Digital Service Provider

Update systems to effectively manage subscriptions, and optimize partnerships and product onboarding

CloudBlue

Modernizing your systems so they can better handle subscriptions will reduce your back office overhead, provide a clearer picture of your revenue at any given time, and allow you to keep up with customer change requests.

Adopting newer technology will help you streamline partnerships and onboard new products quickly. This will allow you to achieve greater business efficiency as well as make you more agile to respond to any future disruption.

Modernize your business

If you do not update the technology you are currently using to support your business you will only continue to get bogged down by inefficiencies. You need a system that allows you to change a customer's subscription easily and with fewer errors.

Become the disruptor, not the disrupted

By simplifying how you manage partners, you can more easily scale partnerships without getting bogged down when you want to capitalize on a new market opportunity. And with one contract you can quickly add best-of-breed products to disrupt your competitors.

CloudBlue Solutions

CloudBlue Commerce
CloudBlue Commerce is a multi-tier commerce platform that allows you to launch marketplaces to partners, resellers and end customers.

CloudBlue Connect
CloudBlue Connect is a catalog and channel management platform support all product types, from physical goods to SaaS, IaaS and XaaS.

CloudBlue Services
CloudBlue's Professional Services optimize CloudBlue technology and help you integrate it with your systems.

Go-to-Market Automator
Go-to-Market Automator simplifies and digitizes the go-to-market launches of your products and services within an intuitive interface.

Telefonica achieves rapid growth

"We have been very impressed by the commitment shown by CloudBlue in making their platform offering relevant and effective for telecom operators.''

Telefónica **Juan Manuel Moreno, Global Cloud Director**

Telefonica recognized that to achieve greater success, it needed to create compelling, bundled SMB offerings by combining cloud services and its own core communications services and devices that are tailored to specific countries and customer types.

CloudBlue enabled Telefonica to provide a flexible, cloud services platform to its local businesses, helping them modernize their SMB offerings, reduce customer churn and drive growth.

What makes CloudBlue different?

Extensibility with any system
Integrate with your own or any third-party commerce system, subscription management system or ERP tools through APIs to connect workflows.

Custom services
Let CloudBlue experts help you deploy and maximize CloudBlue technology for your business as well as create a customized go-to-market strategy.

Omni-product management
Onboard, bundle, manage and define all the products in your portfolio, from technology goods to digital products, SaaS, IaaS and XaaS.

Ecosystem management
Join the CloudBlue ecosystem or build your own community from one platform, where you can manage all your vendors, partners, resellers and products.

Multichannel distribution
Set up and distribute your catalog through your external (direct and indirect) channels and manage internal procurement all from one platform.

Go-to-market automation
Give internal teams and external partners a single portal with sales enablement content, customizable sales assets and marketing campaigns.

About CloudBlue

CloudBlue delivers a hyperscale platform with hypergrowth products and services and access to a hyperconnected ecosystem of 200+ top-selling vendors, 200+ leading brands and over 80,000 partners globally.

80,000 active resell partners
30 million cloud subscriptions
2 billion potential end customers

120 pre-integrated products including

Office 365	Microsoft Azure	aws	Acronis
DocuSign	Dropbox	IBM	Symantec
AvePoint	BitTitan	EVERNOTE	vmware

200 leading-brand customers including

américa móvil	Charter	Dell	hp
MediaMarkt	proximus	Sprint	Telefónica
telenor	TELSTRA	T··Mobile·	vodafone