Seidor Value-added platforms

seidor

tecnología que impulsa tu negocio

Seidor Value-added platforms
Executive Summary

The use of cloud technologies requires a special focus on operational control. An organization's **executive or administrative profiles** need to have key cloud indicators under control:

- Autonomous service management (CSP-only provisioning and billing) seidor Banna

- Service costs
- Resource usage
- Safety

} seidor Banna Analytics

Seidor provides together with the licensing service the Seidor Banna & Banna Analytics tool in order to provide executive profiles with such information.

Seidor Value-added platforms
No VS With BANNA

Autonomous management

Dependencies for provisioning licenses

End-of-month bill with total consumption

Self-screening portal 24*7

Detailed and historical invoice (every day 2)

SEIDOR electronic service store

Opening of support incidents connected to the CAU

seidor Banna

Service costs

Receiving Costs on Demand to partner (CSV)

Dynamic comparative charts of costs per month and services

Let´s you know the detail of user and/or department (label)

seidor Banna Analytics

Resource usage

Request for technical analysis with access to multiple portals

Dynamic comparison charts of service usage.

Let´s you know the detail of user and/or department (label)

seidor Banna Analytics

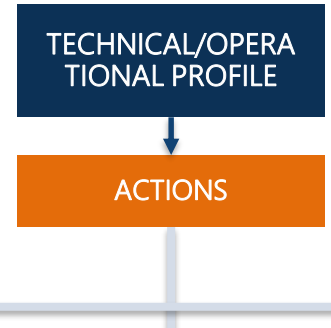
Safety

Request for technical analysis with a lot of detail of information

Dynamic charts with high-level information

seidor Banna Analytics

Software Management Platform Customer Impact



MANAGEMENT/BILLING

- **Real-time** access and visualization of the contracted online service
-
- **Invoice** detail for PYG understanding
- **Solving** complicated internal billing scenarios
- **It provides** autonomy and agility to billing departments.

AUTONOMOUS MANAGEMENT

- **Access** to the entire CSP portfolio for autonomous purchasing
- **Modification** contracted service (High or low)
- **Access** to SEIDOR services to meet MS technology needs
  - Assesments, SSGG
  - Formations
  - Power BI, security
  - BannaAnalytics
- **It provides** autonomy and agility to operations departments.

SUPPORT

- **Ticket** management through the portal
- **Specialist** in licensing/services available to the customer

Service Optimization and Adoption
Customer Impact

seidor Banna Analytics

*Real-time information
**Requires Power BI Pro license

EXECUTIVE PROFILE

DECISION POWER

COSTS

- **Control** over the investment made.
- **Expenses** identified by subsidiaries, departments, etc..
- **Forecasting** future costs that may have an impact on executive decisions
- **Identification** of NOT Expected Overstes

ADOPTION OF USE OF THE SERVICE

- **Service** purchased vs service used
- **Knowledge** about the use of the service purchased by users.
- "**Push**" about the use of technology vs deprecation optimization. (decision)
- **Status** of migrations, new departments, projects, etc.

SECURITY CENTER

- **Quick** and easy view of security status (Non-technical profile)
- **How** sure do we want it to be our environment? (Decision)
- **Work** on improvement actions with technical team or with the help of partner

Seidor BannaAnalytics
Value added to customer

seidor
tecnología que impulsa tu negocio

No cost (Free)

360ª vision of Cloud services

Autonomy and control

Actual costs vs MS PVP (P.S.)

Satisfaction with growth controlled in the cloud

WHAT DOES THIS SOLUTION GIVE ME?

seidor Banna Analytics

Identifying unexpected costs

Agility in taking Decisions

Simplify consumption and cost optimizations

Daily data update

Simplify consumption and cost forecasts

Transparency

Direct visibility into cloud security

DEMO

seidor Banna

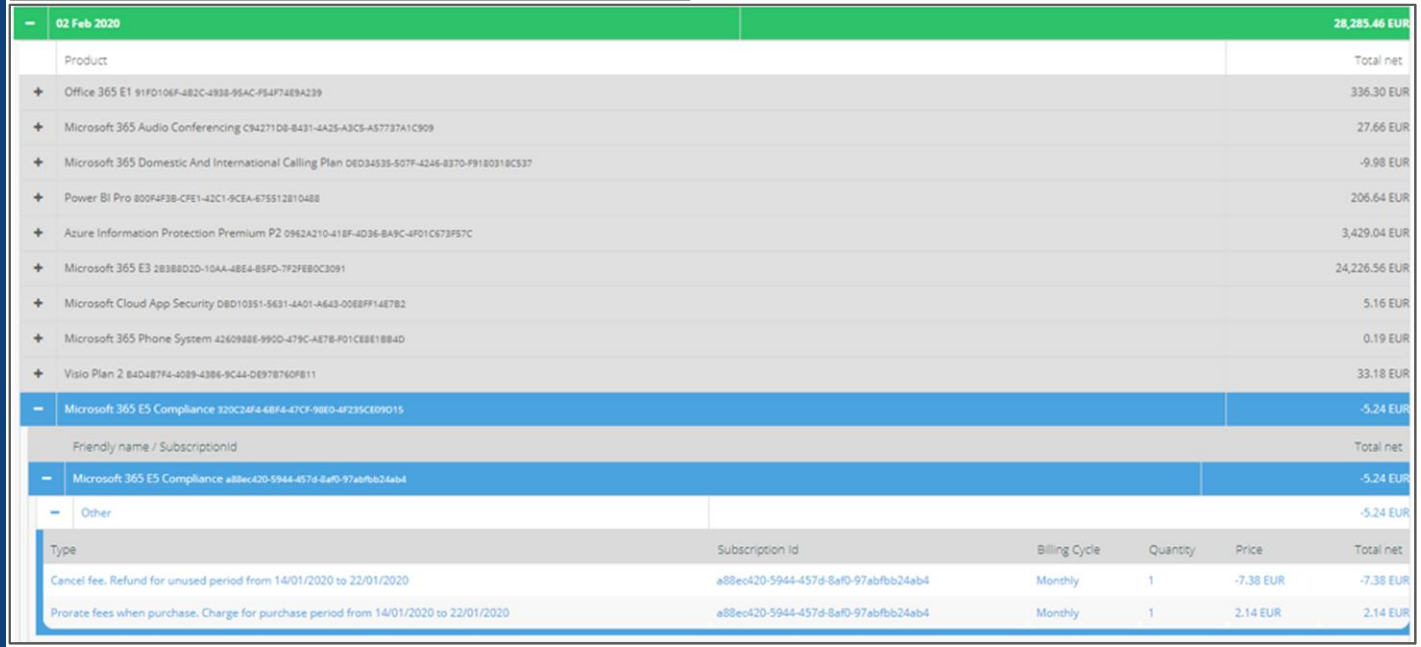
Software Management Platform
Management/Billing

seidor Banna

Microsoft O365 CSP Direct
Microsoft

Office 365 is a cloud-based subscription service that brings together the best tools for the way people work today. By combining best-in-class services like OneDrive and Microsoft Teams, Office 365 lets anyone create and share anywhere on any device.

