

---

**Re: Website Contact Form: websoft9**

发件人: Legal<legal@websoft9.com>

时 间: 2021年7月19日(星期一) 上午10:53

收件人: Vanessa Steeg<vanessa.steeg@nextcloud.com>

---

Dear Vanessa,

Thank you for your reply.

we wonder that what difference is between reseller and service provider partnerships and what right and obligation need to be obey.

Websoft9 is an open source software company that focuses on automatic installation and deployment of cloud application software. We sort out high-quality open source software, package it with runtime into image without any change to source code, release source code for image on Github, and then distribute the image on Major Cloud, so as to provide one-click use for global users. So far, our image on Major Cloud have accounted for as much as 1,000 installed capacity per day and our products have received more than 20,000 daily views. Here is the link to the image of Apache Kafka on AWS marketplace for you to get information clearly.

Looking forward to your clear reply.

Kind regards,

Dois

Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

[legal@websoft9.com](mailto:legal@websoft9.com)

----- Original -----

**From:** "Vanessa Steeg" <vanessa.steeg@nextcloud.com>;

**Date:** Fri, Jul 16, 2021 05:04 PM

**To:** "Legal" <legal@websoft9.com>;

**Subject:** Re: Website Contact Form: websoft9

Dear Doris,

awesome :)

We do offer reseller or service provider partnerships. You can find more information here: <https://nextcloud.com/partnerprogram/> and in the document attached.

In your case, a service provider partnership would probably the best choice? Our service provider partner fee is 6.000 € per year and includes 500 users, and you benefit from lead sharing, sales and technical training, Nextcloud logo use, marketing materials and more :)

I've also attached a draft of our service provider contract in case you're interested. How much experience do

you have in hosting Nextcloud for your customers? And how big is your team?

Looking forward to hearing from you!

Best regards  
Vanessa

On 7. Jul 2021, at 03:34, Legal <[legal@websoft9.com](mailto:legal@websoft9.com)> wrote:

Dear Vanessa,

I am glad to hear from your reply.

We are very intrested in being your partner.How to be your partner?And we have some questions about managing server and reselling.

- 1.Our company controls two companies,one in China and another in America.We'd like to conduct business limiting in China(including Taiwan China,Hongkong China and Macao China).Therefore,we wonder that which legal entity is appropriate for being agreement parties.
- 2.Whether managing server have clear scope or not?What process we need to obey in managing server?
- 3.How can we sale software to our customer?Which process We should obey?Whether we can get your authorization or not?Whether the price is differente with official sales?How much we can reward in reselling?
- 4.We wonder if you have rules in transfer of ownership.
- 5.Whether we need to pay an annual fee to you in advance or not.

Looking forward to your reply

Best wishes,

Doris

-----  
Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

[legal@websoft9.com](mailto:legal@websoft9.com)

----- Original -----

**From:** "Vanessa Steeg" <[vanessa.steeg@nextcloud.com](mailto:vanessa.steeg@nextcloud.com)>;

**Date:** Tue, Jul 6, 2021 11:02 PM

**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;

**Subject:** Re: Website Contact Form: websoft9

Dear Doris,

first of all, thank you very much for asking :) We appreciate it!

The listing looks good to us as you make it very clear that you're not us and are not using our logo. Just maybe the name of the listing could be something like "Based on Nextcloud". But it's totally okay if it stays the way it is.

I'm not sure if you might be interested in a Nextcloud partnership? Do you provide services around Nextcloud? Like for example, managed servers, or would you like to resell Nextcloud?

If so, we'd be happy to discuss the possibilities with you!

Best regards  
Vanessa

On 5. Jul 2021, at 11:43, Legal <[legal@websoft9.com](mailto:legal@websoft9.com)> wrote:

Dear Vanessa,

I'm very glad to hear from you.

I wonder if we are appropriate in trademark usage of Nextcloud. The image is following. I have highlighted some place which we use your trademark in the picture.

IMAGE(<https://user-images.githubusercontent.com/85531723/124441438-4107a480-ddae-11eb-956d-9048196b9dd3.png>)

I'll appreciate it if you can give me clear reply for our consultation.

Best regards,

Doris

-----  
Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

[legal@websoft9.com](mailto:legal@websoft9.com)

----- Original -----

**From:** "Vanessa Steeg" <[vanessa.steeg@nextcloud.com](mailto:vanessa.steeg@nextcloud.com)>;  
**Date:** Mon, Jul 5, 2021 05:27 PM  
**To:** "legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Subject:** Re: Website Contact Form: websoft9

Dear Doris,

thank you for your message.

Could you please clarify where you've been using our trademark and provide a link?

Thank you.

Best regards  
Vanessa

On 05/07/2021, 10:35, [no-reply@nextcloud.com](mailto:no-reply@nextcloud.com) wrote:

Form details below.

Name: Doris.Yan  
Email: [legal@websoft9.com](mailto:legal@websoft9.com)  
Organization: websoft9  
Phone: +8613922410386

How did you find out about Nextcloud? other

Comments: I am sorry for bothering you. I am a legal affairs officer from Websoft9. I am very glad to contact you on behalf of our company.

Websoft9 is an open source software company that focuses on automatic installation and deployment of cloud application software. We sort out high-quality open source software, package it with runtime into image without any change to source code, release source code for image on Github, and then distribute it on Major Cloud, so as to provide one-click use for global users. So far, our image on Major Cloud have accounted for as much as 1,000 installed capacity per day and our products have received more than 20,000 daily views.

We are writing to consult you on questions regarding Ghost trademark use. We highly respect your intellectual property rights. We have learned Trademark Guidelines and Brand Guidelines carefully. we'd like to get your clear reply on usage details to avoid any infringement of your rights. But if, unfortunately, there is some misunderstanding or improper use, please inform us. We will correct it according to your request as soon as possible and get relevant permission to make it proper and permissible.

Vanessa Steeg  
Executive Assistant

oOo - Nextcloud Files, Groupware & Talk  
Keep your data secure and under your control

T +49 (711) 252 428 - 73  
F +49 (711) 252 428 - 20  
E [vanessa.steeg@nextcloud.com](mailto:vanessa.steeg@nextcloud.com)  
W <https://nextcloud.com>

Nextcloud GmbH  
Hauptmannsreute 44A, 70192 Stuttgart, Germany  
GF: Frank Karlitschek  
HRB 227086 (AG München)

Vanessa Steeg  
Executive Assistant

oOo - Nextcloud Files, Groupware & Talk  
Keep your data secure and under your control

T +49 (711) 252 428 - 73  
F +49 (711) 252 428 - 20  
E [vanessa.steeg@nextcloud.com](mailto:vanessa.steeg@nextcloud.com)  
W <https://nextcloud.com>

Nextcloud GmbH  
Hauptmannsreute 44A, 70192 Stuttgart, Germany  
GF: Frank Karlitschek  
HRB 227086 (AG München)