Microsoft | 2017 Microsoft Cloud and Hosting Summit

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Partner Center and Tools to Help You Transact

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Agenda

- Partner Center
- Partner Center Bot
- Partner Center Explorer
- Peek
- Reseller Storefront
- ARM Pricing Calculator
- Q & A

Partner Center

What does Partner Center do for me?

Partner Center is where a CSP manages their business.

- Create new tenants (customers)
- Request access to existing tenants
- Create new or modify subscriptions
- View usage data
- Estimate costs using Azure Calculator for CSP
- Administer on behalf of your customers
- Manage support requests

Partner Center

Demo

Partner Center

Provides flexibility to leverage the portal immediately and then programmatically integrate over time to automate sales, billing, support, and management systems.

Possible early areas of integration focus:

- Creating new tenants
- Deploying standardize environments

Partner Center Bot

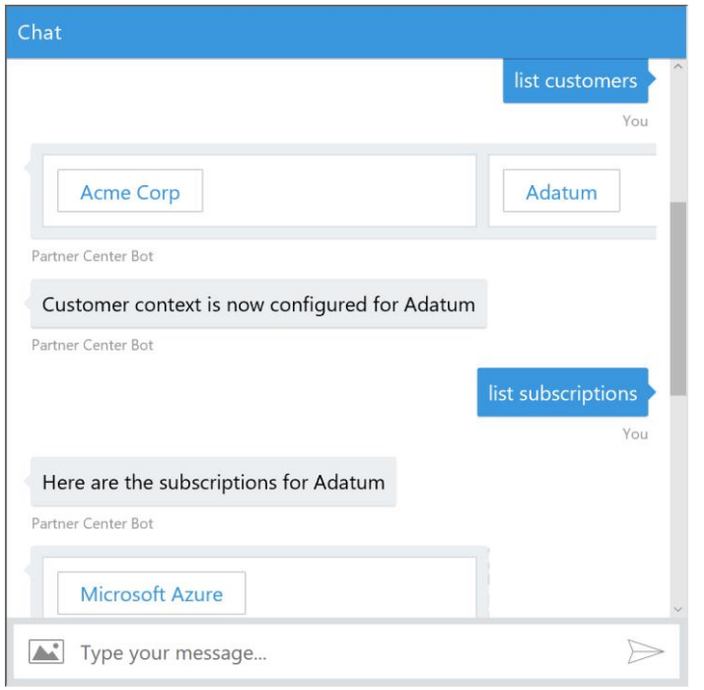
Overview

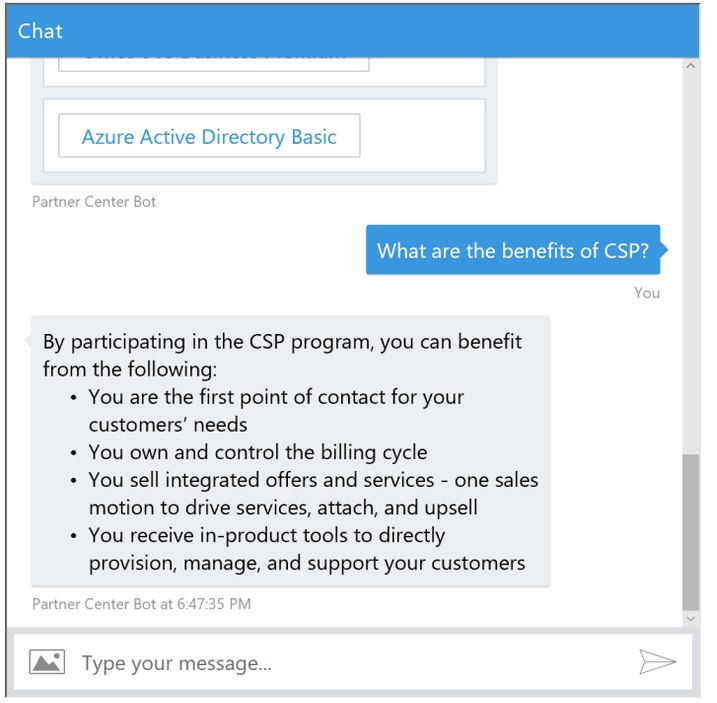
Partner Center Bot is an open source tool that can be leveraged to augment any provisioning and support staff. It providers employees, customers, and end-users the ability to perform various self service functions.

https://github.com/Microsoft/Partner-Center-Bot

Features

- Extendible framework for adding custom integration
- Integration with Partner Center
- Role Based Access Control
- More to come…





What does the Partner Center Bot do for me?

