

# Manage the cloud. Ready to fly?

Managing and monitoring your CSP business  
has never been so fast, easy and efficient.



**cloudcockpit**

# Why cloudcockpit for Cloud Solution Providers



## **Time-to-market**

Start using CloudCockpit in less than 8 hours.



## **Increase profitability**

Give self-service capabilities to your Team, Resellers & End Customers, and reduce the time consumed with each one.



## **No initial investment**

Cost is directly related to your business volume



## **Business growth**

CloudCockpit allows you to accelerate your current business and develop new business

# How does cloudcockpit work?



# cloudcockpit multi-vendor support

**CloudCockpit** is ready to integrate with other Cloud Providers and give your resellers and customers one centralized management solution for Multi Cloud Vendors



# cloudcockpit console

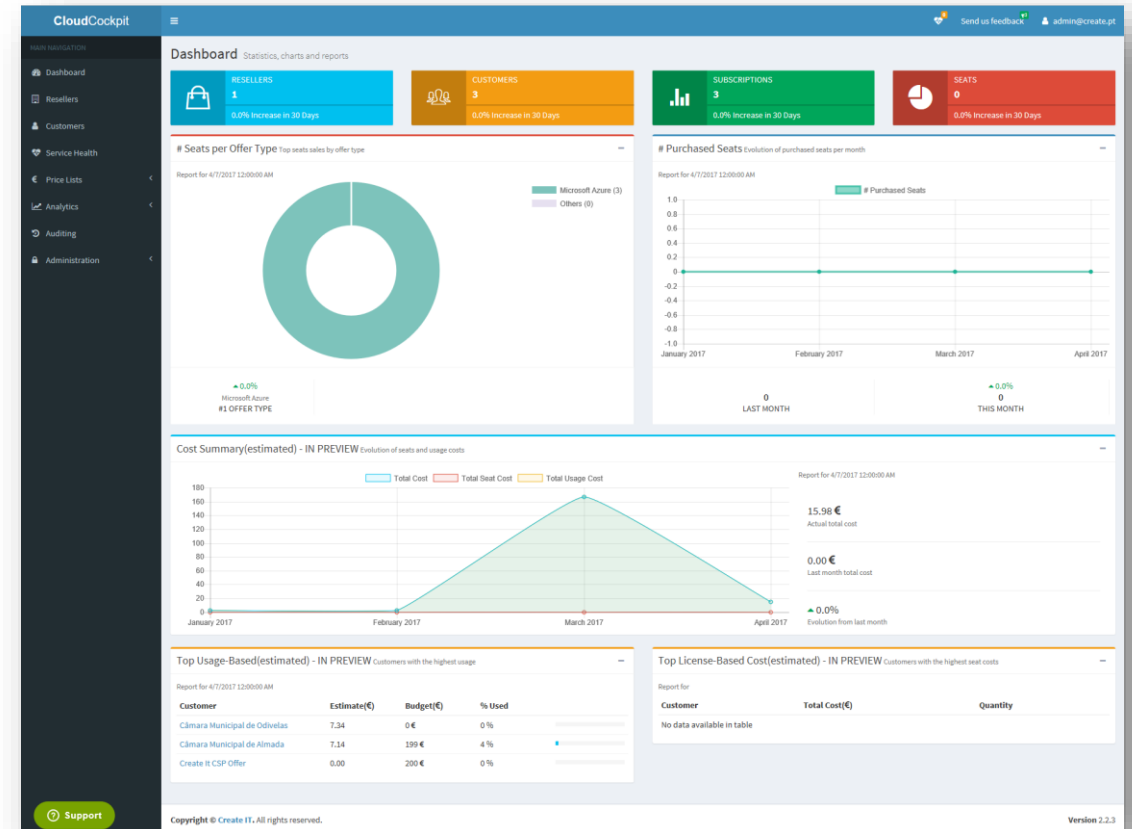
**Fully integrated** Administration Panel for **Cloud Solution Providers**, with **Sales Channel** (Direct Cloud Solution Providers) and **Resellers** (Indirect Cloud Solution Providers) support

Uses **your own brand name**, supporting **separated Portal instances**, with different currencies, for selling to different markets

**Real-time** validation, when supported by the provider

- Domain **availability**
- Customer **address**

**Subscription offers** according to the Cloud Solution Providers country market  
Price list Distributor margin configurable per Reseller





# cloudcockpit architecture

Manage customers, subscriptions, users, user licenses and user permissions  
Assign types to customers and filter the available offers for each customer

**Modular architecture** with separated components and extensibility capabilities like support for third-party offer's provisioning

