SaaS产品上线流程介绍

亚马逊云科技Marketplace
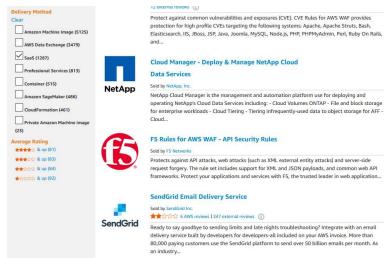
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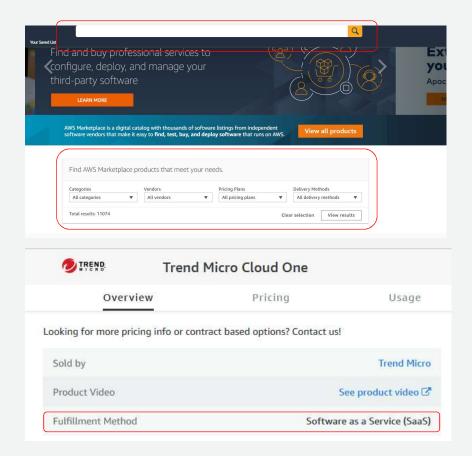- API集成
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亚马逊云科技 marketplace
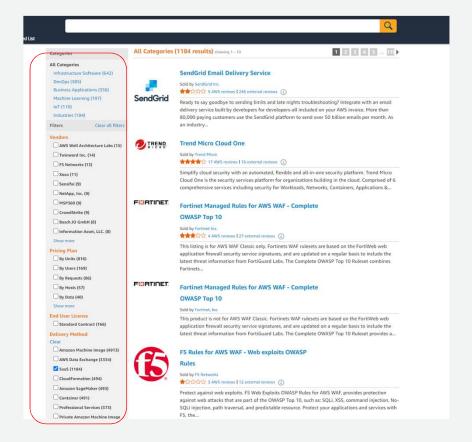
Marketplace SaaS 产品

- 用户可通过marketplace搜索并订阅
- 账户集成
- 提供灵活的计费方式
- 账单集成
- 西云数据作为亚马逊云科技Marketplace卖家，简化买家采购流程
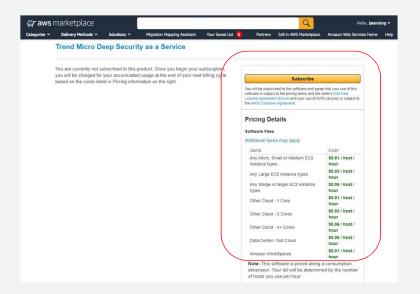- 帮助SaaS厂商拓宽销售渠道和提高品牌影响力

Marketplace SaaS产品 – 搜索

Marketplace SaaS产品 – 订阅

产品信息页点"继续订阅"后，到确认页面点"订阅"以接受用户许可协议。

点"设置新账户"后，会跳转到SaaS卖家的注册页面

填写相关注册信息后，注册成为新账户，并开始使用SaaS产品

计费模式

- 按量收费(SaaS subscription, Pay As You Go)
  - 计量维度(Unit Category)
    - Bandwidth(Mbps/Gbps)
    - Data(MB/GB/TB)
    - Hosts
    - Requests
    - Users
    - Units
    - Tiers
- 合约模式(SaaS contract)*
  - 一月/一年/两年/三年

*亚马逊云科技Marketplace中国区暂不支持合约模式的API集成，但提供了上线方法。

上线前准备工作

- 与西云数据签署《亚马逊云科技中国市场发布商条款与条件》
- SaaS应用必须有模块部署在亚马逊云上
- 设计好计费模式
- 了解Marketplace API集成方式，做好开发排期

亚马逊云科技 marketplace

SaaS产品上线流程

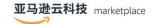| 注册上线账号		填写产品信息表		获取测试页面		API集成		上线前功能测试 (Limited Test)		正式发布
•提供上线用的 Amazon Web Service账号		•填写产品名称、功能介绍、使用说明、售后信息等内容。		•测试页面URL •Product Code •SNS topic		•账户集成 (Buyer registration) •发送用量 (Metering) •响应SNS Message		•登录产品页（测试环境），订阅，跳转到SaaS页面并进行功能测试。		•确认可以正式上线。