Provides a mechanism for users to perform the following self service features

- Answer commonly asked questions
- Manage customers in Partner Center
- Manage Azure and Office 365 CSP subscriptions

Partner Center Bot

Demo

Partner Center Explorer

Overview

Partner Center Explorer is an open source project that can be utilized to manage Cloud Solution Provide customers. Also, it demonstrates how to utilize the various Microsoft APIs from a partner perspective.

https://github.com/Microsoft/Partner-Center-Explorer

Features

Partner Center

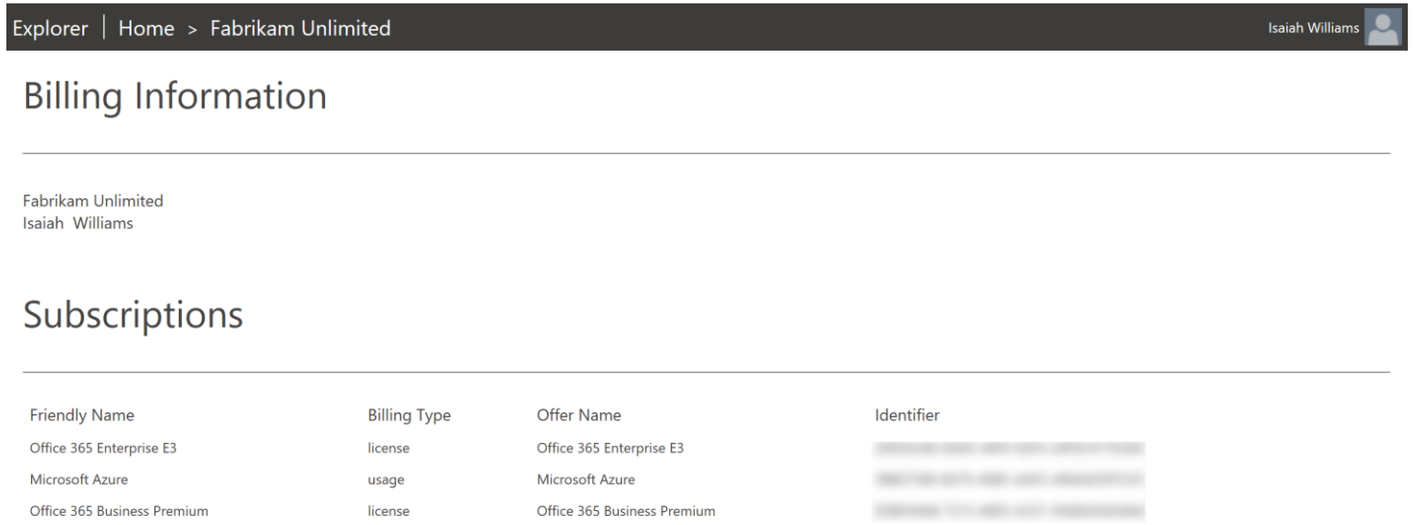
- Create new customers and subscriptions
- Delete customers (TIP tenant only)
- Query audit records
- Query customers and subscriptions
- Query and export invoice data
- User license assignment

Azure

- Create deployments using templates
- Query resource groups
- Query service health information

Office 365

- Query service configuration records
- Query service health information



What does PCE do for me?

