**Corent**

**SharpCloud**
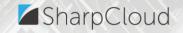
# Digital Transformation Application

## Published on Azure Marketplace with SaaSOps® Marketizer™

*SharpCloud is a powerful agile data visualization tool for digital transformation teams working together on enterprise risk management, innovation management, portfolio management, business road mapping, and digital workshops.*

### Challenges:

⦿ SharpCloud's existing tenant creation operation involves manual provisioning.

⦿ SharpCloud had multiple production environments running in the US, UK, and EU for customers from different regions.

⦿ SharpCloud's pricing models are defined based on the number of user accounts in multiple tiered blocks of users.

⦿ To scale, SharpCloud needed self-provisioning through Marketplace and streamlining the customer acquisition process.

*SharpCloud was looking to create new channels for customer acquisition and reached out to Corent to rapidly publish their application on Azure Marketplace. SharpCloud was already a multi-tenant Software-as-a-Service (SaaS) application hosted on Microsoft Azure in 3 different regions. SharpCloud wanted their multiple production deployments to be integrated with Azure Marketplace; subscribers automatically be directed to respective regions and self-provisioned to access the SharpCloud application.*
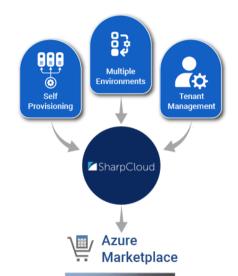
### Solution:

⦿ SaaSOps automated the tenant provisioning process by interfacing subscription requests from Azure Marketplace with SharpCloud's Provisioning API.

⦿ SaaSOps mapped all 3 SharpCloud environments operating in different Azure regions by directing customers from Azure Marketplace to their nearest deployment, based on their choice of subscription.

⦿ SharpCloud now has the capability to leverage SaaSOps metering to bill customers based on usage, which gives immense flexibility to adopt different pricing models to market their product effectively.

### Benefits:

✔ Accelerated publishing on Azure Marketplace.

✔ Enabled self-provisioning capability.

✔ No code change required for binding SharpCloud with Azure Marketplace.

✔ All 3 existing production environments mapped on Azure Marketplace to direct customers towards SharpCloud in their region.

> *"Marketizer™ has helped us get SharpCloud in the Azure Marketplace really quickly. This would have taken months to achieve on our own..."*
>
> **– Russell Johnson,
> CTO and Co-Founder, SharpCloud**



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### Result:

*Powered by SaaSOps® Marketizer™, SharpCloud swiftly published their application on Azure Marketplace within a very short time. It enabled SharpCloud to accelerate the business transformation of process efficiency & business agility and attract new customers.*

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www.corenttech.com