

Azure Cloud Cost Optimization (ACCO)

1 OVERVIEW

The cloud offers increased scalability, performance, security, and flexibility--but it comes at a cost. Not managing Azure costs proactively is more harmful than just the dollars and cents you're wasting--it costs you the opportunity to fully realize the benefits of the cloud in order to transform your business. That's where Navisite's Azure CCO offering comes into play.

PRIMARY USE CASE

Companies currently on Azure looking to lower their spending and optimize billing to increase ROI.

TARGET MARKETS

Navisite target is high mid-market to small enterprise companies. \$300M - \$7B.

ACCO OFFERING OVERVIEW

Navisite's Azure Cloud Cost Optimization (ACCO) service offers immediate discounts on key Azure services, includes access to CloudCheckr--a powerful tool for optimizing Azure cost and security--and provides direct access to a dedicated team of FinOps experts.

TARGET ROLES & RESPONSIBILITIES

- CTO/CIO, CFO – or related VP/Director
- Technology Decision Maker (TDM). VP and Director-Level IT, Infrastructure , Data Center, and Cloud Staff

2 OFFER DETAILS

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Why Navisite ACCO?	Getting Started with ACCO (3 Steps)	Azure Cost Optimization Success Story: Ed Broking *
<ul style="list-style-type: none"> ✓ Get Lower Rates. Get lower rates for Azure resources as a result of joining Navisite's CSP program. ✓ Expert Cost Guidance Included. Quarterly or monthly guidance from automated tools that has been validated by Azure experts. ✓ Control Spending Alerts. Get alerted about cloud spending spikes before it's too late. ✓ Simplified Support Platform support through Navisite instead of navigating Microsoft ticket process. ✓ Understand your Bill: Leverage our Azure billing experts to understand how your money is being spent. ✓ Access to Experts. Access to recurring management and project services from an Azure Expert MSP. 	<ul style="list-style-type: none"> ✓ Review the Proposal. The Service Agreement includes all of the details about the service so you can see it in black and white. ✓ Transfer the Account. The Microsoft account(s) remains in the customer's name, but Microsoft requires legal consent to transfer the billing entity. ✓ Meet your Team. Onboarding session with your account team to review initial recommendations and plan the optimization strategy. 	<p>Challenge:</p> <ul style="list-style-type: none"> • Ed Broking completed a lift and shift migration to Azure under time constraints. • Azure cloud infrastructure bill was higher than expected. <p>Solution:</p> <ul style="list-style-type: none"> • Project focus shifted to maximizing investment and adjusting configurations to prevent over-spend. • Navisite performed Cloud Optimization Assessment to identify various ways to cap or reduce cloud spend and to build a future-ready platform. <p>Benefits:</p> <ul style="list-style-type: none"> • Identified areas for costs savings including orphaned resources, storage optimization and right-sizing of VM. • Made recommendations around the use of reserved instances and Microsoft Hybrid use benefit. • Ed Broking's annual Azure bill has been reduced by over 26%. <p>* Professional Services engagement only</p>