

# SIMPLIFYING DELIVERY OF MICROSOFT HYBRID CLOUD OFFERING FOR SERVICE PROVIDERS



Azure Stack



As the rate of adoption to cloud computing continues to grow at a faster pace, businesses and enterprises will rely on service providers who have the knowledge, experience and expertise to move them to a cloud computing environment.

However, not all workloads are moving to a public cloud provider. Enterprises are looking for a hybrid solution to provide flexibility and options based on the type of workloads they are running. According to Gartner the percentage of managed cloud hosting providers that deliver services in support of multiple hyperscale cloud platforms will rise from 50% in 2019 to 90% by 2023. With an increasing number of Managed Cloud Hosting providers, service providers will need to bolster their own branded digital commerce portal to get a competitive advantage amongst their competitors.

**Aytra to the rescue** - born out of a service provider’s journey, Aytra provides a unified platform to accelerate Managed Cloud Hosting Providers through our modular product suite.

## Service Provider benefits of Aytra with Microsoft:

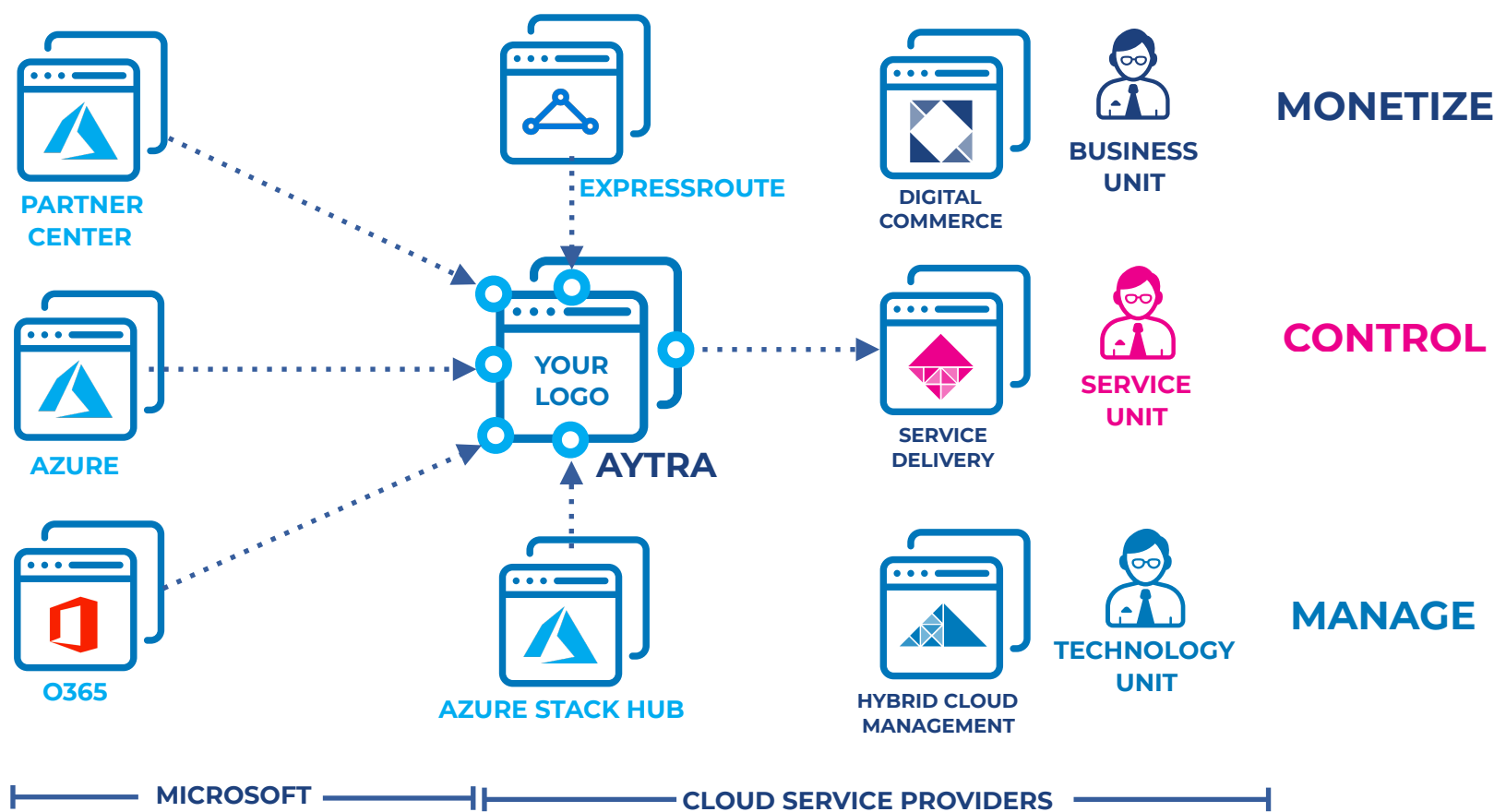
**Ease of Customer Onboarding:** Aytra takes care of the customer and subscription provisioning in Partner Center and Azure Stack Hub, enabling service provider rapid customer provisioning

