



Maximize the value of your cloud

Cloudamize Overview



Cloudamize is a cloud infrastructure analytics platform that provides data analysis and recommendations to speed and simplify cloud assessment, migration, and management.



The promise of the cloud is great.

INCREASED PRODUCTIVITY

INCREASED INNOVATION

What's your goal?

FLEXIBILITY

AGILITY

SCALABILITY

ELASTIC SUPPLY

LOWER COSTS

The journey can be challenging.

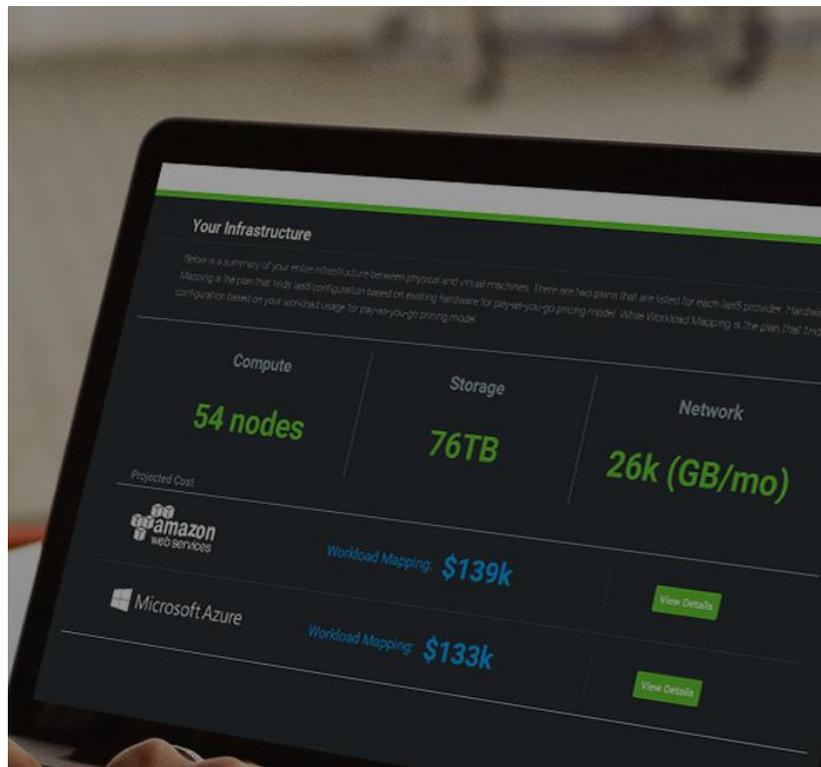


- Is Azure right for me and how much will it cost?
- Which applications should I move to the cloud and in what order should I move them?
- What are all the applications we have and how are they connected?
- Which cloud configuration is best for us?
- How do I control our cloud costs?
- How can I ensure optimal performance of our cloud?
- How can I accurately plan capacity?



Without deep analytics, companies
are flying blind.

The Cloudamize Platform



- Powerful cloud infrastructure analytics platform for the entire cloud journey
- Identifies your best-fit cloud vendor
- Automated discovery & dependency mapping to ease migration
- Ongoing performance analysis for precise right-sizing and capacity planning
- Clear visibility into cloud costs



