

Power your cloud business with StreamOne Cloud Marketplace



Challenge

The Tech Data StreamOne Cloud Marketplace (SCM) enables channel partners to simplify purchasing and easily manage subscriptions on behalf of their customers across a broad selection of cloud services from major cloud providers. We exclusively offer channel partners a range of 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

StreamOne Cloud Marketplace accelerates revenue and profits with multi-cloud SaaS offerings from top cloud providers, pre-configured Azure hybrid solutions and complete customer subscription management in a single platform. The marketplace helps you learn, buy and manage cloud subscriptions and services on behalf of your customers. Through the reseller portal, you have complete control using white-labelled quoting and billing, dashboards, analytics and APIs to connect with your business.

Cloud Marketplace Features

Multi-Cloud Provider Support

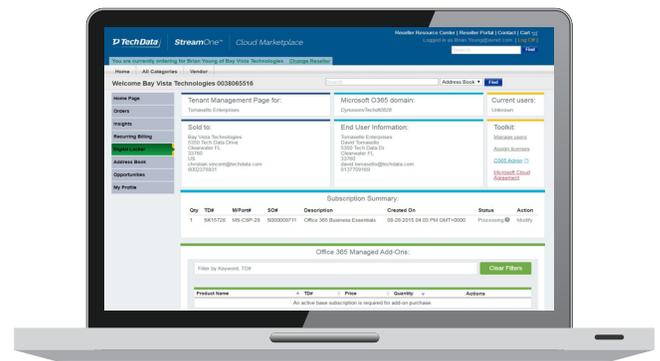
SCM provides a full range of cloud providers for efficient purchasing and provisioning of SaaS offerings through a single cloud marketplace. Get started quickly with automated sign up. Resellers create their profiles and have easy access to products once authorized. Set up your team with role-based access to SCM. Sales can have quoting access, procurement can place orders and accounting can access back-office reporting. Customize each employee's access to your business process and needs.

Cloud Marketplace Key Features	
Multi-cloud provider support including Microsoft, BitTant, IBM, Cisco, Trend Micro, Symantec, Oracle and More.	Cross sell and up sell with intuitive add-ons shown with your shopping cart such as support services and training.
Self-sign up with access to content rich product listing and the on-line resource center.	Resell a growing portfolio of Azure-based ready-to-deploy bundled hybrid solution.
Setup white-labelled quotes and order products via Customer Admin tool or Digital locker.	Dashboard capabilities with Insights analytics and reports.
Digital Locker gives you complete subscription management with a comprehensive customer address book.	APIs to enable integration with your business.
Branded end-customer invoices with flexible mark-up capabilities.	Optional end-customer portal to access and manage their own subscriptions.

Complete Subscription Management

StreamOne Cloud Marketplace provides a portal where resellers can access a Digital Locker for complete end-customer subscription management. The Digital Locker is where you manage a customer address book, develop white-labelled quotes to immediate provision cloud subscriptions and services with a seamless checkout experience. Easily modify subscriptions, assign licenses, purchase add-ons and more. Marketplace users are even able to set customer budget and threshold notifications for consumption of certain IaaS cloud providers such as Azure.

Reseller Portal



Streamlined Quoting and Billing

Generate customer ready quotes with your company logo directly from StreamOne Cloud Marketplace. You enter the margin for each customer and export to PDF. When you are ready to place an order, quickly convert the quote to an order. Automatically generate branded invoices for end customers with flexible mark-up capabilities to invoice end-customers for CSP orders. Tailor invoices with payment instructions such as a link for submitting online payments and contact information for customer account representative.

Real-Time Analytics

StreamOne Insights provides various views to manage your Office 365 and Azure business. From a single, interactive dashboard, see a high-level overview for each line of business with the ability to drill down into products, end-customers, and seats. Insights Pro enables you to search through your end-customer seats and consumption at a granular level. With Insights, you can provide a more detailed and responsive service to customers with the ability to monitor their spending on a continuous basis.

Insights for real-time analytics



Expand Offerings with Hybrid Solutions

Reduce complexity and speed deployments of high demand cloud offerings with our click-to-run Solutions. The growing portfolio of hybrid solutions make it simple to expand your offerings and speed implementations using our designed, tested, and documented infrastructure bundles for popular workloads.

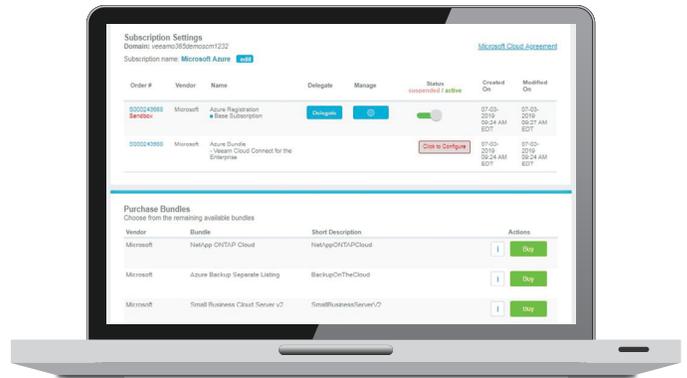
API Automation

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 or other systems to connect and automate any function from our catalog of APIs.

Launch Your Own Customer Portal

Improve customer satisfaction and minimize support requests by offering your end-customers the freedom to manage their accounts. Using an easy-to-deploy Software Development Kit (SDK), launch your own customer portals connected to their StreamOne accounts. This enables you to provide your end-users access and control to manage their own Microsoft subscriptions.

Bundled Solutions



Cloud Marketplace Benefits

Tech Data Cloud offers several key business-building benefits to resellers:

- **Simplify:** SCM helps support cross-selling and up-selling to provide more complete solutions such as adding post sales technical support services. With SCM, you can easily expand your offerings with access to a full range of hybrid cloud solutions for popular workloads.
- **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 and developed capabilities to automate quoting, provisioning, subscription management, billing, and analyzing for efficient management of your cloud services business.
- **Enable Complete Customer Subscription Management:** Built for resellers, SCM and Digital Locker provide a centralized location to manage your end-customers and their subscriptions. Take actions like adding or remove users, enabling add-on features, and other subscription administration functions.

Let Tech Data and the StreamOne Cloud Marketplace accelerated revenue and profits while growing monthly recurring revenue today! Request a consultation at <https://techdata.com/content/tdcloud/cloud-power.html#streamone>.