- Demonstrates how you can utilizes Azure AD for RBAC
- Provides a simple management experience for customers and various resources
- Provides a simple way to manage the integration sandbox. It will allow you to delete customer objects
- Serves as a teaching tools so your developers can learn how to integrate with Microsoft's platforms

Partner Center Explorer

Demo

Peek

Overview

Peek makes it easy to collect usage data for Azure and Office 365 CSP subscriptions and provides detailed visuals for data analytics.

https://github.com/isaiahwilliams/peek

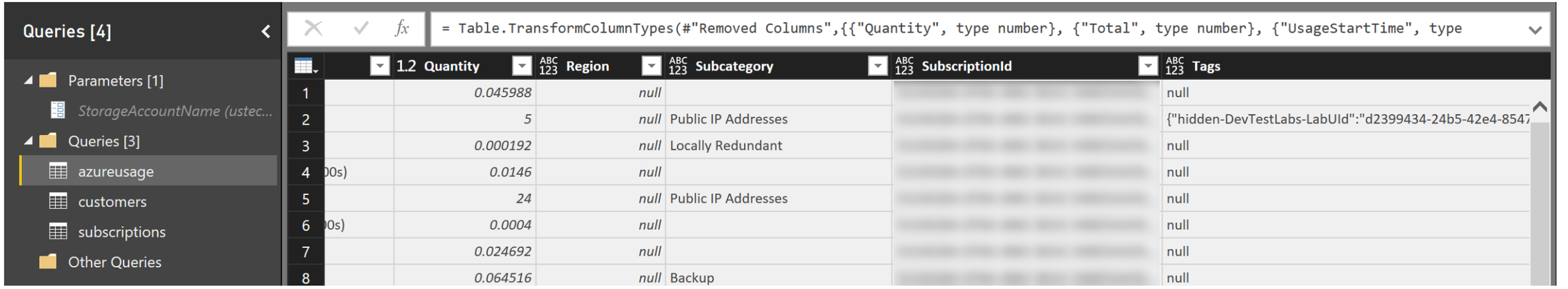
Features

General

- Enables you to obtain an easy to reference report that shows the health of your business
- Provides a way to show insights to what servers customers are consuming
- Simple infrastructure requirements to deploy the solution since it utilizes Azure resources

Cloud Solution Provider

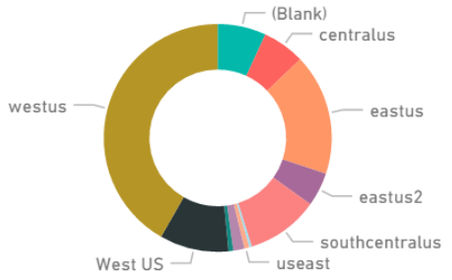
- Demonstrates the ability to query Azure usage records using the Partner Center API.
- Provides you with a starting point to provide reports for customers.



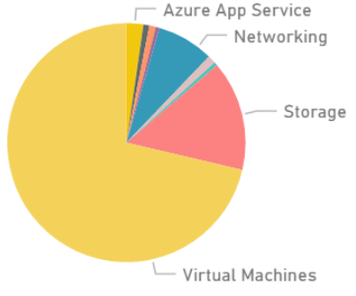
Name

- Acme Corp
- Adatum
- ASR Team
- Contoso
- Contoso Corp
- DDT Labs
- EZSPE Corp
- HMSP
- Northwind Traders
- Testing
- Unicorn CSP
- WinterStill

