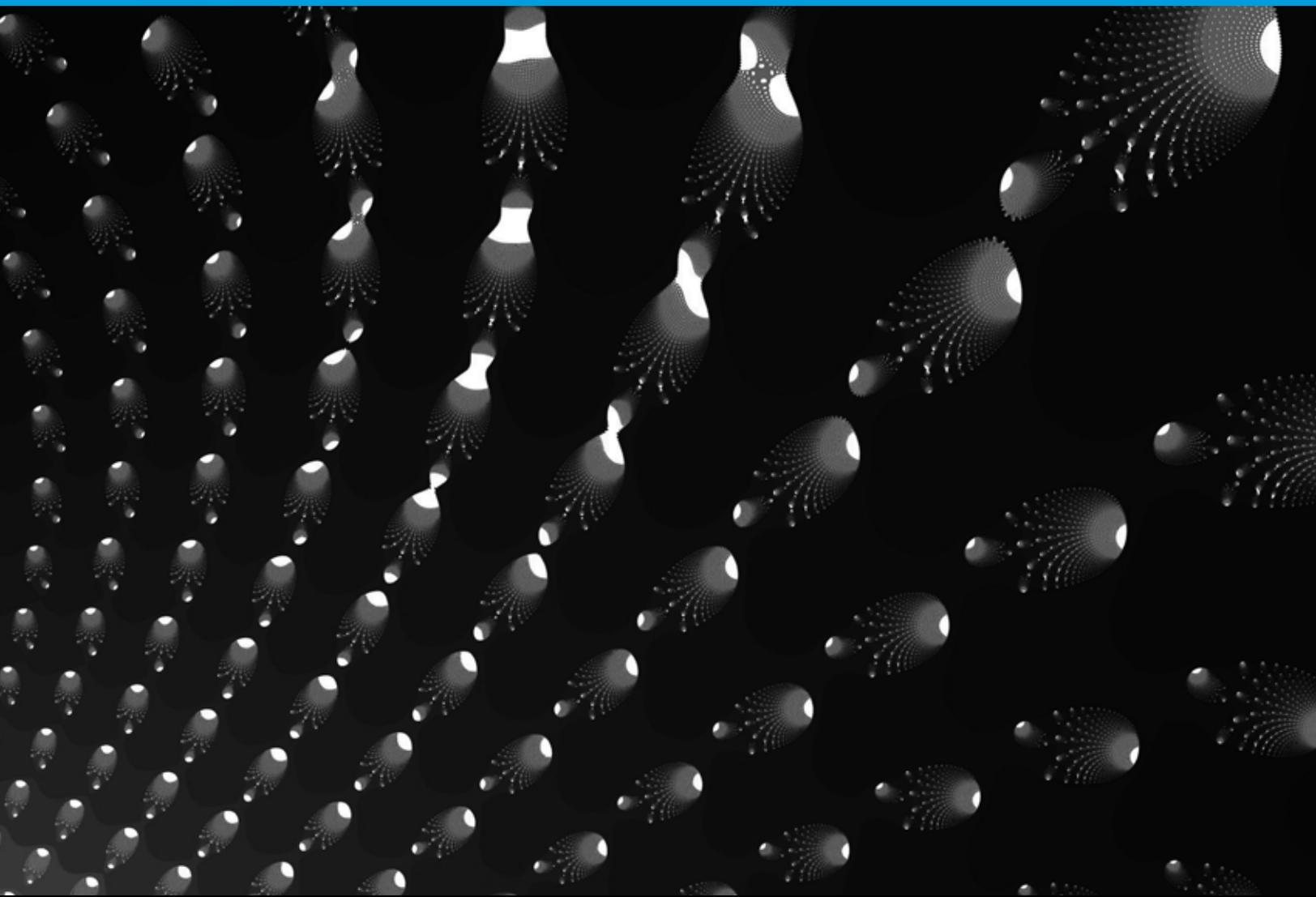


ArrowSphere xSP Central



# ArrowSphere xSP Central

Changing How  
Service Providers  
Build and Manage  
Cloud Solutions.

The cloud. It possesses extraordinary promise. And comes with complex challenges.

That's why we at Arrow built ArrowSphere, an innovative marketplace for the channel, that delivers on the potential of the cloud.

Through ArrowSphere xSP Central, service providers (SPs) gain a single entry point to manage Cloud Service Provider infrastructure and software, accelerating time to market and enhancing productivity.

Arrow brings clarity to the cloud. Turns theory into reality. And puts your business where it belongs: Five Years Out.

