

Take your cloud services to the next level with StreamOne Enterprise Solutions

Tech Data Cloud provides the best combination of leading cloud providers, products and services powered by StreamOne Enterprise Solutions (SES) cloud platform to enable channel partners to expand their cloud businesses. We exclusively offer channel partners a range of support, management tools and business building resources to help meet customers' evolving needs and drive monthly recurring revenue growth.

Introducing the SES Cloud Platform

SES is tightly integrated with top cloud providers — Amazon Web Services, Microsoft Azure, IBM SoftLayer/Bluemix and more — all available in a single cloud platform to streamline management and cost-effectively expand your portfolio. This unique cloud platform provides dashboards, analytics, custom storefronts, build your own solutions, and end-customer access and control so partners are able to scale to market at their own pace. Partners are able to self-select from Standard and Premium platform plans that best meet their business needs. Plan features are easy to set up and require minimal technical knowledge to get started quickly. Reference www.techdatacloud.com for current plan pricing.

Platform Plans at a Glance

Plan/Feature	Standard	Premium
Multi-cloud support	✓	✓
Self-sign up to cloud provider	✓	✓
Interactive dashboards to track cost, spend and usage	✓	✓
Platform API's to enable integration with your business	✓	✓
Purchase and provision cloud services on behalf of your customers	✓	✓
Enable customers to purchase and provision their cloud services	✓	✓
Private labelled storefront with full branding options	✓	✓
Publish TD cloud products to your storefront*	✓	✓
Full control over published pricing of cloud products to customers	✓	✓
Detailed usage and billing reports with drill down capability for you and your customers	✓	✓
Consolidated billing across multiple cloud providers	✓	✓
Platform level user and role management	✓	✓
Create your own custom cloud products and solutions		✓
Create your own custom test drives (timed trials)		✓
Create and manage your own product plans		✓
Customize billing for your own products		✓
Enable end to end provisioning capabilities for your own products		✓

