



Surveil

a product of  EXACT

**Surveil SLIM – Cost, Security, License and Identity Management**

# Surveil Hybrid Cloud Management Business Suite



## Surveil Core

Complete end-to-end management of your Hybrid environments – a Single Pane-of-Glass

Business Modules



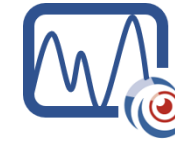
### Hybrid Azure & Stack Management

Single pane on-premise, Azure and Azure Stack related monitoring and control



### Security, Licensing, Identity Management (SLIM)

Reduced Cost of Ownership, Business view of Azure and Office 365 spend and use, single pane of glass security – easy Joiners/Leavers



### Sentry - IoT

Monitor and control your environment, network health and IoT devices



### Skype for Business/Teams

Monitoring of Skype for Business calls and quality of network

Enabling Modules



### Asset & Config Management

Automated Asset and configuration management tied into the monitoring components



### Software Distribution

Software update and distribution on any platform



### Media Management

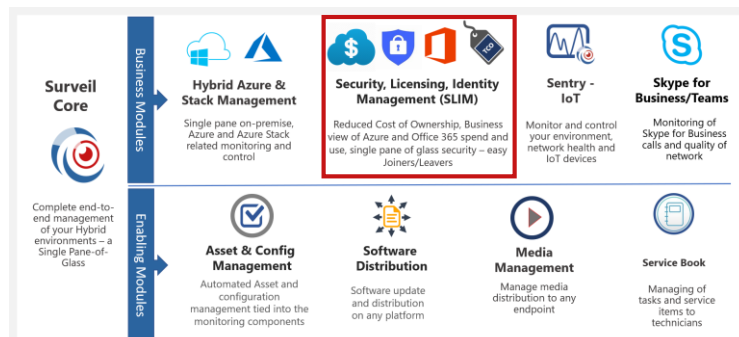
Manage media distribution to any endpoint



### Service Book

Managing of tasks and service items to technicians





# Cost Optimisation of Security, Licensing and Identity Management (SLIM)

- Manage your total costs across Azure, Azure Stack and Office 365\*
- Smart AI – Automated rules engine and BI Analytics
- Identify areas of over-expenditure and act upon them
- Create governance rules to prevent over-expenditure
- All your costs presented the way you manage your budgets – per user, division, cost code, department, location, etc.
- Understand your costs, migration and adoption status to Office 365 in easy-to-understand dashboards
- Full views of licensing and identity leveraging Azure AD and Office 365
- Know who your joiners and leavers are and automate the of management of these identities
- A single pane-of-glass for all your Azure and Office 365 security alerts
- Automated provisioning and de-provisioning of licenses\*\*
- License cost optimisation and recommendations to reduce waste and maximise IT investment
- A simple and secure tool for your helpdesks to use to manage your licenses
- Your single source of information – integrates with our Hybrid Cloud Management Platform

\*on-premise Q1 2020

\*\*Q1 2020



Office 365 Cost, Security, Licensing and Identity Management



Azure Business based Cost Management



## Surveil SLIM for Azure Cost Management

- Maximise cloud investment
- Align spend to business billing categories
- Leverage Microsoft pricing optimization
- Effective cloud cost management

# Complex Azure bills transformed to the way you run your business



## CHALLENGES

- The cost of cloud computing is hidden in technical jargon within Azure cloud bills
- Bills are designed around cloud technical services and not business consumption
- Savings lost, limited cost control, or worse, bills escalating unnecessarily
- A typical Azure bill can be 30 000+ lines
- Costing is calculated per line
- Multiple bills dependent on subscription type
- Different views of bills dependent on if it is Azure Stack, EA, PAYG, CSP

