SaaS and Cloud Vendor Reference Guide
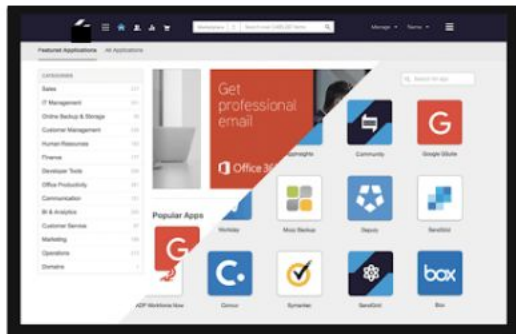
AppDirect

Maximize your cloud investment

Don't let the complexity of buying cloud hinder your growth. The right partner and platform can help you confidently buy, manage, and optimize your cloud investment.

BUYING TECHNOLOGY IS CHALLENGING

Purchasing business technology today is difficult—from choosing the right solution to controlling growing cloud spend—implementing your cloud strategy can be complex. Finding, buying, and managing multi-cloud solutions across vendors can overburden the strongest IT teams.
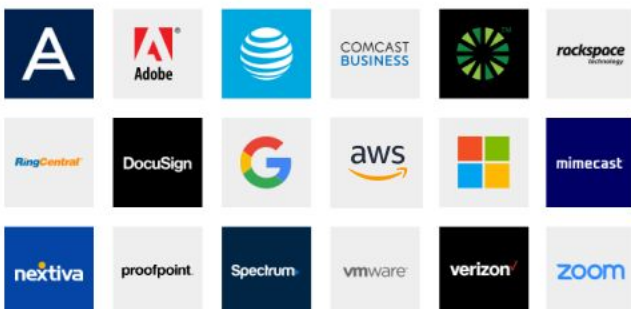
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EXPERIENCE AT LEAST SOME DIFFICULTY BUYING NEW SAAS SOLUTIONS

THE FUTURE OF B2B COMMERCE IS IN RELATIONSHIP-DRIVEN MARKETPLACES

The right partner and platform can remove complexities, helping you find and buy the best solutions, control spend, and secure your workforce. Whether you're new to cloud or implementing a full solution, we can help identify improvements, explore providers, and negotiate the best terms from a full catalog of solutions—including software applications, cloud infrastructure, and connectivity.

SIMPLIFY CLOUD WITH ONE PLATFORM AND ONE ADVISOR

Implement your cloud strategy with a single trusted advisor, vendor-agnostic guidance, and application management all on one platform.

FIND FASTER

BUY BETTER

SPEND SMARTER

Business Apps — INTUIT, DocuSign

Software — Google, Microsoft

Infrastructure — aws, Azure

Telecom — LUMEN, Spectrum, COMCAST

Utilities — CORRELATE

01– FIND AND BUY THE LEADING CLOUD SOLUTIONS

Simplify solution discovery

Work with cloud experts to identify the right solutions for your organization's evolving needs and areas of opportunity with no upfront cost or obligation.

Streamline procurement

Access the leading cloud solutions and benefit from our relationships without needing to negotiate contracts and pricing across suppliers. Streamline tedious procurement processes with a single master service agreement for multi-cloud solutions.

02– MANAGE SAAS APPLICATIONS AND OPTIMIZE SPEND

Optimize processes

Facilitate workforce and identity management with secure access in a central location.

Lower IT costs

Instantly provision applications and add or remove user licenses on a single platform. Reduce IT costs with automated employee onboarding and offboarding flows.
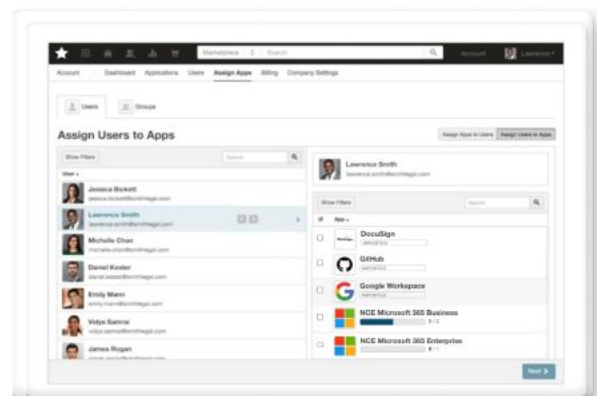
Enable data-driven decisions

Visualize spend and application usage to inform subscription renewals and identify savings. Increase productivity with unified search and feeds across applications, and custom notifications.

Contact your advisor to maximize your cloud investment

Cloud Infrastructure

Azure
Build, run, and manage applications across multiple clouds, on-premises, and at the edge, with tools and frameworks of your choice.

Amazon Web Services (AWS)
Offering over 200 fully featured services from data centers globally, use AWS to lower costs, become more agile, and innovate faster.

DataDog
Monitor servers, databases, tools, and services with end-to-end network tracing.

