



# Surveil Hybrid Cloud Cost Management

## DESIRED OUTCOMES

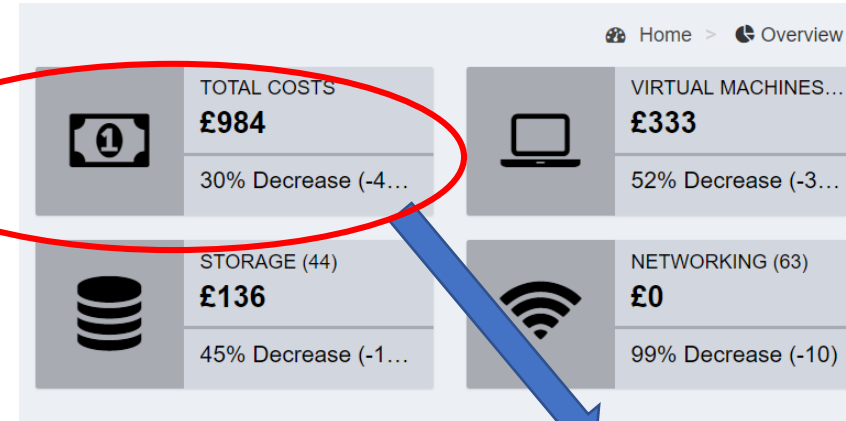
- Azure running costs aligned to budgets on an up to daily basis
- Understanding Azure costs and consumption per system, region, cost code etc.
- Substantial cost reduction – ongoing
- Transparency of bills to your customers and departments
- Billing categories can be linked to Surveil Hybrid Cloud Management Platform
- Fully leveraged savings offered by Microsoft

[illegible]