**Ease of Monetization:** Aytra platform makes it easy for Service Provider to manage their cost and pricing associated to their Microsoft Service Portfolio

**Become a Regional Cloud Provider:** Aytra provides a digital commerce and service delivery platform to help Service Providers become a regional cloud provider.

**Provide new offerings that add value:** Activate Azure, Azure Stack Hub, Office365 and ExpressRoute service catalogs to provide a comprehensive Microsoft Service portfolio with your own Digital Commerce Branded Platform

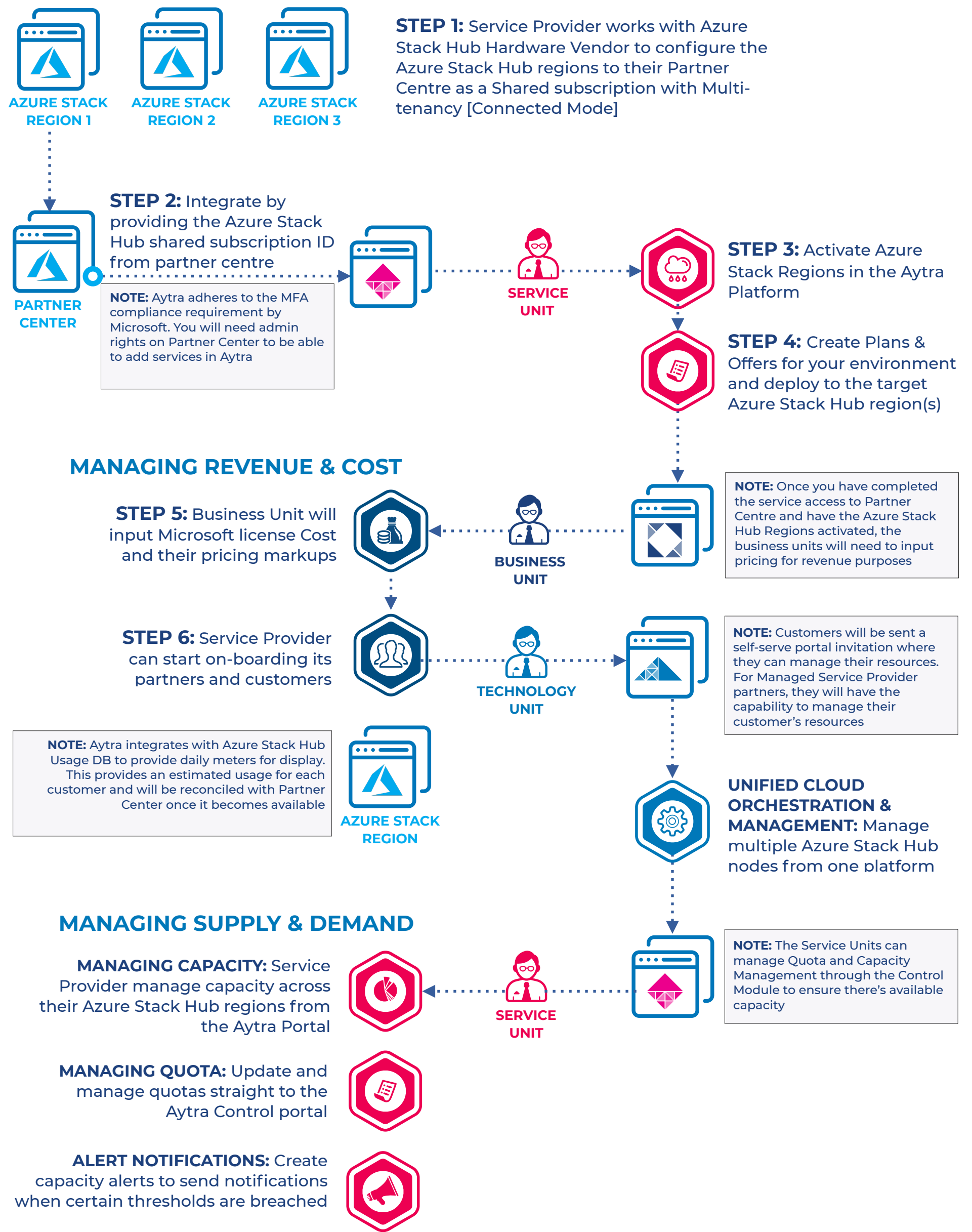
### AYTRA PRODUCT MODULES INTEGRATES WITH KEY MICROSOFT TECHNOLOGIES & SERVICES TO PROVIDE A UNIFIED WHITE LABELED PLATFORM FOR SERVICE PROVIDERS