**Ability to export** Reseller/Customer/Subscription information, for **easy integration** with the **Cloud Solution Providers** backend systems

Allow Direct Cloud Solution Providers to have a Portal for their Sales Channels  
Allow Indirect Cloud Solution Providers distributors to provide an Admin Panel for its Resellers

## New Customer (Step 1 of 2)

### Company Information

\* Mandatory fields

Country \*

Ireland

Type \*

Enterprise

Company Name \*

Company Name

Domain \*

Domain

.onmicrosoft.com

Address 1 \*

Address 1

Address 2

Address 2

City \*

City

Region

Region

Postal Code \*

Postal Code

### Primary contact

First Name \*

First Name

Last Name \*

Last Name

Email \*

Email

Phone \*

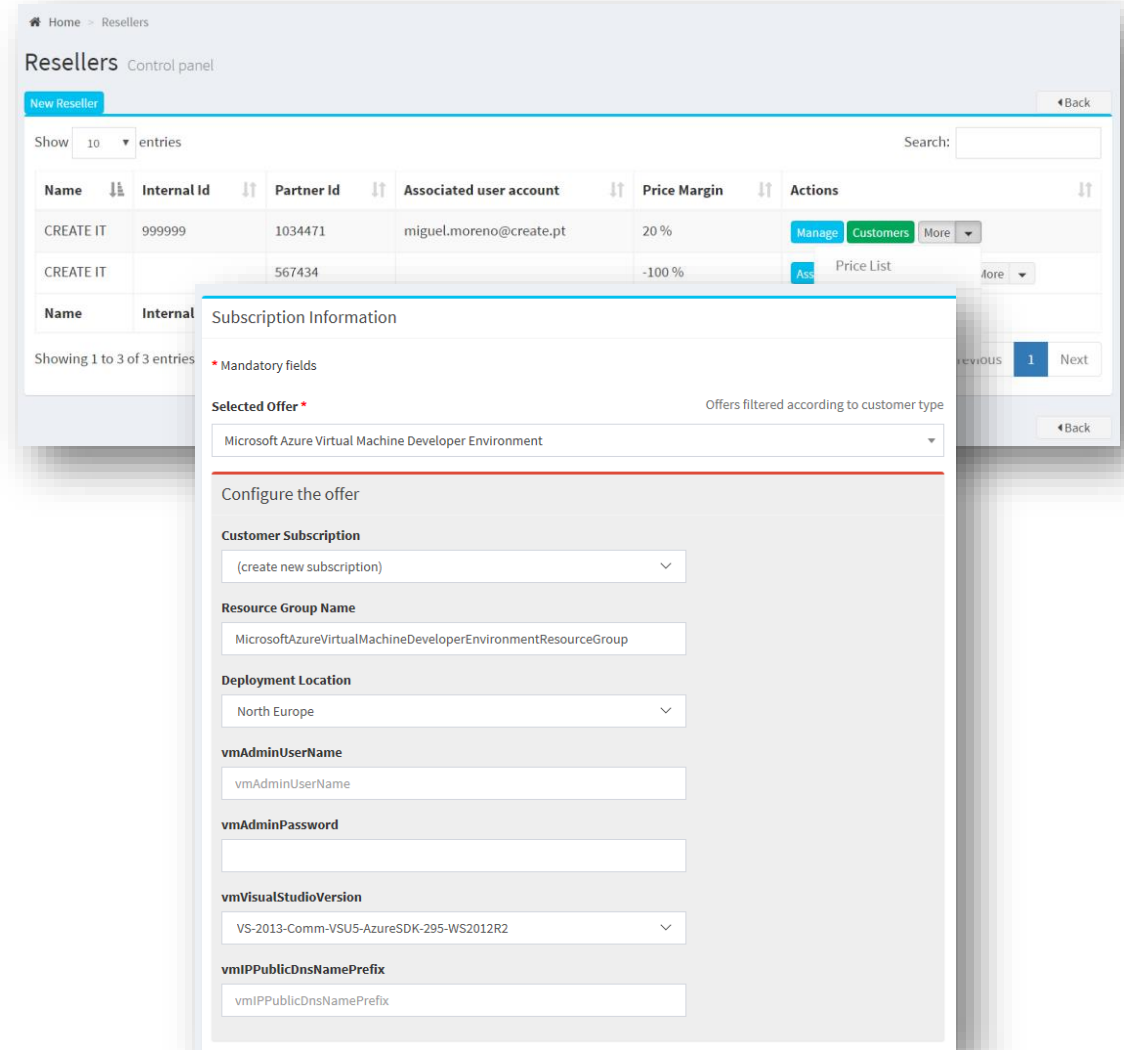
Phone

# cloudcockpit automation

Allow the **Sales Channels** and the **Resellers to be autonomous** in managing their customers and subscriptions