## IDEAL SOLUTION

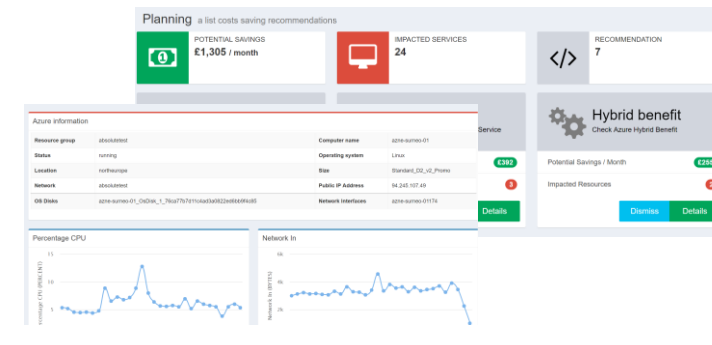
- Visible costs in business terms that are aligned to your budgets
- Clearly identified technical optimisation that will lead to substantial cost savings
- Management control and monitoring of your team's Azure environment
- Costs are managed by categories you choose (e.g. system, region, cost code)
- Visibility of near real time consumption without logging into Azure
- One business view of costs across all variations of Azure (e.g. Stack, EA, PAYG)

## 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 for none Stack environments

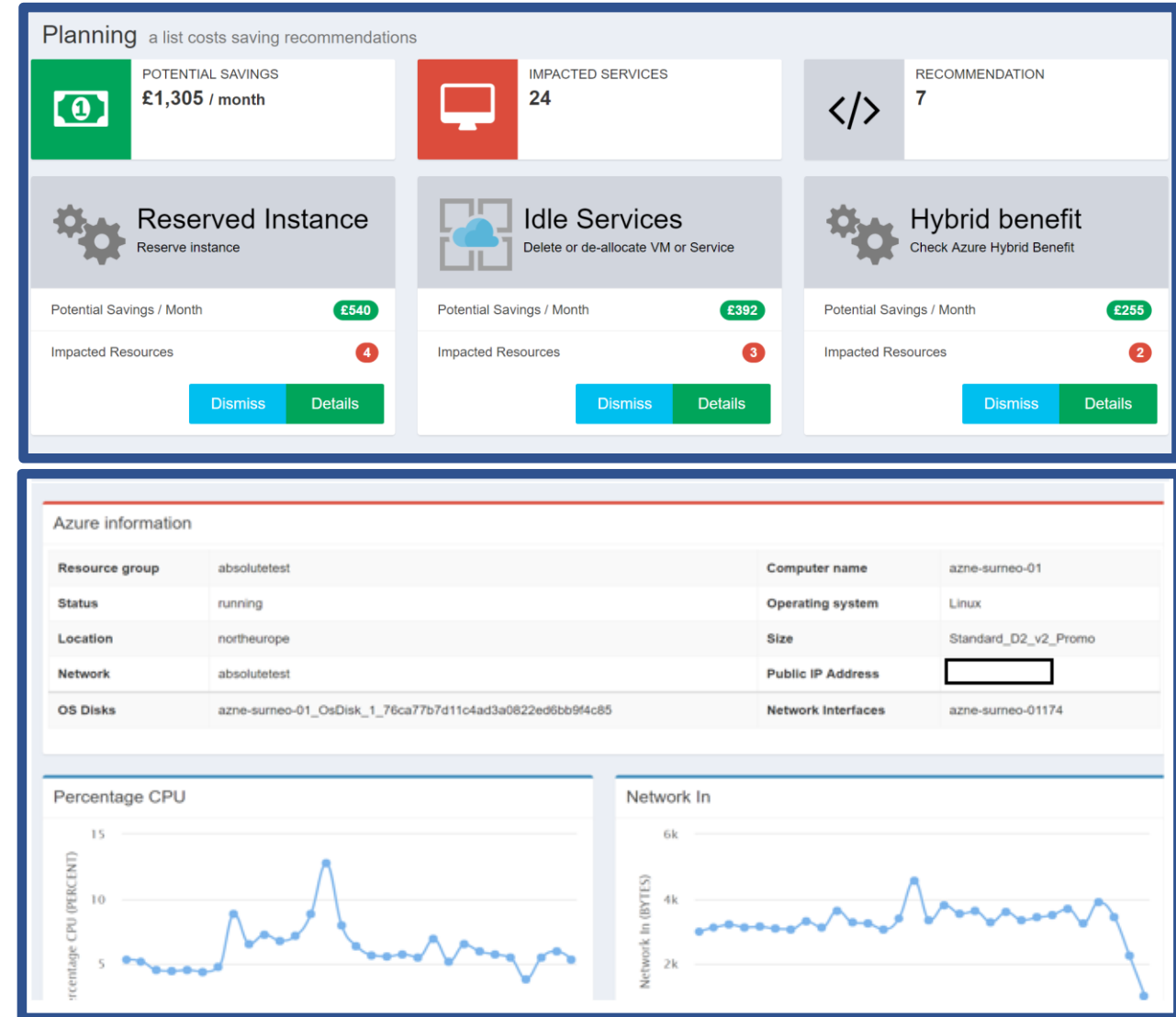
Subscription	Subscription ID	Subscription Name	Month	Year	Product	Meter ID	Meter Category	Meter Name	Meter Type	Meter Unit	Consumed	Extended	Resource ID	Instance ID	Service Name
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2	2	2	2	2018	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	2018	3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	2018	4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	2018	5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	2018	6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	2018	7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	2018	8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	2018	9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	2018	10	10	10	10	10	10	10	10	10	10	10

