



**INTERCEPT**

EMPOWERING AZURE

# Marketplace assessment

## **SaaS marketplace offer**

Software Companies are in the business of creating value for their customer and selling their product. Azure Marketplace provides an additional sales channel in the form of a SaaS offering. Onboarding your SaaS solution to the Azure Marketplace can be quite a task but we're offering a standardized onboarding solution. We offer a short term and long-term scenario, depending on where you are in your app modernization journey.

## **Short term**

Publishing your SaaS solution to the Azure Marketplace requires you to provide a smooth onboarding experience to your solution for your customers. From a technical perspective this means that the Azure Marketplace will send a message (webhook) to your solution which can start the provisioning or cancelation process. Often, software companies don't have an endpoint that can process these messages. As Intercept we will provide a standard solution to accept those messages and provide a customized landing page for your customer.

If your solution can automatically provision customers through an existing endpoint, we will forward the messages and structure them according to your requirements. This would result in a fully automated provisioning and deprovisioning services. However, we understand that this might not be in place just yet. As an intermediate solution we can process the messages manually (for example inform your teams per e-mail that provisioning is required).

**Time: 2 days – 2.000,00 EUR**



# Marketplace integration

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## **Long term**

The long-term solution is focused on not having that endpoint for provisioning customers in your solution just yet! During this phase we will support and guide you in preparing your solution to allow provisioning, updating and deprovisioning of customers through a dependable endpoint (API). This doesn't only give you the opportunity to fully automate orders coming in from the Azure Marketplace but also give you a standardized and high-quality solution for provisioning customers on your solution. This includes deploying additional infrastructure (databases, storage, etc).

**Time: To be determined when onboarding customer**

