

Passing the Azure MSP Expert Audit

Earning Azure Expert MSP status is a significant undertaking for any Cloud Service Provider (CSP) that aims to be able to guide customers towards innovative business solutions to support their digital transformation efforts. The program provides a number of benefits in exchange for the significant investment in the program

and audit process. Passing the Azure MSP Expert audit provides a clear signal of having mature cloud service capabilities and allows clients to move forward with confidence. Azure MSP Expert status also brings an increase in inbound lead flow from Azure, providing more opportunities to bring on new customers.

The CloudSphere Solution

The CloudSphere Cloud Governance Platform is a highly scalable and proven solution to meet the Azure Expert MSP cloud management audit requirements. Looking beyond the audit process, CloudSphere also helps provide the ability to offer new and differentiated multi-cloud capable managed services to clients around cloud cost management and cloud security posture management.

The table on the next page offers a summary of the areas where CloudSphere can help in the audit process. Contact us for a more detailed breakdown of the individual requirements within each section and how we can help.

KEY BENEFITS

Experience with the Expert MSP Audit

Cloud management at scale that has supported industry giants like Softbank through their Azure MSP Expert audit

Manage Every Cloud the Same Way

Extensive multi-cloud support simplifies operations with a common management interface for each cloud provider

Add Recurring Revenue Streams

Customizable tenant portals and value-added services like cost management and security posture management enable new recurring revenue streams

Manage Applications, not Resources

CloudSphere's Application Intelligence automates the correlation of cloud data into an application level view that makes it easy to manage tenant applications

Mapping the audit requirements to CloudSphere solutions:

AZURE EXPERT AUDIT REQUIREMENT	CLOUDSPHERE CAPABILITIES
3.0 Assessment and Design	Using automation to better connect customer requirements and best practices in solution design
4.0 Build and Migration	Migration planning capabilities that include detailed application dependency mapping
5.0 Cloud Operations and Service Management	Our Cloud Governance Platform manages Azure and other clouds with a single comprehensive tool
6.0 Security and Governance	Real-time security posture monitoring that provides guardrails and alerting to prevent and remediate security issues
7.0 Cloud SLAs, Customer Satisfaction, and Cost Optimization	Continuous cost optimization and real-time budget alerting keeps cloud costs in control

Once Azure Expert MSP status is earned, using the same cloud governance platform to offer additional value-added services enhances the return on investment for the platform and simplifies client management with a much smaller number of tools and a common user experience across all major public cloud providers.

CloudSphere also helps eliminate billing disputes and surprise bills with software that calculates mark-ups and discounts on a per client basis to show them actual costs, along with budget threshold alerts to provide clients visibility into their spending trends.

Proven Expertise

Cloud Service Providers taking on the Azure Expert MSP process will see a number of benefits in exchange for the investment in the program. CloudSphere has the proven expertise to help you meet critical cloud management requirements in the audit process, while enabling new value-added service delivery in a single tool that can manage all of your public cloud providers with a consistent user experience.

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