卖家信息表

产品信息表

产品页面

亚马逊云科技 marketplace

SaaS产品上线流程 – 填写产品信息表

- 大部分信息将展示在产品页面
  - ➤ 产品名称/特色/简要和完整描述/使用说明/...
  - ➤ 计费方式

- 一部分信息为SaaS产品配置
  - ➤ SaaS landing page URL

SaaS产品上线流程 – 填写产品信息表

- 计费信息
  - ➤ Unit Category:
    Bandwidth/Data/Hosts/Users/Requests/Tiers/Units
  - ➤ Pricing dimension name: API调用时用到
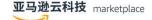 - ➤ Pricing dimension description: 显示在产品页面
  - ➤ Pricing dimension rate: 单位价格 (人民币，**未税**)
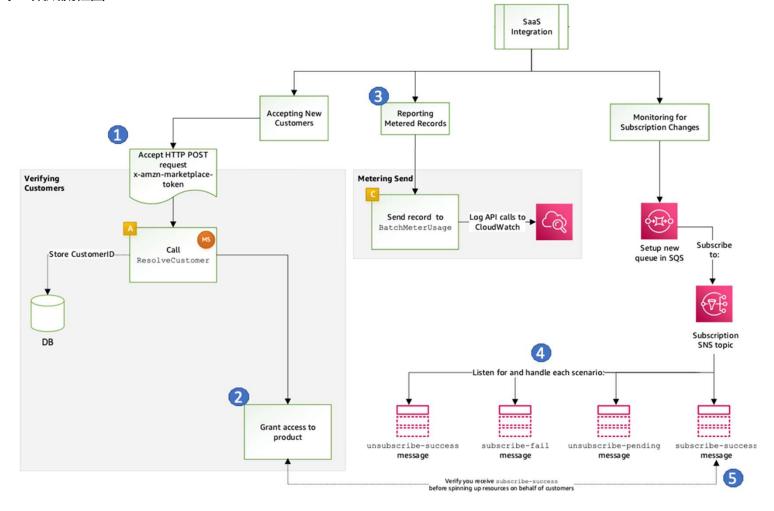
- 最多24个dimension

Pricing Information

This software is priced along a consumption dimension.
Your bill will be determined by the number of units you use. Additional taxes or fees may apply.

Cisco Stealthwatch Cloud | Public Cloud Monitoring - Metered

Units	Cost
Free 60 day trial w/no per month EMF cap	$0 / unit
Greater than Zero to 99 Units (EMF) w/minimum of 1 EMF per day	$6 / unit
Additional 100 to 499 Units (EMF)	$4.8 / unit
Additional 500 to 999 Units (EMF)	$4 / unit
Additional 1000 to 4999 Units (EMF)	$3 / unit
Additional 5000 to 9999 Units (EMF)	$2.5 / unit
Additional 10000 to 24999 Units (EMF)	$2.1 / unit
Units above 25000 and Above (EMF)	$2 / unit

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API集成-按量计费模式

- 账户集成
  - ➢ 建立Maketplace用户和SaaS用户之间的对应关系
- 发送用量
  - ➢ 按小时发送不同pricing dimension上的用量
- 响应SNS消息
  - ➢ 根据不同SNS消息，做出相关的处理

按量计费模式API集成流程图

A ResolveCustomer

Pricing Models
This code example is relevant for all pricing models (i.e. Contract, Contract with Consumption, & Subscription).

Purpose
Exchanging x-amzn-marketplace-token for customerID.

