



# POWERON

## POWERON Google Cloud Marketplace Integration

Reach new customers on Google Cloud Marketplace with expert guidance from SADA

It's time to bring your unique software solution to market and get it in front of the customers who will appreciate it most. When you onboard your solution to Google Cloud Marketplace with SADA, you can be sure you're positioned for maximum visibility.

With **POWERON Google Cloud Marketplace Integration**, a dedicated SADA team including an Integration Architect, Solutions Architect, and Project Manager will evaluate your product, provide detailed recommendations, and present the best plan forward to accelerate your product to market by reducing technical challenges and guiding you through Google's onboarding process. Your product only has one chance to make a first impression, and your dedicated team will ensure that you get the most value for your go-to-market strategy.

### What to expect?

**Engage with SADA to assess your Google Cloud Marketplace implementation strategy, over an 8-week engagement. You will get up and running on Marketplace over the course of 6 milestones:**

#### Milestone 1: Evaluate

Onboarding evaluation, scoping, and recommendations

#### Milestone 2: Prepare

Complete partner qualifications, signup steps and project plans

#### Milestone 3: Onboard

Establish pricing plan, create listing and Google Cloud Marketplace API Integrations

#### Milestone 4: Test

Complete end to end testing of integration, purchasing, pricing validations and reporting

#### Milestone 5: Review

Google architecture review and submit listing

#### Milestone 6: Launch

Publish product to Google Cloud Marketplace and promote listing

### Key deliverables

- / Google-approved listing published on Google Cloud Marketplace
- / Pricing plan configured to meet your needs
- / Order Management tool to register and approve incoming orders
- / Training on key topics such as using the Producer Portal, generating private offers and exporting revenue reports

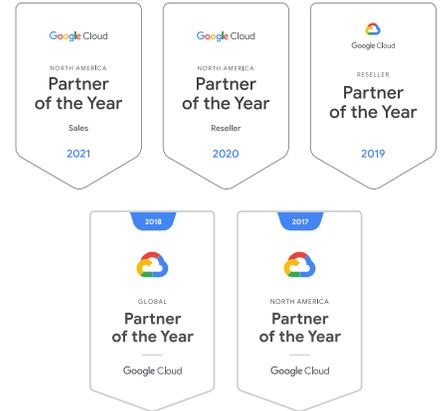


## Partner with the best

At SADA, we climb every mountain, clear every hurdle, and turn the improbable into possible – over and over again. Simply put, we propel your organization forward.

It's not enough to migrate to the cloud, it's what you do once you're there. Accelerating application development. Advancing productivity and collaboration. Using your data as a competitive edge. When it comes to Google Cloud, we're not an add-on, we're a must-have, driving the business performance of our clients with its power.

Beyond our expertise and experience, what sets us apart is our people. It's the spirit that carried us from scrappy origins as one of the Google Cloud launch partners to an award-winning global partner year after year. With a client list that spans healthcare, media and entertainment, retail, manufacturing, public sector and digital natives – we simply get the job done, every step of the way.



“SADA has built a wonderful culture, and after working with anybody and everybody inside the company reveals that they all have a positive attitude. SADA is a culture of ‘yes.’ As a customer, we never hear, ‘No,’ ‘I don’t want to do that,’ or ‘We’ve never done this before.’ SADAians always say, ‘That’s an interesting idea...let’s look into it.’”

**Lance Buchholz**

VP, Partners and Alliance | Blue Triangle

**A few of  
our clients**

