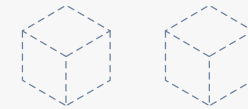# AzWell

Is your Azure Cloud estate running as well as it could be?

EIGHTY20 SOLUTIONS

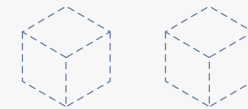Gold
Microsoft Partner

Microsoft
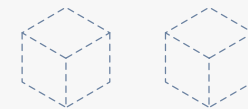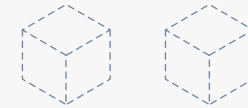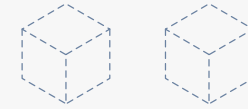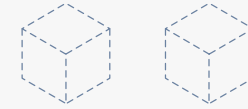
[1] People

[2] Process

[3] Technology

Does your Cloud journey look like this?

What did you expect from the Cloud?

Improved Business Agility

Improved Performance

Enhanced Uptime

Improved Security Posture

Massive Scalability and Global footprint

Transparency and Traceability

Analytics and Insights

Cost Optimisation

Does your reality look like this?

Lack of control and ownership

Performance issues

Downtime and outages

Security vulnerabilities

Configuration drifts

No visibility

Data and resource proliferation

Cost blowouts

"Focusing on efficient use of cloud services brings immediate and tangible financial benefits. Unfortunately, most organisations are unprepared to profit from this savings opportunity and they're likely to overspend. Cloud cost management is not just an operational concern. To be successful, it requires a tight collaboration among the disciplines of governance, architecture, operations, product management, finance and application development."
- Gartner, March 2020

EIGHTY20
SOLUTIONS

Eighty20 AzWell Solution

Cloud Operating Model

Organisational Change Management and Adoption

Ongoing Architecture Governance and assessments

Cost Optimisation
Ensure you are paying for the right things.

Operational Excellence
Are you set up for the best outcomes from the cloud

Agility
Is your Architecture set up to handle the peaks and troughs of business cycles?

Reliability
Are your systems in the cloud as resilient as your business needs them to be?

Security
Are your systems and processes set up for an ever-evolving threat landscape?

Eighty20 AzWell library + Azure Toolset

Azure Well-Architected Framework

Cloud Adoption Framework for Microsoft Azure

EIGHTY20 SOLUTIONS

Eighty20 AzWell Engagement Model

Week 1	Week 2	Week 3	Week 4	Week 5

Onboarding + Access
1 – 2 hours
Initial discussion and level setting
Remote / In person

Paperwork

Discovery, Assessment and Analysis
2 – 4 weeks (depending on your business cycles)
Performed remotely

AzWell Final Report
2 – 4 hours
Walkthrough and Next steps
Remote / In person

Remediations Projects
Optional

Ongoing AzWell Managed Service
Optional

- We deliver AzWell as a consulting engagement, which is typically delivered over 2 – 4 weeks so we capture the peaks and troughs of your Azure consumption.
- The time required from you varies between 4 – 8 hours, though we can (and should) spend additional time to discuss context and remediation plans.
- We can deliver remediations as subsequent optional project work, with another Statement of Work.
- Given the nature of cloud, one time remediation does not resolve these issues. We can deliver an ongoing AzWell managed service for your environment, which will undertake this review on a regular interval.

EIGHTY20
SOLUTIONS

Eighty20 AzWell Report

Cost Optimisation Opportunities –
- Improved automation
- Licensing
- Reservations
- Rightsizing and Utilisation
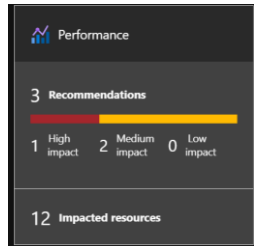- Modernisation

Standardisation Opportunities –
- Monitoring
- Naming and tagging
- Cost reporting
- DevOps – improved automation