## The Arrow Difference

At Arrow, we aggregate. Enable. Build ecosystems. We anticipate market momentum, technology demands and adoption patterns. And we bring the right resources and people together.

We're an information technology distributor specializing in end-to-end IT infrastructure solutions, including cloud services, data storage, data center infrastructure management, enterprise software, servers, network security, unified communications and virtualization.

Working with our channel partners, we bring efficiency to the storage, management, security and deployment of data, providing secure access to business-critical information any time, from any location, on any device.

Our goal is to facilitate new business models. And to offer solutions, tools and resources for the dynamic transformation of your business.

# Business Benefits for Service Providers

Change can be difficult, but regardless of its challenges, the cloud represents tangible business potential for service providers like you.

As you are looking for ways to grow your recurring services model, you'll find an upside. Your role as an essential resource for cloud services will position you to become more deeply embedded in your customers' business processes, reinforcing relationships in ways that one-time transactions never could.

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## **ACCESS A CATALOG OF OVER 1,000 INFRASTRUCTURE AND SOFTWARE SERVICE OFFERINGS**

Our unique portfolio of products, programs and pricing information for over 1,000 infrastructure and software service offerings is easily accessible online, saving you time and money when planning new services or for SPs looking to refine their existing service(s).

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## **ACCELERATE TIME TO MARKET WITH MINIMAL INVESTMENT**

Our collection of ArrowSphere accredited service providers makes it possible to assemble a customized solution stack from reliable, cloud-ready services. Now you can complement your current portfolio with new offerings, cross-sell, develop new markets and better support your customers' needs.

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## **TRANSFORM YOUR BUSINESS AND OPTIMIZE THE UTILIZATION OF MSP PROGRAM BENEFITS**

Get the latest information on the various xSP programs and updates from all ISVs in one place. Simulate service margins (integrating other internal costs, hardware, services, etc) before you build new services.

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## **AUTOMATE RECURRING REPORTING TASKS**

Leverage the fully automated reporting process with validation steps, that is included in ArrowSphere xSP Central, to deliver recurring reports more efficiently and more accurately.

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## **INCREASE EXISTING CUSTOMER LIFETIME VALUE**

Through your own existing online shop or your branded webstore, end customers can consider new capabilities, provision new services and increase or decrease their usage levels in real time as their business needs change.

# Design, Price, Build, Administer, Operate and Report - Right Now

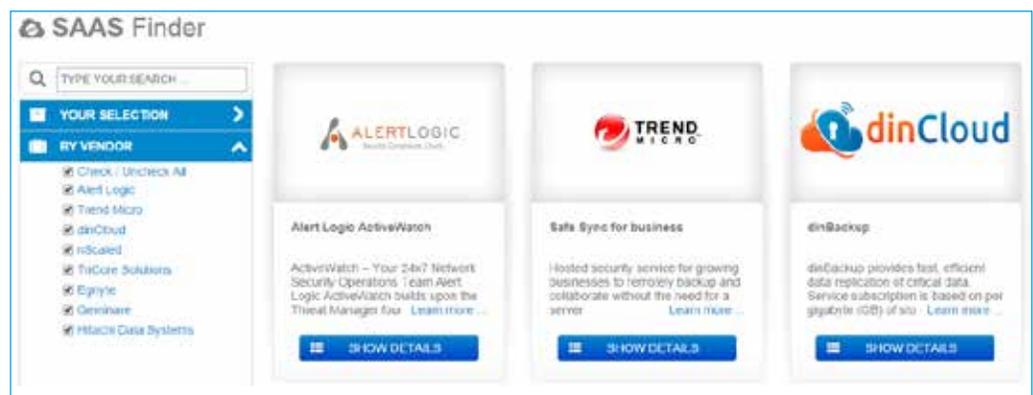
## Transform your Cloud Business with ArrowSphere xSP Central

Service Providers have instant access to a dynamically growing portfolio of product, program and pricing information for thousands of infrastructure and software solutions in one place.

SPs can select the best combination of technology and cost for their chosen cloud service, while benefiting from the ability to quickly expand their offerings as new services continuously become available and reach new markets through syndication across Arrow's cloud solution provider community.

## SaaS Finder

As with IaaS we have the ability to search the catalog of hosted software from the world's leading vendors. In the SaaS Finder there is all the information around price, terms available, end user agreements if purely reselling and renewal details. Once you've chosen the software right for your service you can go on to layer additional solution components in our Stack Builder feature.



# Stack Builder

Bringing all the elements of ArrowSphere xSP together to provide you with complete visibility of solution costs is the Stack Builder. Here you can build up the layers of your solution including:

- > Licensing costs from Service Provider  
PAYG (Pay As You Go) programs
- > Third party components from IaaS and SaaS catalog
- > Hardware costs
- > Internal business costs such as support, hosting charges, Internet bandwidth, etc.