### AYTRA PLATFORM ENABLES SERVICE PROVIDERS TO MONETIZE, CONTROL & MANAGE THEIR MICROSOFT CLOUD ECOSYSTEM



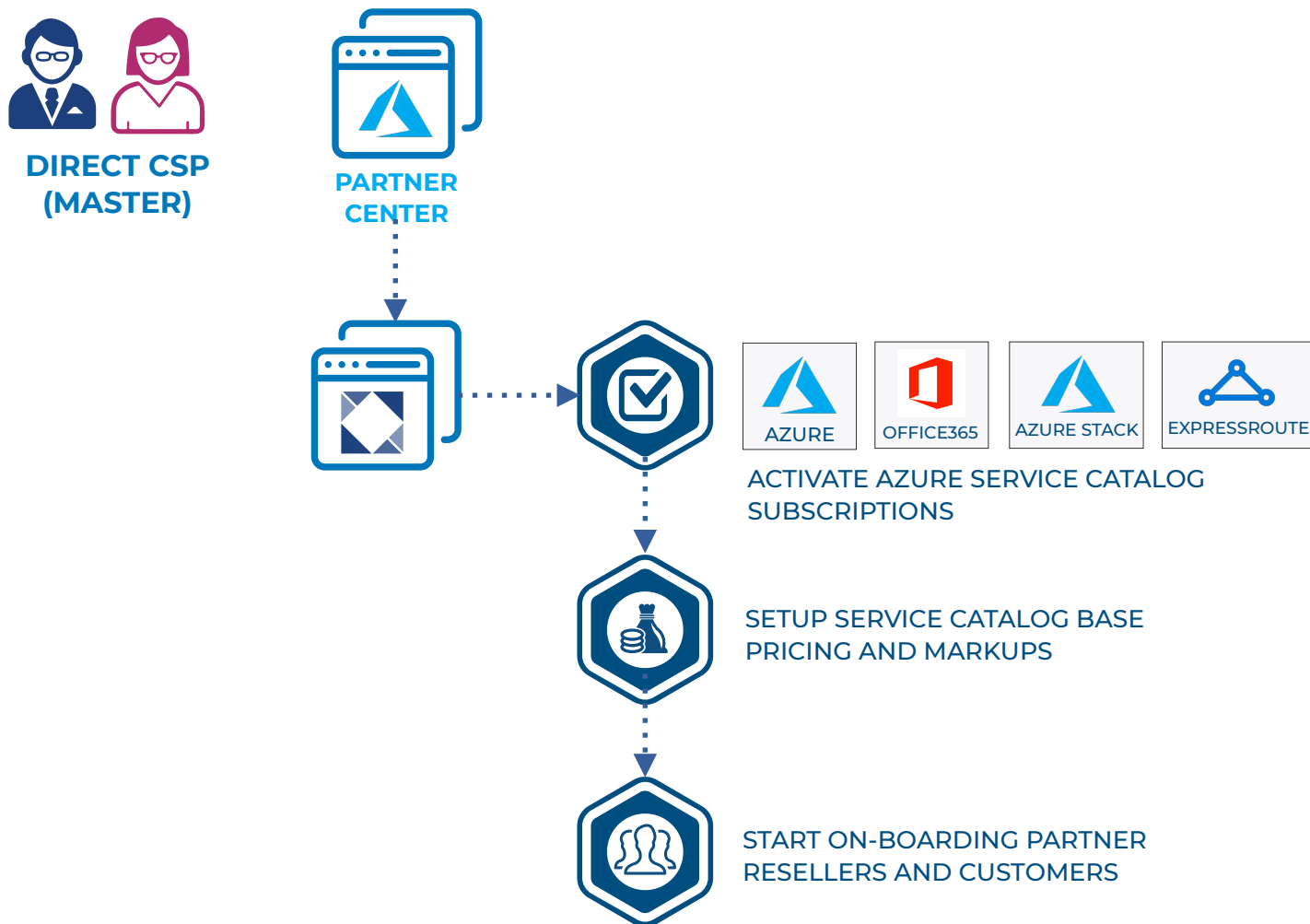
# Simplify your Cloud Service Delivery in 6 simple steps