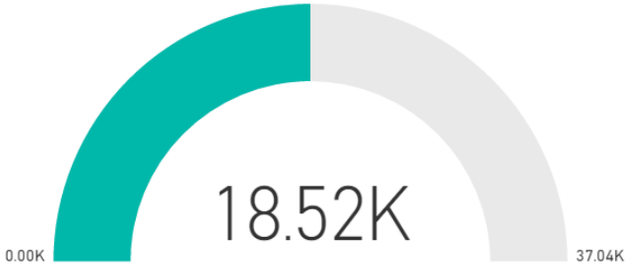
Billed Amount by Location



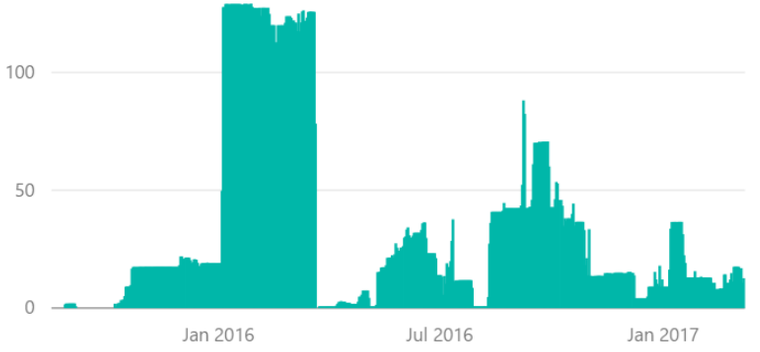
Billed Amount by Category



Total Amount Billed

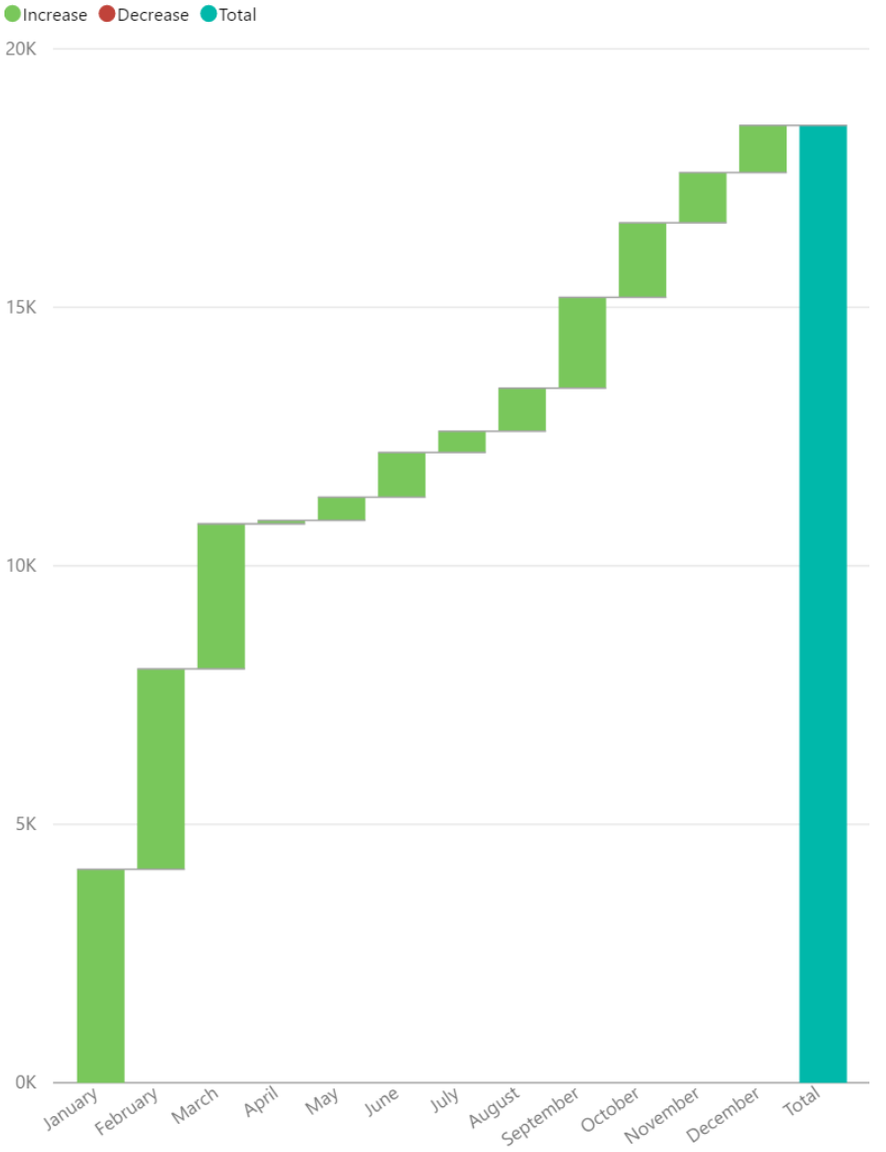


Total by UsageStartTime



Quantity by UsageStartTime

Total by Month



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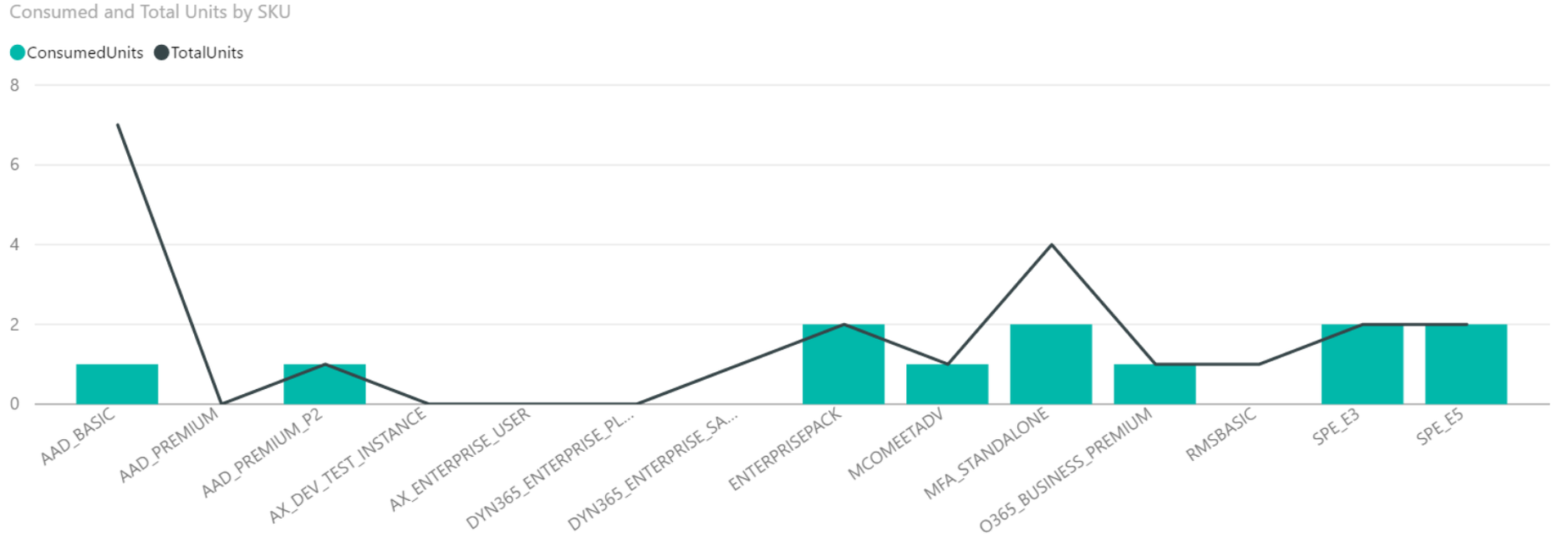


What does Peek do for me?

- Demonstrates how to query Azure usage information leveraging the Azure Usage API and the Partner Center API
- Provides you a tool that is easily deployed and requires little to no maintenance since it leverages Azure resources
- Visual reports regarding the consumption of Azure services by your customers