- Billing (VIEW)
- 9 Subscriptions (MANAGE)
- 1506 Users (MANAGE)
- Licenses (MANAGE)



02 Feb 2020					28,285.46 EUR
Product					Total net
Office 365 E1 91FD106F-4B2C-4938-95AC-F54F74E9A239					336.30 EUR
Microsoft 365 Audio Conferencing C94271D8-B431-4A25-A3C5-A57737A1C909					27.66 EUR
Microsoft 365 Domestic And International Calling Plan 0ED34535-507F-4246-8370-F9180318C537					-9.98 EUR
Power BI Pro 800F4F3B-CFE1-42C1-9CEA-675512810488					206.64 EUR
Azure Information Protection Premium P2 0962A210-41BF-4D36-BA9C-4F01C673F57C					3,429.04 EUR
Microsoft 365 E3 2B3B8D2D-10AA-4BE4-B5FD-7F2FEB0C3091					24,226.56 EUR
Microsoft Cloud App Security D8D10351-5631-4A01-A643-00E8FF14E7B2					5.16 EUR
Microsoft 365 Phone System 4260988E-990D-479C-AE7B-F01CE8E1B84D					0.19 EUR
Visio Plan 2 B4D4B7F4-4089-4386-9C44-DE97B760FB11					33.18 EUR
Microsoft 365 E5 Compliance 320C24F4-6BF4-47CF-98E0-4F235CE09015					-5.24 EUR
Friendly name / SubscriptionId					Total net
Microsoft 365 E5 Compliance a88ec420-5944-457d-8af0-97abfbb24ab4					-5.24 EUR
Other					-5.24 EUR
Type	Subscription Id	Billing Cycle	Quantity	Price	Total net
Cancel fee. Refund for unused period from 14/01/2020 to 22/01/2020	a88ec420-5944-457d-8af0-97abfbb24ab4	Monthly	1	-7.38 EUR	-7.38 EUR
Prorate fees when purchase. Charge for purchase period from 14/01/2020 to 22/01/2020	a88ec420-5944-457d-8af0-97abfbb24ab4	Monthly	1	2.14 EUR	2.14 EUR

What does service management offer?

Real-time viewing of the contracted service

Billing report based on actual consumption

Notifications about subscription renewal

Viewing Office 365 users and licenses
- Creating users
- License assignment

Software Management Platform
Management/Billing

seidor Banna

Subscriptions

Name	Offer Id	Price	Quantity	Consumed units
Office 365 E1 ORGANIZACIÓN MATRIZ	91FD106F-4B2C-4938-95AC-F54F74E9A239	0,00 EUR	44	44
Office 365 E1 FILIAL 1	91FD106F-4B2C-4938-95AC-F54F74E9A239	0,00 EUR	9	9
Office 365 E1 FILIAL 2	91FD106F-4B2C-4938-95AC-F54F74E9A239	0,00 EUR	3	3
Office 365 E1 FILIAL 3	91FD106F-4B2C-4938-95AC-F54F74E9A239	0,00 EUR	85	85
Office 365 E3 ORGANIZACIÓN MATRIZ	796B6B5F-613C-4E24-A17C-	0,00 EUR	1	1
Office 365 E3 FILIAL 1				

02 May 2020	1,357.98 EUR
Product	Total net
Office 365 E1 91FD106F-4B2C-4938-95AC-F54F74E9A239	1,015.96 EUR
Friendly name / SubscriptionId	Total net
ORGANIZACIÓN MATRIZ 8f877485d4a4	884.55 EUR
FILIAL 1 :162-f3d2-4a00-8109-8ea0f161709e	65.41 EUR
FILIAL 2 86f73-0a71-4fec-bd60-2cbaa095a584	66.00 EUR
Office 365 E3 96B6B5F-613C-4E24-A17C-EBA730D49C02	342.02 EUR
Friendly name / SubscriptionId	Total net
ORGANIZACIÓN MATRIZ 82ec-3063389a36be	344.28 EUR
FILIAL 1 59c7-ff58-4c8d-885a-4f88c7b10ac2	-2.26 EUR

How to divide billing by subsidiaries or departments?

We designate subscriptions by affiliates. License discharge control

Invoicing report by subsidiary

Helps internal billing

Seidor bills directly to each of the companies

Software Management Platform
Management/Billing

seidor Banna

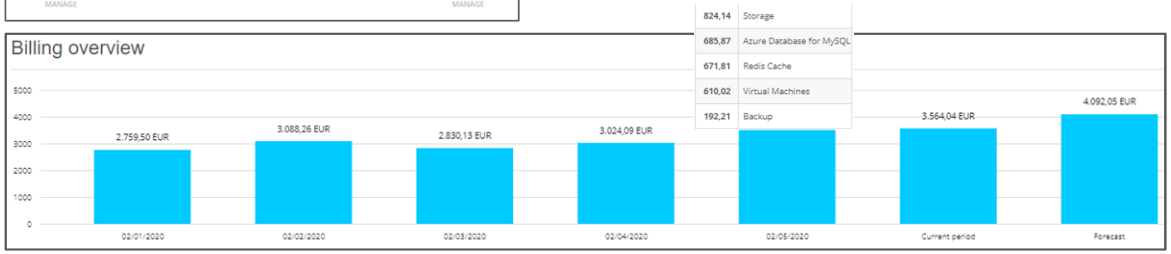
Azure

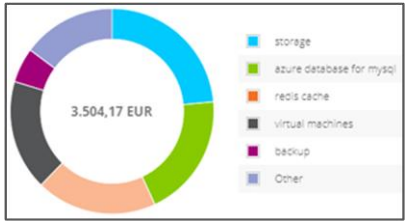
Billing
VIEW

Usage report
VIEW

1 Subscriptions
MANAGE

54547 Users
MANAGE





Microsoft Azure (a2cad7fa-75a1-407f-a633-f9716695c314)	3,504.17 EUR
Category	Total net
Storage	824.14 EUR
Azure Database for MySQL	685.87 EUR
Virtual Network	0.36 EUR
Security Center	36.48 EUR
Azure DNS	4.56 EUR
Backup	192.21 EUR
Virtual Machines	610.02 EUR
Bandwidth	88.82 EUR
Log Analytics	147.61 EUR
Sentinel	127.01 EUR
Redis Cache	671.81 EUR
VPN Gateway	115.28 EUR

What does service management offer?

