

# HYALTO

## The Only Revenue-Focused Cloud Management Platform for VMware Users



Transform VMware vCentre with multi-tenant functionality



Improve the VMware vCloud customer experience



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

	Marketplace	VMware vCenter	VMware vCloud Director	XaaS
	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 major MSP PSAs	✓	✓	✓

Platform	VMware vCenter	VMware vCloud Director	Xaas
<b>User Security</b>			
Local authentication	✓	✓	✓
2 Factor authentication	✓	✓	✓
Permissions supported with granular RBAC and role customization	✓	✓	✓
Password reset	✓	✓	✓
Bring your own SSL certificate	✓	✓	✓
<b>Multi-tenancy</b>			
Customer information segregated - no visibility to resources or pricing information for other customers	✓	✓	✓
Root level provider has one-click access to all accounts	✓	✓	✓
<b>Reporting</b>			
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	✓	✓	✓
<b>Notifications</b>			
Email and in-application	✓	✓	✓
Customization of recipients	✓	✓	✓
Customization of content	✓	✓	✓
User Management – Create, Retrieve, Update and Delete	✓	✓	✓
Service Orders – Create, Retrieve, Update and Delete	✓	✓	✓
<b>Integrations</b>			
Full RESTful API support	✓	✓	✓
Full feature parity with all platform functionality	✓	✓	✓
Full northbound APIs for consumption	✓	✓	✓
Web-hook data delivery to 3rd party applications	✓	✓	✓
<b>Privacy &amp; Data Security</b>			
Encrypted Data	✓	✓	✓
GDPR	✓	✓	✓
<b>Service SLA</b>			
7/24 Global availability	✓	✓	✓
7/24 Global Customer Support	✓	✓	✓
<b>Multi-Tier go-to-market</b>			
Reseller support	✓	✓	✓

✓ Feature available



# Offer a Self-Serve Marketplace

	VMware vCenter	VMware vCloud Director	XaaS
<b>Manage Cloud Services</b>			
Fully customizable cloud services marketplace with unlimited SKUs	✓	✓	✓
Searchable marketplace	✓	✓	✓
<b>Pricing</b>			
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	✓	✓	✓
<b>Contracts</b>			
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	✓	✓	✓
<b>Order Management</b>			
View order history	✓	✓	✓
Change service attributes after initial order	✓	✓	✓
Upsell of Add-ons	✓	✓	✓
<b>Self-Serve Management</b>			
Ability to order IaaS/PaaS/SaaS services	✓	✓	✓
Ability to reconfigure IaaS/PaaS/SaaS services	✓	✓	✓
<b>White-label Branding</b>			
Ability to change logo and favicon	✓	✓	✓
Customizable primary and secondary colors	✓	✓	✓
Vanity url	✓	✓	✓



# Metering & Usage

	VMware vCenter	VMware vCloud Director	XaaS
<b>Measure</b>			
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	✓	✓	✓
<b>Reports</b>			
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	✓	✓	✓
<b>Integrations</b>			
Automatically update all usage changes with ConnectWise Manage	✓	✓	✓
Automatically update all usage changes with Datto Autotask	✓	✓	✓



# Automation & Provisioning

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

(i) vCenter support for v6.7 and v7.0

(ii) vCloud Director support for v9.x and 10.x

✓ Feature available