Azure **ARM Provisioning** Automation

Google Tag Manager/Analytics Integration



The screenshot displays the 'Resellers Control panel' interface. At the top, there's a 'New Reseller' button and a search bar. Below is a table with columns: Name, Internal Id, Partner Id, Associated user account, Price Margin, and Actions. The table shows three entries, with the first two being 'CREATE IT' and the third being a reseller named 'migue...'. A modal window titled 'Subscription Information' is open, showing a form for creating a new subscription. The form includes fields for 'Selected Offer' (Microsoft Azure Virtual Machine Developer Environment), 'Customer Subscription' (create new subscription), 'Resource Group Name' (MicrosoftAzureVirtualMachineDeveloperEnvironmentResourceGroup), 'Deployment Location' (North Europe), 'vmAdminUserName', 'vmAdminPassword', 'vmVisualStudioVersion' (VS-2013-Comm-VSU5-AzureSDK-295-WS2012R2), and 'vmIPPublicDnsNamePrefix'.

Name	Internal Id	Partner Id	Associated user account	Price Margin	Actions
CREATE IT	999999	1034471	miguel.moreno@create.pt	20 %	Manage Customers More
CREATE IT		567434		-100 %	Ass Price List more

Showing 1 to 3 of 3 entries

Subscription Information

Mandatory fields

Selected Offer \*  
Offers filtered according to customer type  
Microsoft Azure Virtual Machine Developer Environment

Configure the offer

Customer Subscription  
(create new subscription)

Resource Group Name  
MicrosoftAzureVirtualMachineDeveloperEnvironmentResourceGroup

Deployment Location  
North Europe

vmAdminUserName  
vmAdminUserName

vmAdminPassword

vmVisualStudioVersion  
VS-2013-Comm-VSU5-AzureSDK-295-WS2012R2

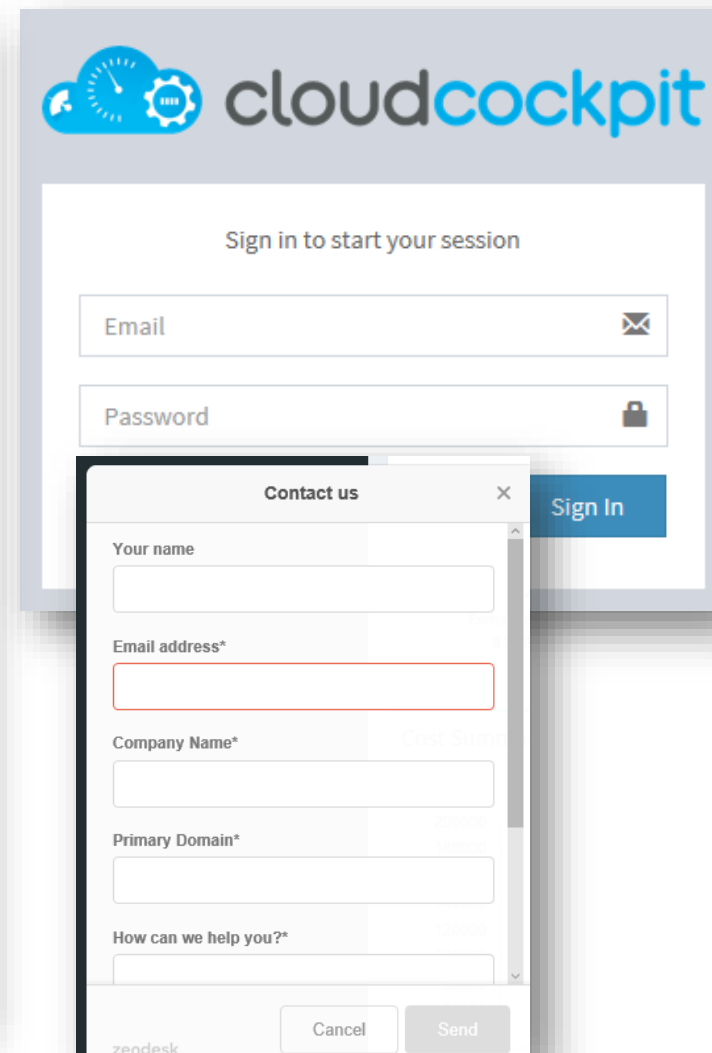
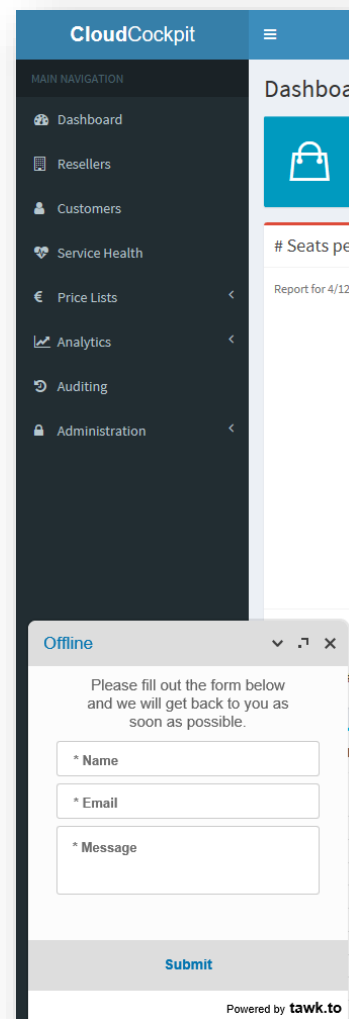
vmIPPublicDnsNamePrefix  
vmIPPublicDnsNamePrefix