# Managing cloud costs with Surveil Hybrid Cloud Cost Management and Microsoft Azure

## Your Azure Bill

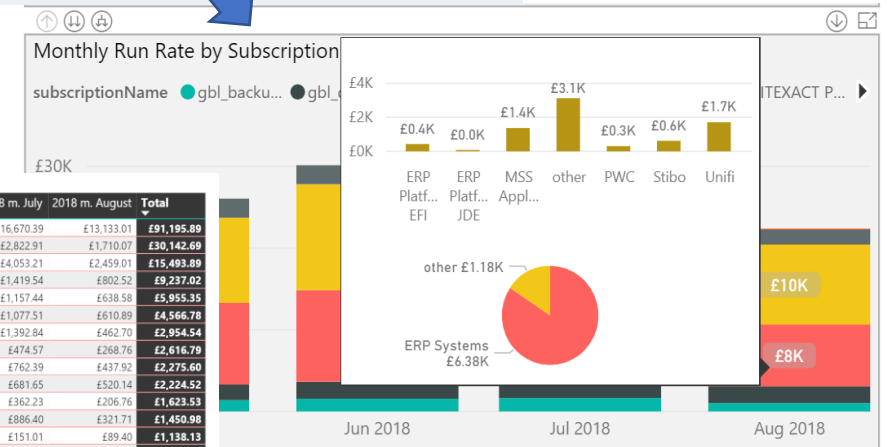
| Subscription              | Subscription Date | Month | Day | Year | Product             | Meter ID           | Meter Category | Meter Sub-Meter          | Regl Meter  | Unit      | Consumed | Resource  | Extended | Resource  | Unit   | Consumed   | Instance ID                                      | Service Info | Service Info | Additional Tags |  |
|---------------------------|-------------------|-------|-----|------|---------------------|--------------------|----------------|--------------------------|-------------|-----------|----------|-----------|----------|-----------|--|--|--|--------------|--------------|-----------------|--|
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Geo Redundant Stor  | 0521674-5ebd-46    | Storage        | Geo Redun All Regions    | Standard    | K         | 0.189259 | 0.0033288 | 0.0003   | northrup  | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Management     | 1532f0ab-3ae8-48   | Data Mana      | All Regions              | Standard    | N         | 0.0598   | 0.000373  | 0.00032  | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Storage Read-Access | 676d0a0-4eb1-42    | Storage        | Read-Access All Regions  | Standard    | K         | 0.000192 | 0         | 0        | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Transfer Out   | 9995d93a-7d35-4d   | Networking     | Zone 1                   | Data Trans  | 0.000624  | 0.036037 | 2.25E-05  | sunorth  | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Management     | ca22f0ac-9d45-45   | Data Mana      | Geo Redun All Regions    | Standard    | K         | 0.0144   | 0         | 0        | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Read-Access Geo     | Re7e7d0c-0279-44   | Windows        | Read-Access All Regions  | Standard    | K         | 0.771288 | 0.055533  | 0.042832 | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Standard_D2_v3      | VN434602a7-9243-4e | Virtual Ma     | Standard                 | CEU North   | Compute   | H        | 24        | 0.148999 | 3.575984  | northrup   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Public IP Addresses | f114b1b9-ea64-40   | Networking     | Instance for All Regions | IP Address  | 24        | 0.003    | 0.071997  | northrup | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Backup Protected In | 6551548b-7461-4f   | Recovery S     | Backup                   | All Regions | Protected | I        | 0.016129  | 7.448227 | 0.120132  | northrup   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Networking Geo      | Re6d93c0-288b-41   | Networking     | Geo Redun EU North       | Data Trans  | 0.001563  | 0        | 0         | sunorth  | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Transfer In    | Zc32c3ebec-1646-49 | Networking     | Zone 1                   | Data Trans  | 0.000552  | 0        | 0         | sunorth  | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Transfer In    | Zc32c3ebec-1646-49 | Networking     | Zone 1                   | Data Trans  | 0.000617  | 0        | 0         | northrup | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Management     | 1a200f0e-6618-48   | Data Mana      | Geo Redun All Regions    | Standard    | K         | 0.029    | 0         | 0        | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Storage Locally Red | 35ef9056-bd72-46   | Storage        | Locally Redun EU North   | Standard    | I         | 0.030912 | 4.379606  | 0.135382 | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Storage Locally Red | e85f0914-1841-43   | Storage        | Locally Redun EU North   | Standard    | I         | 0.030912 | 1.137551  | 0.035164 | sunorth   | Microsoft  | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |              |              |                 |  |
| 931e10 3599dc5-gbl_tested | 03/01/2018        | 3     | 1   | 2018 | Data Transfer Out   | 9995d93a-7d35-4d   | Networking     | Zone 1                   | Data Trans  | 0.000634  | 0.036037 | 7.78E-05  | northrup | Microsoft | 5/subscription/3599dc5-7c46-4782-a707-ea85c67247 |  |  |              |              |                 |  |



## Surveil Hybrid Cloud Cost Management Reports

| Tag Name    | Tag Value            | Cost   | Previous Cost | Difference |
|-------------|----------------------|--------|---------------|------------|
| System Name | Azure Billing        | £62.8  | £63.81        | ↓ 2%       |
| System Name | Ciartech Web Sites   | £0.28  | £0.28         | ↑ 3%       |
| System Name | ITEXACT Databases    | £47.62 | £45.09        | ↑ 6%       |
| System Name | ITEXACT Test Systems | £3.26  | £3.15         | ↑ 3%       |
| System Name | Power BI Environment | £8.3   | £8.3          | ↓ 0%       |

