

# Marketplace Advisory

Modernise your procurement with friction free purchasing afforded by Cloud Marketplaces

Cloud Marketplaces are transforming how enterprises worldwide find, subscribe to, deploy, and govern software, data, and professional services however finding the best commercial route and keeping the required level of governance is challenging at best.

Our dedicated team of advisors will help you to build a modern Marketplace procurement model for your organisation that will ensure you select the right solutions at the best price and keep aligned to your business policies.

Our team will help you navigate the landscape of Cloud Marketplaces, leveraging our heritage in Software licensing and vendor relationships to ensure you have the right information to make informed decisions to get the right solution at the right time for the right price.

## The Cloud Marketplaces offer:



### 1,000's of Solutions

All in one place with consolidated invoicing



### Fast Procurement

With flexible pricing and standardised terms



### Spend Commitment Depreciation

Marketplace spend could be applied to your existing Azure/AWS commitments subject to T&C's



### Governance and Control

Giving you oversight and visibility for operational efficiency

## Bytes Marketplace Advisory

### Step 1

#### Pick our brains and get technology advice on the options available

Understand your immediate Marketplace opportunities; with over 4000 vendors you can transact in Marketplace, its hard to make informed decisions to make the right procurement decision at the right time.

### Step 2

#### Kickstart Your Marketplace journey with our Marketplace Readiness Assessment

Understand whether your current procurement process supports best practice in Marketplace.

Get help developing the right strategy for you for your Marketplace needs.

Ensure you have visibility of:

Your existing SaaS contracts	All your SaaS applications	Existing Marketplace purchases
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### Step 3

#### Get Help from the experts to Manage Marketplace

Bytes offer an end to end solution for your Procurement requirements, whether that is outsourcing the management of all Marketplace purchases or ensuring that due diligence is conducted on all contract renewals.

Our Marketplace Advisory Team **can ensure you get the best deals available** across a growing portfolio of solutions

To find out more about our **Cloud Marketplace Advisory** contact us on:

**tellmemore@bytes.co.uk | 01372 418500 | bytes.co.uk/cloud/marketplace-advisory**