*[ Enterprises*

1. Use Interconnect Billing to register your cloud service provider accounts
2. Make cost center accounts for all your departments
3. Let cost center accounts subscribe to Cloud Platform Vendor services
4. Let BillByte track and monitor the usage and report in detail
5. Calculate your costs for each cost center account
6. Reconcile your data with invoices as received from Cloud Platform Vendors

**Video**

If you are an enterprise using cloud platform vendor services, and need to monitor your detailed usage data, you can register your company account credentials with BillByte and it will collect, track, monitor, and report your detailed data usage to you in near real-time.

**Explainer starts**

1.       Screenshots of how an enterprise registers with cloud platform vendors.

2.       Show some sample department names

3.       Screenshot of how data looks like when imported from cloud platform vendors. Show Amazon and Microsoft data moving very fast.

4.       Screenshot of how costs are reported for different cost centers

5.       Show invoice line items from Cloud Platform Vendor and invoice items generated locally and show how they reconcile and report any differences.

**Explainer Narration**

1. BillByte enables enterprises to register their account credentials with cloud platform vendors such as Amazon Web Services, Microsoft Azure and Microsoft 365.
2. Once registered, they are able to create their internal cost centers, which could be individuals or departments within the company. These cost centers are then able to subscribe to their desired services.
3. BillByte then pulls cloud usage data for each subscription and calculates their costs in near real-time as usage is periodically being made available from cloud platform vendors.
4. It aggregates this data for each cost center and presents a detailed costing report.
5. This detailed data is reconciled line item by line item with the month end invoice received from the cloud platform vendor and any discrepancies detected are then reported in detail.

*MSPs*

Everything in an Enterprise account plus the following:

1. Get a Partner (CSP) account with one or more Cloud Platform Vendors like Amazon and Microsoft
2. Use BillByte Interconnect system to define your partner account credentials
3. Use BillByte product catalog management to define your sales catalog manually, or automatically import items from Cloud Platform Vendors product and service catalogs
4. Use BillByte pricing module to define your pricing and sales strategy
5. Let end-customers use BillByte self-serve to order new products and services from supported cloud platform vendors
6. Use BillByte monitoring to track customer’s usage down to a single subscription level in near real-time as usage data becomes available
7. Use BillByte billing to invoice your customers and process payments
8. Use BillByte business intelligence to view profit and loss on a per subscription basis

**Video**

As a Multi-Service Provider, you can use BillByte to add product offerings from major Cloud Platform Vendors such as Amazon Web Services, Microsoft Azure and Microsoft 365 to your existing order management and billing systems. You can also use BillByte to monitor detailed usage data of your individual customers in near-real time as it’s made available by the CPVs.

**Explainers**

Screenshots of how a Cloud Service Partner account can be registered with different Cloud Platform Vendors

Screenshot of how a product catalog looks like and show how products can be imported from product catalogs of CPVs

Screenshot of the pricing module. Show how you can choose a fixed pricing strategy or a percentage-based pricing strategy

Screenshot of how a service or product can be ordered from the customer’s end

Screenshot of how data looks like for each subscription when imported from Cloud Platform Vendors

Show screenshot of how sale invoices are processed

Show the profit/loss calculating interface with a generic calculation example.

**Explainer Narration**

Billbyte gives you all the services included in the Enterprise account, along with the following:

1. With BillByte, you can open a Cloud Service Partner account and register your credentials with one or more of the Cloud Platform Vendors such as Amazon Web Services, Microsoft Azure and Microsoft 365.
2. BillByte’s product catalog management allows you to create your own sales product catalog manually or directly import the products from sales and product catalogs of Cloud Platform Vendors.
3. Pricing module helps you set up your sales pricing strategy, where you can choose between Fixed Pricing and Cost Plus Pricing models.
4. BillByte also lets you provide your individual subscriptions with the option to order any new product or service directly from any of your supported Cloud Platform Vendors.
5. BillByte helps you track cloud usage data for each subscription and calculates their costs in near real-time as usage is made available from cloud platform vendors. You can also set budget or usage quota for each subscription, provided it is supported by the relevant Cloud Platform Vendor.
6. Billbyte can also help you process customer payments and generate their invoices.
7. Using BillByte business intelligence, you can calculate your profit and loss incurred for each subscription.

*Cloud Service Brokers*

Everything in an MSP account plus the following:

1. Use BillByte reseller management to optionally appoint resellers of your services.
2. Let Resellers use BillByte sign up process to sign up new customers

**Video Introduction**

BillByte is a full lifecycle product to support a Cloud Service Brokerage business. Take a partner account status from major cloud platform vendors like Amazon and Microsoft as a Cloud Service Broker and resell their products and services using BillByte’s reseller management without any infrastructure of your own.

**Explainers**

1. Show Microsoft CSP logo and any other Amazon partner logo. Screenshots of how partner accounts are registered
2. Explain or show how items are added into the product catalog or how product catalog is bulk imported from upstream cloud platform vendor.
3. Explain blanket profit percentage based pricing strategy or more granular fixed price strategy
4. Explain how resellers are made and how resellers can appoint further resellers down stream. Each reseller has same selling tools as top level broker
5. Show or explain how new customers are signed up differently for Microsoft and Amazon
6. Show or explain how end customers can subscribe to newer services
7. Explain or show how usage records are pulled periodically and how do they aggregate separately for individual customers
8. Explain or show the invoicing and payment process
9. Explain or show how an invoice is received from backend cloud platform vendor and how do we reconcile that invoice line item by line item and report differences if any.

**Explainer Narration**

1. With BillByte, you can open a Cloud Service Partner account and register your credentials with one or more of the Cloud Platform Vendors such as Amazon Web Services, Microsoft Azure and Microsoft 365.
2. BillByte’s product catalog management allows you to create your own sales product catalog manually or directly import the products from sales and product catalogs of Cloud Platform Vendors.
3. Pricing module helps you choose between Fixed Pricing or Cost plus Pricing strategies.
4. With Billbyte, you can create accounts for your reseller networks and each reseller can further assign their own resellers, equipped with same selling tools as yours.
5. Using BillByte sign-up process, let your new customers sign up to Cloud Platform Vendors
6. It also lets your end-customers choose from new services and subscribe to them directly
7. BillByte helps you track cloud usage data for each reseller and calculates their costs in near real-time as usage is periodically made available from cloud platform vendors. Each reseller can further calculate individual usage of their customers. You can also generate aggregate usage data report.

Billbyte can also help you generate reseller invoices and process their payments.

Usage data is reconciled line item by line item with the month end invoice received from the cloud platform vendor and any discrepancies detected are then reported in detail.

*MSPs*

1. Single payment interface
2. No support for credit cards
3. Better offers
4. **On-premise services**

1. Take a CSP account with Cloud Platform Vendors
2. Integrate customer provisioning into existing order management system
3. Integrate usage monitoring into existing charging and billing
4. Run cost accounting