

Wasabi and Sharlic Empowering Channel Partners with Simplified Cloud Storage Delivery

Streamlined Service Bundling, Automated Billing & Usage Tracking

Sharlic, a groundbreaking service delivery platform specializing in channel sales, has partnered with Wasabi Technologies to make life easier for Wasabi channel partners. As cloud storage services continue to grow in demand, managing and expanding offerings efficiently remains a challenge.

The Wasabi and Sharlic integration enables channel partners to effortlessly integrate, manage, and bundle cloud storage services while automating administrative processes, allowing them to focus on customer success and revenue growth.

A Seamless Experience from Setup to Service Delivery

Partners can import their Wasabi accounts to the Sharlic platform with just a few clicks, turning a storage account to a billable customer within seconds. With Sharlic's intuitive automation features, channel partners can reduce manual processes and administration ensuring efficient and high-quality service delivery towards end customers or other partners.

Bundling & Control

Cloud storage is rarely the only service integrators or MSPs provide to their customers. With Sharlic partners can create tailored service bundles, combining Wasabi's cost-effective storage with complementing services and solutions to meet diverse customer needs and increase revenue potential. Sharlic keeps track on all parts of the catalog from service contracts and licenses to subscriptions leaving the MSP in full control with administration kept to a minimum.

Pricing, Payment Plans & Automated Billing

Channel partners can easily create their own payment plans for their Wasabi cloud storage customers. Regardless if it's on a monthly pay-as-you-go model or on a yearly recurring basis paid upfront, Sharlic is in constant connection with Wasabi Account Control Manager ensuring that each customer account is billed correctly and on time. No more exporting of CSV files and manual invoice creation, just set up your customer and you're done.



Features

- Simple and fast Wasabi account integration
- Automated billing and subscription management
- Flexible service bundling with other offerings
- Flexible price plans for customers
- Multiple payment methods and currencies
- Automatic sync to storage usage for each customer

Benefits

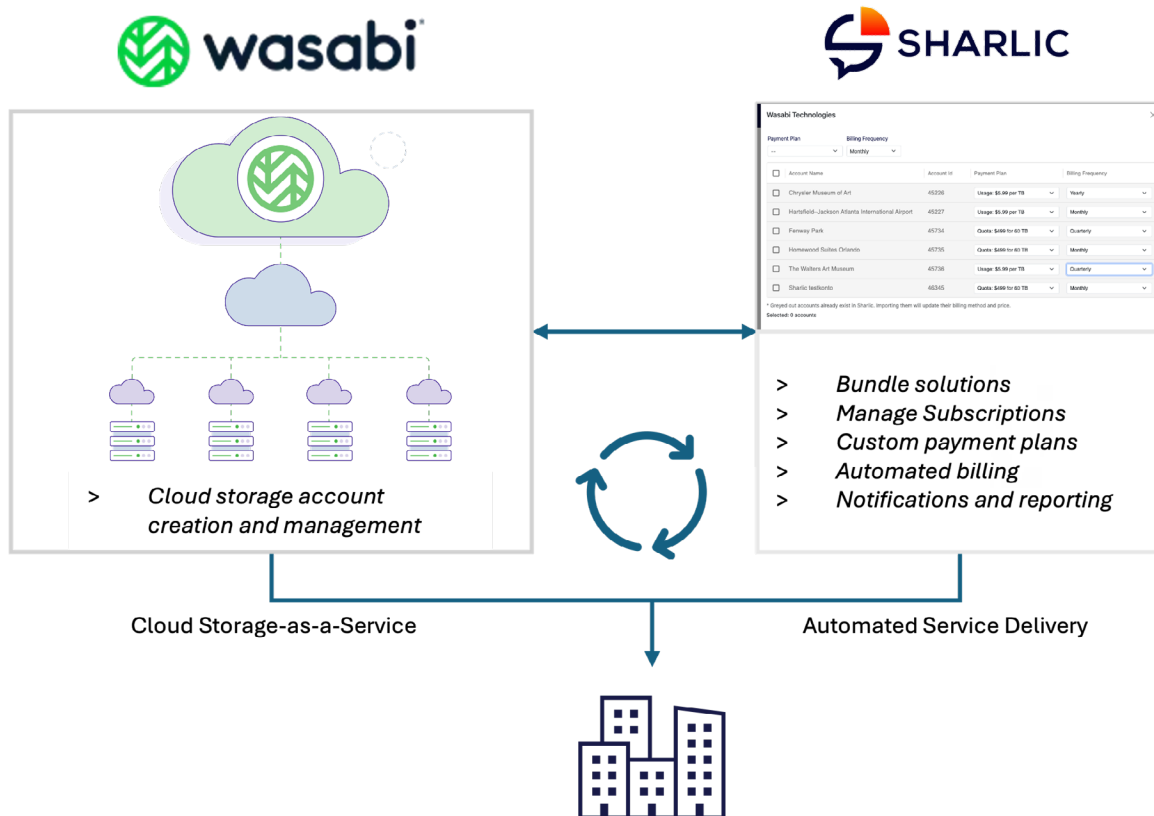
- Reduce administrative overhead with automation
- Optimize cloud storage delivery for channel partners
- Timely and accurate billing
- Enhance customer value with tailored service bundles

Sharlic's automated billing supports multiple billing models, currencies, and payment methods, ensuring accurate, efficient, and timely invoicing without manual intervention.

Focus on Customer Relationships:

Wasabi's hot cloud storage is 1/5th the price and six times faster than traditional storage providers, with no fees for egress or API requests. This transparent pricing model eliminates unexpected costs, allowing channel partners to optimize their cloud storage services while maintaining budget predictability. With this partnership Wasabi and Sharlic, enable channel partners to forward these benefits down the value chain.

By automating administrative tasks, partners can increase margins by reducing labor costs, while continuing to deliver high quality service and dedicate more time to customer engagement and business growth.



About Sharlic

Sharlic is a service delivery platform designed for channel sales, offering subscription management, automated billing, and revenue-sharing capabilities. By facilitating recurring revenue for software and services, Sharlic streamlines operations without disrupting existing workflows. For more information, visit www.sharlic.com.