The Cloud Journey

Assess • Plan • Migrate • Validate • Manage

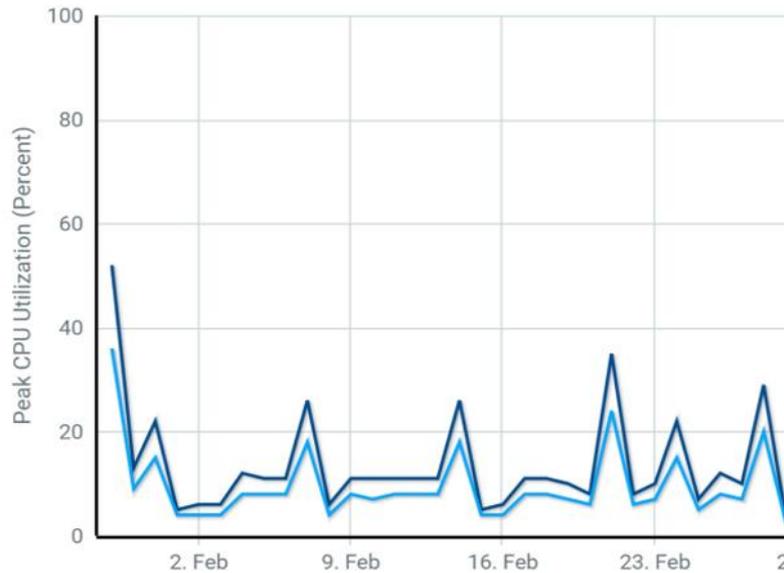


THE CLOUD JOURNEY



Performance Over Time

By CPU ▼ Three Months ▼

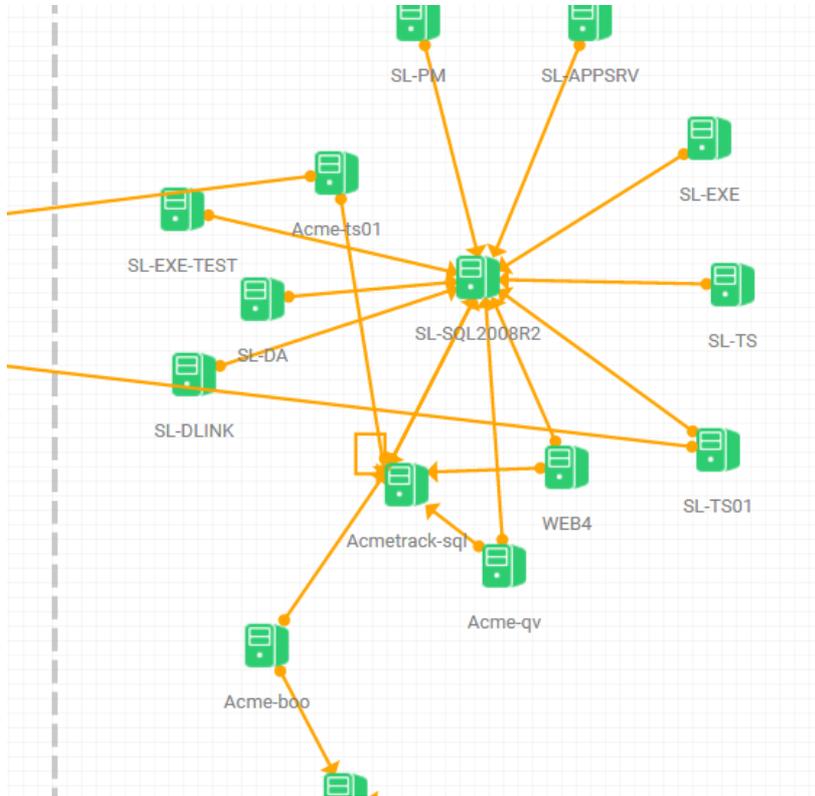


Assess

- Calculate precise TCO for Azure
- Identify your best-fit cloud provider and configuration
- See projected performance with recommended cloud configuration



THE CLOUD JOURNEY



Plan

- Discover your infrastructure
- Map application dependencies
- Build move groups and design your migration plan
- Identify optimal cloud configuration for each workload to migrate to



THE CLOUD JOURNEY



Migrate Your Environment

Select A Design:

- Test
- Workload, All Upfront 1-yr
- Workload, All Upfront 3-yr
- Workload, Cost Optimized 3-yr
- Workload, On Demand

Select Source Groups:

Select/Clear All

- no agent
- SQL-Migration

Apply

Summary

Compute

Storage

Network

Q e.g. host name, asset name, group name

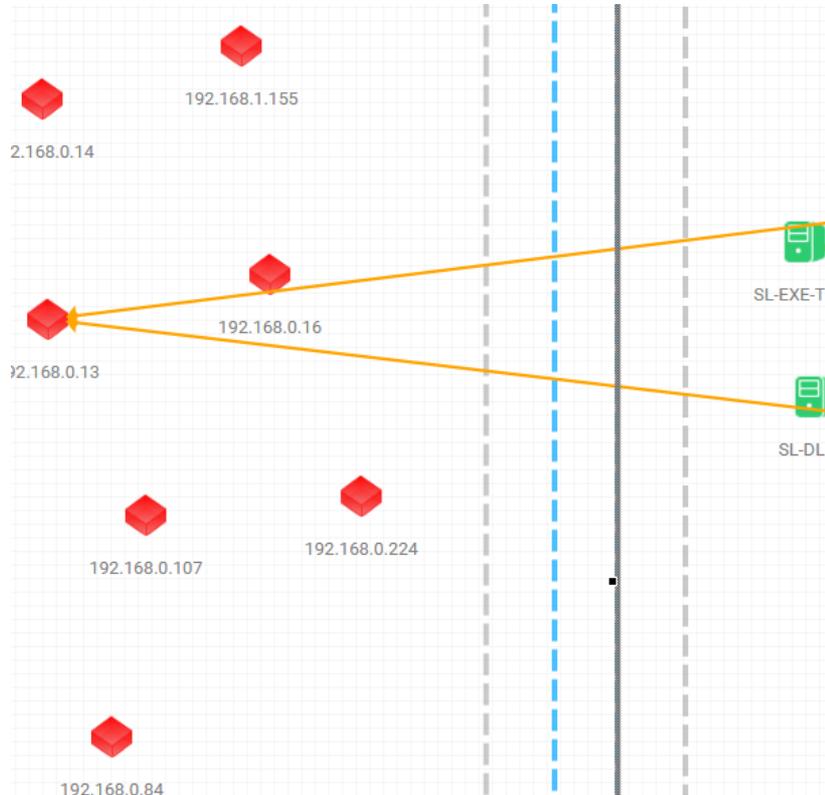
<input checked="" type="checkbox"/>	Group Name	Asset Name	Host Name	Instance Type	Region	Annual Cost	Migration Status
<input checked="" type="checkbox"/>	SQL-Migration	SL-Appsrv	COOLSIGN	m3.medium	us-west-1	721	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-boo	m3.medium	us-west-1	775.4	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-iweb	m4.large	us-west-1	1299	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acmembam	m3.medium	us-west-1	888.3	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-phi1	m3.medium	us-west-1	951.8	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-phi2	m3.medium	us-west-1	988.8	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-phi3	m3.medium	us-west-1	1193.6	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-qv	m4.large	us-west-1	1378.6	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acme-sl	c3.large	us-west-1	1521.5	N/A
<input checked="" type="checkbox"/>	SQL-Migration	SQL-Migration	Acmetrack-sql	c3.large	us-west-1	1547.9	N/A