Once defined in the portal we can easily track solution costs, margin levels and how we licence the solution.

**Stack builder** ⓘ

	Cost / m	Cost / user / m
Service Layer <span style="float: right;">▼</span>	230.108333333333 \$	2.3 \$
Application Layer <span style="float: right;">▼</span>	208.45 \$	2.08 \$
Infrastructure Layer <span style="float: right;">▼</span>	332.72 \$	3.33 \$
<b>Total Cost</b>		
	<b>771.28 \$ / m</b>	<b>7.71 \$ / user / m</b>

**back**

infra

**Service description**

Name

Description

User count

SRP  \$    Margin  %

Save

# Reporting

When it comes to reporting PAYG (Pay As You Go) licensing through ArrowSphere xSP, we've made things as simple and flexible as possible. Whether you want to simply streamline manual reporting or look to automate the process including discovery of usage, the options are there.

## MANUAL REPORTING

We've standardized the format of the reports for all of the different vendors available in the portal. Through the easy to use interface you can report all of your vendors' usage in no time. Simply choosing the licences from the drop down menu, adding the quantities and entering your purchase order, a single report takes seconds.

## UPLOAD TOOLS

For those vendors that have tools to help you measure your licence usage we have provided the functionality to upload export files directly into the portal. We can also measure the usage against your current commercial agreement to ensure you are getting the most out of the program.

Report Summary					
Month	Program	Qty Products	Total	Status	Last Modifications
2014-05	VSPF - Enrolled	1.00	10.00 pt	Accepted	2014-05-28 06:11:00

Plan Summary		
VSPF Monthly Rental - Minimum 360 pts or 10 eVM	VSPF Monthly Rental - Minimum 360 pts	377.29 \$
VSPF 360 Monthly Rental overage charges	VSPF 360 Monthly Rental overage charges	0 x 1.05 \$ = 0.00 \$
Your consumption	<span style="color: red;">-</span>	
Total		377.29 \$

Plan Optimizer			
Plan	Projected consumption	Usage	Cost
VSPF V3 360 pt Plan	<div style="width: 2.78%;"><div style="background-color: #0070C0; width: 100%; height: 10px;"></div><div style="background-color: #ccc; width: 97.22%; height: 10px;"></div></div> Remaining: 350 pt	2.78%	377.29 USD
VSPF V3 1800 pt Plan	<div style="width: 0.56%;"><div style="background-color: #0070C0; width: 100%; height: 10px;"></div><div style="background-color: #ccc; width: 99.44%; height: 10px;"></div></div> Remaining: 1790 pt	0.56%	1654.87 USD

# ArrowSphere xSP Central Cloud Infrastructure and SP Software Licence Management

ArrowSphere xSP Central provides Managed Service Providers with the ability to efficiently address the following recurring reporting requirements:

- > Browse the catalog to understand Cloud infrastructure and SP software programs
- > Create your optimized cloud infrastructure, management and software 'stack' on which to launch your service
- > Add the number of users or seats sold this month
- > Validate the report and send it – job done!

The screenshot shows a dashboard titled 'YOUR PRODUCTS' with filters for 'VIEW BY: ALL', 'SAAS', and 'IaaS', and a date range from '2014-01-01' to '2014-03-31'. It displays four product rows, each with a table of metrics:

ProductLogo	Category	CUSTOMERS	SEATS	BUY	SELL	MARGIN	TOTAL
CITRIX	License	1	1	343.54	456.26	15.90	5.71
MOZY	Mozy	1	1	308.78	342.45	11.20	1.42
McAfee	McAfee	1	1	1187.20	2688.00	45.88	11.46
SOFTLAYER	Soft layer	2	16	338.76	4244.1	38.88	148.22

On the right side of the dashboard, there is a navigation menu with items like 'Dashboard', 'SaaS', 'SaaS Control', 'IaaS Control', 'Orders', 'My Customers', and 'My Profile'.

xSR Dashboard

## ArrowSphere xSP Central services are powered by leaders in IT Industry



# Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet—the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from cars to coffeemakers.

Are you one of them? Then you're probably working with us.



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## In Person

**877 558 6677**

Call to talk or set up a face-to-face meeting with one of our knowledgeable representatives.

## Via Email

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Email us for answers to questions or to start a conversation.

## Online

**[ecs.arrow.com/cloud\\_services](https://ecs.arrow.com/cloud_services)**

Visit our website for further information.

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