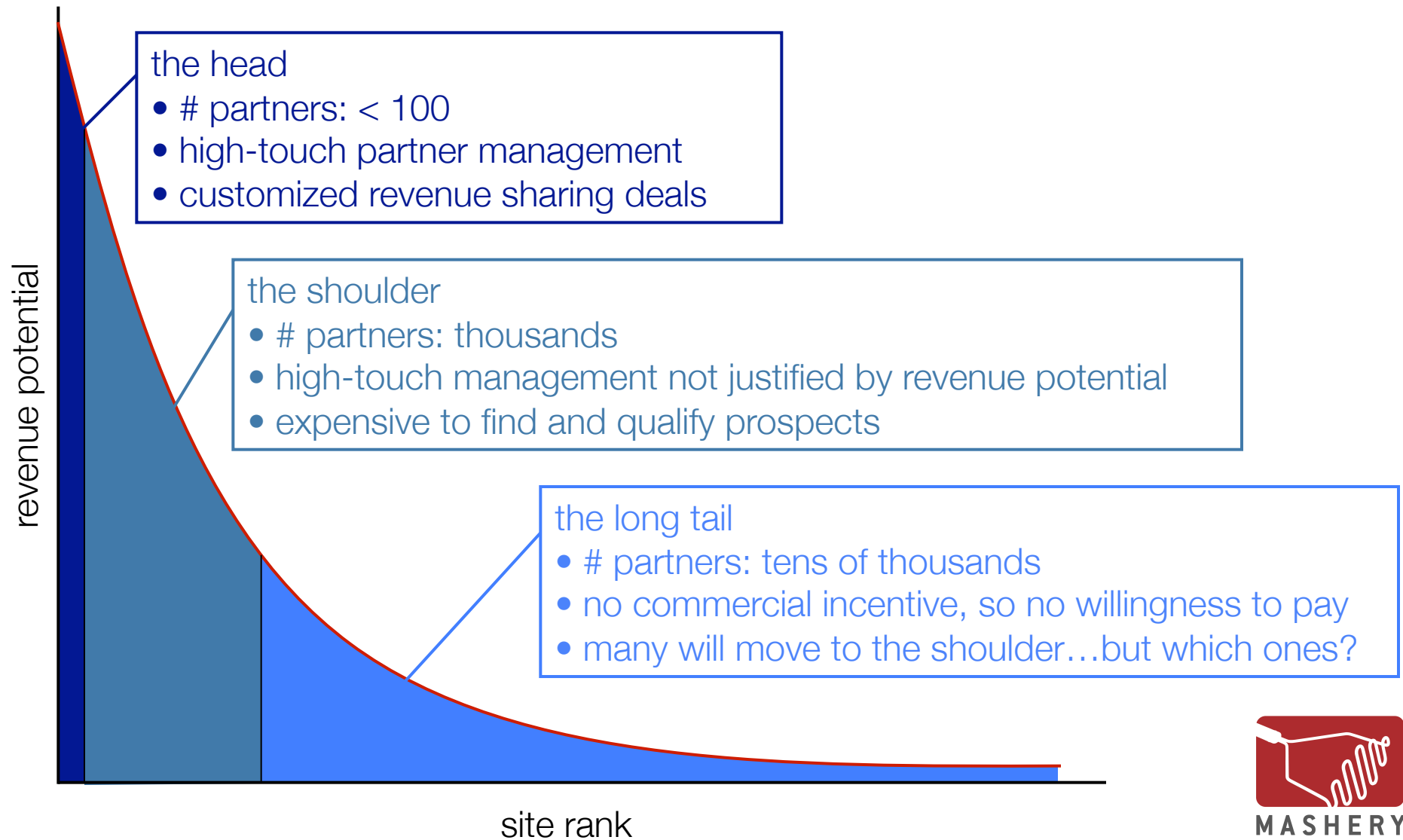


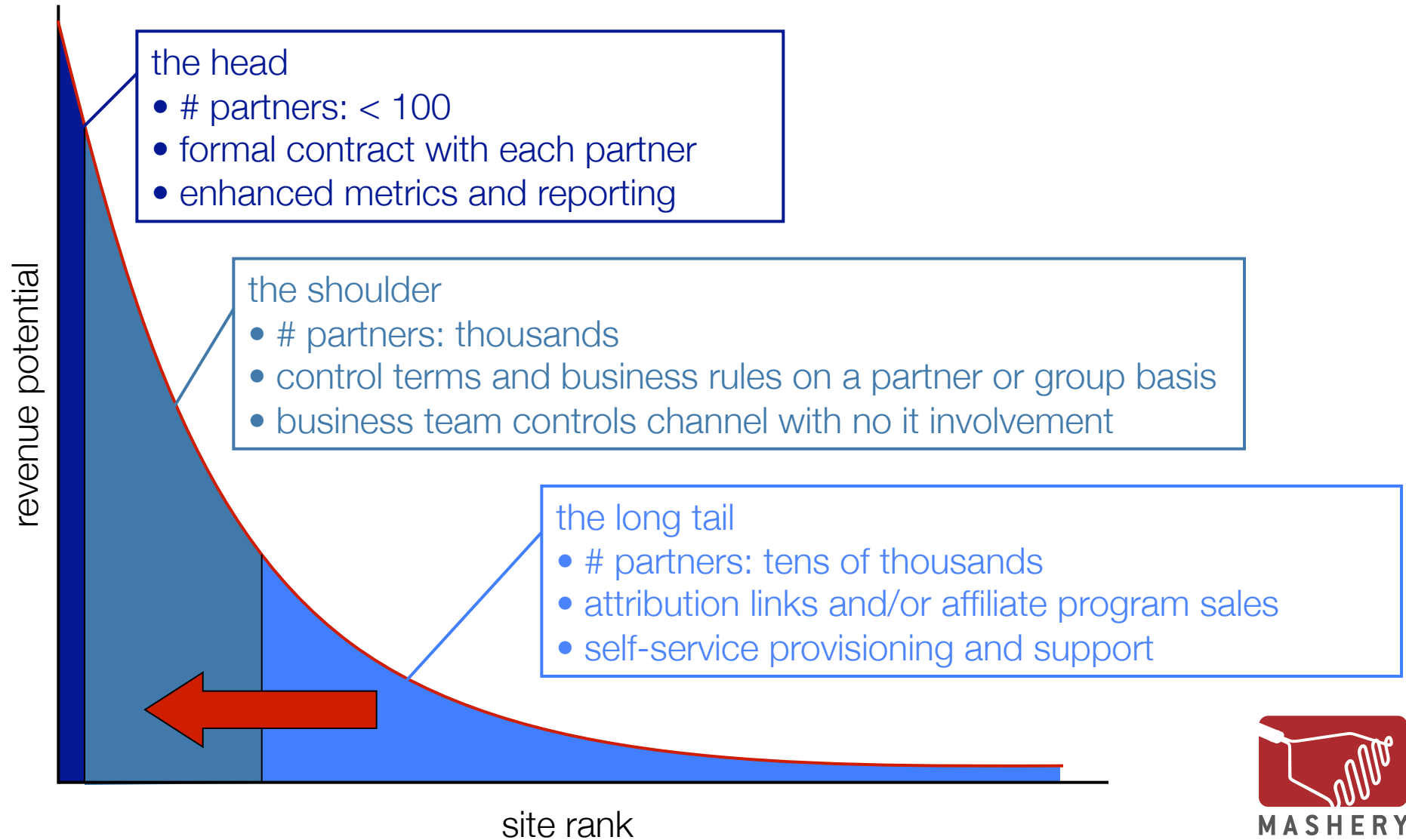
web services distribution and the long tail