Security and Compliance Opportunities –
- Security posture
- Compliance status
- Automation opportunities
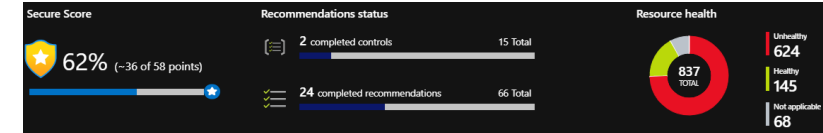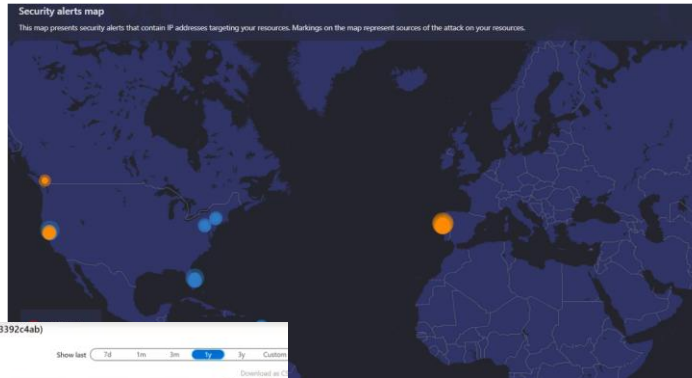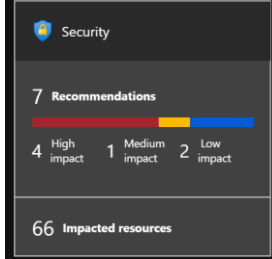
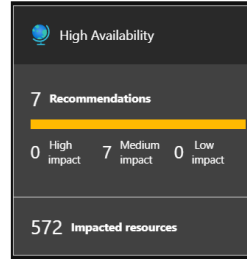**Scalability and Resilience Opportunities –**
- Better uptime
- Disaster Recovery and Avoidance
- Backup and
- Automation opportunities

Performance — 3 Recommendations — 1 High impact, 2 Medium impact, 0 Low impact — 12 Impacted resources

Cost — 14,983 USD savings/yr * — 4 Recommendations — 2 High impact, 2 Medium impact, 0 Low impact — 25 Impacted resources

SOLUTION	Count of items	Estimated Savings (Annual)
Buy virtual machine reserved instances to save money over pay-as-you-go costs	6	$ 23,080
Right-size or shutdown* underutilized virtual machines	26	$ 86,653
Delete failing ADF pipelines	5	$ 2,040
Delete Public IP address not associated to a running Azure resource	8	$ 528

Compliance with PCI DSS 3.2.1 controls
Your environment is compliant with 8 of 45 supported PCI DSS 3.2.1 controls.

Coverage
subscriptions: 2   resources: 66

Operational Excellence — 4 Recommendations — 1 High impact, 3 Medium impact, 0 Low impact — 1 Impacted resource

High Availability — 7 Recommendations — 0 High impact, 7 Medium impact, 0 Low impact — 572 Impacted resources

Security — 7 Recommendations — 4 High impact, 1 Medium impact, 2 Low impact — 66 Impacted resources

Security alerts map
This map presents security alerts that contain IP addresses targeting your resources. Markings on the map represent sources of the attack on your resources.

Secure Score — 62% (~36 of 58 points)

Recommendations status — 2 completed controls — 15 Total — 24 completed recommendations — 66 Total

Resource health — 837 TOTAL — Unhealthy 624 — Healthy 145 — Not applicable 68

Recommendation	Secure S...	Failed Resources	Severity
Monitoring agent should be installed on your machines	+50	459 of 459 serv...	
Advanced data security should be enabled on your SQL servers	Quick Fix! +30	1 of 1 SQL serv...	
Vulnerability assessment solution should be installed on your virtual machines	+30	39 of 39 virtual...	
Monitoring agent health issues should be resolved on your machines	+28	36 of 39 virtual...	
Secure transfer to storage accounts should be enabled	Quick Fix! +15	26 of 34 storag...	
Vulnerability assessment should be enabled on your SQL serv...	Quick Fix! +15	1 of 1 SQL serv...	
Internet-facing virtual machines should be protected with Network Security ...	+12	16 of 39 virtual...	
Install endpoint protection solution on virtual machines	+10	26 of 39 virtual...	
Diagnostic logs in Key Vault should be enabled	Quick Fix! +5	3 of 3 key vaults	
Diagnostic logs in Logic Apps should be enabled	Quick Fix! +5	1 of 1 logic apps	
Network traffic data collection agent should be installed on ...	Quick Fix! +0	14 of 14 virtual...	