Cost Code (1)	Line of Business	System Name	System Type	Customer Name	All	Export (CSV)
Filter by tag or value						
System Name						
Tag Name	Tag Value	Cost	Previous Cost	Difference		
System Name	Azure Billing	£479.45	£593.54	19%		
System Name	Clartech Web Sites	£2.14	£2.13	0%		
System Name	ITEXACT Databases	£348.69	£102.69	240%		
System Name	ITEXACT Test Systems	£23.65	£24.36	3%		
System Name	Power BI Environment	£62.3	£62.3	0%		
System Name	RIO	£8.83	£123.79	93%		



# Benefits of using Surveil SLIM for Azure Cost Management

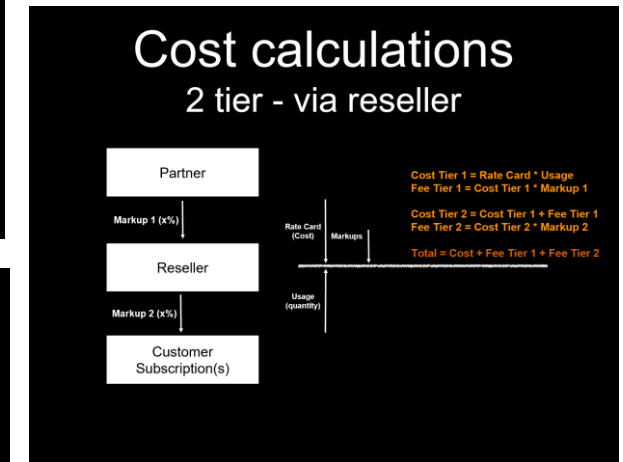
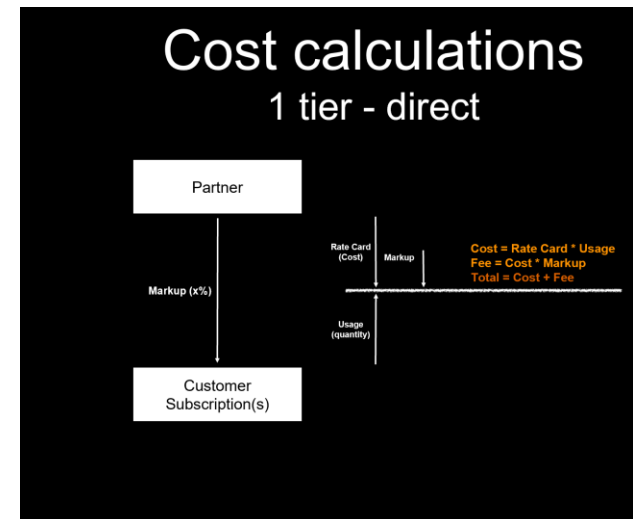
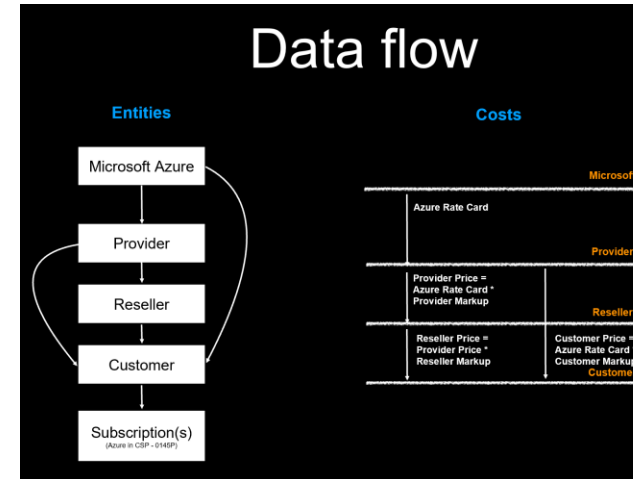
- Azure Cloud Costs in business terms
- Mechanism For Cost Control
- Exploit Azure Cloud cost reducing potential
- Surveil Hybrid Cloud Cost Management turns complex, IT-focused Azure bills into clear and precise Cloud cost control
- Billing categories can be linked to Surveil Hybrid Cloud Management Platform





