

**Re: Trademark Use Consultation**

发件人: Legal<legal@websoft9.com>

时 间: 2021年7月27日(星期二) 上午9:32

收件人: Ksenia Avdeeva<Ksenia.Avdeeva@onlyoffice.com>

抄 送: galina.goduhina<galina.goduhina@onlyoffice.com>

Hello Ksenia,

We are glad to become partner with you!

This is our logo and description.

LOGO(<https://libs-websoft9-com.oss-cn-qingdao.aliyuncs.com/Websoft9/ui/logo/LOGO-%E4%B8%AD%E8%8B%B1%E6%A8%AA%E7%89%88.png>)

DESCRIPTION:

网久软件 (英文名称: Websoft9)

是一家以云计算和开源为基石的软件供应链运营服务商, 是云平台、软件供应商、集成商与用户之间的互通桥梁。

网久软件将开源和AI技术进行整合, 智能优选和集成数千个热门的云原生应用, 打造从基础架构、中间件、容器、数据库、DevOps, 到云原生应用、企业管理、企业智能和物联网等场景的产品目录, 形成一站式解决方案, 与合作伙伴一起服务全球 140 多个国家 3000 万云端企业客户。

网久软件拥有全面云原生赋能体系, 提供全球化、在线化、专业化及智能化的软件集成与服务。借助这些技术, 合作伙伴可以像搭建积木一样, 为目标客户群构建场景化解决方案, 帮助客户成功地适应业务全球化和数字化。我们服务的客户遍布全球, 从个人创客到全球500强都在使用我们的产品。

You can contact me if you need other supplement.

Best wishes,

Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <Ksenia.Avdeeva@onlyoffice.com>;

**Date:** Mon, Jul 26, 2021 11:23 PM

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

**Cc:** "galina.goduhina" <galina.goduhina@onlyoffice.com>;

**Subject:** Re: Trademark Use Consultation

Hello Doris,

Thank you a lot!

Please find attached the signed agreement, we are partners now!

Could you please also provide us with the following information for our website: your company's logo and your company's description, the example can be found [here](#).

Looking forward to hearing from you soon!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

7/26/2021 1:11 PM, Legal пишет:

Hello Ksenia,

I'm sorry to the error occurred.

I change the document to send again, I'm very appreciate it if you can try open again. Your Wechat can't send the request for being friend. You can send request to our company Wechat: 13786149601 if you still can't view the attachment.

Best wishes,

Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <[Ksenia.Avdeeva@onlyoffice.com](mailto:Ksenia.Avdeeva@onlyoffice.com)>;  
**Date:** Mon, Jul 26, 2021 05:27 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

I still can't see the attachment. Maybe it would be easier to send it in WeChat? My WeChat ID is ONLYOFFICE\_Team

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

7/26/2021 5:49 AM, Legal пишет:

Hello Ksenia,

I have no idea that why the error occurred.I send email with attachment again.You can contact me if you still can't view.

Best regards,

Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Авдеева Ксения" <[ksenia.avdeeva@onlyoffice.com](mailto:ksenia.avdeeva@onlyoffice.com)>;  
**Date:** Wed, Jul 21, 2021 04:21 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

Don't know why but I can't see the attachment. Could you please send it one more time?

Looking forward to hear from you soon!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

21.07.2021 9:09, Legal пишет:

Hello Ksenia,

I'm sorry that we have spent long time to acquainted with the contract so that reply late.

Currently,We have learned and signed the contract.The scanned copy is attached.You can contact us in time if you have any questions about our contract or we get something wrong in the contract.

Looking forward to your reply and your signed contract.

Best wishes,

Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <[Ksenia.Avdeeva@onlyoffice.com](mailto:Ksenia.Avdeeva@onlyoffice.com)>;  
**Date:** Wed, Jul 7, 2021 07:52 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

We will wait for you to get acquainted with the contract, hope to receive the signed one soon! Let me remind that you need to print it, fill in the form, sign, stamp and send us the scanned copy. The signature and stamp are expected to be on the right of each page.

Looking forward to hear from you soon!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

7/7/2021 4:15 AM, Legal пишет:

Hello Ksenia,

We are appreciate it that we can found partnership with you. When will we send agreement to you is appropriate?

Looking forward to your reply!

