

CRAYON × SPOTTO

Meet Spotto: Turn Azure Insights into Billable Services

Thursday 10th September 2026 11AM AEST / 1PM NZST



Crayon
A SoftwareOne Company



spotto

Agenda

- **Introducing Spotto**
- **Why Spotto**
- **How it works**
- **Live Demo**
- **Special Offers & Next Steps**

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Meet the Speakers



Nathan Chau



Shaun Webber



Jay Strydom



SPOT IT. GROW IT. OWN WHAT'S NEXT

Cloud Operations & Revenue Intelligence for MSPs.





**CLOUD MORE COMPLEX.
MORE EXPECTATIONS.**



THE PLATFORM

LEAD THE SHIFT.

- ✓ Build a Proactive Portfolio Support Model
- ✓ Reduce Cost to Serve & Scale Efficiently
- ✓ Identify & Package Work
- ✓ Move away from time for money



HOW IT WORKS

THE WHOLE WORKFLOW.

See

every tenant, all pillars

Spot

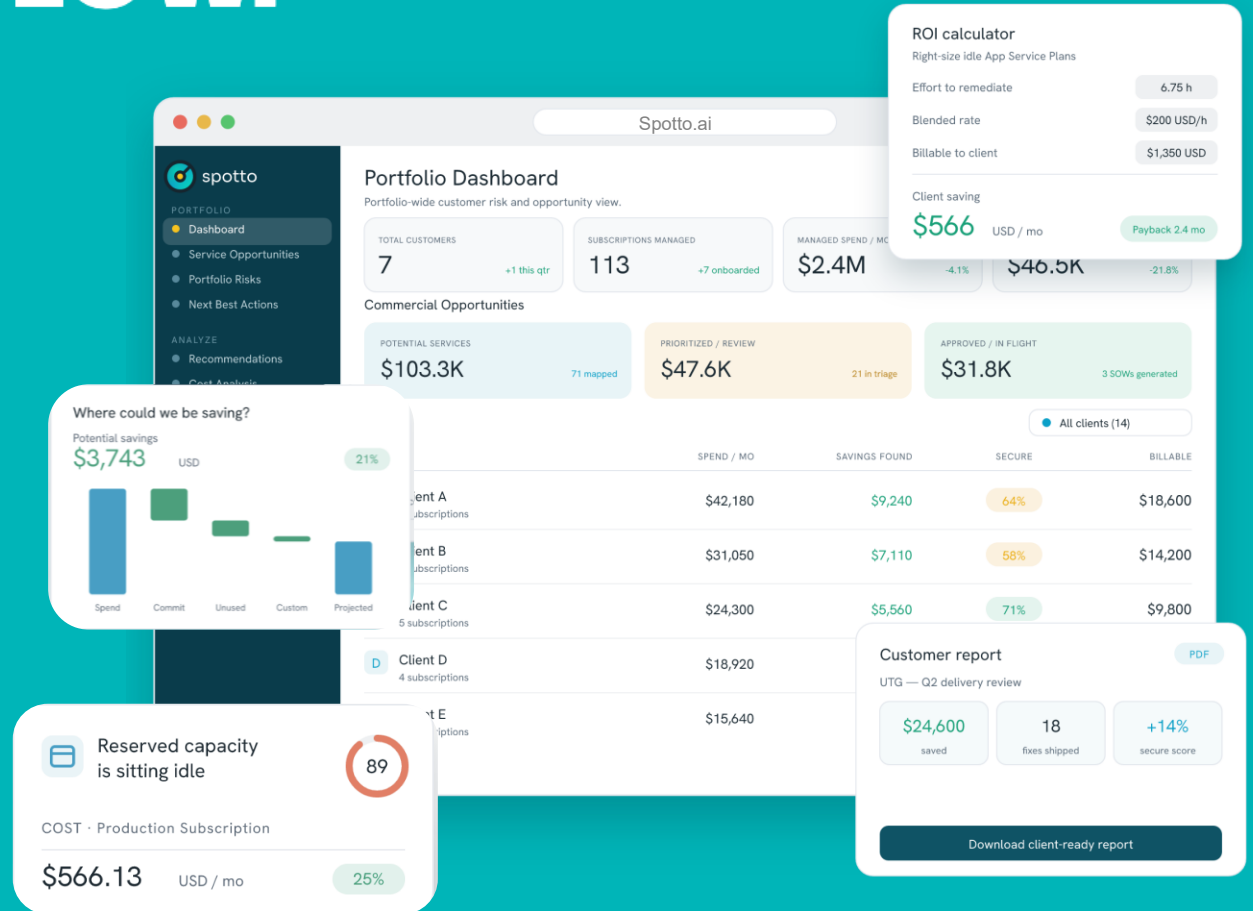
rank the work + the risk

Sell

walk in already scoped

Serve

deliver + white-label report





**“I CAN NEVER
GET TIME BACK.”**

Professional Services Director · ANZ MSP

On the 3-4 architect days a month Spotto hands back to billable project work



**“SUBSCRIPTIONS, COST,
RECOMMENDATIONS—ALL IN
ONE PANE OF GLASS.”**

CTO · Umbrellar Technology Group





\$6.4K–\$10.3K
FOUND. EVERY MONTH.

Umbrellar · ANZ MSP · billable optimization work





**“SPOTTO IS
EMBEDDED IN
MY BUSINESS.”**

CEO · ANZ MSP



EVERY ROLE GETS SOMETHING BACK.