# Full support for Azure CSP for Partners

- Supports three levels of CSP Cost Management
  - Provider (Direct and Indirect)
  - Reseller
  - Customer
- Each level can create their own business rules and sets their pricing for the level below
- Pricing Rate Cards configurable across entire offering, per reseller, per customer or per subscription.
- White label offering for partners to their customers and resellers



# Now supporting Azure Stack in the same single pane of glass

- Supports MS-Provider Cost Management
- Provider to Customer Cost Management
- Customers can manage these costs in same way as EA/PAYG/CSP
- Rate cards set at Stack, Subscription or customer level
- Billing categories can be linked to Surveil Hybrid Cloud Management Platform
- Track markup/profits across customers, subscriptions or tenants
- Classify costs in business categories



Automated costs and volumes from Microsoft to Stack Provider



Markup Rate cards per Tenant, Subscription, Customer



Provider can create their own custom reports across customers



Each customer can in turn create their own cost management views based on prices from provider only



Can be integrated with existing payment systems



# Simplifying your License, Cost and Security management in a Hybrid world

## CHALLENGES

- License assignment and usage is ambiguous and confusing
- Active Directory is the core of many organisations' identity and identity management, however it's a struggle to use
- Microsoft business licensing options are extremely complex
- Inability to allocate costs to business budgets – resulting in guess work
- Incomplete financial understanding of ever-dynamic hybrid world
- Lengthy and tedious Joiners/Leavers processes increase security risk
- Battling to keep control of basic security across sprawling Hybrid estate
- Helpdesk needed to manage licensing and access in a simple manner – armed with automated info
- Struggling to link the licenses owned to the hierarchy of business
- Increasing complexity to teach support staff how to use all the various tools in the market
- Inability to link existing tools to business ERP

## IDEAL SOLUTION

- Dashboards that show licenses are owned in Office 365, who these are allocated to and what is being used
- Simplified licensing options recommended based on user requirements – cost and features presented
- Joiners have a dashboard to request functionality without worrying about licenses needed.
- Leavers are automatically highlighted to support staff and HR – licenses and access can then be controlled in a single dashboard – or even automated\*
- Visible costs across Office 365, Azure and on-premise - in business terms that are aligned to business budgets
- Clearly identified license optimisation that will lead to substantial cost savings
- Automated compliance reporting and governance across Azure and Office 365 environments
- Active Directory security and management becomes part of day to day operations
- Security Dashboards and alerting integrated into Service Management platform

## DESIRED OUTCOMES

- Customers have a detailed view of their bills enabling them to make decisions to optimise costs
- Security governance of cloud is managed, and alerts are triggered when things are going wrong
- Improved security through automated analytics-based IAM through a single pane-of-glass
- Identities are well managed, with clarity of which accounts are personnel and which are machines
- Reduced costs through understanding cloud usage – resulting in greater efficiency
- Reduced support costs due to being able to automatically manage licenses and identity - and with fewer and lower cost staff
- Peace of mind with Microsoft licenses – Surveil SLIM recommends the best options
- Reap the cost benefit of instant changes made without having to wait to months' end.