# cloudcockpit customization

## UI Customizations

- Login Page Logos (Text or Image)
- Favorite Icon (Image)
- Top Left Title (Text)
- Theme Base Color (Hexadecimal color code)
- Currency code (eur, usd, gbp, others if necessary)


**Chat and Ticketing** Widget Integration  
Examples: Zendesk, Tawk.to, etc.








# cloudcockpit comparison table for Microsoft Partner Center

Feature	Partner Center Portal	 cloudcockpit
Sales Channel (Direct Cloud Solution Providers) and Resellers (Indirect Cloud Solution Providers) Support with Self-Service capabilities (including configurable price margins and user account management)	✗	✓
Customers Management	✓	✓ (optional customer type)
Customers Subscriptions Management	✓	✓ (offers filtering by customer type and price visibility)
Customer Users Management, including Licenses and Permissions	✓	✓
Customers Custom Domains Management	✗	✓
Support Requests Management	✓	✓
Service Health	✓	✓
Sales Channel and Resellers Billing Preview with Usage Spending Alerts (Daily triggering of Usage Based e-mail alerts)	✗	✓
License and Usage Based Price Lists	✓	✓ (searchable, exportable and with price margin)

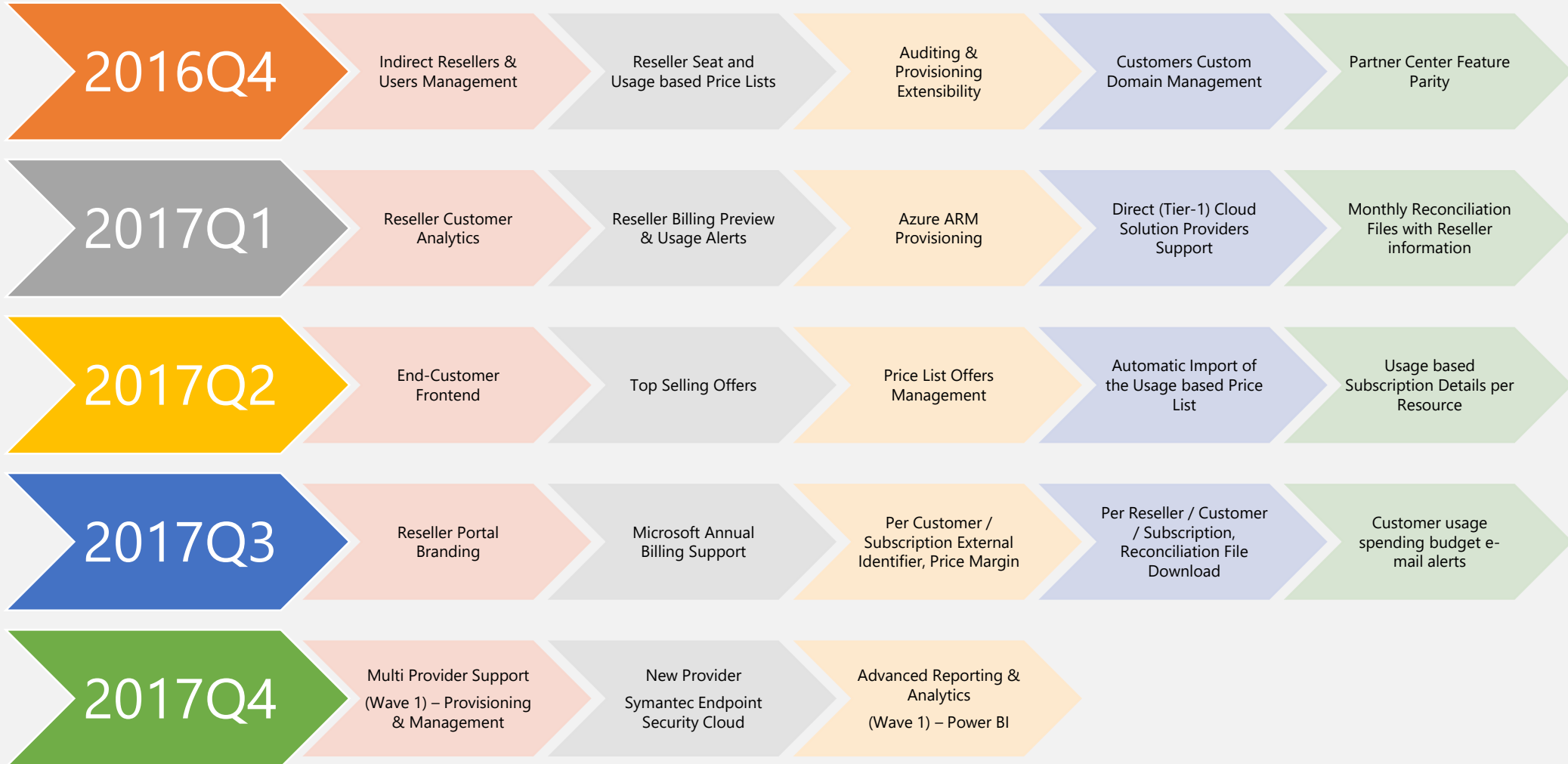


# cloudcockpit comparison table for Microsoft Partner Center

Feature	Partner Center Portal	 cloudcockpit
License and Usage Analytics	✓ (detail on csv files)	✓ (detailed usage dashboard) (without license service usage)
Actions Auditing	✓	✓
Customer Subscription Services Administration on Behalf	✓	✓
Operations Management optimized user interface with responsive design	✗	✓
Exportable Sales Channel-Reseller/Customers/Subscriptions relationship (for external system integration)	✗	✓
Subscriptions Provisioning Extensibility (with support for third-party non-Microsoft providers)	✗	✓
Azure ARM Provisioning Automation	✗	✓
Monthly Reconciliation Files with Reseller and Price Margin Information	✗	✓
Include a "Support / Talk to us" widget (example: ZenDesk or tawk.to)	✗	✓



