SOLUTION BRIEF

Cloud Service Management: Making the Right Choice

Service Provider Success in the Public Cloud

Service provider success hinges on transforming for the new cloud-centric world and having the tools and resources in place that enable you to boost efficiency, differentiate your offerings, and increase profitability. A centralized cloud management solution can simplify customer management, streamline billing, and improve your margins by delivering value-added services to your customers who don't have the time or expertise.

What to look for in your cloud management solution

Find a platform that integrates with the leading public cloud service providers, such as Amazon Web Services (AWS), Microsoft Azure, Google Compute Platform (GCP), and Oracle Cloud Infrastructure (OCI) as well as resources in the data center, such as VMware. Ensure there is R&D commitment to continued multicloud support. Your solution should offer a consolidated hub with robust analytics, integrated reporting, optimization recommendations, and policy-based governance and automation. In addition, your cloud management provider should offer a comprehensive set of program benefits including support for onboarding, technical setup and review, service package design, training, go-to-market support, and sales enablement for your team.

When it's time to make the switch from your current situation

Are you not getting the full value needed from your current cloud management solution to support your customers throughout the cloud adoption lifecycle? Is your current solution presenting challenges with data integrity, such as rounding errors or lack of billing accuracy?

Partners should look for a cloud managment solution that:

✓ *Integrates with multiple clouds and on-premises resources and demonstrates R&D commitment to continued support.*

✓ *Provides a consolidated hub with robust analytics, integrated reporting, optimization recommendations, and policy-based governance and automation.*

✓ *Offers comprehensive program benefits, including support for onboarding, technical setup and review, service package design, go-to-market support, and sales enablement.*

Or, maybe you're noticing performance degradation or issues with scalability as your customers' and your own environments grow. These limitations have also been felt by your peers and we're here to offer you reasons to make the switch to CloudHealth, including a comprehensive and proven transition plan with incentives.

Success Story — Directly From Your Peers

> 66
>
> *"Smartronix chose to partner with CloudHealth based on its data integrity, infrastructure stability, performance track record, and team expertise."*
>
> **ERIC JERASA**
> Manager of Business Operations | Smartronix

Smartronix decided to make the switch and chose CloudHealth to support customer demand and the need to analyze hundreds of millions of cloud events per month. Smartronix required a cost management and governance platform built for multicloud environments. Further, with multiple customer accounts on various bills, Smartronix needed a solution that would enable them to see account costs broken out, but within a consolidated view.

Once the decision was made to partner with CloudHealth, the Smartronix service offerings were augmented, granting customers access to the CloudHealth platform. This access has empowered customers to benefit from cost optimization dashboards, Reserved Instance purchasing capabilities and rightsizing features, as well as automated governance policies for improved tagging. Customers have also leveraged CloudHealth's security functionality, as well as its related training and development services.

You've outgrown your cloud management solution when:

✓ *You experience challenges with data integrity, such as rounding errors or lack of billing accuracy.*

✓ *You notice performance degradation and issues with scalability as your customers' and your own environments grow.*

Why Choose CloudHealth

CloudHealth partners gain access to a team of experts dedicated to driving your success. The CloudHealth Partner Program is committed to helping partners become next-generation service providers by advancing their offerings and business. The program offers a standard set of benefits with additional add-ons upon successful completion of certification, such as lead sharing, campaign development funds, incentives for submitting sales opportunities, and an invitation to be a member of the CloudHealth Partner Advisory Board to help influence the program and product roadmap. All partners are provided with recommendations and best practices for packaging and selling cloud managed services, powered by CloudHealth. Examples include tiered offerings with features such as rightsizing and Reserved Instance management. There are also templates for add-on services such as health checks.

Additionally, CloudHealth helps partners align to industry frameworks, including the AWS Well-Architected Framework, and pass various industry audits, such as the AWS MSP and Expert Azure MSP Validations, by demonstrating capabilities across several sections and mandatory requirements.

We invite you to join our community of leading cloud MSPs today. Connect with our partner development experts to start accelerating your cloud business. Contact us at **cht-partners@groups.vmware.com**

Partners that choose CloudHealth:

✓ *Gain access to a first class partner program for enablement and go-to-market support.*

✓ *Receive a standard set of benefits with additional add-ons upon successful completion of certification, such as lead sharing, campaign development funds, incentives for submitting sales opportunities.*

✓ *Align to industry frameworks, including AWS Well-Architected, and pass various industry audits, such as the AWS MSP and Expert Azure MSP Validations, by demonstrating capabilities across several sections and mandatory requirements.*

It's in the Numbers: Year-Over-Year Growth

2x
Partner Community Growth

125x
Channel Partner Cloud Service Revenue Growth of 125%