- Real-time viewing of the contracted service
- Billing report based on actual consumption
- Azure usage report

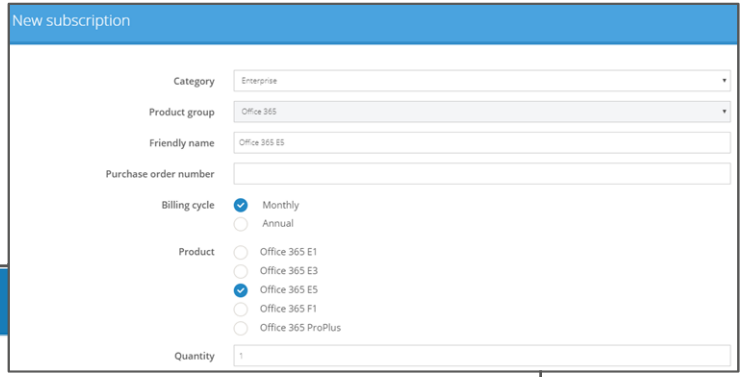
Software Management Platform
Autonomous Management

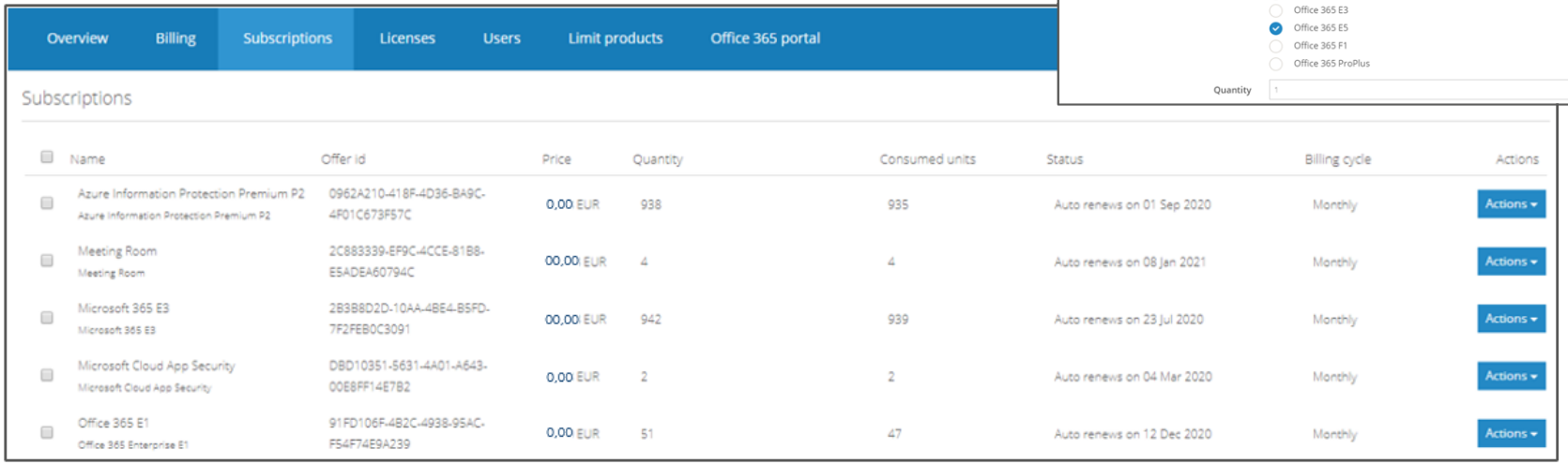
What does the car service offer?

Acceptance of contracts
Purchase of any CSP subscription (Azure & O365)
High and low active subscription licenses

E-Store:
Microsoft Technology-Based Seidor Services

- Cloud Assessments
- SSGG, Security…
- Formations





DEMO OFFICE 365

Service Optimization and Adoption
Demo Office 365

Cloud Solution Provider (CSP).

Office 365

Comparison of costs by product

Contracted licenses

Summary of users assigned by product and object tags.

User detail. Filtering by object and product labels

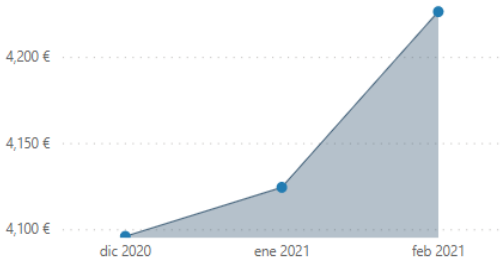
Dynamic information via Pop-Up windows

Banna Analytics | COST

Office 365

Español | English | Catalan

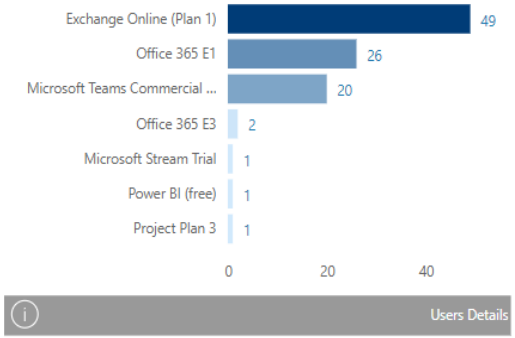
Cost last 6 months



Users Details

Product	dic 2020	ene 2021	feb 2021
Project Plan 3	67.47 €	67.47 €	67.47 €
OneDrive for Business (Plan 1)	3.74 €	3.74 €	3.74 €
Office 365 E3	209.76 €	209.76 €	209.76 €
Office 365 E1	2,172.00 €	2,228.90 €	4,474.65 €
Office 365 Business Premium	46.85 €	46.85 €	46.85 €
Exchange Online Kiosk	1.50 €	1.50 €	1.50 €
Exchange Online (Plan 1)	1,590.00 €	1,561.55 €	1,613.69 €
Azure Active Directory Premi...	4.50 €	4.50 €	4.50 €
Total	**4,095.82 €**	**4,124.27 €**	**6,422.15 €**