Google Cloud Platform (GCP)
Host web applications, run big data analytics, machine learning workloads, and deploy various cloud-based services and resources for businesses.

LogicMonitor
Monitor IT infrastructure, track performance metrics, and receive real-time alerts across hybrid cloud and on-prem environments.

Redstor

Streamline your data management and protection processes.

VMware

Virtualize and manage IT infrastructure and deploy and manage applications across hybrid and multi-cloud environments.

Disaster Recovery

Acronis
Safeguard your critical data and ensure seamless business continuity with comprehensive backup and disaster recovery solutions.

AvePoint
Manage, protect, and optimize your organization's data across collaboration platforms with end-to-end governance and compliance tools.

Opentext
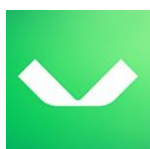Ensure business continuity with robust data backup disaster recovery.

Rubrik
Enable modern, enterprise-grade backup and recovery with built-in ransomware protection and policy automation.

Veeam
Recover your data faster: any data, anywhere you need it, recovered safely and reliably.

Veeam Cloud Connect Powered by Otava
Securely extend your backup infrastructure to the cloud and enable offsite backups

Business Applications

Adobe
View, create, manipulate, print, and manage PDF files with this family of application software and Web services.

Adobe Sign
Send, sign, track, and manage signatures.

Cisco Webex
Engage in video conferencing, cloud calling, screen sharing, and collaboration using a productivity suite.

Consensus Cloud Solutions
Digitize and manage document workflows with secure e-signatures, file sharing, and cloud-based recordkeeping.

Docusign
Securely prepare, sign, and manage digital agreements.

Dropbox Sign
Simplify document signing processes and enhance collaboration.

Business Applications

JumpCloud
Authenticate, authorize, and manage users, devices, and applications.

RPost
Send, sign, track, and prove email communications with legal-grade security and compliance.

RSign
Digitally sign documents for secure authentication and verification purposes

Samsung VXT CMS
Create, upload and remotely manage contents that will be scheduled on your signage.

Security

Cisco Duo
Secure connections to applications using multi-factor authentication.

Cloudflare
Benefit from reliable and safe browsing without changing your preferred web browser or setting up complex network topologies.
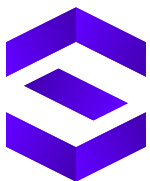
Crowdstrike
Protect critical areas of enterprise risk—endpoints & cloud workloads, identity & data.

Fortinet
Implement critical security controls within your virtual infrastructure; provision security infrastructure whenever and wherever it is needed.

SentinelOne
Defend systems from evolving threats in real time with AI-driven endpoint protection, detection, and response.

Mimecast
Prevent compromise for email, data, and web.

Okta
Empower employees, contractors, and business partners to work easily and safely from any device and location with an Identity-first security solution.

Palo Alto
Protect applications across any public, private, hybrid, or multi-cloud environment.

Proofpoint
Protect workers and data from cybersecurity threats targeting email, social media, and mobile devices.

Sophos
Rely on managed service delivered by experts who detect and respond to cyberattacks targeting your computers, servers, networks, cloud workloads, email accounts, and more.

Zscaler
Provide users a secure connection to data centers, cloud infrastructure, SaaS, and other third-part services.

Collaboration & Productivity

AO Docs

Collaborate on Google Drive with added security, control, and structure for all of your files and folders.

Dropbox

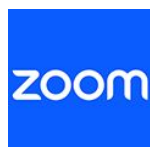Store files, documents, photos,, and other digital content in the cloud.

Google Workspace

create, communicate, and collaborate with apps like Gmail, Drive, Docs, Meet, and more, in one location.

Microsoft 365

Improve productivity and collaboration with apps like Word, Excel, Powerpoint, and Teams that can be used from anywhere. Add Microsoft Copilot to benefit from real-time, AI assistance.

Zoom

Stay connected with secure, reliable solutions for instant messaging, business VoIP phone service, video meetings, and online whiteboarding.

IT Management Tools

AppDirect Procurement Marketplace
Procure technology services for your organization, manage your spend and SaaS applications, and secure your workforce.

CloudM
Take ownership and control of your Microsoft 365 & Google Workspace data. Migrate, archive and backup data through frictionless, secure and automated products.

Device42
Gain a comprehensive, continuously up-to-date view of assets across your entire hybrid IT infrastructure with the power to see how these assets are connected and rely on each other.

GoTo
Simplify business communication with everything you need to communicate, collaborate, and elevate customer experiences, all in one solution.

Kaseya
Maximize technician efficiency with a remote monitoring and management (RMM), endpoint management, and network monitoring solution.

SolarWinds

Simplify IT administration with a monitoring and management platform for on-premises, hybrid, and software-as-a-service (SaaS) environments.

TeamViewer

Enable online remote support and collaboration globally with remote desktop support, remote access, and online collaboration.

Zendesk

Build a customer service portal, knowledge base, or online community; with a customizable front-end portal, live chat features, and integration with applications like Salesforce and Google Analytics.