Peek

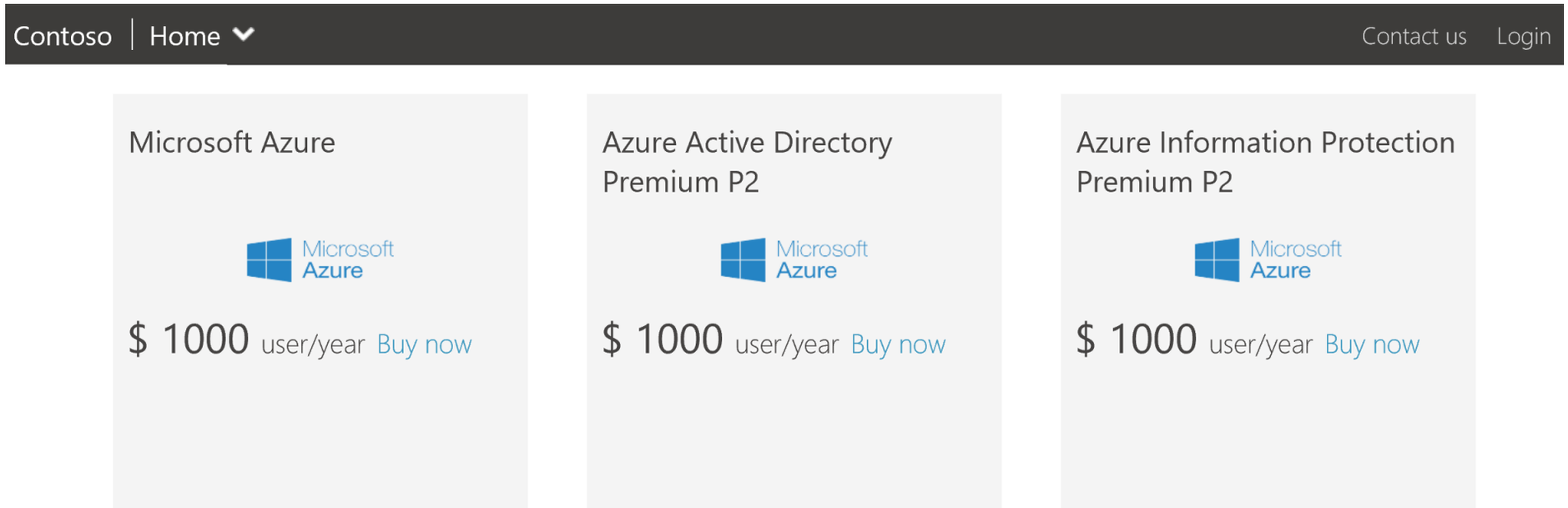
Demo

Reseller Storefront

Overview

The Reseller Storefront is an open source web application that enables partners to reseller Microsoft offers to their customers.

https://github.com/PartnerCenterSamples/Reseller-Web-Application



Features

Billing

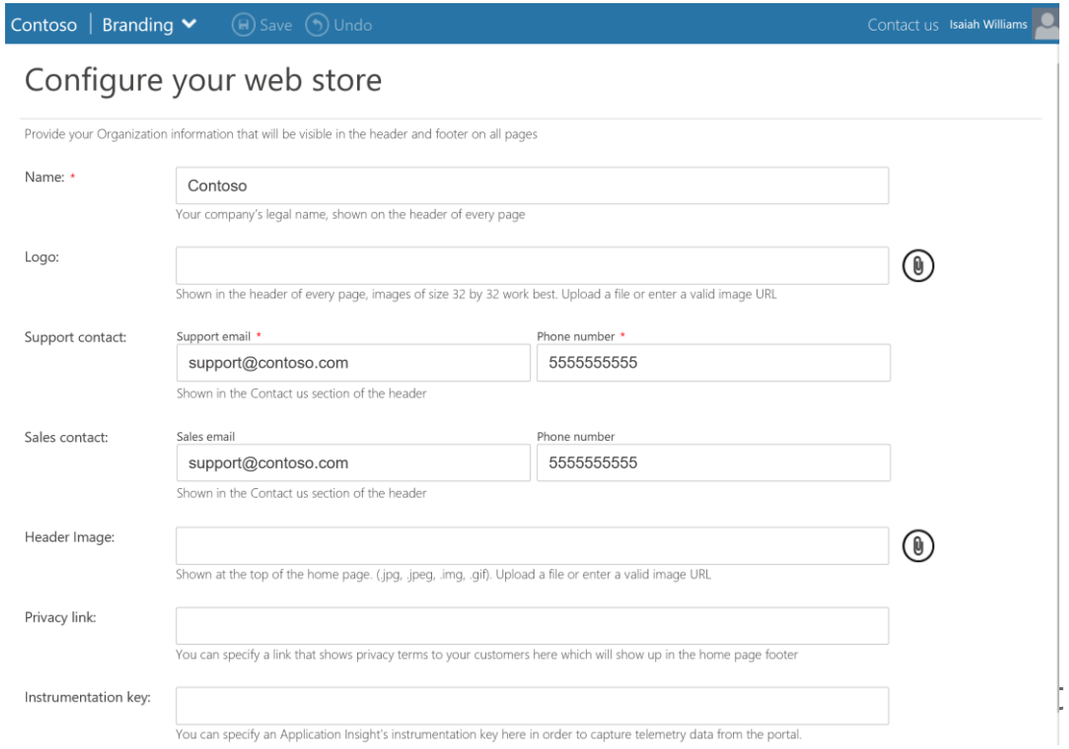
- Only supports annual billing terms
- Integrates with PayPal
- Supports PayPal Sandbox accounts