Summary of assigned users



Summary of contracted licenses

License	Contracted	By Seidor (CSP)	Price	Billing
Azure Active Directory Premium P1	1	1	4.5 €	Monthly
Exchange Online (Plan 1)	537	537	3 €	Monthly
Exchange Online Kiosk	1	1	1.5 €	Monthly
Microsoft 365 Business Standard	5	5	9 €	Monthly
Microsoft Teams Exploratory	100	12	18 €	Monthly
OneDrive for Business (Plan 1)	1	1	4 €	Monthly
Power BI Pro	3	3	10 €	Monthly
Project Plan 3	3	3	25 €	Monthly
Microsoft Business Center	10,000	0	0 €	Undefined
Microsoft Power Automate Free	10,000	0	0 €	Undefined
Office 365 E1	376	0	0 €	Undefined
Office 365 E3	12	0	0 €	Undefined

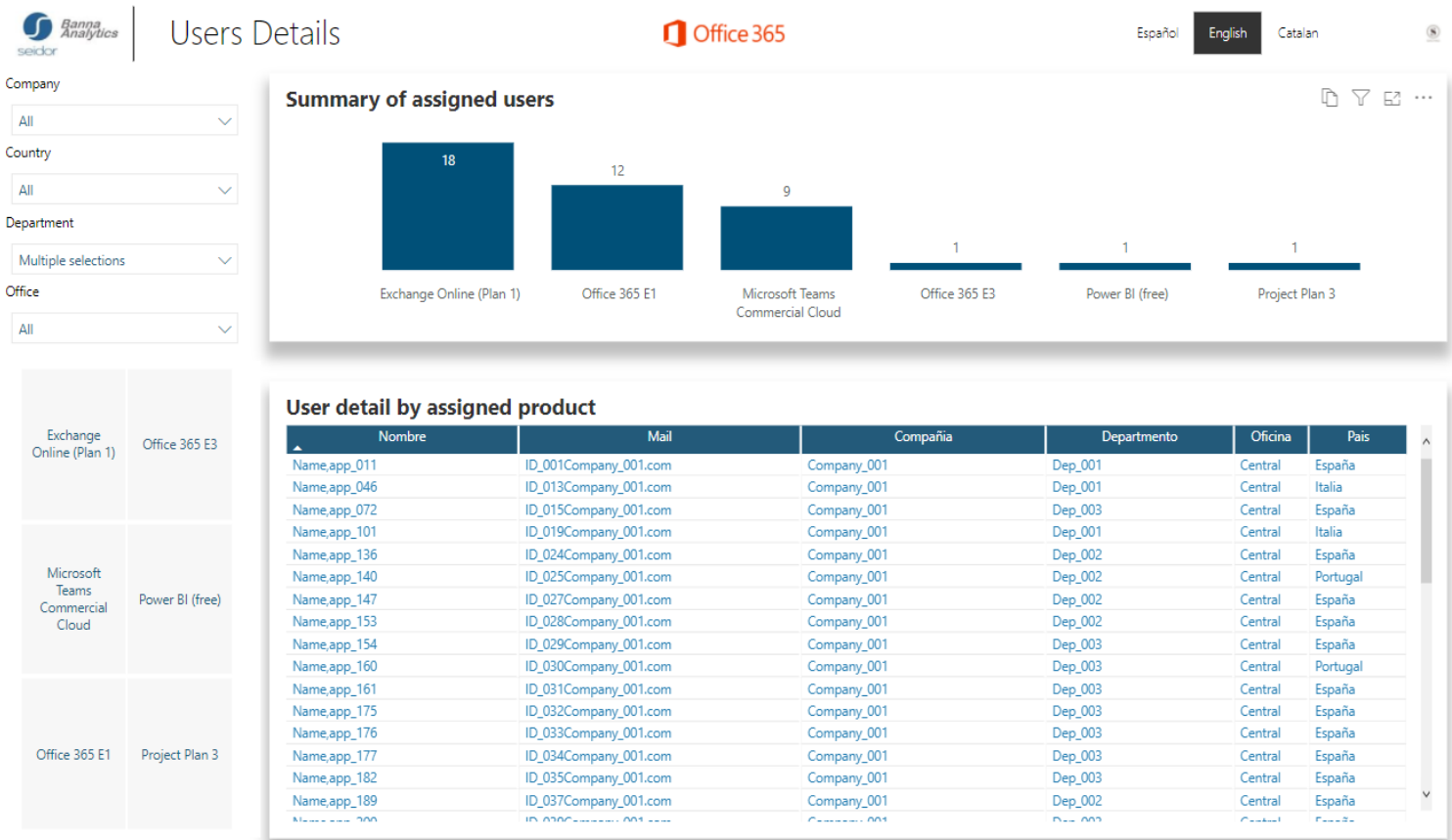
Service Optimization and Adoption
Demo Office 365

Office 365

Summary of users assigned by product and object tags.

User detail. Filtering by object and product labels

Información dinámica mediante ventanas Pop-Up



Nombre	Mail	Compañia	Departmento	Oficina	Pais
Name,app_011	ID_001Company_001.com	Company_001	Dep_001	Central	España
Name,app_046	ID_013Company_001.com	Company_001	Dep_001	Central	Italia
Name,app_072	ID_015Company_001.com	Company_001	Dep_003	Central	España
Name,app_101	ID_019Company_001.com	Company_001	Dep_001	Central	Italia
Name,app_136	ID_024Company_001.com	Company_001	Dep_002	Central	España
Name,app_140	ID_025Company_001.com	Company_001	Dep_002	Central	Portugal
Name,app_147	ID_027Company_001.com	Company_001	Dep_002	Central	España
Name,app_153	ID_028Company_001.com	Company_001	Dep_002	Central	España
Name,app_154	ID_029Company_001.com	Company_001	Dep_003	Central	España
Name,app_160	ID_030Company_001.com	Company_001	Dep_003	Central	Portugal
Name,app_161	ID_031Company_001.com	Company_001	Dep_003	Central	España
Name,app_175	ID_032Company_001.com	Company_001	Dep_003	Central	España
Name,app_176	ID_033Company_001.com	Company_001	Dep_003	Central	España
Name,app_177	ID_034Company_001.com	Company_001	Dep_003	Central	España
Name,app_182	ID_035Company_001.com	Company_001	Dep_003	Central	España
Name,app_189	ID_037Company_001.com	Company_001	Dep_002	Central	España