Recommendations status — 3 completed controls — 15 Total — 27 completed recommendations — 53 Total

Resource health — 187 TOTAL — Unhealthy 171 — Healthy 6 — Not applicable 10

Current Month Cost 24.06K — Selected Months Cost 584.69K — Selected Months Coun... 100 — Selected Months Coun... 11.80K — Lifetime Marketplace C... 55.10K — Lifetime Charges Billed... 292.66

Selected Months Cost MoM: 98K, 116K, 107K, 98K, 75K, 67K, 24K

Utilization - Demo_B1S_CUS (95a0a8fb-b8de-41b9-81eb-c82f3392c4ab)
Unused percentage 40% — Used percentage 60%

| IMPACT	DESCRIPTION	POTENTIAL BENEFITS	IMPACTED RESOURCES
High	Enforce 'Audit VMs that do not use managed disks' using Azure Policy	This specific policy audits VMs that do not use managed disks.	4 Subscriptions
High	Add Azure Monitor to your virtual machine (VM) labeled as production	Azure Monitor analyzes performance, health, and processes on your Windows and Linux VMs.	11 Virtual machines
Medium	Enforce 'Inherit a tag from the resource group' using Azure Policy	This specific policy allows for resources to inherit tags from the parent resource group.	4 Subscriptions
Medium	Enforce 'Allowed locations' using Azure Policy	This specific policy restricts the available locations where your organization can deploy new resources.	4 Subscriptions
Medium	Enforce 'Add or replace a tag on resources' using Azure Policy	This specific policy allows for resources to be tagged or for tags to be replaced.	4 Subscriptions
Medium	Enforce 'Allowed virtual machine SKUs' using Azure Policy	This specific policy restricts the virtual machine SKUs that your organization can deploy.	4 Subscriptions
Low	Create an Azure service health alert	Get notified when Azure service issues affect you	3 Subscriptions

Is AzWell the right service for me?

AzWell is right for you if

- You are already using Microsoft Azure
- You have concerns around governance, operations, cost control or transparency
- You are curious if your implementation algins with the recommended practices from Microsoft
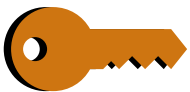- You want an "outside-in" opinion on your cloud estate

If you are looking for
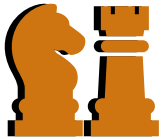
AzTransformer If you are looking to move to Azure, and want help around business case, strategy, operating model, architecture and design

AzNavigator If you have decided to use Azure, and want hands-on help around migration, transformation, innovation and delivery

AzWatcher If you are looking at an assessment of your Azure security posture and prioritised next steps based on your specific context
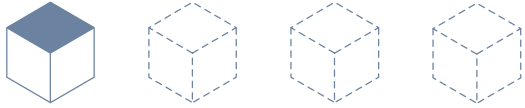
Our Cloud Services

Strategy

Cloud Strategy and Migration Roadmap

Cloud Business Case

Cloud Operating Model

Cloud Architecture and Design
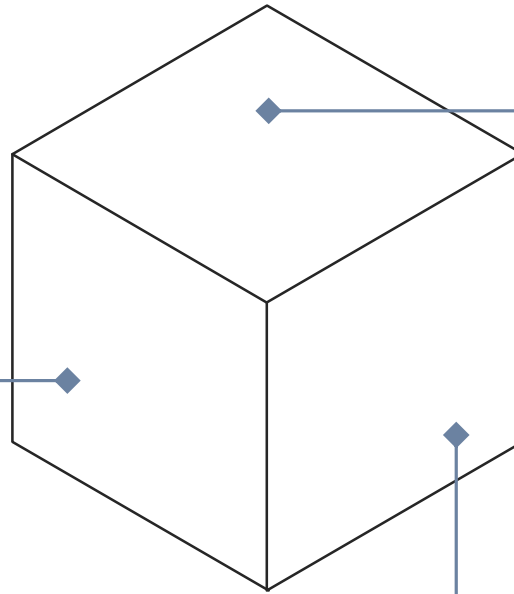
Cloud Landing Zone Design and Delivery

