



# Cloud One for MSPs Powered by AWS Billing Model

Trend Micro's comprehensive SaaS security solution, Cloud One, can be fulfilled through the Amazon Web Services (AWS) Marketplace. **Cloud One for MSPs Powered by AWS Billing Model**, harnesses the billing mechanism of AWS, while allowing MSPs to retain full control of their client data. It also provides access to the AWS Marketplace, enabling MSPs to seamlessly scale their businesses.

## Cloud One: a unified Cloud security solution

Secure your data centre, your Cloud environment and your containers without compromising performance.



**Protect against threats faster**



**Unified security for hybrid Cloud**



**Free up resources**



**Flexible integration**



**Streamline compliance**

## The benefits of AWS Marketplace



### Accessibility

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



### Management

The AWS Marketplace an exclusive portal that aids business analysis, in-depth guidance on customer interactions and assists your MSP's growth.



### Services

As well as security, the AWS marketplace offers MSPs access to a range of solutions to enhance your overall service offering.

## The AWS billing mechanism

Receive one monthly bill for multiple accounts		Track charges across each individual account	
Combine usage from many different accounts for volume pricing discounts	Metering, billing, collections and disbursement of payments is AWS' responsibility	Complete billing versatility – AWS support pay-as-you-go and long-term commitment plans, Private Offers and flexible payment plans	

## Trend Micro billing models

### Pay As You Go (PAYG)

Pay as you go billing allows you to subscribe to Trend Micro Cloud One via the AWS Marketplace and only pay for what you deploy and use.

- Billing is based on your usage of the Trend Micro Cloud One services, reported on an hourly basis
- When you sign up via AWS Marketplace, you are billed monthly through the marketplace for your usage in the previous month

### Solution Provider Private Offers (SPPO)

Solution Provider Private Offers (SPPO) allow our partners to resell Trend Micro products, like Cloud One, via AWS Marketplace through a simplified engagement model.

- Benefit from pre-negotiated or recurring discounts
- Access a simplified resell model that supports business growth
- Gain an additional 10% margin and access to the AWS Marketplace

## Powerful and protected

With Cloud One for MSPs Powered by the AWS Billing Model you can benefit from the powerful infrastructure of a hyperscale Cloud platform, while retaining full control of your data.

AWS is only used as a billing mechanism.

Your data is stored in Trend Micro's secure servers.

AWS cannot access any of your customer details.



## Enter a new era of growth

ICloud 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 in this new marketplace.

We can help you deliver innovative Cloud security services supported by an intelligent and flexible billing model. To find out more about Cloud One for MSPs Powered by AWS Billing Model, get in touch today.

[GET IN TOUCH](#)