

HCLTech | Supercharging
Progress™

Unlock your potential in Azure Marketplace

HCLTech's Azure Marketplace ISV onboarding services



Maximize your Azure Marketplace success with HCLTech's comprehensive consulting services

The Azure Marketplace has become a rapidly growing ecosystem for Independent Software Vendors (ISVs) to showcase and distribute their products and solutions to the vast audience of potential customers. However, the process of listing and selling your solutions on Azure Marketplace can present significant challenges.

Our end-to-end Azure Marketplace Consulting Services help you navigate and monetize your solutions on the platform.

Offering overview



Consulting

Our team of experts will guide you throughout the process of publishing and selling your solutions on Azure Marketplace, from identifying the right solution category to configuring your pricing and licensing options.



End-to-end onboarding

» Redesigning/re-architecture:

Our team will work with you to reengineer your solutions for optimal performance on the Azure Marketplace. This involves incorporating Microsoft-provided accelerators designed to streamline development process and reduce time to market.

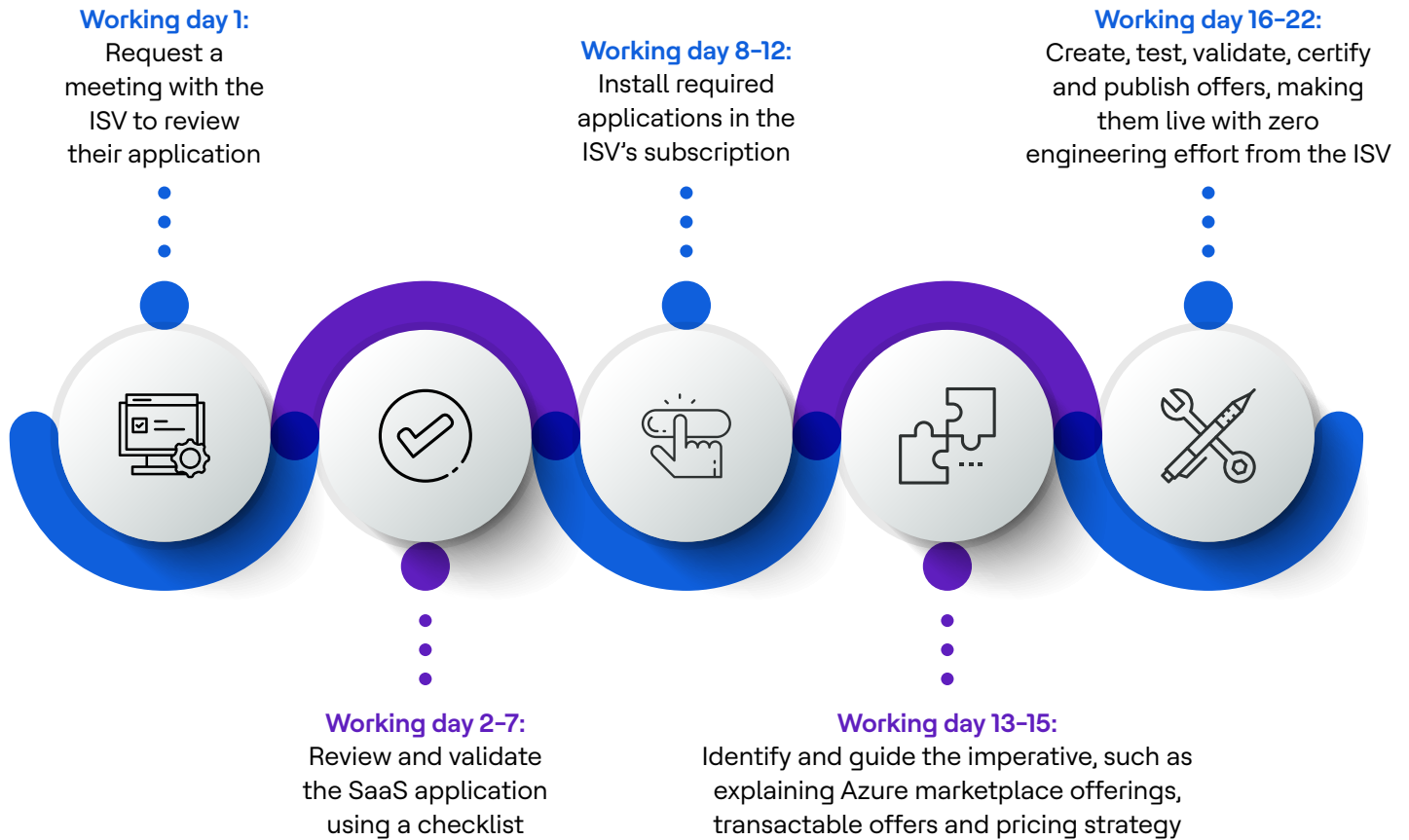
» Marketplace integration:

We leverage the latest Microsoft-provided accelerators to help expedite and ensure efficient integration of your solutions with Azure marketplace. By utilizing pre-existing templates and configurations, we help you in crafting top-tier listings, ultimately minimizing the time and effort needed for solution creation.

