NODETRAX SAAS

Problems

- Azure VM Private Plans requires Activation via API on per product bases

- Azure does not support lump sum private offers

- Double billing for Azure Lump Sum private offers for SaaS solutions.

- Tracking customer usage for private offers for SaaS solutions

Solution

- Nodetrax SaaS is a service that runs on Azure and integrates with Managed Services for high SLA

- Nodetrax SaaS integrates with Azure Marketplace, Azure Billing and Azure Partner Center

- Nodetrax SaaS has the ability to "Activate" Azure private plans

- Nodetrax SaaS is designed to address lump sum private offers that are executed via Azure Marketplace

- Nodetrax SaaS verifies private offers via local, and external sources

- Nodetrax SaaS keeps track of every transaction submitted for each Azure Private Offer Marketplace Sale

- Nodetrax SaaS subscribers can use the system to determine if a particular Marketplace transaction is associated to a private offer

Lump Sum Private Offers for SaaS solution

- Contract is signed between ISV and Customer which includes product, amount and duration

- The contract specifies the use of the solution at a discount (e.g. 10% of $1000 value – Customer pays $900)

- Customer accepts and pays the amount using Azure Marketplace ($900)

- The customer starts using the solution and SaaS sends metering data to Nodetrax SaaS

- Nodetrax SaaS tracks each transaction as well as the contract expiry date and once the usage is 75% of the contract value ($750) or contract expiry, it notifies the account team

- During each transaction, will not submit any metering to Azure if it determines that the offer is a Private Offer (double billing)