Best wishes,

Doris

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Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Авдеева Ксения" <[ksenia.avdeeva@onlyoffice.com](mailto:ksenia.avdeeva@onlyoffice.com)>;  
**Date:** Tue, Jul 6, 2021 07:59 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

No, you don't have to pay to us at all! You only need to pay while buying the product.

Looking forward to your reply!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

06.07.2021 4:15, Legal пишет:

Hello Ksenia,

I'm very glad to hear from you.Thanks for your answer.

We have a question that whether we need to pay an annual fee to you in advance or not.

Looking forward to your reply!

Best wishes,

Doris

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Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <[Ksenia.Avdeeva@onlyoffice.com](mailto:Ksenia.Avdeeva@onlyoffice.com)>;  
**Date:** Mon, Jul 5, 2021 08:33 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

Thank you for the reply!

1. Then you should sign the agreement on behalf of the Chinese company.
2. The model refers to the reselling of our server solutions - ONLYOFFICE Workspace Enterprise Edition and ONLYOFFICE Docs Enterprise Edition. You purchase the products with 30% off the original price and then you re-sell it for the full-price to the end-users - your clients. Once you have an interested client, you can request the price for the needed amount of connections. We also provide a free product training and sales training for our partners.
3. Once the payment is made, we send you the license key and you in turn resend it to the client.

Looking forward to your reply!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

7/5/2021 4:54 AM, Legal пишет:

Hello Ksenia,

I am glad to hear from your reply. I have received your agreement and I am in doubt on its clause.

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. 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?
3. We wonder if you have rules in transfer of ownership.

Looking forward to your reply

Best wishes,

Doris

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Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <[Ksenia.Avdeeva@onlyoffice.com](mailto:Ksenia.Avdeeva@onlyoffice.com)>;  
**Date:** Mon, Jun 28, 2021 07:29 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

Sorry for the late reply, I missed your message.

Up to 20 simultaneous connections is for all ONLYOFFICE Community products.

Please find attached the partnership agreement. You need to print it, fill in the form, sign, stamp and send us the scanned copy. The signature and stamp are expected to be on the right of each page.

Looking forward to your reply!

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

6/22/2021 7:08 AM, Legal пишет:

Hi Ksenia

Thanks for you reply. Up to 20 Simultaneous connections is for all ONLYOFFICE Community product, or only for ONLYOFFICE Docs?

And, we are interesting to become ONLYOFFICE Partner at great China region.

How to become your partner?

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Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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

----- Original -----

**From:** "Ksenia Avdeeva" <[Ksenia.Avdeeva@onlyoffice.com](mailto:Ksenia.Avdeeva@onlyoffice.com)>;  
**Date:** Mon, Jun 21, 2021 10:35 PM  
**To:** "Legal" <[legal@websoft9.com](mailto:legal@websoft9.com)>;  
**Cc:** "galina.goduhina" <[galina.goduhina@onlyoffice.com](mailto:galina.goduhina@onlyoffice.com)>;  
**Subject:** Re: Trademark Use Consultation

Hello Doris,

Thanks a lot for contacting us!

We haven't found any signs of improper use here. But you should probably add the information about the restriction of 20 simultaneous connections so that it wouldn't be a surprise for users.

We are also interested in cooperation with you. So could you please specify:

1. How successful is ONLYOFFICE product's placement on AWS? Are there any clients there?
2. Could you describe how you do business, is it all about AWS or you have other servers?
3. Would it be interesting for you to grow together and sign a partnership agreement with us? We could tell our customers about you and place the information about your company on our website.

Looking forward to hearing from you.

Best wishes,

Ksenia  
ONLYOFFICE Sales team  
Phone number: +371 66016425  
+371 63399867  
+44 20 3287 1086  
[www.onlyoffice.com](http://www.onlyoffice.com)

6/21/2021 5:30 AM, Legal пишет:

Dear Sir or Madam,



I am a legal affairs officer from Websoft9. I am very glad to contact you on behalf of our company. We are writing to consult you on questions regarding ONLYOFFICE trademark use. We highly respect your intellectual property. If there is any improper use of the software and trademark, please inform us. We will correct it as you required as soon as possible.

IMAGE(<https://user-images.githubusercontent.com/85531723/122698442-e6346000-d279-11eb-8eb6-b5f399507e14.png>)

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

Best regards,  
Doris

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Doris

Legal & Compliance Department - Websoft9 Inc.

<https://www.websoft9.com>

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