How Service Providers respond to the rapidly changing cloud marketplace will be an important factor to their future success. Cloud infrastructure-as-a-service (IaaS) is an accepted alternative to on premise hardware for production workloads. Traditional Managed Services Providers are looking to provide IaaS, both public and private to ensure that they retain their clients. Customers are asking for a public cloud-like experience with rapid provisioning and self-service capabilities.

It is now more important than ever for service providers to revisit their cloud and related service offerings and how software tools and systems can help. Used properly these tools will drive revenue, save money, enable new products, and improve performance. The following checklist is offered to increase the probability for success.

**Highlights**

- Select a tool whose best feature(s) align with your most important requirement(s)
- Tools management should be fully integrated into your Standard Operating Procedures
- Strategy and Operations skill set should align with Software Defined Operations
About Embotics

Embotics is the cloud automation company for IT organizations and service providers that need to improve provisioning or enable self-service capabilities. With a relentless focus on delivering a premier user experience and unmatched customer support, Embotics is the fastest and easiest way to automate provisioning across private/public/hybrid cloud infrastructures. Its flagship product, Embotics vCommander, is used by organizations including Nordstrom, NASA, Fanatics, Informatica and Charter Communications.