



SaaS产品上线流程介绍

亚马逊云科技Marketplace



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- SaaS产品上线流程
- 计费模式 (Pay As You Go & Contract)
- API集成
- Q&A

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

Delivery Method

Clear

- ☐ Amazon Machine Image (5125)
- ☐ AWS Data Exchange (3479)
- ☒ SaaS (1287)
- ☐ Professional Services (813)
- ☐ Container (515)
- ☐ Amazon SageMaker (486)
- ☐ CloudFormation (461)
- ☐ Private Amazon Machine Image (23)

Average Rating

★★★★☆ & up (81)

★★★★☆ & up (83)

★★★★☆ & up (84)

★★★★☆ & up (92)

1.2 external reviews

Protect against common vulnerabilities and exposures (CVE). CVE Rules for AWS WAF provides protection for high profile CVEs targeting the following systems: Apache, Apache Struts, Bash, Elasticsearch, IIS, JBoss, JSP, Java, Joomla!, MySQL, Node.js, PHP, PHPMyAdmin, Perl, Ruby On Rails, and...

Cloud Manager - Deploy & Manage NetApp Cloud Data Services

Sold by NetApp, Inc.

NetApp Cloud Manager is the management and automation platform use for deploying and operating NetApp's Cloud Data Services including: - Cloud Volumes ONTAP - File and block storage for enterprise workloads - Cloud Tiering - Tiering infrequently-used data to object storage for AFF - Cloud...

F5 Rules for AWS WAF - API Security Rules

Sold by F5 Networks

Protects against API attacks, web attacks (such as XML external entity attacks) and server-side request forgery. The rule set includes support for XML and JSON payloads, and common web API frameworks. Protect your applications and services with F5, the trusted leader in web application...

SendGrid Email Delivery Service

Sold by SendGrid Inc.

★★★★☆ & AWS reviews | 247 external reviews

Ready to say goodbye to sending limits and late nights troubleshooting? Integrate with an email delivery service built by developers for developers-all included on your AWS invoice. More than 80,000 paying customers use the SendGrid platform to send over 50 billion emails per month. As an industry...

Marketplace SaaS产品 - 搜索

Find and buy professional services to configure, deploy, and manage your third-party software

LEARN MORE

AWS Marketplace is a digital catalog with thousands of software listings from independent software vendors that make it easy to find, test, buy, and deploy software that runs on AWS.

View all products

Find AWS Marketplace products that meet your needs.

Categories: All categories Vendors: All vendors Pricing Plans: All pricing plans Delivery Methods: All delivery methods

Total results: 11074 Clear selection View results

Trend Micro Cloud One

Overview Pricing Usage

Looking for more pricing info or contract based options? Contact us!

Sold by **Trend Micro**

Product Video [See product video](#)

Fulfillment Method: **Software as a Service (SaaS)**

Categories: All Categories Infrastructure Software (642) DevOps (585) Business Applications (556) Machine Learning (197) IoT (110) Industries (184)

Filters: Clear all filters

Vendors: AWS Well Architecture Labs (15) Twinword Inc. (14) FS Networks (13) Xero (11) Sensifai (9) NetApp, Inc. (9) MSP360 (9) CrowdStrike (9) Bosch.IO GmbH (8) Information Asset, LLC. (8) Show more

Pricing Plan: By Units (816) By Users (169) By Requests (86) By Hosts (57) By Data (40) Show more

End User License: Standard Contract (166)

Delivery Method: Clear Amazon Machine Image (4913) AWS Data Exchange (3334) ☒ SaaS (1184) CloudFormation (494) Amazon SageMaker (493) Container (491) Professional Services (373) Private Amazon Machine Image

All Categories (1184 results) showing 1 - 10

SendGrid Email Delivery Service

Sold by SendGrid Inc. ★★★★★ 5 AWS reviews | 245 external reviews

Ready to say goodbye to sending limits and late nights troubleshooting? Integrate with an email delivery service built by developers for developers-all included on your AWS invoice. More than 80,000 paying customers use the SendGrid platform to send over 50 billion emails per month. As an industry...