Transformation

Cloud Migration – Apps and Infra

Cloud Application Architecture, Design and Development

Cloud Virtual Desktops

DevOps - App, Infra, Process
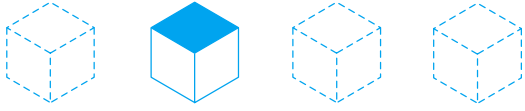
Optimisation

Reliability

Performance and Efficiency

Cost Optimisation

Governance and Operational Excellence

Organisational Change Management

Our Approach

Technology

Cloud Architecture

Patterns, Practices, Blueprints

Innovation, Art of the Possible

Observability, Control Tower, SDLC, DevOps

Guardrails, Policy, Automation
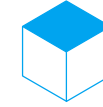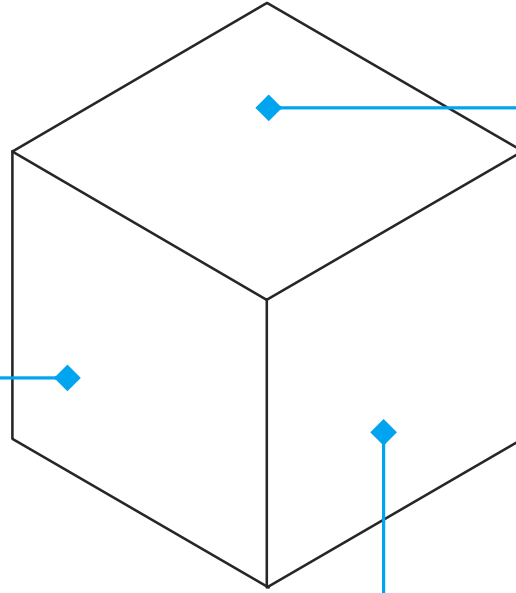
People

Operating Model

Organisational Change Management

Learning and Development

Organisation and Team Structures

Process

Guiding Principles

Governance and Control

Information Security and Risk Management

Financial Management

DevSecFinBizOps + Design Thinking

Our Solutions

Facilitating Microsoft support and sponsorship

AzNavigator

- Validate cloud expectations
- Qualitative Analysis
- Quantitative Analysis
- Business Case (funding ready)
- Landing zone, Governance, Foundations
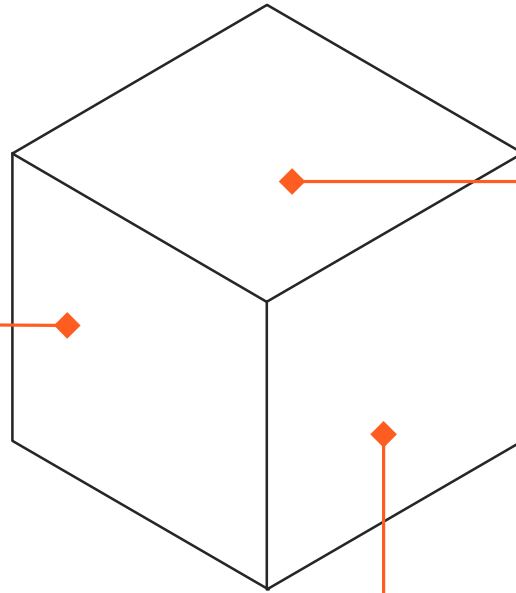
AzTransformer

- Identify technical risks
- Critical technology choices
- IT Operating model
- App & Integration architecture
- Infrastructure architecture
- Reliability, Resilience
- Security and Compliance
- Innovation

