Software

aws marketplace

SCC

simplify

Every customer we speak to expects greater flexibility and only wants to pay for what they use.

We have seen an unprecedented shift from perpetual to consumption-based models. It's clear you want to transact differently.

Marketplace is a term being used more frequently by public sector and commercial customers alike.

Organisations have seen that Marketplaces simplify the procurement and governance surrounding Software purchasing, enabling organisations to speed up their digital transformation by purchasing software quickly in predefined, preconfigured ways which decreases time to market and reduces deployment costs.

With SaaS applications becoming the norm, ISVs have also seen Marketplaces as a new route to market, increasing their scale in the industry by becoming easily searchable on the aligned Software Procurement catalogue, speeding up their transactions and deployment times across all of their SaaS applications.

AWS has seen a 30% growth with customers purchasing via AWS marketplace which is a massive shift from traditional purchasing routes. However, the bulk of this new spend is on new Cloud SaaS based products from new ISVs, not the more traditional products. Vendors are moving more and more applications to the Cloud Marketplaces meaning that the potential for the sales cycle to be shortened is significant. AWS Marketplace is currently leading the way and providing procurement professionals with a fast route to market, governed under simplified terms allowing organisations access to over 10,000+ products from over 1,700 vendors.

All enquiries online@scc.com
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Procurement options for AWS Marketplace

Marketplace empowers customers in 3 ways: AWS Marketplace, Private Offers and Private AWS Marketplace

AWS Marketplace

- 10,000 + products
- 1,600 + vendors
- Manage vendors direct
- RRP
- Multiple purchasers on same portal
- Little governance

Private Offers

- Product specific deals
- Negotiated direct or via a partner
- Published to your Marketplace

Private AWS Marketplace

- Software Catalogues
- Limited view of vendors
- Governance
- Private offers still available

SCC's AWS Marketplace solution focuses on 2 main areas, Private Offers and Private AWS Marketplace:

Private Offers

All products within our customers' AWS marketplace portal, are shown at RRP, the SCC Private Offers services or CPPO service, enables the customer to access discounted prices from software vendors. SCC negotiates with the software vendor, who then publishes a private offer to SCC's AWS marketplace portal, SCC then checks the private offer to ensure this is correct and then publishes this to the customers AWS portal. The customer can then follow their normal AWS procurement process. If you are part of the AWS Enterprise Discount Program (EDP) 50% of your software spend can be attributed to your EDP Commitment.

Private AWS Marketplace

Private AWS Marketplace enables the customer to build tailored software catalogues ensuring only approved software vendors can be seen and purchased against. The SCC Private AWS Marketplace service helps customers identify the approved software vendors and then build out the catalogues and ensures the right people have access to the right catalogue. The service also adds in an additional layer of governance by following an exception process for software that sits outside of the standard catalogues but still needs to be purchased for a particular project. The Private AWS Marketplace service also offers full access to private offers to ensure you get access to the best possible price. Like with the Private Offers service, If you are part of the AWS Enterprise Discount Program (EDP) 50% of your software spend can be attributed to your EDP.

Key Features

- Multiple deployment options
- Extensive selection of product
- Flexible pricing and terms
- Software sellers offer pricing options that give the flexibility to test software, pay as you go and negotiate custom terms
- Empowers you to centralise governance, innovate quickly and launch software products helping ensure they align with your organisations policies and compliance requirements

Key Benefits

- Digitised software purchases allow you to quickly procure and use products
- Multiple deployment options
- Flexible pricing models
- Free trials
- Consolidated billing
- The ability to negotiate custom terms
- Budget and cost controls
- Curate custom catalogue
- Standardised license terms
- Procurement system integration
- 50% of software spend can be offset against your EDP commitment

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Right product. Right platform. Right cost.

Customer Success Manager aligned

Build out all software catalogue/s locally and globally

Check all orders against SAM service before orders are processed

Purchase the right product on the right platform at the best possible cost

Craft and build Private offers

Co-Term software orders where needed

Monthly reporting

Renewal Guidance

Enterprise Discount Programme offset against Software

Security and Governance

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aws partner network

Advanced

Consulting Partner

AWS Marketplace Skilled Consulting Partner

Public Sector Partner

Public Sector Solution Provider

Solution Provider

SCC and Oworx, Europe's biggest independent IT solutions provider and its specialist cloud-enablement brand, have been awarded AWS Marketplace Skilled Consulting Partner (MSCP) status by Amazon Web Services (AWS).

This accolade recognises the strong AWS Marketplace Channel practices that have been built, as well as how SCC and Oworx have delivered valuable ISV solutions into the market, along with consulting services to its customers. This achievement follows quickly on from SCC attaining APN Advanced Consulting Partner status with AWS across its UK and French businesses.

Read More:
https://www.scc.com/insights/news/accreditations/scc-awarded-aws-marketplace-skilled-consulting-partner-mscp/

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