

# Accelerate your cloud business with CloudHealth®

## **YOUR OPPORTUNITY AS A SERVICE PROVIDER IN THE PUBLIC CLOUD**

It all boils down to your bottom line. What can you do to significantly improve margins and capitalize on one of the largest business opportunities in the history of IT? In order to monetize the public cloud, you must set yourself apart with world-class services and solutions that will help your customers maximize their cloud investments.

Solution provider success hinges on transforming for the new cloud-centric world. The CloudHealth Cloud Business Accelerator Program gives you a path to success and the tools and resources that will enable you to boost efficiency, differentiate your offerings, and monetize your public cloud business.

## **WHAT IS CLOUDHEALTH?**

CloudHealth is the leading Cloud Service Management platform. We give you a centralized console to simplify customer management, streamline billing, and increase your margins by delivering services that bring value to your customers who don't have the time or expertise. CloudHealth integrates with public cloud service providers like Microsoft Azure, Amazon Web Services, and Google Compute Platform, as well as resources in the data center. We give you a centralized hub with robust analytics, integrated reporting, optimization recommendations and governance through policy management and automation.

**45%**  
*45% of customers implementing the cloud, prefer that their connection to public cloud is through a service provider. <sup>1</sup>*

**16%**  
*Companies grow up to 16% faster in the cloud when they use CloudHealth to manage and optimize their infrastructure.*

Silver  
**Microsoft  
Partner**

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## WHY PARTNER WITH CLOUDHEALTH TECHNOLOGIES?

As a CloudHealth Technologies partner, you gain access to a team of experts dedicated to driving your success. We will help you design new service packages and develop strategies to increase your margins. The power of the CloudHealth platform will enable you to manage multiple customer accounts with many services in one console and automate the provisioning of client statements. It gives you the ability to isolate customer usage and cost for your internal reporting needs and set unique pricing, while giving branded access to the platform as a value-added service to your customers.

Gain visibility, optimize cloud resources, and implement business policies to facilitate governance of your client's cloud. CloudHealth gives you insights to improve cost, usage, performance, and security across the environment and the ability to take action on them.

Put the power of the industry's most advanced cloud management platform to work and accelerate your business with CloudHealth.

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## DELIVER SUPERIOR CLOUD MANAGEMENT SERVICES

- Customer billing and burndown tracking
- Cost and usage management reporting
- Customer Health Checks
- Cost optimization and recommendations
- Rightsizing analysis and recommendations
- Performance reporting and rightsizing recommendations
- Centralized governance and policy management
- Cloud migration assessments to Azure or AWS

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*“It is crucial that resellers clearly define the technical or operational value they bring in the new world of public cloud, and First for Cloud provides numerous tools and programs to enable resellers in this space. CloudHealth is simply one of the strongest levers we offer. Even a new entrant can start adding significant value to customers in an incredibly short space of time, and we cannot speak more highly of the functionality of the product, the helpfulness of the team and the pace with which new features are added.”*

**- Russell Warne**  
Sales & Product Specialist, First for Cloud

*“Our ability to seamlessly manage multiple cloud environments for our customers, while continuously adding value without spending time on undifferentiated tasks, is paramount to our success. CloudHealth's policy-driven approach to cloud management, coupled with its automation capabilities, enables us to offer stronger levels of service for our customers, especially in highly dynamic environments.”*

**- Alex Beal**  
Product Manager, Cloud Products, SHI

*“CloudHealth was the obvious choice to help our clients deal with the large, volatile and transient data sets that utility billing creates. A number of organizations offer eye-pleasing reports highlighting the costs. CloudHealth goes further, delivering the broadest and deepest functionality, covering enterprise grade compliance and policy-driven cost, usage and performance control for your cloud environment.”*

**- Chris Bunch**  
Head of Europe, Cloudeach

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## **EXTEND YOUR SERVICE PROFILE TO INCREASE REVENUE**

- Reporting, monitoring, management, and remediation on behalf of your clients
- Monitoring, reporting, and assessments with recommendations for overall cloud management and optimization opportunities
- Assessment services which highlight opportunities and recommendations for optimization of cost, performance, cloud governance, and security

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## **INCREASE YOUR MARGINS**

- Leverage aggregated usage for tiered discounts
- Take advantage of reserved capacity purchases
- Markup cloud pricing for services with customizable billing rules
- Support a hybrid deployment model by managing customer accounts through a consolidated bill and/or independently
- Maximize recurring revenue stream with organic and CloudHealth driven growth
- Take advantage of unique partner programs, such as CSP, through CloudHealth

<sup>1</sup>Source: IDC CloudView 2016 Survey