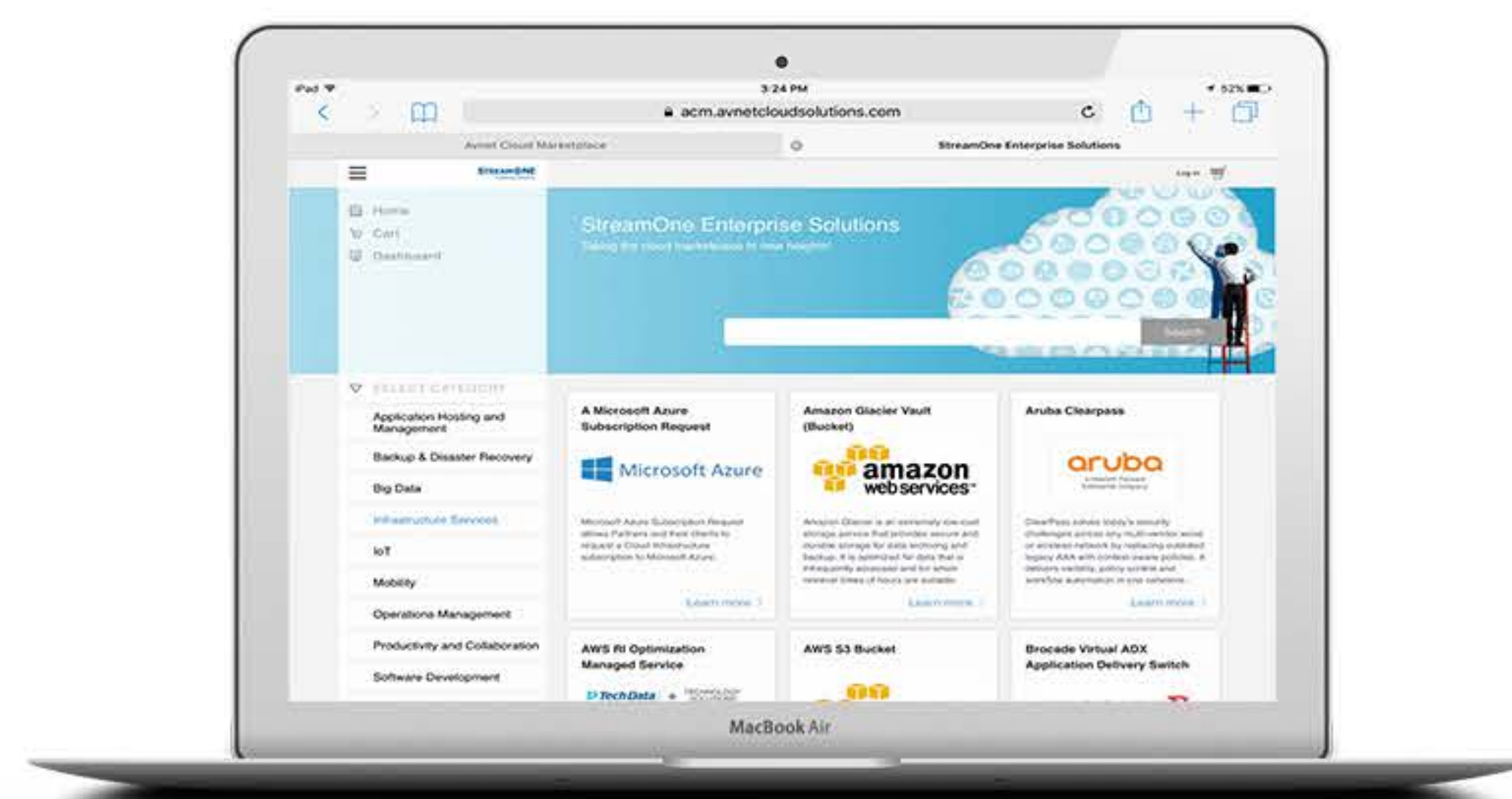
Cloud Platform Features

Multi-Cloud Provider Support

SES provides access to a full range of cloud providers for efficient purchasing and provisioning of services through a single cloud platform. Select the cloud providers with the services you want to resell and take advantage of the associated benefits and platform features. See our complete listing of cloud provider programs at www.techdatacloud.com.

Custom Storefronts

By leveraging the cloud platform and the ability to stand up a customized storefront, you can quickly and cost-effectively expand your offerings. Tailor your storefront with a URL, logo and colors for a branded look and feel. Easily publish products from the Tech Data Cloud catalog for resale with customized pricing on your storefront. Have customers access your storefront from your own website to extend your reach.



Build Your Own Solutions

Build your own products to sell to your customers. Add products with the ability to buy or try and customize contact information by product guiding customers to the right place for more information. Automate deployment / provisioning using CloudFormation scripts or custom API calls.