PRE-SALES & DISCOVERY

**You win it in the
first meeting.**



CLOUD ENGINEER

**You get to be an
engineer again.**

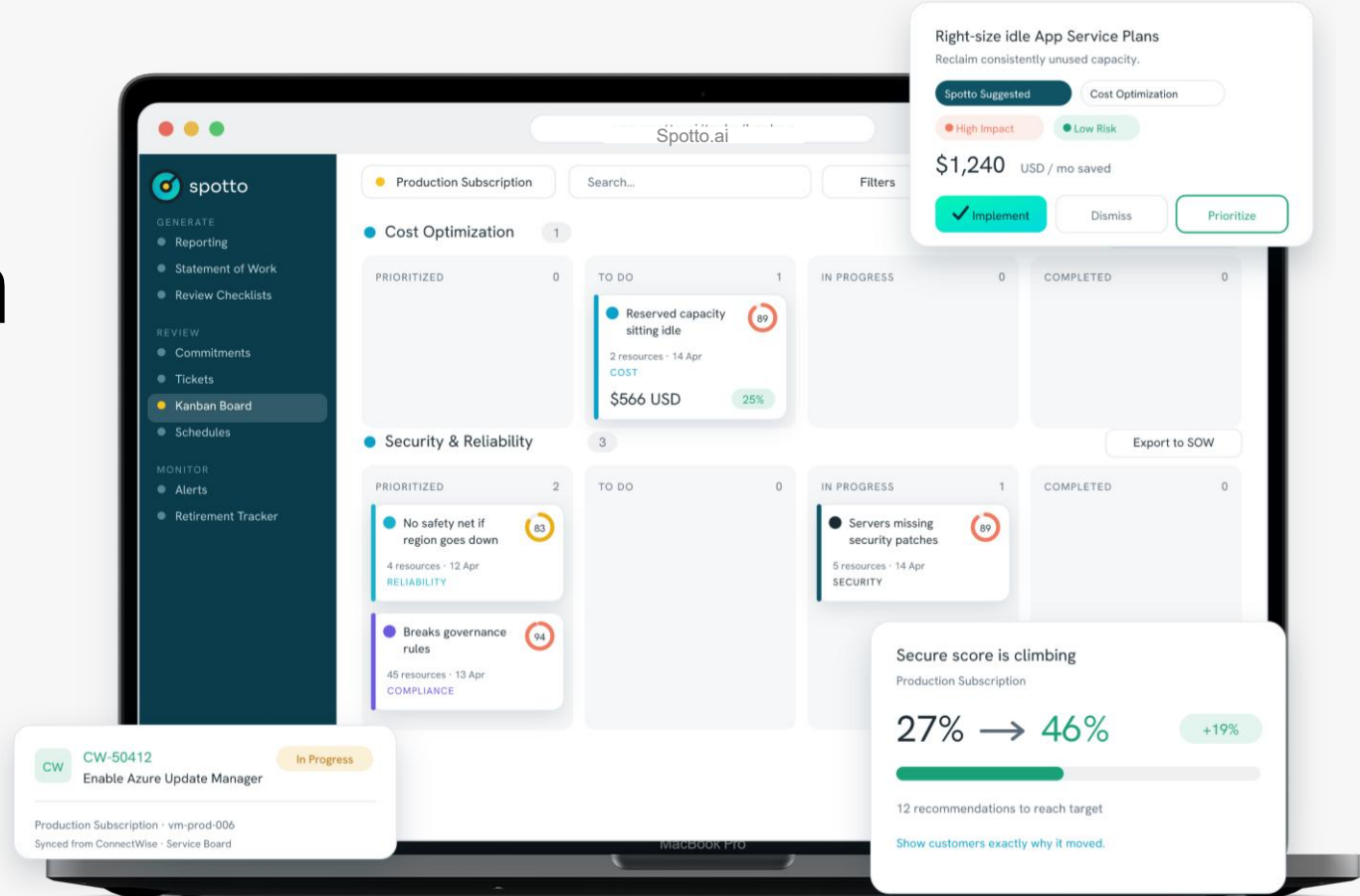


SERVICE DELIVERY

**You bring
what's next.**

