Advania Marketplace
For Enterprise

The Advania **Marketplace** boldly goes where no one has gone before - to **implement IT services**, **cut costs** and **improve business benefits** - all online

Advania Marketplace is a portal where you can buy and manage your IT support in the form of **cloud services**. You will find everything from productivity tools such as Office 365 to high-performance computing power for simulations or other demanding applications. You pay for all the services using a **subscription based model** on the basis of the number of users and, in some cases, the level of usage.

The user interface and the functions make the portal exceptionally **easy to use** and also allow specialist staff access to all the technical details they need.

The high level of automation gives **Advania Marketplace** the ability to manage the links between the services and systems you use to ensure that they form a well-functioning whole.

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Welcome to IT

This is Advania Marketplace

Advania Marketplace gives you access to more than 1000 cloud services via one shared interface. You will have an overview of your entire IT environment from both a technical and financial perspective, together with the flexibility and the cost controls that today's businesses need.

The services are provided by the industry's leading suppliers and the number available is growing every day. The platform offers a high level of automation to ensure that the tools you choose form an effective and coherent whole.

You know that IT is becoming increasingly important for your business. It no longer simply provides support. Instead it makes an essential contribution to your company's competitiveness. As a result, flexibility, speed and cost controls are key.

This is why we have created Advania Marketplace – a portal where you can buy, manage and develop your IT support in the form of cloud services. You can access all the IT services you need without investing resources in technology. Without having to think about security or worry about whether it will be possible for your organisation to grow. You buy the services you need and pay for what you use. Everything else is managed by Advania Marketplace, together with our partners who provide the services.

At the same time, you have complete control over the precise level of IT support you require. In the portal, you can decide not only which services your company will use, but also how they will work together and which users will have access to them. The level of control you have is as detailed as you want.

Advania Marketplace offers more than 1000 services from the market's leading suppliers. The number of services is growing every day. The driving force behind this growth is the fact that the portal provides the best IT support in the way that most effectively meets each company's needs.

IT AS A SERVICE REPRESENTS A SHIFT

The move from IT in your own data centre to IT as a service is not a trend, but a shift. This development

6 Major Benefits

- » Faster access to the right IT support
- » Easy adjustments as the needs of the business change
- » A clear overview of your IT environment
- » All IT support on one invoice
- » A subscription model with costs that match your organisation. You only pay for what you actually use
- » Local IT systems can be included as a private cloud

is driven by the need to have greater flexibility and cost control and to be able to focus on the company's increasingly fast-moving business. The need to meet customers' varying requirements and fulfil or exceed their expectations. The need not just to remain competitive but also to become a market leader.

An equally important driving force is the ability to create an attractive and effective workplace. Young employees in particular expect to have access to modern tools, platforms and services. When they need a new tool, they want to be able to use it immediately. They aren't prepared to wait until the procurement process is finished and the technical integration has been completed.

Cloud services are certainly one of the key solutions. But only if they are provided in the right way that allows the company to make the most of the benefits, such as the opportunity to introduce changes to its IT systems quickly and simply, to have better control over IT-related costs and, not least, to manage its entire IT environment easily.

This is what Advania Marketplace is all about.

YOU HAVE AN OVERALL PICTURE

When existing IT systems cannot meet all the needs of the business, users may buy cloud services themselves. The danger when this happens is that the

IT organisation loses control over the company's IT systems, which leads to higher costs that are hard to manage, increased security risks, a growing need for support and, not least, difficulties in introducing new systems and tools.

This is why the IT organisation must retain control over the IT products being used, the purpose they are being used for and the users who have access to them. This is necessary both to make the most of the benefits of the "IT as a service" model and to be able to develop the IT environment.

Advania Marketplace gives companies an overview of their entire IT environment, together with full control over it. From one central location, you can see all the services being used in your organisation, who is using them, how much they are being used and what they cost.

You can easily increase the capacity or add new tools. The high level of automation in the portal ensures that all the services work together, without you needing to worry about how this happens.

THE BENEFITS OF ADVANIA MARKETPLACE FOR BUSINESS

IT is no longer a support function for companies. It is an essential part of everything they do. From internal processes and communication between employees to meetings with customers. Even quotations increasingly often involve IT.

This is why the IT organisation needs to spend less time and resources on "making sure that the lights are on", in other words, keeping the basic systems in operation, and more time on helping the business to understand the opportunities that IT can offer.

When companies buy and use IT as a service, rather than as hardware in their own data centres, the IT organisation can become part of the company's digital development, instead of focusing on keeping the systems running.

This also increases the company's flexibility. Drawing up a three-year plan for the business and adapting your IT systems to follow it is no longer a good idea. Nowadays, we don't know what the world will look like in six months' time. Or even in the next quarter. The entire organisation, including the IT department, must be ready for rapid change. This applies to capacity, costs and functions.

IT as a service from Advania Marketplace has the features you need to give you the advantages that this model can provide. At the same time, the platform takes the concept onto a higher level and frees up additional resources in your IT organisation, increases access to services and improves security throughout your company's IT environment.

IT'S QUICK AND EASY

Advania Marketplace is easy to use and always allows you full control over your entire IT environment and each individual service. Regardless of whether you are a technical specialist who needs to carry out in-depth investigations or a user who wants to make simple changes.

The portal presents all the services grouped by category, which makes them easy to find. Adding a new service is just a question of a few clicks of the

What We Offer

Advania Marktplace has mroe than 1000 services and increasing every day.

- » Office 365 with xxxVOICE
- » Tools for communication and cooperation
- » Data security services
- » Server capacity and storage in the public cloud (AWS, Azure, Helion Cloud etc.)
- » Web servers
- » E-commerce platforms

mouse. For example, giving more users access to Office 365 takes only a few minutes, compared with several days using the traditional model (with a license agreement). You pay for services either on the basis of a contract or using a payment card.

Similarly, you can buy capacity and storage in the public cloud from the large suppliers or in our own Advania Helion cloud. A new server can be up and running in just a few minutes, for example, and you will only pay for the time when it is actually operating.

A GRADUAL BUILD UP

Services rarely operate in isolation. In order to create a fully functioning environment, you will need several services and platforms that work together. You might opt for Office 365 and then want to use it with a backup service and another service that provides increased data security.

In Advania Marketplace you can choose the services you need. The platform has a high level of automation which ensures that the services work together and gives you full control over each individual service.