AzWell

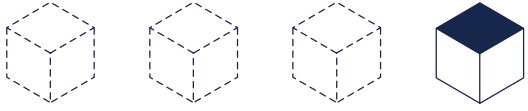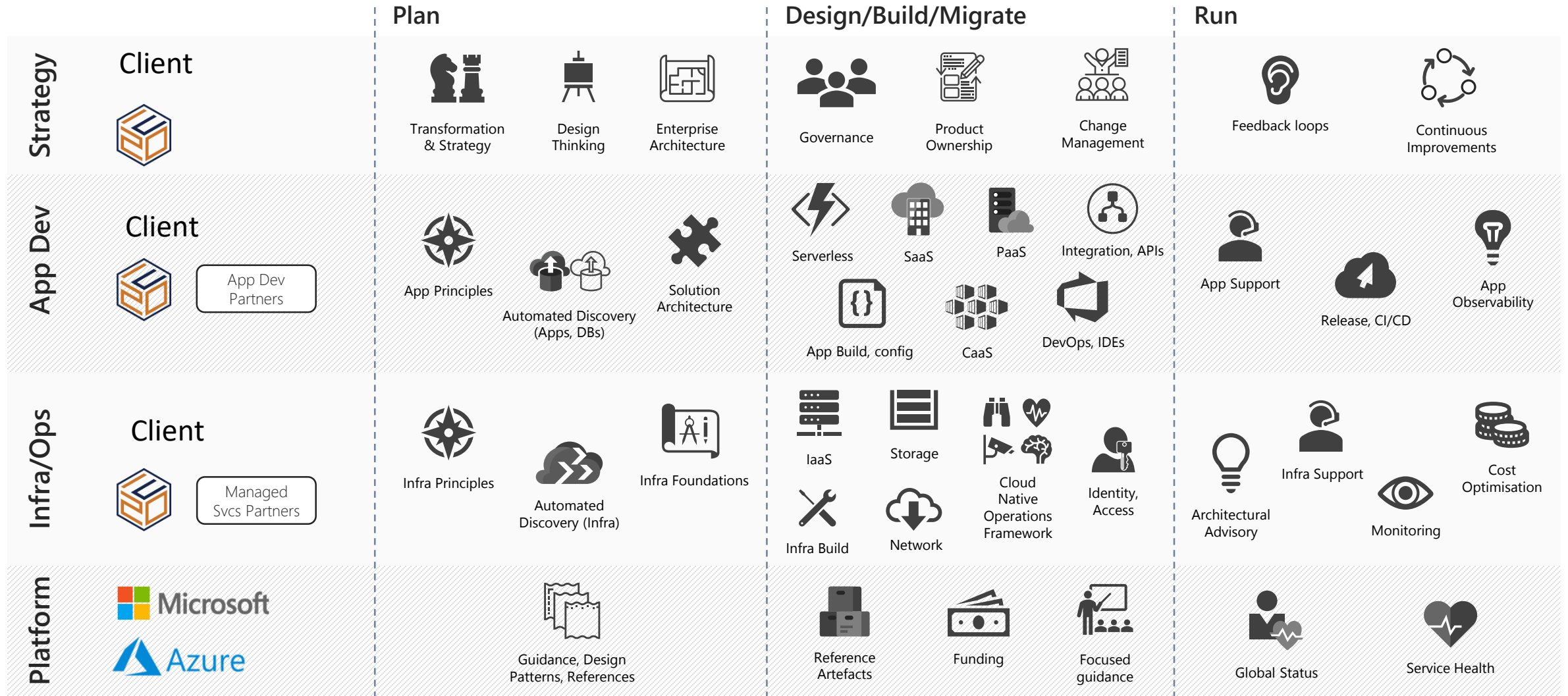- Cloud Adoption Framework
- Well-Architected Framework
- Cost Optimisation
- Governance and Operational Excellence
- Reliability
- Performance and Efficiency

Cloud Services – Partnership Operating Model

		Plan	Design/Build/Migrate	Run
Strategy	Client	Transformation & Strategy · Design Thinking · Enterprise Architecture	Governance · Product Ownership · Change Management	Feedback loops · Continuous Improvements
App Dev	Client · App Dev Partners	App Principles · Automated Discovery (Apps, DBs) · Solution Architecture	Serverless · SaaS · PaaS · Integration, APIs · App Build, config · CaaS · DevOps, IDEs	App Support · Release, CI/CD · App Observability
Infra/Ops	Client · Managed Svcs Partners	Infra Principles · Automated Discovery (Infra) · Infra Foundations	IaaS · Storage · Infra Build · Network · Cloud Native Operations Framework · Identity, Access	Architectural Advisory · Infra Support · Monitoring · Cost Optimisation
Platform	Microsoft · Azure	Guidance, Design Patterns, References	Reference Artefacts · Funding · Focused guidance	Global Status · Service Health