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Let's see it in Action



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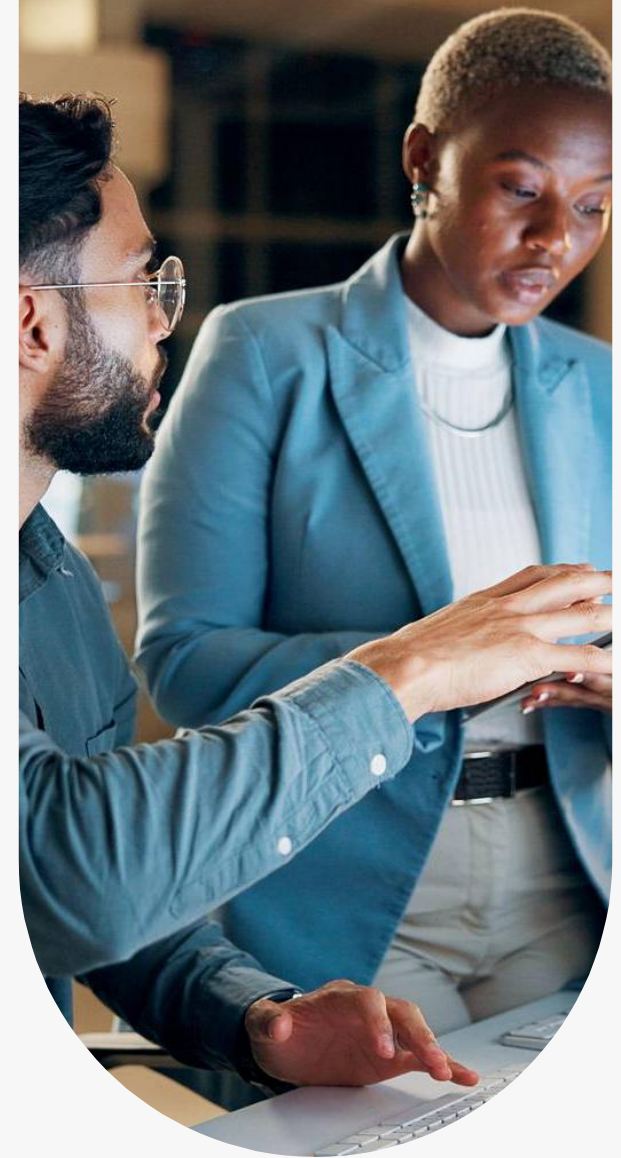
Next Steps



