



# Simplify and Streamline your Cloud Business with StreamOne Cloud Marketplace

The Tech Data StreamOne Cloud Marketplace (SCM) enables channel partners to simplify purchasing and customer subscription management across a broad selection of cloud services from major cloud providers. We offer our channel partners a range of exclusive business building resources, management tools, and professional services to help you smooth your customers' transition to the cloud while growing monthly recurring revenue.

## Introducing the StreamOne Cloud Marketplace

Tech Data StreamOne Cloud Marketplace provides SaaS, IaaS and PaaS cloud services from top Cloud Providers – including Microsoft, Cisco, IBM, Symantec, Oracle, Trend Micro, and more – in a single cloud marketplace to cost-effectively scale your business and expand your portfolio. SCM is an exclusive tool for our partners that helps you learn about, buy, and manage cloud subscriptions and services on behalf of your customers. Through the reseller portal, you have complete control from a dashboard that easily brings you white-labeled quoting, billing, and analytics. You can build custom solutions using our blueprints and platform APIs to enable integration with your business.

## Cloud Marketplace Key Features

- ✓ Multi-cloud provider support
- ✓ Self-sign up to marketplace
- ✓ Interactive dashboards to track cost, spend, and usage
- ✓ Platform APIs to enable integration with your business
- ✓ Purchase and provision cloud services on behalf of your customers
- ✓ Detailed usage and billing reports with drill down capability for partner
- ✓ Partner level user and role management
- ✓ Create custom white labelled quotes for customers
- ✓ SaaS subscription management on behalf of customer
- ✓ Pre-designed Blueprints to customise your solution

## Cloud Marketplace Features

### Multi-Cloud Provider Support

SCM provides a full range of cloud providers for efficient purchasing and provisioning of SaaS, IaaS and PaaS services through a single cloud marketplace. Get started quickly with automated sign up. Create your profile for easy access to products, and customise each employee's access to your business process and needs. Sales team members have

quoting access, procurement team members can place orders, and accounting team members can access back-office reporting.

## Complete Subscription Management

Through StreamOne Cloud Marketplace, you have access to the Digital Locker: a portal to manage your customer address book, develop white-labelled quotes, and easily provision cloud subscriptions and services with a seamless checkout experience. You can even set customer budget and threshold notifications for consumption of certain IaaS Cloud Providers (such as Azure) to help your customer maximise their cloud experience.

## Reseller Portal



## Streamlined Quoting and Billing

Generate customer ready quotes – complete with your company logo – directly from StreamOne Cloud Marketplace that can be easily exported to PDF. When you are ready to place an order, quickly convert the quote to an order directly in the SCM portal. Flexible invoicing options allows your accounting team to structure billing outputs to match business needs. Leverage our invoice templates for detailed information, enabling you to track and reconcile all subscription activity. You decide to receive one invoice per customer or a single consolidated monthly invoice.



### Real-Time Analytics

With a set of enhanced analytics tools leveraging Power BI, StreamOne Insights for Office 365 and Azure provides a real time view to customer and subscription data.

With Insights, you can provide a more detailed and responsive service to customers and monitor their spending on a continuous basis.

### Insights for real-time analytics



### Build Your Own Solutions

Build solution bundles to sell to your customers with our catalogue of SaaS, PaaS, and IaaS solutions Blueprints. Add products with the ability to buy or try and customise contact information by product guiding customers to the right place for more information.

### API Automation

Whether you are an existing StreamOne partner who wants to increase operational efficiency, or developing your own applications for your users, StreamOne Partner APIs enable your existing e-commerce and business systems to connect and automate any function from our catalog of APIs.

### Online Resource Center

The Reseller Resource Center is an all-inclusive learning center for our SCM community. It incorporates tutorials, guides, FAQs and tools to help you manage your account and navigate easily throughout the marketplace.

### Reseller Resource Center



## Cloud Marketplace Benefits

Tech Data Cloud offers several key business building benefits to resellers.

- ✓ **Simplify:** With SCM, you can easily expand your offerings, build your own solutions using a catalogue of SaaS, IaaS and PaaS pre-designed Blueprints and establish a custom storefront to extend your reach.
- ✓ **Streamline:** Address your customers evolving cloud needs with a one-stop shop of leading cloud providers, products, and services powered by StreamOne Cloud Marketplace to streamline your customers' migration to the cloud.
- ✓ **Reduce Costs:** Tech Data has fully integrated cloud providers into a single platform with capabilities to automate quoting, provisioning, subscription management, billing, and analysis for efficient management of your cloud services business.
- ✓ **Enable Complete Customer Subscription Management:** Built for resellers, SCM and Digital Locker provide a centralised location to manage your users and subscriptions. Add or remove users, enable add-on features, and take charge of all your subscription administration functions.

Let Tech Data and the StreamOne Cloud Marketplace expand your reach and grow monthly recurring revenue today. For more information contact us at [cloud@techdata.eu](mailto:cloud@techdata.eu)