# DIGITAL COMMERCE BROKER MODULE

The Aytra digital commerce module provides the business units the ability to manage their service catalogs, onboard customers and channel partners, and manage their pricing, cost and discounts all in one place.

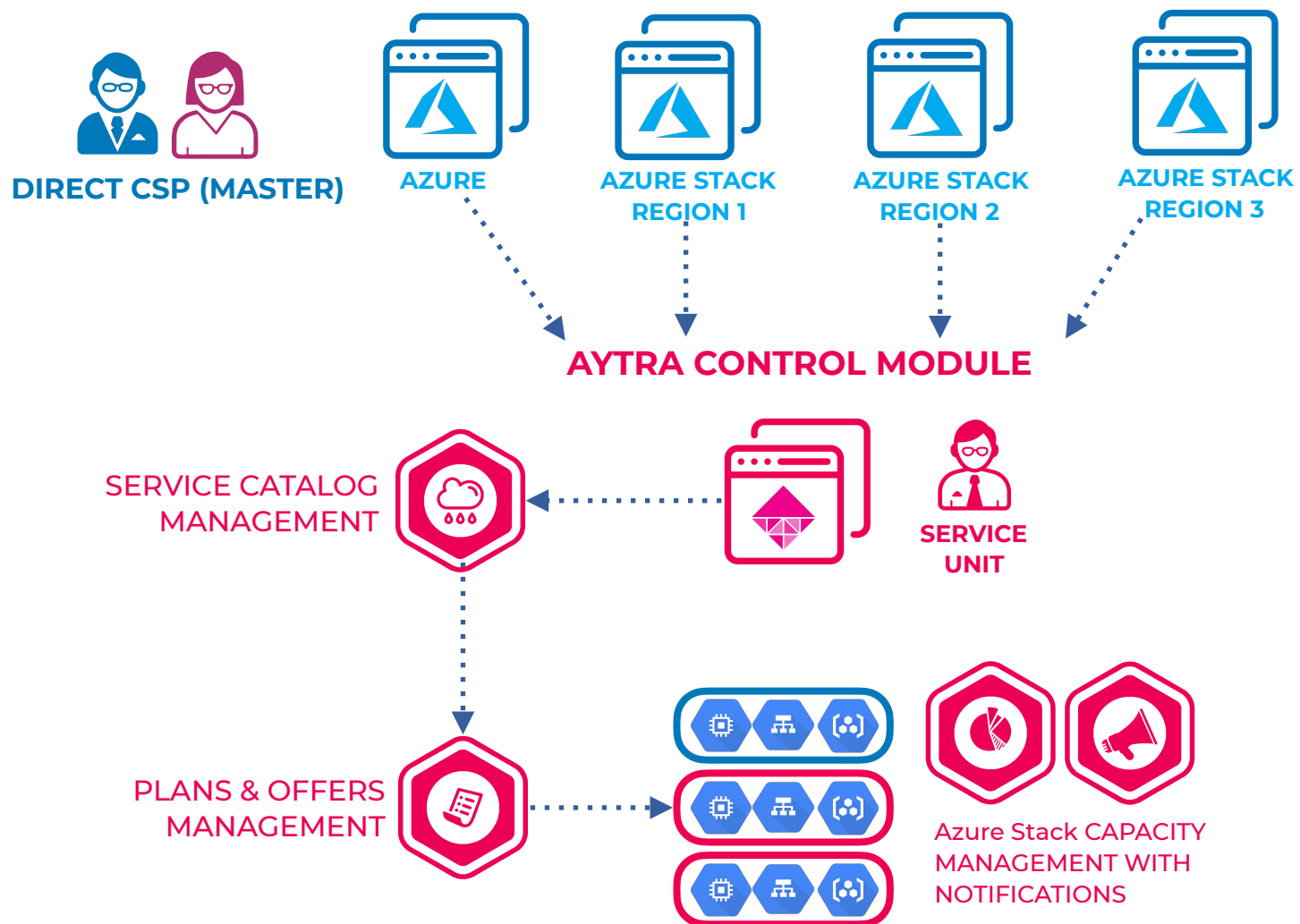


CAPABILITIES	BENEFITS
<b>UNIFIED USAGE &amp; BILLING FOR AZURE STACK HUB &amp; PARTNER CENTER</b>	<p>The Aytra Digital Commerce module provides:</p> <ul style="list-style-type: none"><li>• Partner Center Integration for billing and usage reconciliation for both Azure and Azure Stack Hub</li><li>• Azure Stack Hub Usage DB integration for daily usage consumption across multiple customers and subscriptions</li><li>• Unified billing and invoicing across customers and partner resellers</li></ul>
<b>CUSTOMER &amp; PARTNER ACCOUNT MANAGEMENT</b>	<ul style="list-style-type: none"><li>• Aytra provisions Partner Centre customers for both Azure and Azure Stack Hub</li><li>• Onboard Partner Resellers to help boost revenue</li><li>• Onboard Self-Serve customers to provide them a self-serve portal to consume and activate service catalogs</li><li>• Provide Partner-Tiers for Partners with automatic discount levels</li></ul>
<b>UNIFIED COST &amp; PRICE MANAGEMENT</b>	<ul style="list-style-type: none"><li>• Provide a unified cost and pricing management for your Azure Stack Hub and Public Cloud services</li><li>• The pricing management allows the CSP to capitalize on the Azure Stack Hub revenue generation where they can provide memory, compute, network and storage custom pricing</li><li>• Manage pricing periods, input markups on public cloud services and more</li></ul>
<b>SERVICE CATALOG ACTIVATION FOR MICROSOFT SERVICES</b>	<ul style="list-style-type: none"><li>• Activate Microsoft Service Catalogs such as Azure, Azure Stack Hub, Office365, ExpressRoute and more</li><li>• Complete service catalog activation including subscription management and account provisioning</li><li>• Manage and activate service catalogs separately for each customer depending on their current requirements. Make adjustments as they request for additional services</li></ul>



# SERVICE DELIVERY MODULE FOR AZURE STACK

The Aytra service delivery module provides the operations/service units management capabilities of their service catalogs, plans & offers and capacity