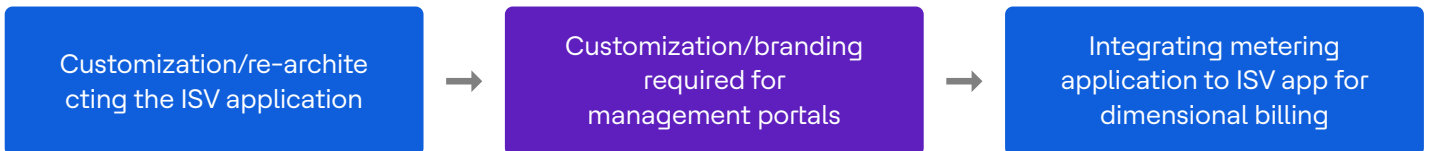
» Post onboarding:

We leverage Gen AI predictive analytics to support the ISVs post onboarding on the Azure Marketplace.

Expected timelines to onboard offers to Azure Marketplace



There are few optional steps that are not part of the timelines:



Note: The development effort is not part of publishing process.



HCLTech capabilities and experience in Azure and Cloud services

HCLTech is a global technology company, home to more than 224,700+ people across 60 countries, delivering industry-leading capabilities centered around digital, engineering, cloud, AI and software, powered by a broad portfolio of technology services and products. Consolidated revenues as of 12 months ending December 2023 totaled \$13.1 billion.

Recognitions

In Everest Group PEAK Matrix® Assessment 2022, HCLTech is positioned as a leader for System Integration (SI) Capabilities on Microsoft Azure Services

For the fifth consecutive year 2023, HCLTech retained the Azure Expert Managed Service Partner (ExpertMSP) accreditation of Microsoft

We are recognized as a Leader in Everest Group's Microsoft Dynamics 365 Services PEAK Matrix®

We are positioned as a Leader in The Forrester Wave™: Multicloud - Managed Services Providers Q1, 2023



Our Cloud services include



Cloud strategy and consulting:

Facilitate business and IT leaders in defining and deploying a clear path forward for their organization's cloud strategy.



Data and AI on cloud:

Services to modernize enterprise data and analytics environments, including data sciences platform.



Application modernization:

Focuses on evolving current enterprise applications and accelerating the delivery of new applications by deploying agile development methodologies.



Managed cloud:

Optimal operation of hybrid cloud and multi-cloud environments along with best practices in governance, agile customer experience service management focusing on continuous monitoring and incident management.



Connected cloud:

Optimize leading network technologies like 5G and edge, combining the services required to effectively manage ever-growing quantities of data.

HCLTech consulting services



Consulting services

- Schedule meetings with ISVs
- Review ISV applications
- Guide on offer publishing process
- Identify solution categories for pricing and licensing options
- Pre-requisites required
- Address pre-requisites and queries

The services in offer are limited and includes free consultancy for upto 2-3 hrs.

Pricing: Free



End-to-end implementation

- Re-architecting the application
- Improving/developing APIs
- Customizing/ integrating accelerators (SaaS/metering)
- Any other customization required
- Helping create offers
- Determining a correct pricing strategy
- Sharing good practices
- Reviewing SaaS offers

Pricing: Chargeable

Why choose HCLTech?

Expertise:

Our team of experienced Azure Marketplace consultants help ISVs successfully publish and sell their solutions and services on the platform.



End-to-end services

We provide comprehensive consulting services to help you every step of the way, from solution review and design to publishing and selling on the Azure Marketplace.



Pricing model strategy

We can help you strategize your pricing model for different customers.



Quick revenue generation

With streamlined processes and expertise, our team can help you accelerate the process of getting your solutions to the Azure Marketplace in just 4-6 weeks, resulting in accelerated revenue generation.



Microsoft partnership

Our close partnership with Microsoft allows us to leverage the latest accelerators and technologies to help you move your solutions to market faster and more efficiently.



Customized solutions

We understand that every ISV is different, so we provide customized solutions tailored to your specific needs and goals.



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To learn more about our Azure Marketplace Consulting Services, or to schedule a consultation with one of our experts, please contact us at:

Marketplace2@hcl.com

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