**READY.**
SIMPLIFY AND ACCELERATE CLOUD SALES

**SET.**
MULTI-TIER DISTRIBUTION

**GO.**
FASTEST TIME-TO-MARKET

AirSembly

# Simplify and accelerate
# your cloud sales with AirSembly

You want to add cloud services to generate new revenues but your legacy systems don't support consumption-based services and homegrown, manual processes aren't sustainable in the long run. You need a turnkey platform to simplify and accelerate the sale of your cloud services. You need AirSembly.

Throughout the world, service providers, aggregators, software companies and channel partners want to sell cloud services to generate new revenues. Unfortunately, legacy business processes were built for one-time sales and do not adapt well to consumption-based services.

To sell their cloud services, some companies will build manual business processes using rudimentary tools with limited utility and little to no integration with their existing business workflows. When approached this way, the cloud services business creates disconnected and lengthy business processes, unhappy customers and revenue leakage. This is not the way to bring your cloud services to market.

AirVM created AirSembly to make selling cloud, simple. AirSembly is a commercialization platform for solution providers, software companies and multi-tier channels that want to quickly bring cloud services to market. The AirSembly platform makes it incredibly simple to brand, customize, sell, provision, manage and bill for all types of cloud services (IaaS, PaaS, SaaS, DaaS), integrate these into your existing business workflows, and go to market immediately.

AirSembly leads the industry as the only commercialization platform that is purpose-built to support multi-tier channel business models, from distribution to direct and everywhere in between. AirSembly is the way to bring your cloud services to market.

The AirSembly platform has 3 core components:

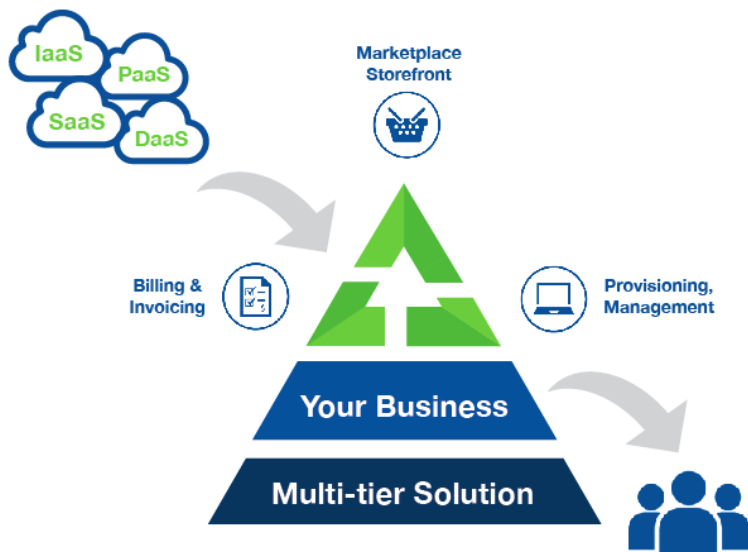### A MARKETPLACE STOREFRONT, BILLING & INVOICING, AND PROVISIONING & MANAGEMENT

- all supporting multi-tier channels.

Combined, these features enable you to quickly bring your cloud services to market through any type and combination of distribution model.

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## The AirSembly Platform



## Storefront Marketplace

Customize and brand your cloud product catalogue for any service, at any interval, private as well as public clouds, and also for individual sales channels and customers. The display and shopping experience are optimized for smartphones and tablets.

## Billing & Invoicing

Automate billing and invoicing for each level in the distribution channel, by type, for all types of cloud services. Numerous invoicing options are available including automatic invoicing and multi-language, multi-currency and multi-jurisdictional tax support.

## Provisioning & Management

Integrate your cloud services into your existing commercial business workflows and track & report your critical sales information at all levels in the sales channel. IaaS (VMware) provisioning is fully automated and additional products can be manually provisioned. Deploy AirSembly as a hosted service or software platform; either way running on VMware.

## All Supporting Multi-Tier Distribution

Support all of your various sales channels with the tools they need to deliver, configure, deploy, manage, monitor, price, bill, and track & report for their cloud services – multi-tier distribution, channel partners, direct sales, sales agents.

## Enable your channel today with AirSembly

Worldwide business strategy and market intelligence source, Global Industry Analysts, Inc. estimate that the Cloud Computing Services market will reach over USD 250 Billion by year 2018. Choose the AirSembly turn-key platform to simplify and accelerate the sale of your cloud services.

**AirSembly can help you:**

| | |
|---|---|
| **Grow your business** | Increase your revenues by offering cloud services as Monthly Recurring Charges (MRC) |
| **Automate your business workflows** | Replace your disconnected manual processes |
| **Enable your channel** | AirSembly is specifically designed for all channels to market |
| **Reduce your costs & lower your risk** | AirSembly software pricing is royalty-based |
| **Go to market immediately** | The AirSembly platform brings your cloud services to market the fastest |
| **Cloud control & mobility** | Manage all aspects of your offering from anywhere, at anytime |

Get started today. Join the tidal wave of service providers, aggregators, ISVs and channel partners around the world that are using AirSembly to sell their cloud services and generate new revenues.

Contact Us to discuss AirSembly for your cloud business!
Call 1-877-55-AirVM or
Learn more online at airvm.com/AirSembly