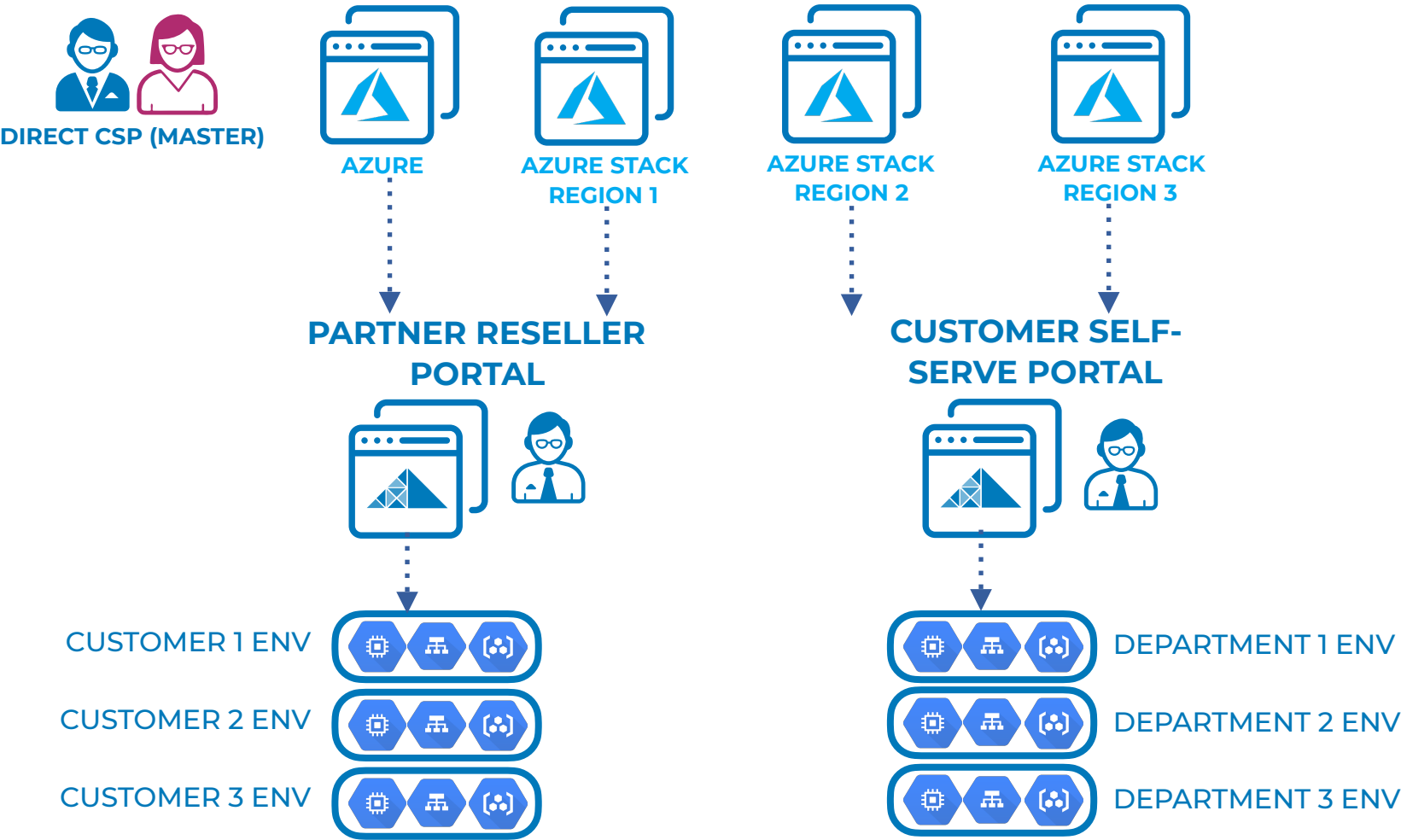


CAPABILITIES	BENEFITS
<b>MANAGE SERVICE CATALOG ACTIVATIONS</b>	<ul style="list-style-type: none"><li>• Activate Azure Stack shared service subscription to be able to manage multiple Azure Stack Hub management nodes</li><li>• Register multiple Azure Stack Hub regions to manage from one centralized location</li><li>• Register both Azure and Azure Stack Hub service catalogs to provide a hybrid cloud offering for your customers</li></ul>
<b>UNIFIED PLANS &amp; OFFERS MANAGEMENT FOR AZURE STACK</b>	<ul style="list-style-type: none"><li>• Create and modify multiple plans and offers on a unified platform before pushing to any available Azure Stack Hub registered regions</li><li>• integrates with the Azure Stack Hub admin portal to provide unified management of plans and offers for each individual customer</li><li>• Activate different Azure Stack Hub offerings ranging from IaaS, PaaS and more</li></ul>
<b>TAKE CONTROL OF CAPACITY &amp; QUOTA MANAGEMENT</b>	<ul style="list-style-type: none"><li>• Manage and visualize capacity across multiple Azure Stack Hub regions and nodes to determine current capacity</li><li>• Create capacity alerts to send notifications when certain thresholds are breached</li><li>• Manage customer quotas per environment. This enables you to increase and make quota adjustments from a centralized platform</li></ul>
<b>ACTIVATE &amp; MANAGE PRIVATE &amp; PUBLIC CLOUD REGIONS</b>	<ul style="list-style-type: none"><li>• Manage and activate your multiple Azure Stack Hub regions for your customers. Register each Azure Stack Hub regions/node groups to the Aytra platform for centralized management</li><li>• Activate Public Cloud Azure regions for your customers. Control what your customers and partners can utilize</li></ul>



# MULTI CLOUD MANAGEMENT PLATFORM

The Aytra hybrid-cloud management module provides partners and customers with a self-serve portal to manage their (IaaS) cloud resources across multiple Azure Stack Hub and Azure regions.



CAPABILITIES	BENEFITS
