







CLOUD BILLING & MARKETPLACE SERVICES

Centralised management of your multi-cloud, SaaS and ISV commercial relationships.

HOW DOES THE SERVICE WORK?

With as much as 32% of cloud spend wasted, most organisations often look to technology and process based improvements, e.g. turning things off out of hours and right-sizing. However, a centralised approach to procurement and commercial relationships can also yield significant savings:

PUBLIC CLOUD	MARKETPLACE	ISV TECHNOLOGIES
<p>A partnership with Softcat can help you by:</p> <ul style="list-style-type: none"> ✓ Consolidating your monthly invoices ✓ Leveraging our accreditations and status for discounts and funding (e.g. migration) ✓ Recommending agreement types, Savings Plans and Reservations ✓ Negotiating and/or Maximising strategic agreements, such as AWS EDP and the One Government Value Agreement (OGVA) <p>    </p>	<p>By 2030, 1/3 of B2B tech industry procurement will occur via marketplace and 90% of that will be partner assisted. Working with Softcat can help you by:</p> <ul style="list-style-type: none"> ✓ Leveraging strategic agreements, such as AWS EDP to reduce your cloud and software spend ✓ Leveraging our accreditations and status for discounts and funding ✓ Reducing your cloud software spend via Softcat's Marketplace Assessment to analyse your upcoming renewals, key ISV first technology initiatives and top five software partnerships <p>    </p>	<p>64% of IT budgets grew in the past 12 months, with cyber security purchases the most notable. Softcat can help you by:</p> <ul style="list-style-type: none"> ✓ Leveraging our accreditations and status for discounts and funding ✓ Advising the most efficient procurement routes including leveraging marketplace to drive down your cloud costs. ✓ Engaging our solution specialists to help you build new technology solutions

BENEFITS TO YOU

Softcat industry experts will understand any existing cloud terms and immediately identify value for you to centralise this into a Softcat agreement.

We provide access to a spend platform so you can visualise your spend over time.

And we identify further areas of value, such as leveraging marketplace(s) as part of your billing agreement to further optimise cost.

Our Cloud Billing & Marketplace Services coupled with ongoing services such as Softcat Cloud Fundamentals, help customers such as [NHS-Digital](#)



WORKS WELL WITH

Softcat Cloud Security and Health Assessment

Reviewing your cloud environment and identifying governance gaps to ensure secure, dependable and cost-effective operations.

Softcat Cloud Fundamentals Service

Centralised visibility and governance of your multi-cloud use, including ongoing FinOps and Cloud Architecture.

Softcat Cloud Managed Service

Fully managing your cloud environment and helping you address a skills gap, freeing up your time to focus on your business.

WHAT'S INCLUDED

24x7 service desk - We offer 24-hour service desk support with a centralised billing system and technical support.

Consolidated billing and control - Of your monthly AWS, Microsoft Azure, and Google Cloud Platform bills.

Marketplace procurement - We recommend ways to centralise software spend to achieve greater discounts and rapid software procurement.

Ongoing Softcat Services - To provide optimisation, reporting and governance.

SERVICES THAT BRING YOUR TECHNOLOGY TO LIFE

Contact your Softcat Account Manager today or email us on cloudsales@softcat.com