| Tags - System Name   | 018 m. January | 2018 m. February | 2018 m. March | 2018 m. April | 2018 m. May | 2018 m. June | 2018 m. July | 2018 m. August | Total       |
|----------------------|----------------|------------------|---------------|---------------|-------------|--------------|--------------|----------------|-------------|
| other                | £2,035.61      | £2,494.82        | £8,977.23     | £13,154.81    | £15,862.11  | £16,757.54   | £16,670.39   | £13,133.01     | £91,195.89  |
| Unifi                | £3,137.75      | £2,844.15        | £3,154.10     | £3,050.48     | £3,168.85   | £3,078.16    | £2,822.91    | £1,710.07      | £30,142.69  |
| MSS Application      | £110.51        | £513.47          | £1,341.64     | £1,712.98     | £2,195.30   | £3,107.77    | £4,053.21    | £2,459.01      | £15,493.89  |
| for Business         |                | £708.42          | £1,860.64     | £1,545.17     | £1,472.72   | £1,428.01    | £1,419.54    | £802.52        | £9,237.02   |
|                      |                |                  | £389.85       | £1,081.52     | £1,478.89   | £1,209.07    | £1,157.44    | £638.58        | £5,955.35   |
| Solarwinds           | £250.58        | £226.52          | £248.40       | £240.96       | £339.74     | £1,081.91    | £1,077.51    | £610.89        | £5,955.35   |
| SCOM                 |                |                  |               |               |             | £1,098.99    | £1,392.84    | £462.70        | £2,954.54   |
| Active Directory     |                | £83.52           | £401.89       | £435.65       | £476.69     | £475.72      | £474.57      | £268.76        | £2,616.79   |
| ERP Platform EFI     |                |                  | £12.24        | £163.00       | £253.42     | £646.62      | £762.39      | £437.92        | £2,275.60   |
| Digital eCommerce    |                | £74.79           | £188.97       | £197.82       | £258.20     | £302.95      | £681.65      | £520.14        | £2,224.52   |
| zScaler              |                |                  | £119.46       | £317.78       | £311.93     | £305.37      | £362.23      | £206.76        | £1,623.53   |
| PWC                  |                |                  |               |               |             | £242.88      | £886.40      | £321.71        | £1,450.99   |
| Power BI Environment | £139.53        | £141.88          | £156.45       | £151.48       | £156.63     | £151.75      | £151.01      | £89.40         | £1,138.13   |
| Security Systems     |                |                  |               |               | £79.46      | £254.17      | £275.20      | £187.97        | £796.80     |
| NetApp               |                |                  |               |               |             |              | £96.33       | £249.26        | £345.60     |
| ITEXACT Databases    |                |                  |               |               |             |              | £19.09       | £228.97        | £248.06     |
| Surveil              |                |                  |               |               |             |              |              | £55.29         | £55.29      |
| ERP Platform JDE     |                |                  | £1.30         | £2.12         | £2.12       | £2.12        | £2.07        | £1.16          | £10.90      |
| The Judge SQL DB     |                |                  |               |               |             |              |              | £2.52          | £2.52       |
| ITEXACT Test Systems |                |                  |               |               |             |              |              | £1.56          | £1.56       |
| Azure Billing        |                |                  |               |               |             |              |              | £1.41          | £1.41       |
| Ciartech Web Sites   |                |                  |               |               |             |              |              | £0.21          | £0.21       |
| Total                | £5,673.98      | £7,087.58        | £16,852.15    | £22,053.77    | £26,056.06  | £30,143.04   | £32,304.79   | £22,389.83     | £172,338.06 |



Effective cloud cost management:  
Visibility, accountability, control



# ITEXACT Surveil Hybrid Cloud Cost Management

Surveil Hybrid Cloud Cost Management delivers daily, automated business reports of Azure costs segmented by any business definition you set up, providing costing information in a format business managers can use.

## Azure Cloud Costs in business terms

- Integrates seamlessly and directly with Azure
- Transform complex bills (thousands of lines of data) into clear business information
- Integrate with Power BI to take advantage of advanced analyses

## Mechanism For Cost Control

- Surveil Hybrid Cloud Management has been developed specifically to enable better cost management of Azure cloud
- Set up classifications to suit your business (region, business unit, project)
- Supports retrospective analysis on historical data.