Trend Micro Cloud One

Sold by Trend Micro ★★★★★ 17 AWS reviews | 16 external reviews

Simplify cloud security with an automated, flexible and all-in-one security platform. Trend Micro Cloud One is the security services platform for organizations building in the cloud. Comprised of 6 comprehensive services including security for Workloads, Networks, Containers, Applications &...

Fortinet Managed Rules for AWS WAF - Complete OWASP Top 10

Sold by Fortinet, Inc. ★★★★★ 4 AWS reviews | 27 external reviews

This listing is for AWS WAF Classic only. Fortinets WAF rulesets are based on the FortiWeb web application firewall security service signatures, and are updated on a regular basis to include the latest threat information from FortiGuard Labs. The Complete OWASP Top 10 Ruleset combines Fortinets...

Fortinet Managed Rules for AWS WAF - Complete OWASP Top 10

Sold by Fortinet, Inc.

This product is not for AWS WAF Classic. Fortinets WAF rulesets are based on the FortiWeb web application firewall security service signatures, and are updated on a regular basis to include the latest threat information from FortiGuard Labs. The Complete OWASP Top 10 Ruleset provides a...

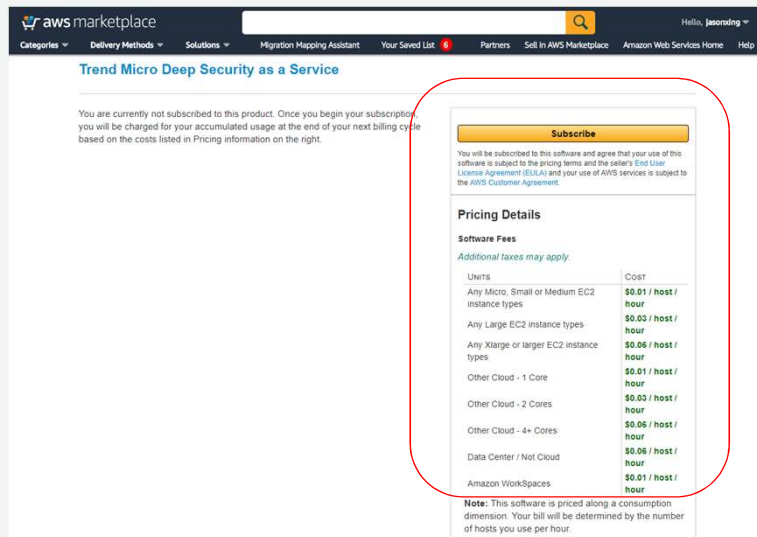
F5 Rules for AWS WAF - Web exploits OWASP Rules

Sold by F5 Networks ★★★★★ 3 AWS reviews | 12 external reviews

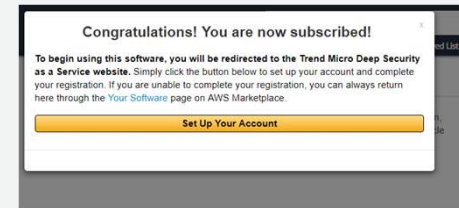
Protect against web exploits. F5 Web Exploits OWASP Rules for AWS WAF, provides protection against web attacks that are part of the OWASP Top 10, such as: SQLi, XSS, command injection, No-SQLi injection, path traversal, and predictable resource. Protect your applications and services with F5, the...

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

Create A New Account

Already have an account? Click here to sign in to an existing account.

Simply complete and submit the form and you'll be up and running in minutes.

First Name:

Last Name:

Company/Account:

Email:

Password:

Confirm Password:

Password Strength: Strong

Country:

Language:

Time Zone:

☒ I agree to the License Agreement

Sign Up

计费模式

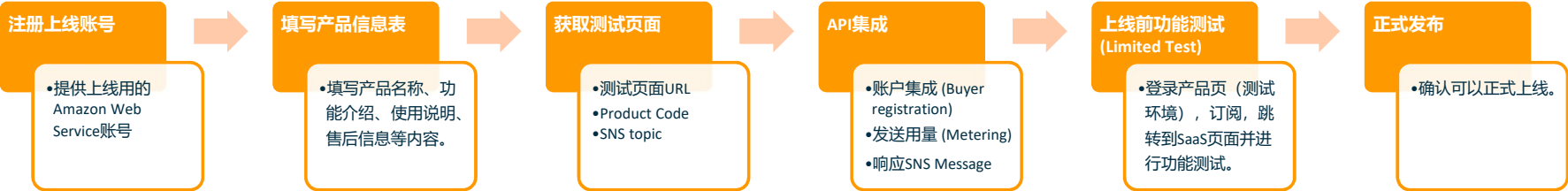
- 按量收费(SaaS subscription, Pay As You Go)
 - 计量维度(Unit Category)
 - Bandwidth(Mbps/Gbps)
 - Data(MB/GB/TB)
 - Hosts
 - Requests
 - Users
 - Units
 - Tiers
- 合约模式(SaaS contract)*
 - 一月/一年/两年/三年