Service Optimization and Adoption
Demo Office 365

seidor Banna Analytics

Enterprise Agreement

Office 365

Contract information

Billing last 6 months

Contract benefits

Prices set for the duration of the contract

Information regarding future billings

Dynamic information via Pop-Up windows

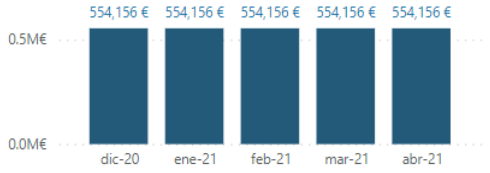
Banna Analytics seidor | COST | Office 365 | Español | English | Catalan

Agreement Number	Primary Customer Name
123456789	Cliente 001

Agreement Type
Standard Enrollment

Agreement Start Date	Agreement End Date
01/04/2020	31/03/2023

Billed last 6 months



Benefits

Benefit Status	Benefit Name	Eligible Qty	Activated Qty
Enrolled	24x7 Problem Resolution Support	7	22
Enrolled	Training Vouchers	2	0
Not Enrolled	Home Use Program	19	0
Not Enrolled	Planning Services	15	0

Summary of contracted licenses

Item Name	Usage Country	Quantity	Purchase Order Type
WinSvrSTDCore ALNG SA MVL 2Lic CoreLic	Spain	1024	Basic Enterprise Commitment
WinSvrSTDCore ALNG LicSAPk MVL 2Lic CoreLic	Spain	560	Basic Enterprise Commitment
WinSvrDCCore ALNG SA MVL 2Lic CoreLic	Spain	264	Basic Enterprise Commitment
WinRmtDsktpSrvcsCAL ALNG SA MVL UsrCAL	Spain	415	Basic Enterprise Commitment
VSProSubMSDN ALNG SA MVL	Spain	47	Basic Enterprise Commitment
VSProSubMSDN ALNG LicSAPk MVL	Spain	10	Basic Enterprise Commitment
VSProSubMSDN ALNG LicSAPk MVL	Spain	5	True Up

Future Billing

PO Number	Type	Item Name	Quantity	Price	Amount	Inv. Date
9600019376A		AzureDevOpsServerCAL ALNG SA MVL U...	3658	9,4...	246,9...	01/04/2022
9600019376A		PrjctPro ALNG LicSAPk MVL w1PrjctSvrCAL	3224	9,1...	235,9...	01/04/2021

Fixed Prices

Part Number	Item Name	Fixed Price	TrueUP
3Q2-00002	ProjOnlnEssntls ShrdSvr ALNG SubsVL MVL PerUsr	3.88 €	Mensual
7TC-00001	ExchgOnlnKsk ShrdSvr ALNG SubsVL MVL PerUsr	1.54 €	Mensual
AAA-10732	EntMobandSecE3Full ShrdSvr ALNG SubsVL MVL PerUsr	5.36 €	Mensual
AAA-10842	O365E3 ShrdSvr ALNG SubsVL MVL PerUsr	14.85 €	Mensual
AAA-12414	CoreCALBridgeO365 ALNG SubsVL MVL PerUsr	1.60 €	Mensual
HWN-00002	VisioPlan1 ShrdSvr ALNG SubsVL MVL PerUsr	2.86 €	Mensual
N9U-00002	VisioPlan2 ShrdSvr ALNG SubsVL MVL PerUsr	8.59 €	Mensual
NK4-00002	PwrBIPro ShrdSvr ALNG SubsVL MVL PerUsr	5.54 €	Mensual
SEJ-00002	PowerAppsPlan ShrdSvr ALNG SubsVL MVL PerUsr	26.10 €	Mensual
SY9-00004	O365E5 ShrdSvr ALNG SubsVL MVL PerUsr	25.06 €	Mensual
T6A-00024	O365E1 ShrdSvr ALNG SubsVL MVL PerUsr	4.82 €	Mensual
TJ7-00001	Audio Conf ShrdSvr ALNG SubsVL MVL PerUsr	2.53 €	Mensual
TRA-00047	ExchgOnlnPlan1 ShrdSvr ALNG SubsVL MVL PerUsr	2.30 €	Mensual
U5U-00001	IntunUSL a ALNG SubsVL MVL PerUsr	3.32 €	Mensual
U5U-00016	IntunUSL ALNG SubsVL MVL PerUsr	3.32 €	Mensual
076-01776	Prjct Std ALNG LicSAPk MVL	911.16 €	TrueUP 1

