



Enter a New Marketplace with Confidence

Exploring Cloud One for MSPs Powered by AWS Billing Model



Cloud One: a unified Cloud security solution

Trend Micro Cloud One Workload Security is the only solution you need for all your Cloud security requirements. With this comprehensive unified SaaS solution, you can secure your data centre, Cloud and containers without compromising performance.



Protect against threats faster

Cloud One automatically protects against even unknown threats with techniques like machine learning and virtual patching.



Unified security for hybrid Cloud

Cloud One eliminates the cost of deploying multiple point solutions while delivering consistent security across physical, virtual, Cloud and container environments.



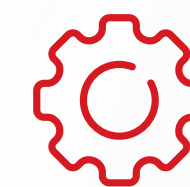
Streamline compliance

Address multiple regulatory requirements in a single product, streamline audit evidence gathering, and enable continuous compliance.



Free up resources

As a SaaS-based solution, Cloud One secures your sensitive enterprise workloads without the need to set up and maintain your own security infrastructure.



Flexible integration

Thanks to our strong API integration with AWS, Cloud One Workload Security works seamlessly in the cloud.

Cloud One Workload Security provides MSPs with advantageous upsell opportunities, as they can offer more services while only investing in a single, unified Cloud security tool.

Cloud One for MSPs Powered by AWS Billing Model

Cloud One can be fulfilled through the Amazon Web Services (AWS) Marketplace, via a Trend Micro solution, **Cloud One for MSPs Powered by AWS Billing Model**. AWS Marketplace provides a new sales channel for ISVs and channel partners to sell their solutions to AWS customers. It makes it easy for customers to find, buy, deploy and manage software solutions, including Trend Micro Cloud One, in a matter of minutes.

Through Cloud One Powered by AWS Marketplace, you will gain access to the AWS Marketplace features, allowing you to dynamically purchase and sell Trend Micro Cloud One with additional access to over 2000 solutions. As a result of this access, MSPs are able to grow and scale more efficiently than ever before. The AWS Marketplace has a range of other enticing benefits for MSPs, which we will explore in more detail in the next section.



The benefits of AWS Marketplace

Gaining access to the AWS Marketplace is extremely advantageous for MSPs, for a wide variety of reasons. As one of the hyperscale Cloud platforms, AWS is extremely powerful and capable, with a range of innovative functions built in.



Accessibility

AWS is extremely accessible to all users, selling a wide variety of solutions to MSPs everywhere, without the need for an exclusive invite.



Management

AWS Marketplace has a unique Management Portal that enables you to analyse your business in detail and build towards growth. It also offers in-depth guidance on how to best target and connect with your customers, helping you to enhance client relationships.



Services

While Trend Micro can provide all the security products and solutions your MSP needs to offer a comprehensive security stack, the AWS marketplace offers MSPs access to a further range of purchasable solutions to enhance your overall service offering. These include backup, storage, data analytics, machine learning and Internet of Things solutions, to name just a few.



Billing

AWS has an intelligent consolidated billing function. You can receive one monthly bill with the split per customer account, track charges across each individual customer account and combine usage from many different customer accounts for volume pricing discounts. AWS also delivers the metering, billing, collections and disbursement of services at no extra cost to MSPs. This makes adding more seats and upselling simpler and more efficient.

AWS Marketplace also offers you complete billing versatility; AWS supports pay-as-you-go based on a recurrent monthly billing, as well as commitment plans, where negotiated scheduled payments can be set up.



Embracing change, entering the Cloud

As the MSP market evolves and becomes more crowded, the only way to remain competitive is to engage with a Cloud marketplace. Due to the quality of the solutions on offer, the powerful management capabilities and the impressive billing functionality, we truly believe that fulfilling solutions through AWS is the best option for our MSP partners.

We ensure that our customers will operate securely in this new marketplace and only experience the powerful benefits of AWS. In our next section, we explain exactly how.



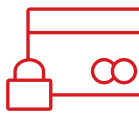
Why use AWS Marketplace?

Cloud One for MSPs Powered by AWS Billing Model does exactly what it says on the tin – it harnesses the billing potential of AWS Marketplace to support the Cloud One solution. While Cloud One can be fulfilled through AWS and offers you access to the Marketplace, Trend Micro only use AWS as a billing mechanism. AWS never needs to know your customer name; you will remain in full control of sensitive information such as names and email addresses used to set up sub-accounts.

Data security and privacy are extremely important concerns for AWS, and as a result their services are designed to ensure that your information is secured.



AWS maintain a wide variety of compliance programs that validate their security controls.



AWS follow the Payment Card Industry Data Security Standard (PCI DSS) when handling credit card data.



AWS use encryption protocols and software to protect the security of your information during transmission to or from AWS websites, applications, products, or services.



AWS maintain physical, electronic, and procedural safeguards when collecting, storing, and disclosing of personal information.

Trend Micro is simply harnessing the advanced billing model and features of AWS Marketplace, providing significant benefits for the MSPs we partner with. When you become a services partner with Trend Micro, you gain access to the management portal which allows you to receive private pricing from Trend Micro and create bespoke discounted SaaS subscriptions for your MSP customers. You will benefit from pre-negotiated discounts and a simplified resell model that allows you to serve your customers more efficiently and scale your business. The Cloud One usage via AWS Marketplace is then consolidated on monthly invoicing but with detailed breakdowns to help you manage your customer invoicing schedule.

As well as the billing benefits, fulfilling Cloud One via AWS in a private offer can also positively affect your revenue.



aws Available in
AWS Marketplace



Enter a new era of growth

Cloud marketplaces are the future; are you ready to enter your MSP's new era? As global security leaders and experienced innovators, Trend Micro are the ideal partners to support your growth.

We can help you deliver innovative Cloud security services supported by an intelligent and flexible billing model. Get in touch with one of our expert representatives today to discover how Cloud One for MSPs Powered by AWS Billing Model could improve your sales process, your margins and your revenue, while keeping your client details confidential and secure.

Get in touch