Functionality

- Can be deployed directly from Partner Center
- Leverages Application Insights to track telemetry (makes troubleshooting issues easier!)
- Utilizes Azure Active Directory for authentication

Customization

- Configurable branding
- Select which Microsoft offers you want to resell and for what annual price
- Supports globalization and localization



What does Reseller Storefront do for me?

- Allows new customers to quickly onboard with no interaction from the partner.
- Provides you an interface for processing annual payments utilizing PayPal (other samples may be added or you can integrate your own)
- Provides you a quick manner for reselling select Microsoft offers.

Reseller Storefront

Demo

CSP ARM Pricing Calculator

Overview

CSP ARM Pricing Calculator is an open source tool that can be leveraged to

https://github.com/Microsoft/CSPARMPricingCalculator

Resources

ARM Pricing Calculator	This tool can be used to estimate the cost of hosting the resources defined in an ARM template in an Azure CSP subscription. Additional information can be found at https://github.com/Microsoft/CSPARMPricingCalculator.
Partner Center Bot	Partner Center Bot is an open source project that leverages the Microsoft Bot Framework to provide a bot that interacts with Partner Center. This bot can be utilized to supplement provisioning and support organization for any Cloud Solution Provider partner. You can find additional information at https://github.com/Microsoft/Partner-Center-Bot.
Partner Center Connector	Partner Center Connector is an open source management agent for Microsoft Identity Manager. This management agent enables partners to synchronize user metadata obtained using the Partner Center API into various connected systems such as Active Directory. With this solution numerous identity challenges that partners face can be resolved. Additional information can be found at https://github.com/Microsoft/Partner-Center-Connector.
Partner Center Explorer	Partner Center Explorer is an open source project that provides the ability to manage customers, resources, subscriptions, and users. The primary purpose for this solution is to serve a teaching tool for partner who are looking for sample code on how to integrate with the Microsoft partner ecosystem. You can find additional information at https://github.com/Microsoft/Partner-Center-Explorer.
Peek	Peek is an open source project that consolidates usage information into a central repository, so it can be utilized for reporting purposes. The version of the tool highlighted in this presentation focuses on Cloud Solution Provider customers. You can find additional regarding that version at https://github.com/isaiahwilliams/peek. If you are interested in the unmodified version then you can find details at https://github.com/Microsoft/peek.
Reseller Storefront	Reseller Storefront is open source project that was started by the Partner Center engineering team. This project provides you with a storefront that enables customers to purchase new subscriptions. It can be deployed directly from Partner Center or through the deployment project that is included in the source. You can find additional information at https://github.com/PartnerCenterSamples/Reseller-Web-Application.
Isaiah Williams' blog	Isaiah Williams is a Cloud Technology Strategist that works for Microsoft US HMSP. He has developed or contributed to several of the tools covered in this presentation. You can find additional details regarding each of the tools he contributes to on his blog at https://blogs.msdn.microsoft.com/iwilliams/.

Q & A

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