Service Optimization and Adoption
Demo Office 365

seidor Banna Analytics

Enterprise Agreement y CSP

Office 365

Summary of assigned licenses and their evolution

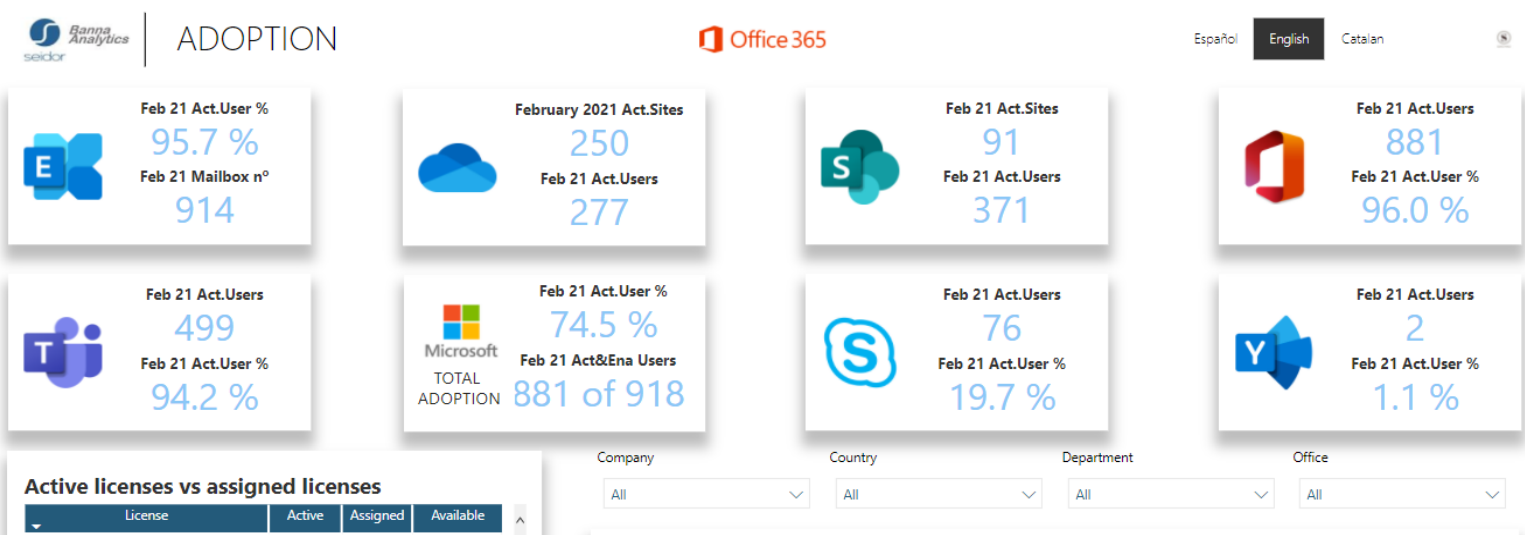
Microsoft technology deployed

- Workloads
- Active Users

User activity in the different Workloads

Adopción desplegada por user.

Dynamic information via Pop-Up windows



Service Optimization and Adoption
Demo Office 365

seidor Banna Analytics

Enterprise Agreement y CSP

Office 365

Microsoft Security Center 365 Summary

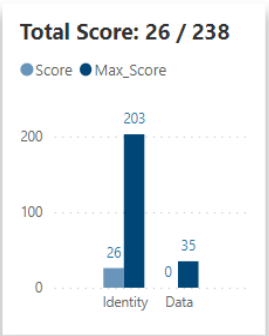
Actions for improvement, evolution and detail

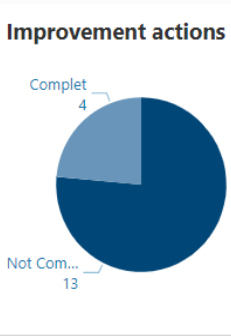
Dynamic information via Pop-Up windows

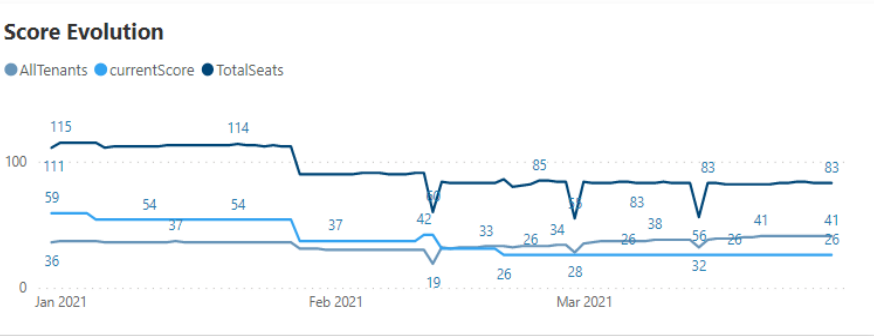
Banna Analytics seidor | SECURITY

Office 365

Español | English | Catalan







Detail of security improvement actions

Acción	Rank	Score	ScoreMax	Categoria	Impacto Usuario	Coste implementación	Servicio	Último estado
Enable Password Hash Sync if hybrid	9	10	10	Identity	Low	Low	AzureAD	Complet
Do not expire passwords	33	10	10	Identity	Moderate	Low	AzureAD	Complet
Designate more than one global admin	27	5	5	Identity	Low	Low	AzureAD	Complet
Use limited administrative roles	50	1	1	Identity	Low	Low	AzureAD	Complet
Apply IRM protections to documents	41	0	5	Data	Moderate	Moderate	AzureAD	Not Complet
Remove TLS 1.0/1.1 and 3DES dependencies	43	0	5	Data	Low	Low	EXO	Not Complet
Apply Data Loss Prevention policies	54	0	20	Data	Moderate	Moderate	IP	Not Complet
Turn on customer lockbox feature	127	0	5	Data	Moderate	Moderate	EXO	Not Complet
Require MFA for administrative roles	1	0	50	Identity	Low	Low	AzureAD	Not Complet
Ensure all users can complete multi-factor authentication for secure access	12	0	30	Identity	High	high	AzureAD	Not Complet
Enable self-service password reset	20	0	5	Identity	Moderate	Moderate	AzureAD	Not Complet
Designate fewer than 5 global admins	29	0	1	Identity	Low	Low	AzureAD	Not Complet
Do not allow users to grant consent to unmanaged applications	35	0	10	Identity	Moderate	Low	AzureAD	Not Complet

DEMO AZURE

Service Optimization and Adoption
Demo Azure

Cloud Solution Provider (CSP)

AZURE

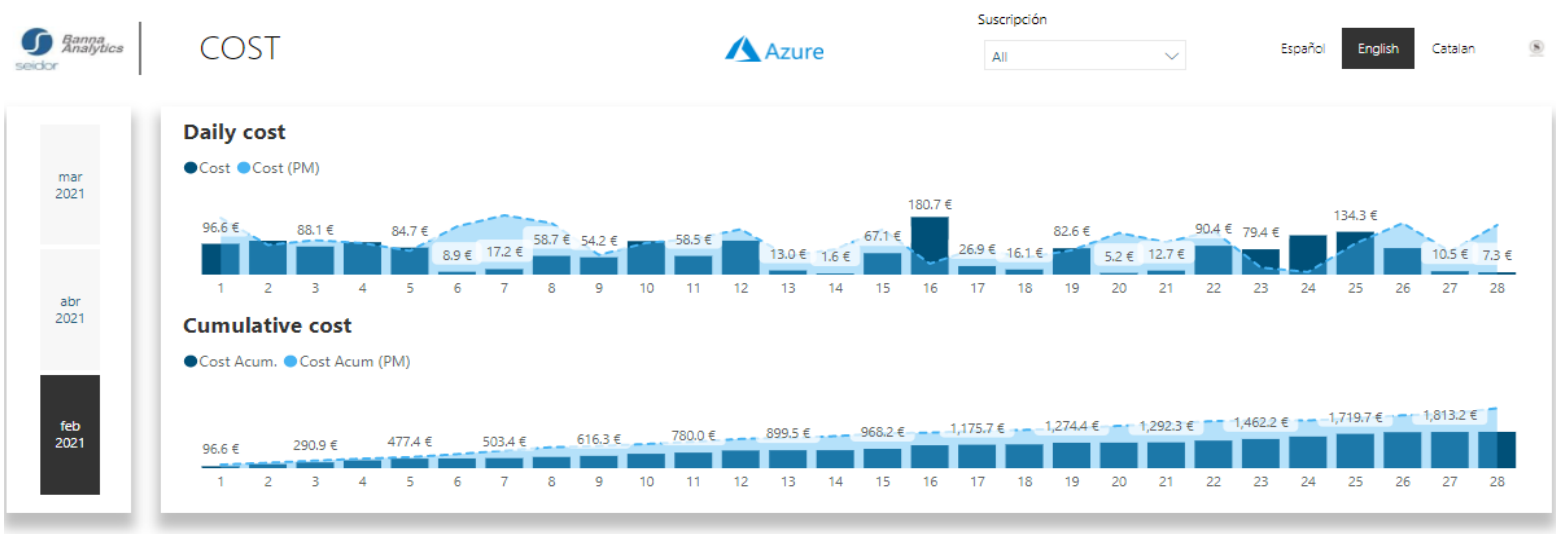
Billing last months by category.

