#### Welcome to the Product Licensing Request section of the Partner Licensing Portal

MSP Partners submit hosted gateway information and key activations to the ZixCorp Support Team using the Product Licensing Request form. Technical team members at the partners site submit customer demographic data and licensed seat data at the same time they supply the domain name to Zix.

Be sure to generate the domain key files for your end customer on your gateway appliance or virtual instance BEFORE submitting a request for activation to the Zix Support Team.

Customer and contact data management is housed under the Customer List tab. Search for an existing customer by customer name or domain name. Select your own firm or one of your customer records to update demographics or to add, change and delete contacts.

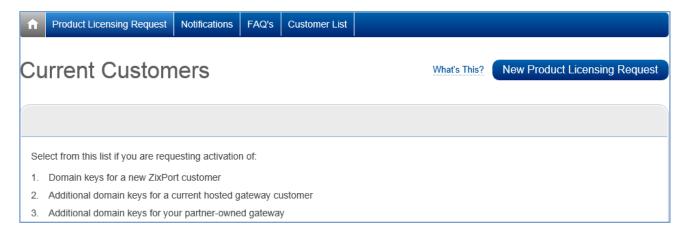
Select Product Licensing Request from the scroll bar at top to view your existing customers. All customers will display, not just those who purchased Hosted Gateway.



## **Existing Customers**

Select from the list of current customers if you are requesting activation of:

- 1. Domain key for a new ZixPort customer
- 2. Additional domain keys for a current hosted gateway customer
- 3. Additional domain keys for your partner-owned gateway

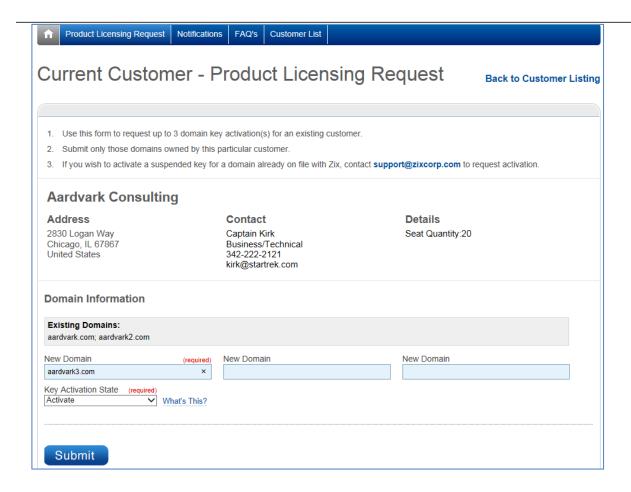


Customer Name	City	ST	Licensed Products	Hosted Gateway Seats	Domains
AAA Medical Group	San Bernadino	CA	Hosted Gateway	30	aaadoctor.com aaamed.com
Aardvark Consulting	Chicago	IL	Hosted Gateway	20	aardvark.com aardvark2.com
Absolutely Wonderful	Seattle	WA	Hosted Gateway	22	absolutely.com

When you select an existing customer, a web form opens.

Demographic data and existing domain(s) display.

- 1. Add up to 3 domains owned by that customer.
- 2. Elect "Activate" or "Activate and Suspend" from the picklist
- 3. Hit the Submit button.



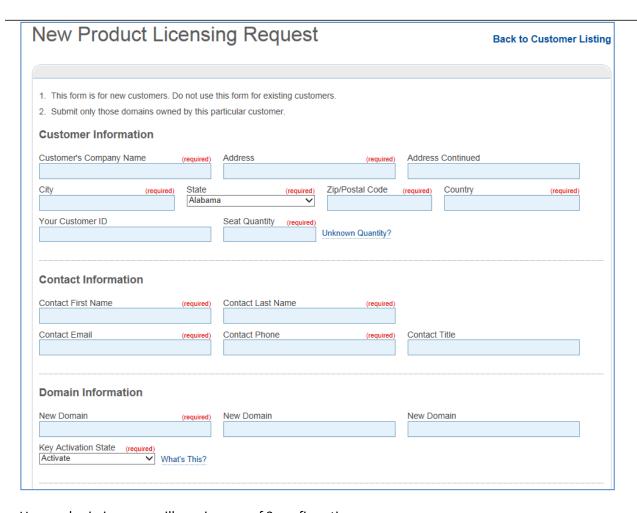
#### **New Customers**

If you are adding a domain for an entirely new customer, select the blue bar at the right labeled New Product Licensing Request.



This will open a blank form for you to fill in. Hit the Submit button when you are done.

NOTE: If the system ascertains that you are trying to add a domain to an existing customer, it will re-route you to the existing customer form.



Upon submission, you will receive one of 3 confirmation messages.

Your product licensing request to add domains for an existing customer has been queued for handling by the ZixCorp Support team.

Your product licensing request for a new customer has been queued for handling by the ZixCorp Support team.

Your request to activate additional partner-owned domain key(s) for your company has been queued for handling by the ZixCorp Support Team.

Within 5 minutes, you will receive a notification in your email inbox confirming receipt. The same notification appears in the portal.

## **Notifications**

May Notifications							
Transaction Type	Message Type	Company Name	Contact Name	Domain			
Contact Maintenance	Add	Aardvark Consulting	Captain Kirk				
Demographic Maintenance	Update	Z - Absolutely Wonderful					
Product Licensing	New Customer	Aperture Optics, Inc.		castle.com nikkiheat.com			
Product Licensing	New Customer	Anniversary Celebrations, LLC		anniversary.com			

Product Licensing Request Notifications FAQ's **Customer List** 

#### **Notifications**

#### **Partner Name**

From: donotreply@portalbeta.zixcorp.com To: egore@zixcorp.com

TEST PORTAL ONLY: Partner Name - product licensing request accepted for new customer BW Productions

Your new customer product licensing request for BW Productions has been submitted to the ZixCorp Support Team. A support engineer will respond to you shortly.

May-21-2014 01:53:33 pm

Partner Name:

Zix PartnerID: BLO39828 Submitted By: Lori Napier

Zix CustomerID: BWP92034

Customer Name: BW Productions Customer Address1: 3456 Marina Del Ray Blvd

Customer Address2:

Customer City: Santa Monica

Customer State: CA

Customer Zip: 92034

Customer Country: United States

Customer Contact First Name: Bruce

Customer Contact Last Name: Willis

Customer Contact Email: bruce.willis@diehard.com

Customer Contact Phone: 454-676-8909 Customer Contact Title: Optional Field #2

Your CustomerID: Optional Field

Seat Quantity: 35

Domain Key Status: Activate and Suspend

Domain Name 1: diehard.com Domain Name 2: diehard2.com

Domain Name 3: