

## Cloud Governance Made Easy

Cloud Service Providers (CSP) are facing a growing need to differentiate themselves in an increasingly competitive market. A successful CSP must meet a host of tenant requirements from design to migration, management, security, governance and cost optimization. Many CSPs have built out initial solutions over time by using a large number of management and security tools. Some of those tools are provided by the cloud provider, some are purchased, and some developed in-house. The problems with that approach often start when these cloud management capabilities need to reach global scale or when the CSP wants to add support for a second or third hyperscale cloud provider. In these scenarios, having multiple toolsets across different cloud providers quickly becomes an unmanageable problem.

The Cloud Management Platform (CMP) category has evolved to provide a single pane of glass management

capability for multi-cloud environments, but in order for CSPs to offer differentiated recurring revenue services, they need to consider more than just management when choosing a CMP. CloudSphere goes beyond multi-cloud management to deliver capabilities like Cloud Security Posture Management and Cloud Cost Management that can be offered as value-added services to tenants.

CloudSphere's unique Application Intelligence capabilities provide a new, comprehensive, and intuitive way to manage these multi-cloud environments. Our approach elevates cloud management with application discovery and governance that expands visibility beyond workloads and resources to provide insight into complete applications in the cloud.

## The CloudSphere Cloud Governance Platform Overview

CloudSphere's Cloud Governance Platform features four solutions to help CSPs manage dynamic multi-cloud environments. The four solution offers are available as independent modules with pricing that scales to accommodate small regional CSPs to industry giants with global reach. When used together, the modules provide even more value by sharing the common application discovery information and a common policy engine that allows real-time monitoring of security and cost at an application level.

The solutions include:

- Cloud Migration Planning
- Cloud Cost Management
- Cloud Security Posture Management
- Azure Expert MSP Audit Readiness

## KEY BENEFITS

### Accelerate Time to Revenue

Tools and automation to expedite cloud planning and migration

### Add Recurring Revenue Streams

Ongoing services for cost management and security posture management

### Manage Every Cloud the Same Way

Migrate, modernize, and manage across all clouds with a single tool and a consistent user experience

### Drive Margin Growth

Azure MSP Expert audit support provides improved margins and new lead flow

# CLOUD MIGRATION PLANNING

## Accelerate Your Cloud Migration Planning

CloudSphere's automated tooling discovers and maps your simple to complex applications across hybrid environments without having to install agents. A key step in any migration plan begins with a current state analysis of the entire IT



estate that shows your infrastructure, applications, and how those workloads are connected.

CloudSphere's cloud migration planning solution gives you a comprehensive end-to-end view of your applications, no matter the complexity, to provide optimization and accuracy throughout the migration process. Design a successful migration plan based on:

- **Application Dependencies:** Agentlessly map all applications dependencies with software-to-software and compute communication streams
- **Cloud Cost TCO:** Compare cost for applications and infrastructure across AWS, Google Cloud Platform, and Microsoft Azure
- **Cloud Suitability:** Understand what workloads are fit for cloud services based on a risk and complexity analysis
- **Right-Sizing Analysis:** Accurately size your applications for their ideal cloud environment with performance, capacity, compute, and availability in mind

# CLOUD COST MANAGEMENT

## Visibility and Policy-driven Controls for Cloud Spending

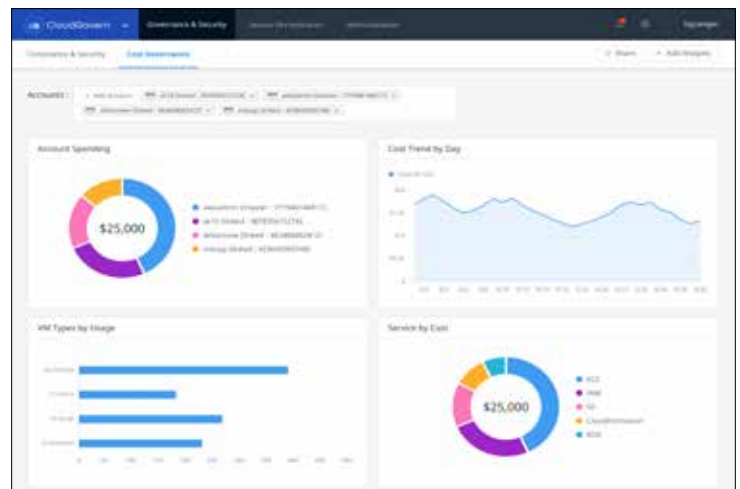
Public cloud usage often starts with independent and distributed projects within business units, well outside the watchful eyes of the IT group. With a focus on getting new services running quickly and little visibility into actual cloud spend, we continue to see rampant overspending on public cloud services. Whether from selecting oversized resources, forgetting to turn off unneeded or idle resources, or poor planning around network and storage fees, the result is escalating costs and a lack of centralized control. Without visibility into cloud spending on a per department or a per project basis, it's impossible to properly budget for cloud usage and tie cloud infrastructure spending to business outcomes.

CloudSphere solves this problem by providing visibility and policy-driven controls for cloud spending.

- **Set and track budgets** by department, project, business unit, or individual users

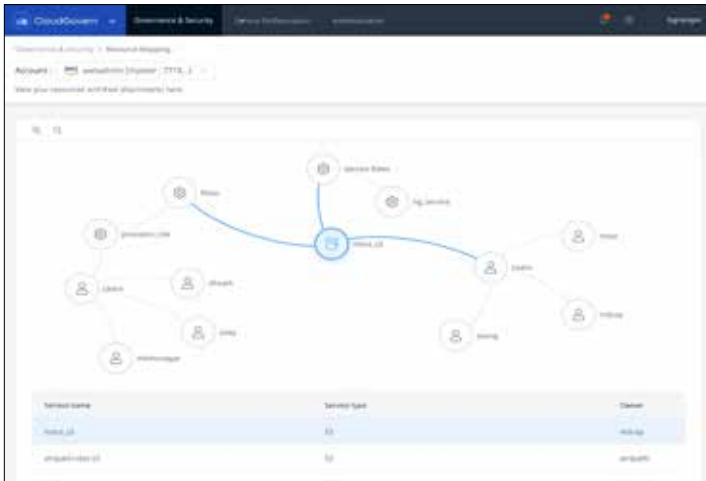
- **Configure alerts** for immediate notification if budget thresholds are crossed
- **Allow users to take corrective action** from trend reports before getting hit with a surprise bill
- **Optimize cloud spending** with continuous resource monitoring and right-sizing suggestions

All of these capabilities are multi-cloud capable, so that users can get a coherent and complete view of public cloud spending in a single dashboard.



## Control Cloud Security Risks and Ensure Compliance

Public cloud users bear significant responsibilities in today's shared security model. Power users at cloud-centric companies need self-service access to the cloud in order to maintain agility, but providing that access magnifies risk without security governance guardrails in place to prevent misconfigurations with significant security and compliance consequences for the business. Similarly, Identity & Access Governance is an often-overlooked area of public cloud controls. Problems like access sprawl and inconsistent policy frameworks across on-premises and cloud environments



make enforcing a least-privilege security model exceedingly difficult in the cloud.

CloudSphere allows you to control cloud security risks and ensure compliance in complex hybrid and multi-cloud deployments with real-time visibility, continuous configuration monitoring, and user controlled auto-remediation capabilities.

Many cloud adopters fail to consider the attack surface opened up through misconfiguration of cloud resources and human error. CloudSphere can significantly reduce security and compliance risks.

- **Minimize the attack surface** in the cloud with a comprehensive set of security controls that monitor and control security status in real time
- **Remediate problems** before they can be exploited with auto-remediation and assisted-remediation capabilities
- **Monitor compliance status** against key industry standards, like CIS, PCI, HIPAA, SOC, NIST, and others
- **Track who has access to your most critical assets** in the cloud and visualize access paths to gain insights into users and attached policies and permissions

All of these monitors and alerts are available for multi-cloud environments and integrated with leading ticketing systems like ServiceNow and Jira to help ensure critical issues are given the attention they need.

## AZURE EXPERT MSP AUDIT READINESS

### CloudSphere Can Help You Work Through the Certification Audit

Cloud Service Providers are facing a growing need to differentiate themselves and find innovative new services to offer their clients. At the same time, they must ensure they retain existing clients by providing accurate billing data and tools that give them better insight into their cloud costs and security posture.

For Azure CSPs, the best way to differentiate is to achieve Azure Expert MSP status. While the program can seem complex, CloudSphere has helped customers ranging from small regional CSPs to international giants work through the

cloud management requirements and certification audit.

The CloudSphere MSP Solution delivers:

- **A proven solution** to meet the Azure Expert MSP cloud management audit requirements
- **Scalability** to support even the largest Cloud Service Providers
- **Multi-cloud capabilities** that provide a single pane of glass for managing services across multiple cloud providers
- **A simple path** to offer additional value add recurring services like security and cost management

All of these capabilities are multi-cloud capable, so that users can get a coherent and complete view of public cloud governance in a single dashboard.

The common thread in all CloudSphere solutions is Application Intelligence. Application Intelligence discovers and collects all of the data points that together define an application across on-prem, hybrid, and cloud environments. It then correlates these data points into an application-centric view that provides a new way of managing complex cloud environments. With Application intelligence, cloud migration planning can now allow application optimization before and after moving to the cloud. Cloud cost management can now project cloud spend per application, and set budget threshold alerts to provide a warning if that projection is going to exceed budget. Similarly, security posture management can show who has access to each critical application in the cloud. This application-centric view of the cloud dramatically simplifies governance for companies of all sizes.

Differentiation for CSPs is getting more challenging all the time. When adding support for a additional hyperscale cloud providers or trying to add new value-added services, having multiple toolsets across different cloud providers quickly becomes unmanageable. CloudSphere provides a single tool that allows you to manage every public cloud the same way, accelerate time to revenue with automation to expedite cloud migrations, and add new recurring revenue services like cost management and security posture management to keep you ahead of the competition.

### KEY DIFFERENTIATION

- The most advanced agentless application discovery and dependency mapping solution for migrating complex apps
- The only platform with Application Intelligence that allows you manage migration, cost, and security on a per application basis in the cloud
- A single platform and user experience for cloud planning and governance across all cloud providers dramatically reduces the number of tools required

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