Daily cost per resource group

Cumulative cost per resource group

Identification of possible uncontrolled oversteer

Dynamic information via Pop-Up windows



Product	dic-20	ene-21	feb-21	mar-21	abr-21
Administración de configuración	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €
Almacenamiento - Bandwidth	0.00 €	0.06 €	0.11 €	0.60 €	0.00 €
Application Gateway WAF v2	0.00 €	0.00 €	0.00 €	68.31 €	0.00 €
Azure Analysis Services Estándar	78.52 €	393.79 €	147.34 €	145.72 €	0.00 €
Azure Bastion	0.00 €	0.00 €	0.00 €	0.17 €	0.00 €
Azure Data Factory v2	0.00 €	4.42 €	38.75 €	115.97 €	0.00 €
Azure Data Factory v2 Data Flow - De uso ...	0.00 €	0.00 €	0.67 €	0.00 €	0.00 €
Azure Database for MySQL de uso general ...	0.00 €	10.17 €	61.39 €	242.24 €	0.00 €
Total	**82.41 €**	**824.51 €**	**1,239.0...**	**4,734.3...**	**0.00 €**

Service Optimization and Adoption
Demo Azure

Enterprise Agreement

AZURE

Resumen de Azure Monetary Commitment

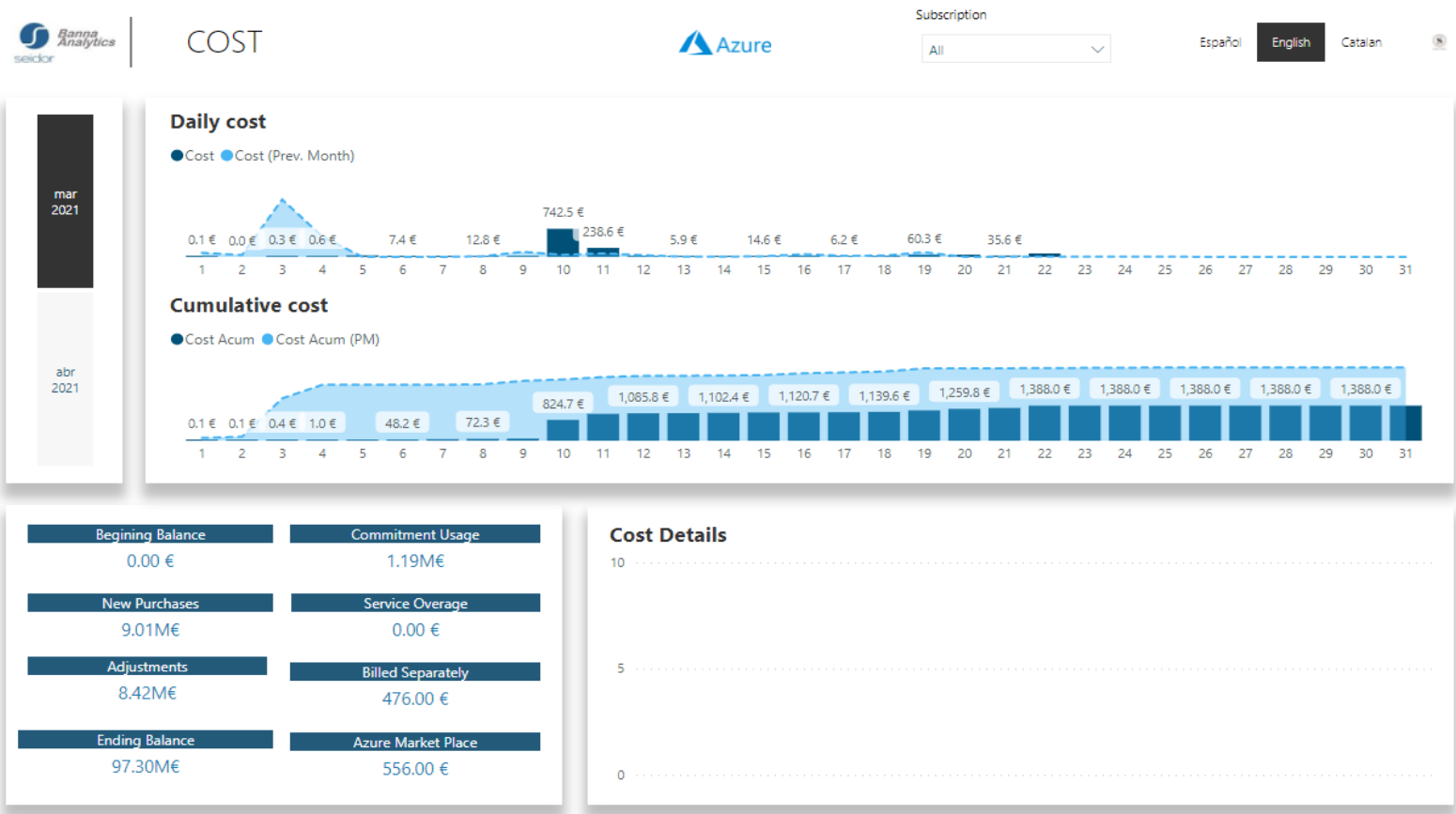
Azure Consumption Comparison

Daily cost per resource group

Cumulative cost per resource group

Identification of possible uncontrolled oversteer

Dynamic information via Pop-Up windows



Service Optimization and Adoption
Demo Azure

seidor Banna Analytics

Enterprise Agreement y CSP

AZURE

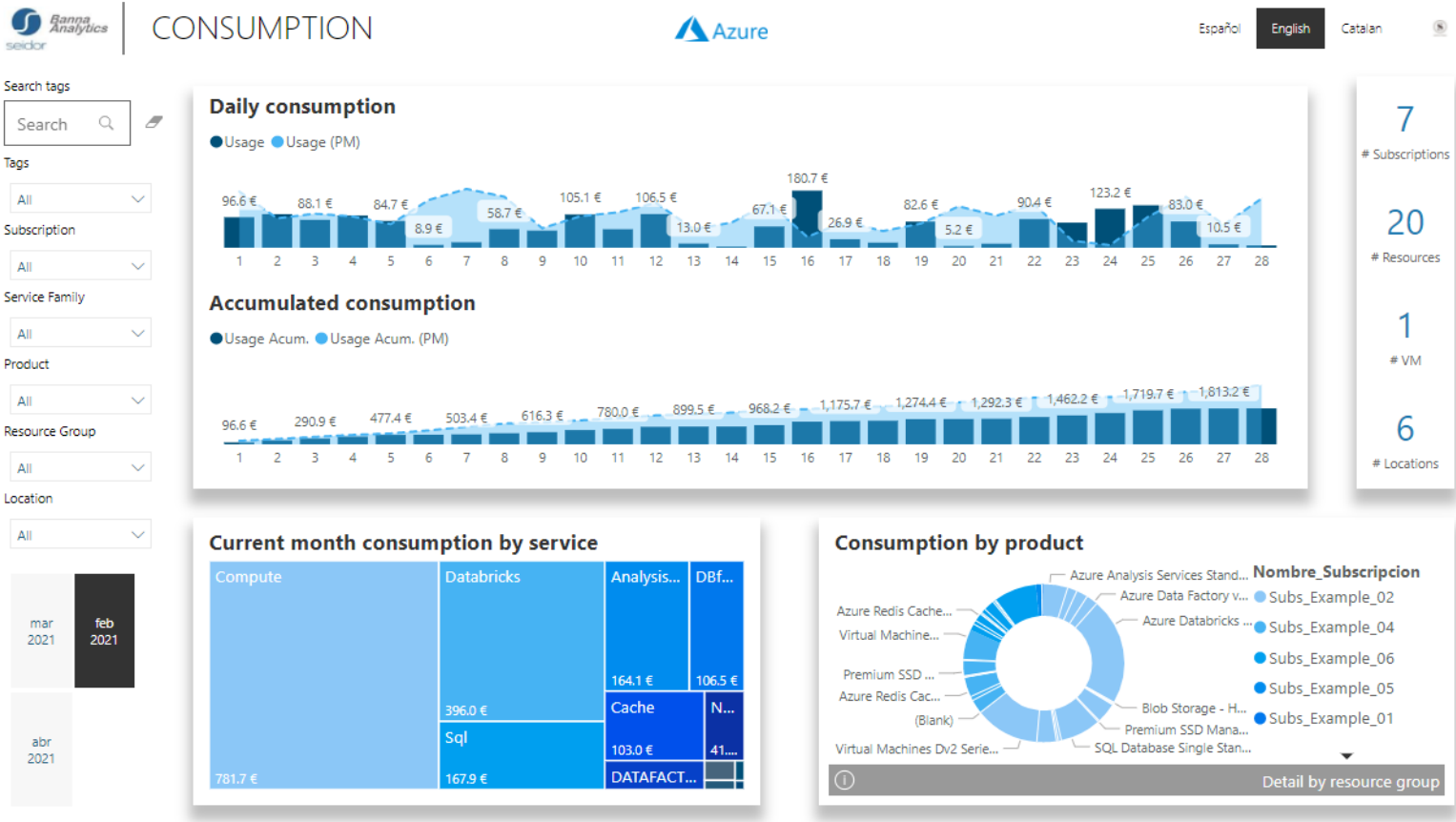
Azure in-depth consumption analytics

Daily consumption by resource group

Cumulative consumption by resource group

Analysis of possible uncontrolled oversteer

Dynamic information via Pop-Up windows



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Azure Security Center Summary

Summary of shares

Recommendations and Suggestions

Subscription management control using RolBAC

Dynamic information via Pop-Up windows

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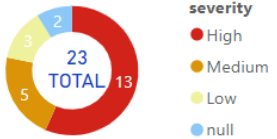
Azure

Español | English | Catalan

Bad state resources



53 - Incorrect Resources

Security Recommendations

I	Recomendation	# Res.
	Install monitoring agent on your virtual machines	8
	Install monitoring agent on your virtual machines	5