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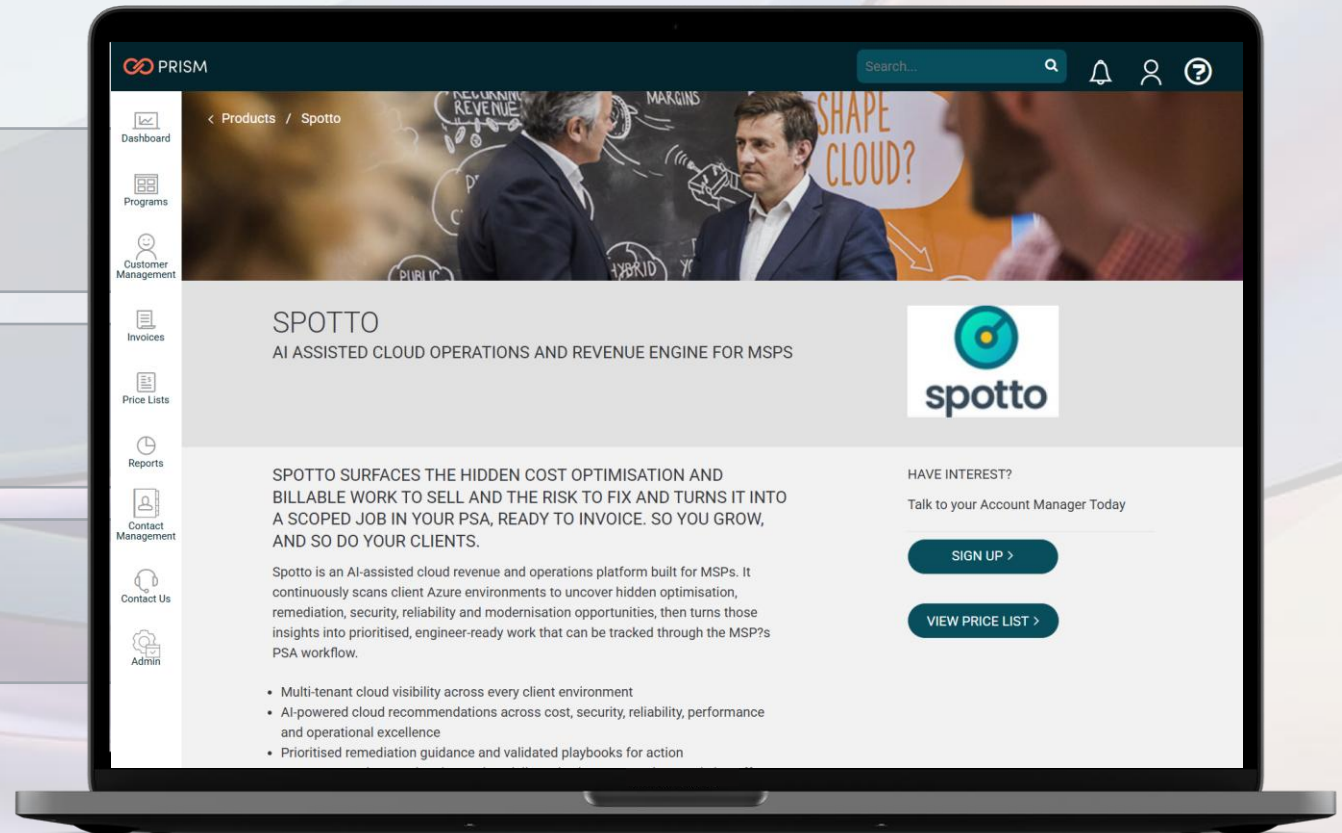


How to start with Spotto via Crayon

1. Find Spotto under Programs

2. Review the Program Guide

3. Sign up to Spotto!



Unlock Spotto Partner Offers

Standard Pricing Model: \$1500* or 2% of aggregate Azure monthly spend, whichever is greater

Exclusive offer to help you get started

NFR



Every partner who signs up Spotto with Crayon receives a **no-risk, full-featured NFR licence** for their own internal use.

[^] Terms & Conditions apply. Available on a first come first serve basis for a limited time only

16 * Local Currency – AUD for Australia; NZD for New Zealand