*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。

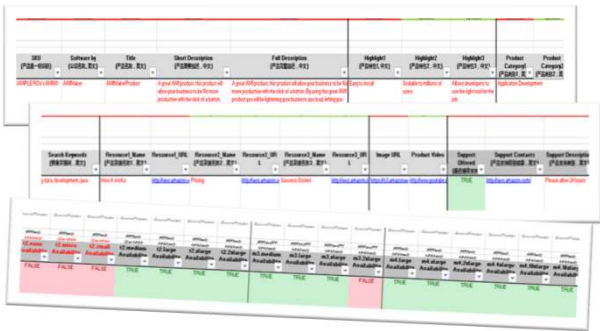
上线前准备工作

- 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

SaaS产品上线流程



卖家信息表



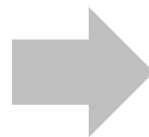
产品信息表



产品页面

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



The screenshot shows the AWS Marketplace interface for a product named 'Web IDE based on Cloud9'. The header includes the AWS Marketplace logo, a search bar, and user information. The product card displays the Cloud9 logo, the product name, the provider '亚马逊技术服务 (北京) 有限公司', and the latest version '1.0'. A description explains that it is a web-based IDE built on Cloud9 Core, requiring only a browser to use. A 'Show less' link is provided. The pricing section shows a reference price of '¥0.096/hr' for running in t3.small instances. A '继续订购' (Continue Subscription) button and a '保存至您的收藏列表' (Save to your favorites) button are also visible. Below the product card, there are tabs for '概览' (Overview), '价格' (Pricing), '使用说明' (Usage), '支持' (Support), and '评论' (Reviews). The '概览' tab is selected, showing a '产品概述' (Product Overview) section with a detailed description of the IDE's capabilities and a '产品特色' (Product Features) section listing three key features: based on open-source Cloud9 Core, highly integrated with AWS services, and close proximity to AWS Cloud9 services. At the bottom, a table provides technical specifications for the product.

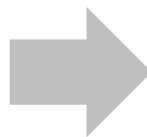
| 版本 | 1.0 |
|------|--------------------------------------------|
| 供应商 | 亚马逊技术服务 (北京) 有限公司 |
| 类别 | Application Development |
| 操作系统 | Linux/Unix, Amazon Linux release 2 (Karoo) |
| 交付方式 | Amazon 系统映像 |

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

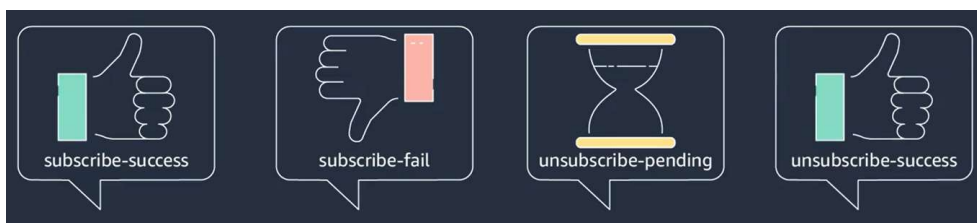
This software is priced along a consumption dimension.
Your bill will be determined by the number of units you use. Additional taxes or fees may apply.

