**Multi Service Providers**

**Video**

As a **Multi-Service Provider** (Show an image of an MSP), you can use BillByte to add

**Product** **Offerings** (Show some cloud product offerings from CPVs as text e.g. storage,

analytics, compute, developer tools) from major **Cloud Platform Vendors** such as Amazon

Web Services, Microsoft Azure and Microsoft 365 (show logos of all three) to your existing

**order management and billing** (Show a generic billing interface or actual interface of

billbyte. Show all the product offerings going into the billing interface) systems. You

can also use BillByte to monitor detailed **usage data** (Show image of usage data graph) of

your **individual customers** (can be individuals or enterprises) in **near-real time** as it’s

made available by the **CPVs.**

**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** (show image) account and register your **credentials** (your details as a company)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** (show a sales catalog with some products from cloud services or a generic catalog) manually or directly **import** (show products moving from CPV catalog to your MSP catalog) 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. (Show images for the two pricing models)
4. BillByte also lets you provide your individual subscribers with the option to order any **new product or service** directly from any of your supported Cloud Platform Vendors. (Show a subscriber ordering directly from a CPV)
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. (Show images for the text in bold and create their relationship according to the sentence)
6. Billbyte can also help you process **customer payments** and generate their **invoices**. (show some customers along with their invoices)
7. Using BillByte **business intelligence**, you can calculate your **profit** and **loss** incurred for each subscription. (find suitable images for the text in bold letters and relate them according to sentence)

**Cloud Service Broker**

**Video**

BillByte is a full lifecycle product to support **a Cloud Service Brokerage** (show image) business. Take a **partner account status** (Show a cloud service partner image) from major **cloud platform vendors** (Show logos) like Amazon and Microsoft as a Cloud Service Broker and **resell** (show the partner account being resold further using the Billbyte reseller interface) their products and services using **BillByte’s reseller management** without any infrastructure of your own.

**Explainer Narration**

**BillByte Cloud Service Broker Account** includes all the features in an **MSP** account, along with the following:

1. Billbyte helps you manage your **reseller network** (Show a CSB connected to many resellers) by creating **accounts** for your **resellers** (Show individual accounts attached to every reseller in the network). Each reseller can **further assign** (now bring focus on the resellers and their linkage with more resellers) their own resellers, equipped with same selling tools as yours.
2. BillByte helps you **track cloud usage data** for **each reseller** ( Show a CSB and reseller network and show a usage graph with a clock with 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** (Bring focus to one reseller and show usage calculation image with each customer of the resellers). You can also generate **aggregate usage data reports**. (show all usage reports uniting to form one collective usage report)
3. Billbyte can also help you generate **Reseller invoices** (Show image for invoice) and process their payments as per their usage.