Migrate

- Import your migration plan
- Integrate with migration vendors
- Migrate workloads to any cloud



THE CLOUD JOURNEY



Validate

- Visualize connectivity between infrastructures
- Compare new state to historical state
- Validate application dependency



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Infrastructure Summary

Waste Pricing Plan Right Sizing

\$ 45 **4** **44**

Running Nodes: **6/44**

Current Spending: **\$51.1k**

Group, Account, Asset, Component

Infrastructure

- Cloudamize **\$** **⬆️**
- LinkedAccount **\$** **⬆️**
- Default **\$** **⬆️**
 - Default **\$** **⬆️**
 - app-prod-db-ma... **\$** **⬆️**
 - CO-Raw-DB-24d... **\$** **⬆️**

Infrastructure

Overview Resource Waste

Status

Resource Waste

IMPROVE
45 Actions
Save \$3.2k

Cost Summary

Current Spend **\$51.1k** Re

Manage

- Right-size cloud workloads
- Accurately plan capacity
- Analyze costs, filter billing data, and build chargebacks



Value Drivers

Deploy Cloudamize vs Manual approach



Manual approach

- Generally start w/ incomplete CMDB
- Have to fill in gaps w/ interviews
- Create pivot tables and Vizio diagrams to make sense of and visualize data
- Time and resource intensive for both partners and clients (can take months)
- High likelihood of inaccuracies

Cloudamize

- In most cases, no changes to firewall policy is needed so no issues with security change policy there.
- Business policies of software (agent) change management is applied so it can take up to a week to install everywhere.
- Quicker due to having all the necessary metrics at your finger tips
- User interface enables building move groups based on specific criteria and TCO of that group enabling faster migration roadmap
- Seamless integration with migration tools such as ASR, allows migration to Azure within few clicks from Cloudamize Platform

Key benefits to Clients



- Achieve their optimal cloud environment
- Control and lower cloud costs
- More quickly make data driven cloud decisions
- Accelerate time to cloud value

Key Benefits to Partners



- Remove sales friction at the TCO conversations level
- Increase close rate by having data-driven sales cycle
- Reduce time to migrate to the cloud (by 65-80%)
- Scale migration team by enabling PS/SIs on a single platform
- Increase retention by helping customer realize promise of the cloud
- Build and scale managed services business by providing services on top of Cloudamize Platform.



LeadIDSM
Certified Lead History





Value Delivered

- 1000+ Assessments
- 70-80% average reduction in planning time
- 48% average cost savings
- \$45mm estimated savings





Case Studies



Customer Reference

Cloudamize reduces enterprise's app migration cycle by over 75%

- Background**
- In the previous year, Accenture's IT group began a migration of several internal datacenters to the public cloud
 - Accenture spent nearly 6 months manually analyzing how to optimize the mapping of on-premise infrastructure to the cloud
 - The migration planning proved to be highly challenging and led to delays in the migration execution
- Challenge**
- We want to migrate ~1600 nodes and ~500 applications to either AWS or Azure. How do we rapidly determine the right-sized cloud configuration to ensure that workload performance doesn't suffer and get the final migration settings to move workloads to AWS and Azure?
- Solution**
- Accenture decided to evaluate multiple tools and ultimately picked Cloudamize to help during migration planning.
- Impact**
- Accenture IT leveraged Cloudamize to build a more automated process for migrating to the cloud, shortening the migration cycle for a typical application from 3 months to 3 weeks relative to the previous approach
 - Prior to adopting Cloudamize, Accenture IT used a highly manual approach, relying on workshops with application owners to map out dependencies and an internal tool to determine the configuration of cloud machines

Brookfield



Challenge

With two data centers, 840 servers, and 180 applications, Brookfield was challenged to understand how much it would cost to move to Azure, and how it could efficiently build a migration plan.

Solution

Leveraged Cloudamize to understand the cost of its right-sized environment in Cloudamize and to quickly build move groups for migration.

Results

Brookfield signed an Azure contract for a \$2.5 M annual Azure subscription within 2 months of using Cloudamize.

Thank you.

Cloudamize Partner Team

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