Billing Management

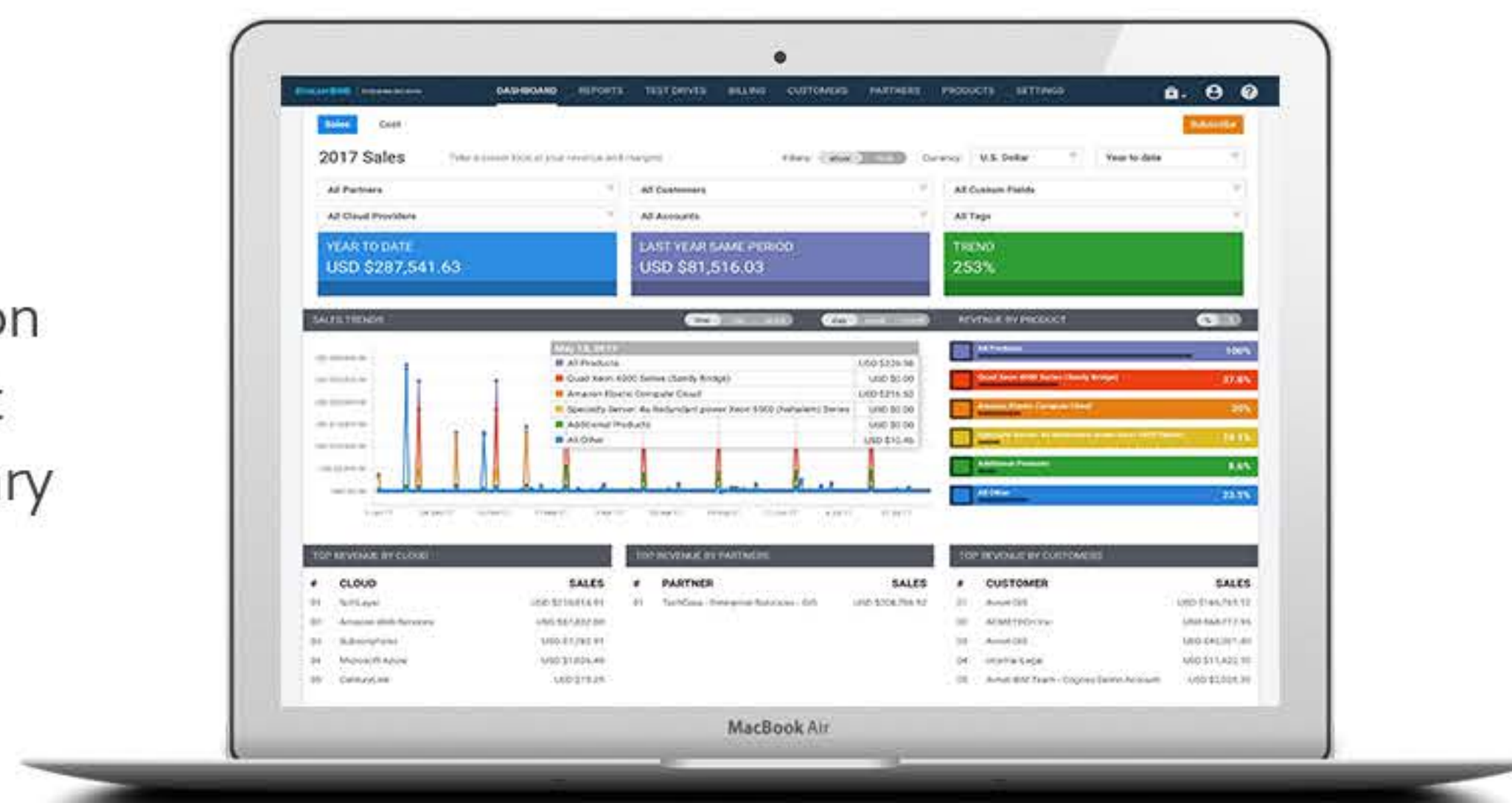
Operationalize your cloud business with consolidated billing capabilities and management. Set up custom billing cycles by cloud provider with support for both consumption and subscription based transactions. Auto generate the first month billing statement and generate billing statements for all subsequent months easily via the cloud platform interface.

End-Customer Access and Control

Improve customer satisfaction and minimize support requests especially with your enterprise customer who want their own access and control. Using the same powerful dashboard and analytics, your customers can manage spending, establish governance and gain greater accountability across their organizations.

Interactive Dashboards and Analytics

Gain the visibility you need to manage your cloud services business with real-time access to revenue and margins using powerful dashboards and analytics reporting. Enable your sales team to track customer cloud adoption and revenue growth with daily updates. Understand the cloud services that are gaining traction and develop targeted campaigns around complementary services to grow revenue.



Cloud Platform Benefits

Tech Data Cloud offers several key business building benefits to resellers.

- ✓ **Speed Time to Market:** By leveraging the SES cloud platform, you can easily expand your offerings, build your own solutions and establish a custom storefront to extend your reach.
- ✓ **Create Competitive Differentiation:** Address your customers evolving cloud needs with a full range of cloud providers, products and services powered by StreamOne Enterprise Solutions cloud platform to complement your capabilities or fill any gaps.
- ✓ **Reduce Costs:** Tech Data has fully integrated the cloud providers into a single platform and developed capabilities to automate procuring, provisioning, governance, billing, analyzing and reporting for efficient management of your cloud services business.
- ✓ **Enable Customer Cloud Lifecycle Management:** With SES, you can provide users with self-service dashboard access to automate provisioning, governance and managing Cloud Providers.

Let Tech Data Cloud with StreamOne Enterprise Solutions help expand your reach and grow monthly recurring revenue today. For more information contact us at enterprisecloudsales@techdata.com