Cisco Stealthwatch Cloud | Public Cloud Monitoring - Metered

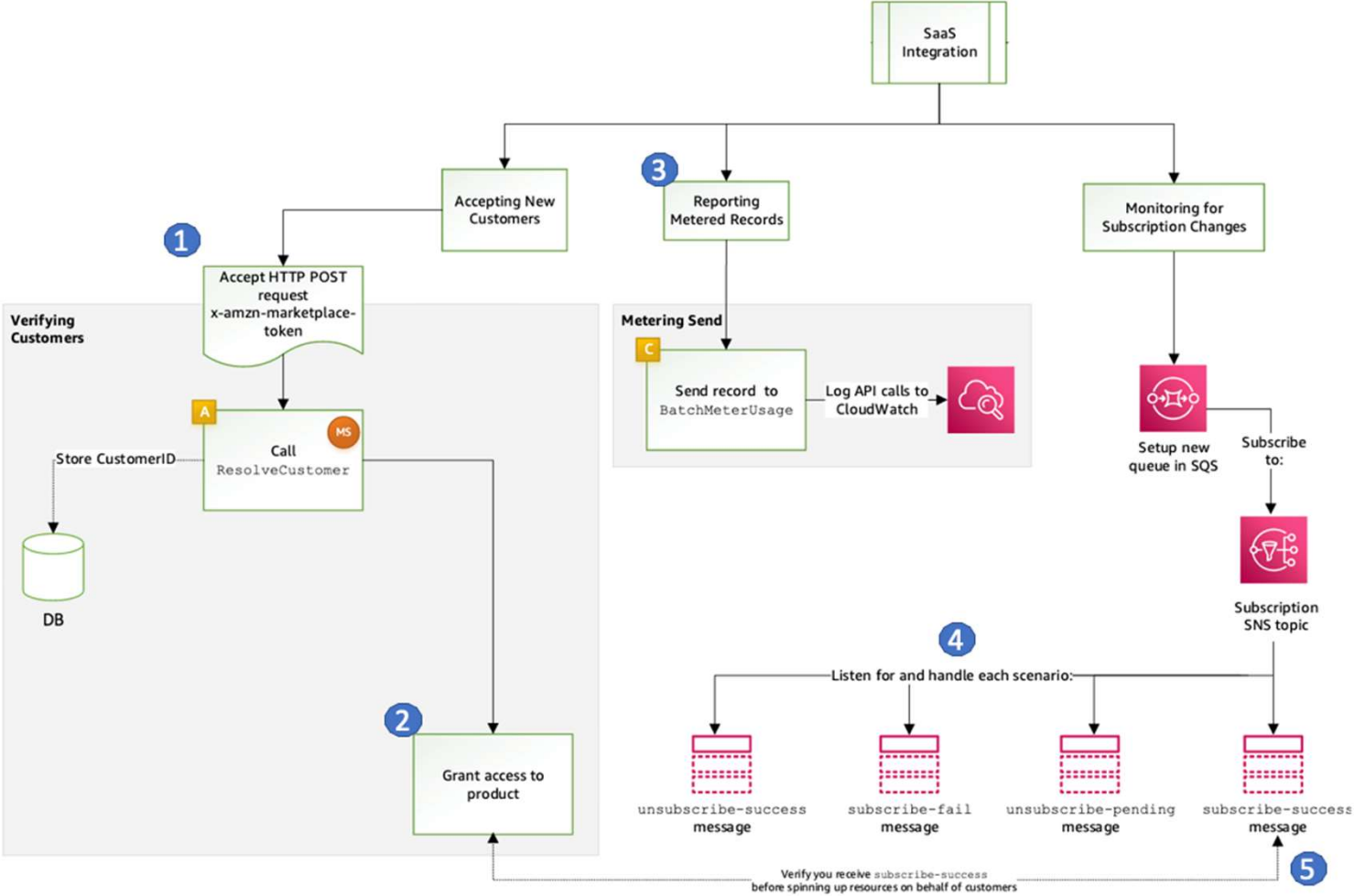
| Units | Cost |
|----------------------------------------------------------------|--------------|
| Free 60 day trial w/no per month EMF cap | \$0 / unit |
| Greater than Zero to 99 Units (EMF) w/minimum of 1 EMF per day | \$6 / unit |
| Additional 100 to 499 Units (EMF) | \$4.8 / unit |
| Additional 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 |

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)

```
# 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

BatchMeterUsage

Pricing Models

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

Purpose

Send a metering record to AWS Marketplace.

Example (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

```
{
  '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。需要在这小时内发送完未上报的用量。

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
- 联系我们: marketplace.cn@amazonaws.cn

Q&A

