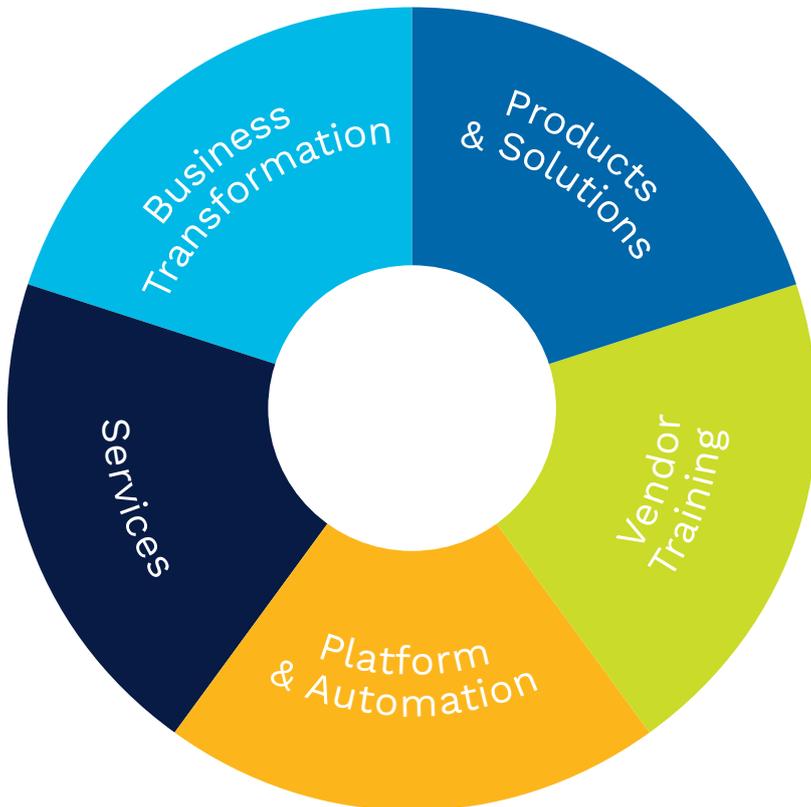




Tech Data Cloud Solutions

Wherever you are on your journey to cloud, Tech Data Cloud Solutions can help you take your cloud business to the next level. Whether you want to resell SaaS subscriptions, manage IaaS consumption or build complex solutions that require a new business practice, Tech Data has the portfolio, platform and education that you will need to resell public, private and hybrid cloud based services.



Business Transformation

Tech Data understands that transforming your business can be complex and demanding, which is why we have a programme specifically designed for potential high-performing partners. Mentori will assess your organisation's ability to transform and help you with specialised resources and events.

Mentori Light, coming soon, will be a self-paced online version, providing easier access for more partners.



Products

Tech Data has an extensive cloud ecosystem including all the leading SaaS, IaaS, and PaaS cloud service providers such as Microsoft, Amazon, IBM and Cisco. Our vendor portfolio offers you everything your customers could need from simple modern workplace offerings for SMBs, to the Internet of Things and Cognitive Computing; offerings that an enterprise may want to develop into more complex business solutions with your help.

Solutions

Our 'click to run' hybrid solutions, based on Microsoft Azure, help you speed up time to market and reduce complexity for your customers. For example, we created Veeam Cloud Connect for Enterprise on Azure. It is an easy, efficient way to get backups off-site to Azure. It provides the features and flexibility of BYOL Veeam Cloud Connect for the Enterprise software with the security, high availability and quality of service of Microsoft Azure – all bundled in a pay-per-use package directly available through Tech Data's StreamOne Cloud Marketplace.

Vendor Technical Training

Tech Data has a broad range of technical training available from all of our top vendors, including a full range of the necessary technical certifications. In fact, Tech Data Academy has just been recognised as a Top 20 IT Training Company by Training Industry, Inc.

StreamOne Cloud Marketplace

Leverage our cloud platform to instantly provision and bill cloud services on behalf of your customers. StreamOne Cloud Marketplace allows you to manage multi-cloud SaaS without the need to purchase from individual vendors, and also provides access to some pre-configured hybrid solutions based on Microsoft Azure. Manage your cloud vendors and your cloud SMB customers from a single platform.

StreamOne Cloud Marketplace has all the analytics and reporting that you could need to monitor your customers' cloud business. You can also set budget thresholds for your customers' Azure subscriptions and receive automated emails as you reach pre-defined thresholds of consumption. Plus, with partner APIs you can even integrate your e-commerce or ERP system to streamline your business processes.

Lastly, there's plenty of product information embedded into the platform to help you with the quoting and ordering process.



StreamOne Enterprise Solutions

Need to manage complex multi-cloud IaaS consumption? StreamOne Enterprise is the platform for you and your mid-market and enterprise customers. It simplifies the ordering of multi-cloud IaaS and provides real time reporting and management of consumption down to an end-user departmental level quickly. Launch as many end-user-focused white labelled store fronts as you need. Integrated billing and custom billing cycles make invoicing easy, as it's done directly from the platform itself. Partner APIs are supported so you can integrate your e-commerce or ERP system.

StreamOne Enterprise brings you consistent vendor management across IaaS providers, simplifying your customer management. You can even launch your own products and services with their own billing plans and timelines.

Services

Tech Data doesn't only provide you with great products and solutions. Our ecosystem also includes pre-sale support, IaaS architects, professional services and managed services like migration, management, operations, and 24/7 technical support. Tech Data understands that creating demand for new products and services can be complex, so we've designed specific cloud marketing services to support you. We even offer financing for more complex hybrid deals that require hardware support such as Azure Stack.

We hope that you've found this overview of Tech Data Cloud Solutions useful. Why not contact your local Tech Data Cloud Expert today?

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