



# UNLEASH YOUR CLOUD'S POTENTIAL WITH ONECLUB

Accelerating your Microsoft Cloud business by partnering with SoftwareONE

## Azure Expert MSP

Imagine you have a partner that knows your cloud environment in detail and also has the ability to advise you on how to take full advantage of your environment. With a powerful cloud solution, your company can proactively influence trends by running new ideas, services, and applications with speed, stability and security.

SoftwareONE is part of a highly selective program run by Microsoft to create a high impact as a Managed Services Provider (MSP) for Azure partners. It is not simply another certification, but a new approach to being certified as an influencer of modern and future strategies for those organizations looking to digitally transform.

Gold

**Microsoft Partner**

Azure Expert MSP



## ISVs & Cloud Spend Management

Cloud costs are a major cost item for Independent Software Vendors (ISV's). To develop SAAS solutions for various customers, ISVs often use the public cloud. Only the lack of insights is missing. What are your overall cloud costs? How much are you spending on a monthly base? And are there new ways to optimize these costs?

SoftwareONE is currently working with about 1000's ISV's. We connect our customers with their solutions. At the same time, we support ISV's in technical,

financial, marketing and sales areas. More and more ISV's are therefore joining our ONEClub. This means that we can come up with new customer solutions more quickly. Our platform PyraCloud is central to this. What we notice during our partnership with ISV's is that they are struggling with their cloud spend. They have one large cost item, which makes it difficult to determine what the cost of a solution is and therefore what the final price is for the customer.

## How can we help you?

### Go-To-Market



With SoftwareONE's marketing and worldwide partnerships, your solution will be in the spotlights to engage several customers in different verticals.

### Innovate



Our expertise and fixed support will give you extra time to focus on your solution. SoftwareONE can advise you on creating new products and solutions by using the full potential of the cloud platform.

### Cost reduction



Based on consumption statistics, we can help you manage and optimize your infrastructure to ensure its efficiency.



**“With SoftwareONE we saved a lot of money on our Azure spend and grew our business with the SoftwareONE Go-To Market approach”**

Yotam Netzer, Business Development Manager  
Cognni

# ONECLUB SERVICES

We support you through every stage of your business

Cloud services should be accessible to every business and every organization. We are at hand to help you save time and money with our free professional Azure services tailored to your business needs. Realize the value of cloud with minimized downtime, reduce risk and cost savings. We help you find answers to the business challenges you face with an Azure solution that brings together everything you need — related products, services, and third-party applications. From DevOps (Software Development and IT Operations) to business analytics to the Internet of Things, you'll be up and running quickly with a scalable, cost-effective solution that works with your existing investments.

**All packs include 24x7 Global Cloud Support:**

IMPROVE AVAILABILITY	CLOUD WORKLOAD SECURITY	CONTROL CLOUD COSTS	CUSTOMER SUCCESS MANAGER	Managed Cloud
<ul style="list-style-type: none"> <li>› 24x7 Support with ownership for escalations through to Microsoft Premier Support for Partners</li> </ul>	<ul style="list-style-type: none"> <li>› Malware protection for Windows / Linux</li> </ul>	<ul style="list-style-type: none"> <li>› PyraCloud Cost Control Management</li> </ul>	<ul style="list-style-type: none"> <li>› Ensures customer satisfaction</li> </ul>	



**Design**

**ADVISORY**

Save time & money with professional advisory

- › Gain base knowledge through fundamental Azure workshop
- › Cloud management workshop to understand fundamentals on IaaS & PaaS cloud management
- › Governance workshop to define the overarching ruleset, principles, standards and conventions
- › Server assessment incl. analysis of opportunities, TCO, estimated cost and timeframe
- › High-level design and development of Azure landing zone incl. governance.



**Build & Implement**

**BUILD & IMPLEMENT**

Whether you are a large ISV or a start-up, with SoftwareONE you will gain added value. We can help you with the transition to a Microsoft Cloud environment if you are still running in an on-premise environment. We develop your strategy for the migration of workloads to the Azure environment, and once the best-fit workloads are identified, we architect and provision an Azure environment that is optimized for your business needs. SoftwareONE is your trusted advisor to develop, plan, and implement your Azure strategy. We support you in all kinds of ways so that you are ready to expose your solution worldwide.

**SERVER MIGRATION**

Realize the value of Cloud with minimized downtime

- › Governance health check for cost and process optimisation
- › Cloud Management workshop with focus on IaaS/PaaS
- › Switching from EA/SCE contract or current CSP to the Modern CSP
- › Lift-and-shift-migration of 25 virtual servers

**SQL-MIGRATION**

Reduce risk and save costs

- › Lift-rethink-and-shift of 10 SQL databases (incl. PaaS/IaaS, Azure SQL assessment)

**“Choose the add-on for 24/7 Local Support”**



**Optimize & Manage**

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Thereby we help you save costs by optimizing your environment so that you do not have higher costs than absolutely necessary. SoftwareONE's Managed Cloud provides you with the industry's leading experts for an end-to-end managed cloud services giving you back the time and resources to manage your business. Our advisory services ensure your cloud environment is one that works today and doesn't limit you for your future needs and our transition capabilities provide a seamless migration to the cloud.

Thereby Azure Monitoring services systematically records, measures and monitors your Azure Cloud Environment. With our PyraCloud dashboard, you can oversee all crucial KPIs – 24/7 from everywhere. Access to the information can be restricted based on various features, such as your company's organizational structure, country level or manufacturer-specific details, so called 'tags'. ISVSimple provides you with access to qualified Azure administrators who will own incident and service requests for Azure and provide consumption analytics and proactive recommendations to provide the confidence in usage and ongoing adoption of Azure.

**PyraCloud** provides single pane of glass to understand consumption, operational status and recommendations

**Dedicated Customer Success Manager & Technical Advisor** ensures customer satisfaction

**Build Management & Self-Service Catalog** streamlines how Compute is configured, deployed, & managed across your networks

**Please contact**



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**SECURE**

Vulnerability insights and Malware protection to **increase security**



**PROTECT**

Backup your data to **reduce risk** and get back in business



**MONITOR**

24x7 proactive health monitoring to **avoid costly incidents**



**CONFIGURE**

**Increase consistency** with with DevOps & automated Patch Management



**GOVERN**

**Optimize costs** and provide increased transparency to improve buying decisions



24x7 Security & Network Operations Center to manage and secure the estate



IT Service Management operates under an ITIL compliant ITSM framework



Service Onboarding