Example (Python)

```python
# Import AWS Python SDK and urllib.parse
import boto3
import urllib.parse as urlparse

# Resolving Customer Registration Token
formFields = urlparse.parse_qs(postBody)
regToken = formFields['x-amzn-marketplace-token']

# If regToken present in POST request, exchange for customerID
if (regToken):
    marketplaceClient = boto3.client('meteringmarketplace')
    customerData = marketplaceClient.resolve_customer(regToken)
    productCode = customerData['ProductCode']
    customerID = customerData['CustomerIdentifier']

    # TODO: Store customer information
    # TODO: Validate no other accounts share the same customerID
```
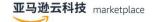
Response from ResolveCustomer

```
{
    'CustomerIdentifier': 'string',
    'ProductCode': 'string'
}
```

Reference
https://boto3.amazonaws.com/v1/documentation/api/latest/reference/services/meteringmarketplace.html#MarketplaceMetering.Client.resolve_customer

亚马逊云科技 marketplace

C BatchMeterUsage

Pricing Models
This code example is relevant for SaaS Subscription & Contract with Consumption.

Purpose
Send a metering record to AWS Marketplace.

Example (Python)

```python
# NOTE: Your application will need to aggregate usage for the
#       customer for the hour and set the quantity as seen below.
#       AWS Marketplace can only accept records for up to three
#       hours in the past.
#
# productCode is supplied after the AWS Marketplace Ops team has
# published the product to limited
#
# customerID is obtained from the ResolveCustomer response

# Import AWS Python SDK
import boto3

usageRecord = [
    {
        'Timestamp': datetime(2015, 1, 1),
        'CustomerIdentifier': 'customerID',
        'Dimension': 'string',
        'Quantity': 123
    }
]

marketplaceClient = boto3.client('meteringmarketplace')

response = marketplaceClient.batch_meter_usage(usageRecord, productCode)
```
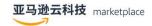
Response from BatchMeterUsage

```python
{
    'Results': [
        {
            'UsageRecord': {
                'Timestamp': datetime(2015, 1, 1),
                'CustomerIdentifier': 'string',
                'Dimension': 'string',
                'Quantity': 123
            },
            'MeteringRecordId': 'string',
            'Status': 'Success' | 'CustomerNotSubscribed' | 'DuplicateRecord'
        },
    ],
    'UnprocessedRecords': [
        {
            'Timestamp': datetime(2015, 1, 1),
            'CustomerIdentifier': 'string',
            'Dimension': 'string',
            'Quantity': 123
        }
    ]
}
```

Reference
https://boto3.amazonaws.com/v1/documentation/api/latest/reference/services/meteringmarketplace.html#MarketplaceMetering.Client.batch_meter_usage

其他注意事项

- 只有注册卖家的亚马逊云科技 account有权限调用相关API。
- Unit Category在产品发布后，不能更改。
- 要求每小时发送一次用量，即便用量为零。
- MeterUsage只允许发送 [往前3小时，往后1小时] 区间内的用量，否则会报错。
- 用户点"订阅"按钮后，后台即会发出subscribe-success 或 subscribe-fail的SNS Message
- 用户取消订阅后，后台即会发出unsubscribe-pending SNS message，并在一小时后发出unsubscribe-success。需要在这一小时内发送完未上报的用量。

亚马逊云科技 marketplace

合约模式SaaS产品上线

- 暂不涉及API集成。
- 提交产品信息表后，会发布测试页面。
- 用户点击"设置新用户"后会跳转到SaaS注册页面。
- 用户通过邮件下PO，选择购买的合约。

更多相关信息

- 注册为亚马逊云科技Marketplace卖家

  - https://www.amazonaws.cn/marketplace/sign-up/

- 亚马逊云科技Marketplace用户登录页面

  - https://awsmarketplace.amazonaws.cn/marketplace

- SaaS API集成流程(参考SaaS Subscription部分)

  - https://awsmp-loadforms.s3.amazonaws.com/AWS+Marketplace+-+SaaS+Integration+Guide.pdf

- SaaS API接口文档

  - https://boto3.amazonaws.com/v1/documentation/api/latest/reference/services/meteringmarketplace.html

- 亚马逊云科技Marketplace卖家指南

  - https://contessa-awsmarketplace.amazonaws.cn/asset/pdf/AWSMarketplaceChinaSellerGuide_zh.pdf

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亚马逊云科技 marketplace

Q&A