# cloudcockpit past releases





# cloudcockpit roadmap



subject to changes at anytime

# cloudcockpit pricing model

Business Volume (Microsoft Monthly Invoice)	Commission Fee	Total Cost
0€ - 50.000€	2,50%	
50.001 – 100.000€	2,00%	
100.001€ - 200.000€	1,50%	
200.001€ - 500.000€	0,50%	
500.001€ - 10.000.000€	0,25%	

1 year minimum  
commitment

No setup fee. No fixed  
costs. No minimum.  
Monthly fee according to  
your business volume.

# Ready to grow with cloudcockpit ?



CloudCockpit is one of our most valuable partners. The product provides an excellent customer experience focused on helping us, and our resellers, to achieve our vision and strategy.

With an agile approach to product development, they release features that deeply take into account our feedback.

Rory Wilson, CEO  
MicroWarehouse



CloudCockpit allowed us to start working as a Cloud Solution Provider in record time. Using this SaaS product we don't need to worry about infra-structure, IT support and training. CloudCockpit has an easy and intuitive User Interface that is self-explanatory. Together with the ability for end-customer to manage and self-service their subscriptions, we are rapidly growing our business.

Tonny Siemons, Founder/CEO  
Go2the.cloud



We are really proud to be recognized as one of the Top 10 Fastest Growing Microsoft Solution Providers in the World. CloudCockpit platform is definitely helping us to achieve these great results and fulfill our mission of 'shaping the future that works for all of us by putting people first and empowering them'.

Adamu Garba II, CEO  
IPI Solutions Nigeria Limited

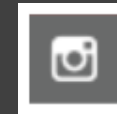


# Get Moving and Get Ahead of the Competition

Thank you!

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<http://cloudcockpit.works>

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|create|**it**|

INNOVATING LIFE