## Exploit Azure Cloud cost reducing potential

- Schedule automatic adjustments to stay within your budget
- Give team managers visibility and full control over resource allocation and cloud spend to keep costs in check

Surveil Hybrid Cloud Cost Management turns complex, IT-focused Azure bills into clear and precise Cloud cost control

# ITEXACT Surveil Hybrid Cloud Cost Management + Microsoft Azure

Surveil Hybrid Cloud Cost Management enables you to fully utilise Microsoft Azure's Cloud solution while keeping within your business budget

## SOLUTION ALIGNMENT

Surveil Hybrid Cloud Cost Management and  
Microsoft Azure:  
Maximise Cloud investment

Fully leverage Cloud elasticity while  
optimising Cloud spend

Surveil Hybrid Cloud Cost Management and  
Microsoft Azure:  
Effective cloud cost management

Enable highly resilient environments in  
cost effective manner

Surveil Hybrid Cloud Cost Management +  
Microsoft Azure:  
Budget Control

Align all Azure costs to business budgets

# Customer Success Story

Since implementing Surveil Hybrid Cloud Cost Management, we have a business view of our costs aligned to our systems and realised savings in excess of 25% of our total bill. The ability to review our systems and expenditure whenever we need to has given us unprecedented and invaluable control of our cloud spend.

- In excess of £5,000/month
- Closed 30/09/18
- Global Manufacturing

Global Head of Infrastructure  
FTSE 250

## WIN RESULTS

Daily views of costs up/down against various system and departmental categories


In excess of 25% savings realised

Full budget aligned costs shown against our business categories


Filter by tag or value  
System Name

| Tag Name    | Tag Value      | Cost    | Previous Cost | Difference |
|-------------|----------------|---------|---------------|------------|
| System Name | System Backups | £112.74 | £109.18       | 3%         |
| System Name | Stibo          | £5.08   | £5.01         | 1%         |
| System Name | TWS            | £47.41  | £48.22        | 2%         |
| System Name | Solarwinds     | £24.75  | £24.76        | 0%         |


**Planning** a list costs saving recommendations



**POTENTIAL SAVINGS**  
£20,204 / month



**IMPACTED SERVICES**  
256




**Reserved Instance**  
Reserve instance

Potential Savings / Month **£10,250**

Impacted Resources **94**

[Dismiss](#) [Details](#)



**Idle Services**  
Delete or de-allocate VM or Service

Potential Savings / Month **£6,037**

Impacted Resources **47**

[Dismiss](#) [Details](#)

| Tag System Name usage costs        | Cost Code (1) | Line of Business         | System Name              | System Type              | Customer Name            | Export                   |                          |
|------------------------------------|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Tag Value                          | 2017-11       | 2017-12                  | 2018-01                  | 2018-02                  | 2018-03                  | 2018-04                  | 2018-05                  |
| BI HDI Warehouse and Unifi         | £130.41       | £5,375.93 <span>▲</span> | £3,356.02 <span>▼</span> | £3,042.87 <span>▼</span> | £3,374.91 <span>▲</span> | £3,264.11 <span>▼</span> | £3,385.71 <span>▲</span> |
| System Backups                     | £17.51        | £300.28 <span>▲</span>   | £597.12 <span>▲</span>   | £760.47 <span>▲</span>   | £950.51 <span>▲</span>   | £1,138.86 <span>▲</span> | £1,396.92 <span>▲</span> |
| MSS Applications                   |               |                          |                          | £279.51                  | £724.22 <span>▲</span>   | £839.60 <span>▲</span>   | £1,246.87 <span>▲</span> |
| IT Development and Testing Systems | £3.19         | £1.15 <span>▼</span>     |                          | £52.72                   | £764.36 <span>▲</span>   | £1,106.05 <span>▲</span> | £1,197.56 <span>▲</span> |
| Skype for Business                 |               |                          |                          | £708.42                  | £1,858.99 <span>▲</span> | £1,544.92 <span>▼</span> | £1,472.72 <span>▼</span> |