

HYALTO

The Only Revenue-Focused Cloud Management Platform for VMware and Veeam Users



Transform VMware vCentre with multi-tenant functionality



Improve the VMware vCloud customer experience



Unify Veeam services usage



Automate usage tracking for 100% accurate, hands-off billing

 Marketplace	VMware vCenter	VMware vCloud Director	Xaas	Veeam
IaaS/PaaS/SaaS cloud services	✓	✓	✓	✓
Single pane of glass	✓	✓	✓	✓
Custom pricing	✓	✓	✓	✓
White-label/rebranding	✓	✓	✓	✓
Multi-tenant platform	✓	✓	✓	✓
Multi-currency	✓	✓	✓	✓
 Provisioning				
Single point of management	✓	✓	✓	
Synchronization with infrastructure	✓	✓	✓	✓
Ordering	✓	✓	✓	✓
 Metering & Usage				
Central collection of all usage	✓	✓	✓	✓
Central collection of all transactions	✓	✓	✓	✓
Historical usage & transactions	✓	✓	✓	✓
Monthly reports	✓	✓	✓	✓
Export to existing finance/billing system	✓	✓	✓	✓
Automated integration with ConnectWise Manage PSA	✓	✓	✓	✓

Platform	VMware vCenter	VMware vCloud Director	Xaas	Veeam
User Security				
Local authentication	✓	✓	✓	✓
2 Factor authentication	✓	✓	✓	✓
Permissions supported with granular RBAC and role customization	✓	✓	✓	✓
Password reset	✓	✓	✓	✓
Bring your own SSL certificate	✓	✓	✓	✓
Multi-tenancy				
Customer information segregated - no visibility to resources or pricing information for other customers	✓	✓	✓	✓
Root level provider has one-click access to all accounts	✓	✓	✓	✓
Reporting				
View customer level consumption data	✓	✓	✓	✓
Consumption reports available hourly/daily/weekly/monthly/yearly	✓	✓	✓	✓
Metering for usage and transactions	✓	✓	✓	✓
Order management status for provider to track by user & service ordered	✓	✓	✓	✓
Monthly Recurring Revenue dashboard	✓	✓	✓	✓
Notifications				
Email and in-application	✓	✓	✓	✓
Customization of recipients	✓	✓	✓	✓
Customization of content	✓	✓	✓	✓
User Management – Create, Retrieve, Update and Delete	✓	✓	✓	✓
Service Orders – Create, Retrieve, Update and Delete	✓	✓	✓	✓
Integrations				
Full RESTful API support	✓	✓	✓	✓
Full feature parity with all platform functionality	✓	✓	✓	✓
Full northbound APIs for consumption	✓	✓	✓	✓
Web-hook data delivery to 3rd party applications	✓	✓	✓	✓
Privacy & Data Security				
Encrypted Data	✓	✓	✓	✓
GDPR	✓	✓	✓	✓
Service SLA				
7/24 Global availability	✓	✓	✓	✓
7/24 Global Customer Support	✓	✓	✓	✓
Multi-Tier go-to-market				
Reseller support	✓	✓	✓	✓

✓ Feature available



Offer a Self-Serve Marketplace

	VMware vCenter	VMware vCloud Director	XaaS	Veeam
Manage Cloud Services				
Fully customizable cloud services marketplace with unlimited SKUs	✓	✓	✓	✓
Searchable marketplace	✓	✓	✓	✓
Pricing				
Customizable service pricing including one-time fees, quantity-based recurring fees, usage recurring fees	✓	✓	✓	✓
Tiered pricing thresholds for quantity based discounts	✓	✓	✓	✓
Price change history	✓	✓	✓	✓
Pricing can be visible or hidden	✓	✓	✓	✓
Multi-currency	✓	✓	✓	✓
Contracts				
Time-based discounts on cloud services	✓	✓	✓	✓
Create new subscriptions with customizable times	✓	✓	✓	✓
Amend/renew existing contracts	✓	✓	✓	✓
Expiry terms (minimum charges, flat fee)	✓	✓	✓	✓
Customer account level contracts	✓	✓	✓	✓
Order Management				
View order history	✓	✓	✓	✓
Change service attributes after initial order	✓	✓	✓	✓
Upsell of Add-ons	✓	✓	✓	✓
Self-Serve Management				
Ability to order IaaS/PaaS/SaaS services	✓	✓	✓	✓
Ability to reconfigure IaaS/PaaS/SaaS services	✓	✓	✓	✓
White-label Branding				
Ability to change logo and favicon	✓	✓	✓	✓
Customizable primary and secondary colors	✓	✓	✓	✓
Vanity url	✓	✓	✓	✓



Metering & Usage

	VMware vCenter	VMware vCloud Director	Xaas	Veeam
Measure				
Synchronization/tracking with 1 second accuracy	✓	✓	✓	✓
Display resource usage	✓	✓	✓	✓
Historic usage	✓	✓	✓	✓
Monthly roll-ups at the customer level	✓	✓	✓	✓
All usage & pricing available	✓	✓	✓	✓
Average and/or peak usage tracking	✓	✓	✓	✓
Display monthly recurring revenue for the billing period	✓	✓	✓	✓
Monthly recurring revenue dashboard per customer and per service	✓	✓	✓	✓
Reports				
Usage & transaction records for resource & revenue tracking	✓	✓	✓	✓
Display individual customer usage/consumption for	✓	✓	✓	✓
IaaS/PaaS/SaaS services	✓	✓	✓	✓
Order management - track orders by user and service	✓	✓	✓	✓
Export to existing finance/billing system	✓	✓	✓	✓

Automation & Provisioning

	VMware vCenter	VMware vCloud Director	XaaS
Provisioning & Management			
IaaS compute & storage	✓	✓	
Virtual Data Centers		✓	
Virtual Machines	✓	✓	
Organizations		✓	
Private catalogs	✓	✓	
Public catalogs	✓	✓	
Private networks	✓	✓	
Remote console	✓	✓	
Snapshots	✓	✓	
Resource pools	✓		
Networking - NSX-V Edge Gateways			
Firewall rules		✓	
NAT rules		✓	
Load balancing		✓	
VPN - IPSec		✓	
VPN - SSL		✓	
High Availability		✓	
Certificate management		✓	
Infrastructure			
Brownfield	✓	✓	✓
Greenfield	✓	✓	✓

(i). vCenter support for V6.5, V6.7.

(ii). vCloud Director support for V8.20, 9.0, 9.1, 9.5, 9.7, 10.0.

(iii) Veeam support for V10.0

✓ Feature available