UNIFIED MANAGEMENT & ORCHESTRATION ACROSS HYBRID CLOUD	<ul style="list-style-type: none"><li>Manage your multiple Azure Stack Hub resources such as Virtual Machines, VNets, and more from a centralized platform</li><li>Provision cloud resources via UI, CLI or REST API for automated provisioning</li><li>Provide centralized hybrid cloud resource provisioning, orchestration and management across Azure Stack Hub and Azure</li></ul>
CENTRALIZED RESOURCE INVENTORY MANAGEMENT	<ul style="list-style-type: none"><li>Manage complete cloud inventory from multiple Azure Stack Hub regions</li><li>Track and manage public cloud Azure and Azure Stack Hub resources from a single platform</li><li>Manage your Virtual Instances, VPCs/VNets, Load Balancers, Network ACLs/Security Groups, Storage/Volume and more</li></ul>
DEPLOY RESOURCES VIA UI, CLI OR REST API	<ul style="list-style-type: none"><li>For advance users, CLI and REST API capability helps with automating repetitive tasks to increase operational efficiency and reduce human error</li><li>Aytra provides API key and secret key capability to be utilized with automation tools like Ansible</li></ul>
MANAGE MULTIPLE ENVIRONMENTS ACROSS CLOUDS	<ul style="list-style-type: none"><li>The Aytra manage module allows Enterprise IT and Manages Service Providers separate cloud resources into environments</li><li>All environments are tied into accounts for metering, chargeback and show back capabilities</li><li>Activate specific cloud provider or technology like VMWare, AWS, Azure and more into specific environments controlling what end-users consume</li></ul>

**NOTE:** The Aytra platform provides a flexible option where advanced users or users who wish to utilize Azure or Azure Stack Hub portal may do so. Our Aytra platform will redirect them to the respective Azure or Azure Stack Hub portal where technology team can have the Azure user experience. All usage will be captured in our Aytra platform.



For more information please visit us at  
[www.aytra.com](http://www.aytra.com) or [sales@aytra.com](mailto:sales@aytra.com)

Toronto HQ  
18 Wynford Drive Suite 306-307, Toronto Canada  
M3C 3S2