	Management ports should be closed on your virtual ...	5
	Apply Disk Encryption on your virtual machines	4
	Disk encryption should be applied on virtual machin...	4
	Enable Azure Security Center Standard tier on the S...	4

Azure tips

I	Problem	Total
	Enable virtual machine backup to protect your data from corr...	13
	Enable virtual machine replication to protect your application...	13
	Buy virtual machine reserved instances to save money over p...	4
	Delete failing ADF pipelines	4
	Right-size or shutdown underutilized virtual machines	4
	Diagnostic logs in Key Vault should be enabled	3

Status by resource group

Resource Group	# Resources
Group_001	**25**
High	16
Low	4
Medium	6
null	5
Group_002	**29**
High	23
Low	5
Medium	13
null	5
Res_Group_003	**5**
Total	**53**

User permissions (RBAC)

Subscription	Role	Description	Resource Type	Resource Name	Resource Group
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	factories	PrincipalID_43	Res_Group_003
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	factories	PrincipalID_05	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	factories	PrincipalID_40	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	roleAssignments	PrincipalID_45	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	servers	PrincipalID_43	Res_Group_003
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	servers	PrincipalID_05	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	servers	PrincipalID_40	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	storageAccounts	PrincipalID_43	Res_Group_003
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	storageAccounts	PrincipalID_01	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	storageAccounts	PrincipalID_05	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	storageAccounts	PrincipalID_13	Res_Group_022
Subs_Example_02	Contributor	Lets you manage everything except access to resources.	storageAccounts	PrincipalID_17	Res_Group_022

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¡Thank you!

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