Our Customers across Industries

Financial services

SUNCORP

Perpetual

Retail and consumer goods

WOOLWORTHS GROUP

Harvey Norman

Government

NSW GOVERNMENT | Education

NSW GOVERNMENT | Planning, Industry & Environment

NSW GOVERNMENT | Communities & Justice

Media and communications

TPG   vodafone

Nine

SBS

Manufacturing and energy

Endeavour Energy

BORAL

EIGHTY20 SOLUTIONS

Our Microsoft Partnership

30,000
Desktop deployments

20,000
Mobile devices enabled

50,000
Users cloud enabled

$45m
Transformation projects delivered

Microsoft Partner

Microsoft

Gold Project and Portfolio Management
Gold Cloud Platform
Gold Cloud Productivity
Gold Windows and Devices
Silver Security

EIGHTY20 SOLUTIONS

Why Eighty20 Solutions?

01
Microsoft specialists

Eighty20 Solutions brings together a team of Microsoft specialists with experience delivering workplace transformations

Gold
Microsoft Partner
Microsoft

02
Proven results

We have proven customer success stories of delivering benefits on time and within budget across some of Australia's largest companies

03
Speed to value

Our workplace accelerator tools and processes combine all of our previous experience to expedite and de-risk delivery

04
Client-side background

Careers spent as the customer mean we truly understand the real business drivers and pain points of our customers and helps us forge stronger partnerships

05
End to end capability

Our diverse team consists of experts across Strategy Validation, Project Delivery, Technical Execution, Organisational Change Management & Adoption and Operations

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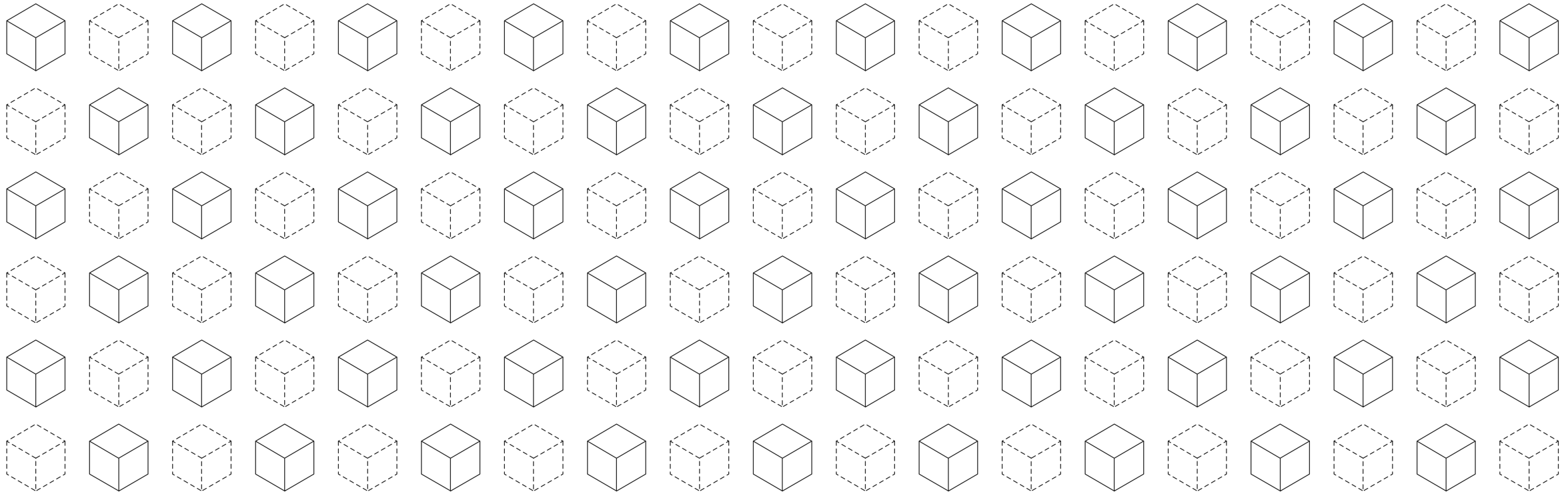
Thank you

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