partner segmentation



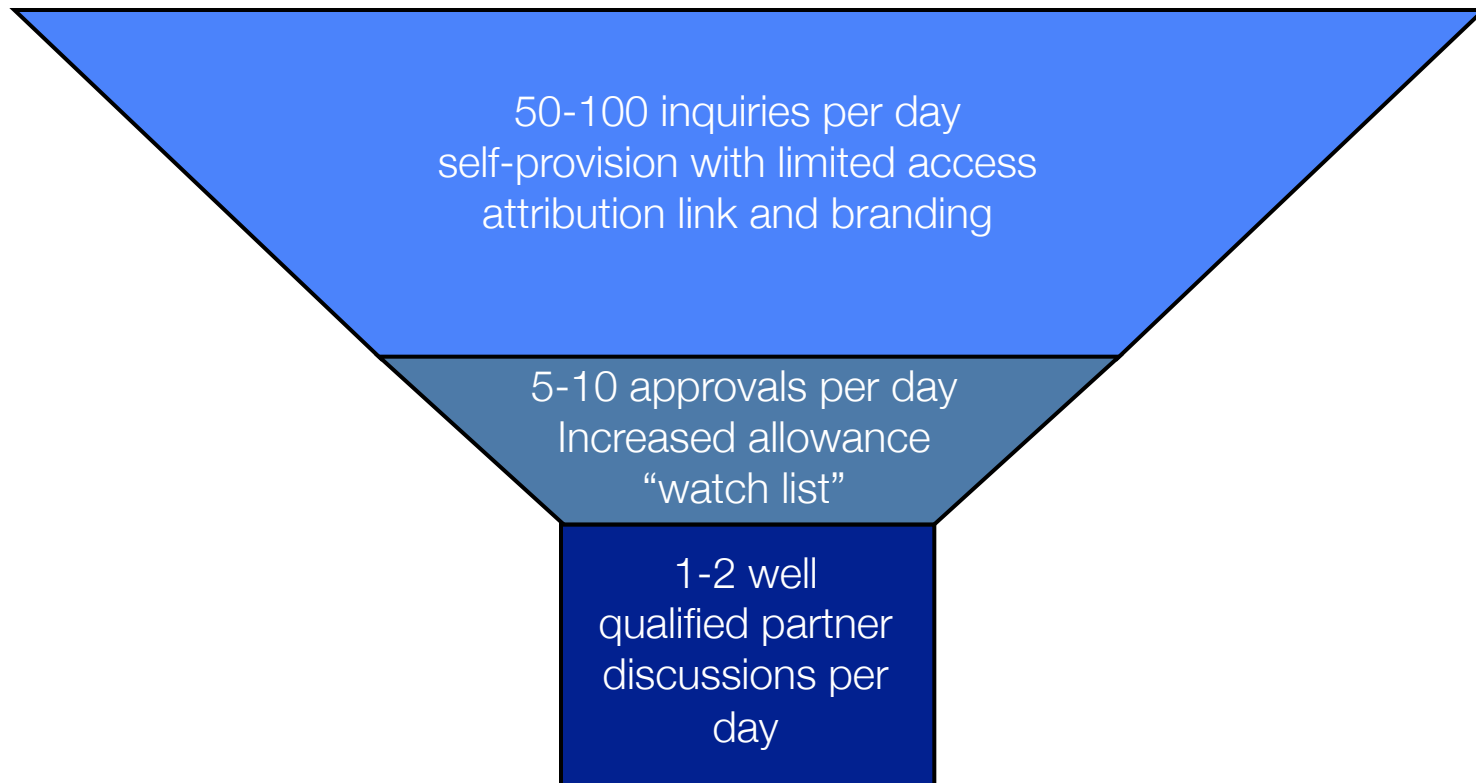
managed api infrastructure and the long tail

web services distribution channel



typical api channel management

self-service, automatically managed biz dev funnel



api management is a business,
not a technical, function