\*Note – available in future release

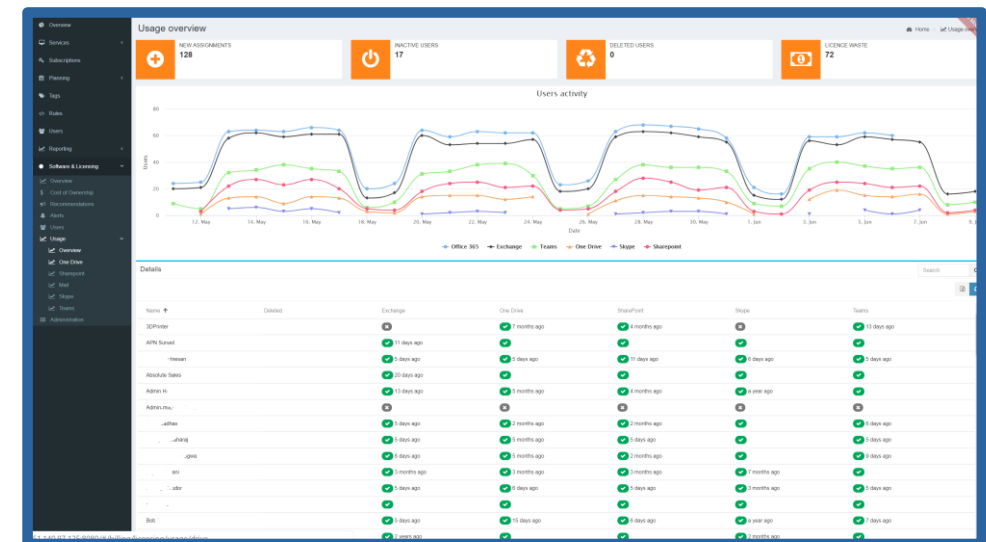
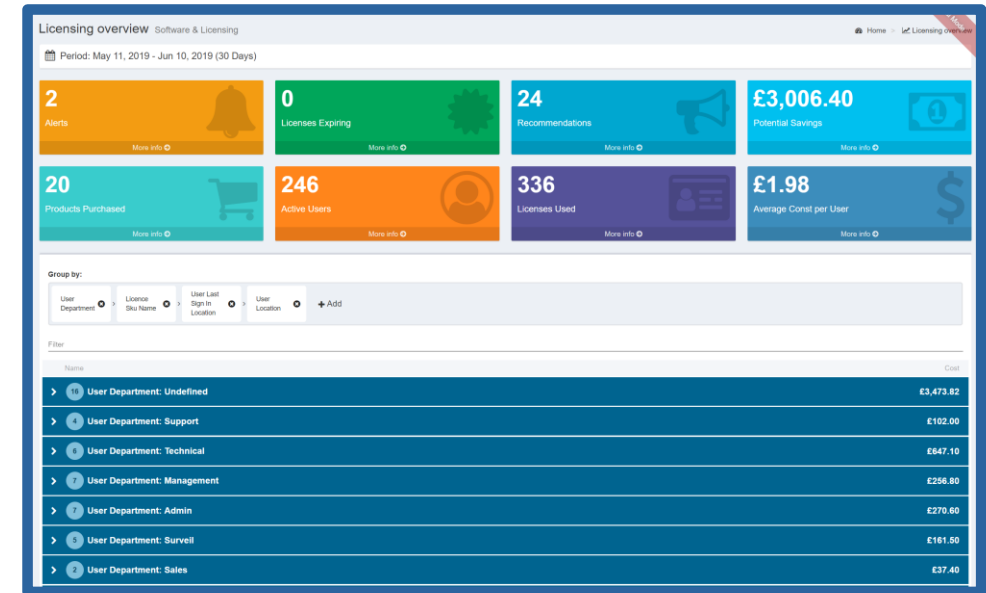
# Platform Capabilities



## Core Capabilities across Azure, Office 365 and Hybrid on-premise environments\*

- **License Cost Visualization**  
View license cost by department, cost center, location, user and license – or any other custom view
- **Cost Saving**  
View recommendations on cost saving with the ability to automatically take action
- **Identify Threat Management and Compliance**  
Consolidated view on identity and risk events – Azure and on-Premise Active Directory management
- **Central Alerting**  
Trigger alerts from events and notify on a variety of communication platforms
- **AI Decision Engine**  
Based on any trigger events you choose, make a multitude of custom decisions across your technology
- **Hybrid Benefit Tracker**  
Track the use of your hybrid benefit use for Windows and SQL
- **Application and Feature Use**  
Display licensed application usage and waste
- **Purchase Planning**  
Know the best licenses options to purchase with our planner
- **Joiner Automation**  
Allocate licenses to new joiners based on functionality required – automated & optimised licensing
- **Automation**  
Automatically deallocate licenses from employee's that are inactive

\*Note – needs to have Surveil Core HCM modules installed







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