



Multi-Cloud Cost Management and Optimization

Essential ways of providing tremendous savings benefits by helping IT drive down cloud costs and other related expenses—with Hybrid Cloud Management X (HCMX)

Hybrid Cloud Management X (HCMX) at a Glance:

■ Centralized Cloud Cost Reports:

Detailed multi-cloud reports with filtering and tagging

■ Auto-Generated Recommendations:

Reserved instance management to proactively optimize cloud spend

■ Cloud Spend Controls:

Thresholds, alerts, notifications, and templated filters

■ Budget Management:

Financial module: mapping subscription chargebacks to cost centers

■ Cost-Optimization from Start to End:

IT pre-selected offerings, easy self-service, and access controls

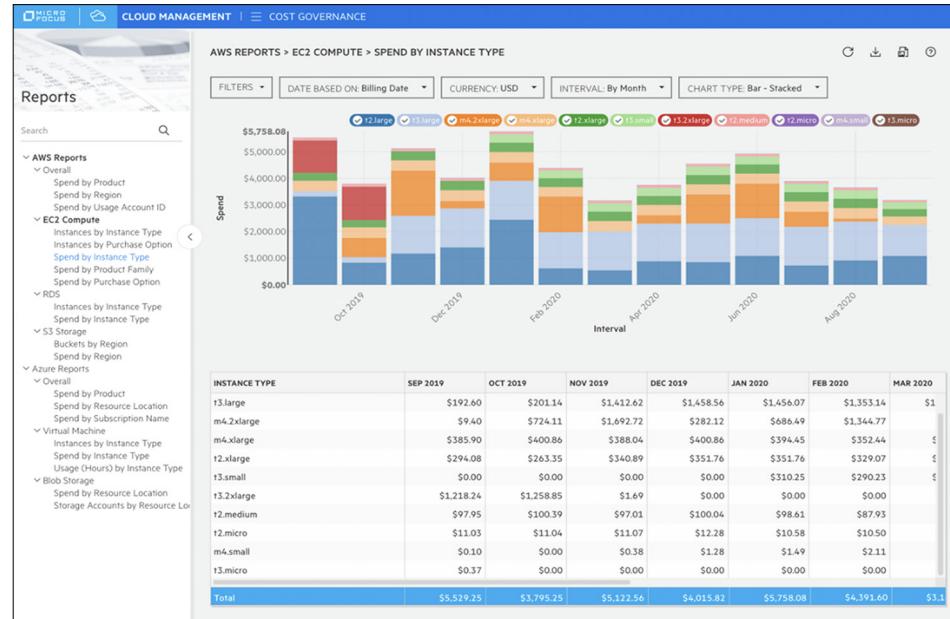
Centralized Cloud Cost Reports

Now days IT teams—often Cloud Financial Operations (FinOps)—have become more accountable for budgets and tracking spending. A solution that offers detailed multi-cloud spend reporting and insights in a single place is essential. It allows FinOps to sit alongside business units and more easily identify the right actions to optimize the cloud spend across the entire multi-cloud ecosystem. HCMX's cloud dashboard is specifically configured for tracking offering and subscription related stats across the enterprise-wide IT ecosystem. Most commonly required metrics are all tracked OOTB within the pre-configured dashboard, which can be further customized according to specific business/IT requirements.

HCMX also offers both **tagging** and **filtering** capabilities within the cloud reporting (including for AWS and Azure):

■ **Tagging** helps you assign cloud resources to a label—anything from tenants and groups to IT resources like virtual machines and databases. This way, you can quickly identify the exact usage for every created tag.

■ **Filtering** needs to allow for deep slice-and-dice actions to parse the data and identify crucial insights. HCMX provides filtering in an easy to navigate and easy to interpret graphical interface.



Detailed reporting can help you identify and shut down resources not in use, identify the biggest spenders, and find opportunities to cut cloud costs, or take advantage of expanding the use of resources that provide the net positive value.

Auto-Generated Recommendations

Blindly following established procedures is often a massive mistake. Don't let months or years of overpaying—when you wouldn't have to—be on your shoulders. What if you could gain peace of mind by leveraging auto-generated recommendations for reserved instance management?

HCMX, you will be able to determine what is an optimal approach with analytics-based recommendation. These look at your past usage, per each instance, as well as pay-as-you go and longer-term commitment prices to determine the most cost-effective plan for your cloud usage. The dashboard presents a quick overall score and savings opportunities—recommendations—which can be expanded to view the proposed steps in greater detail.

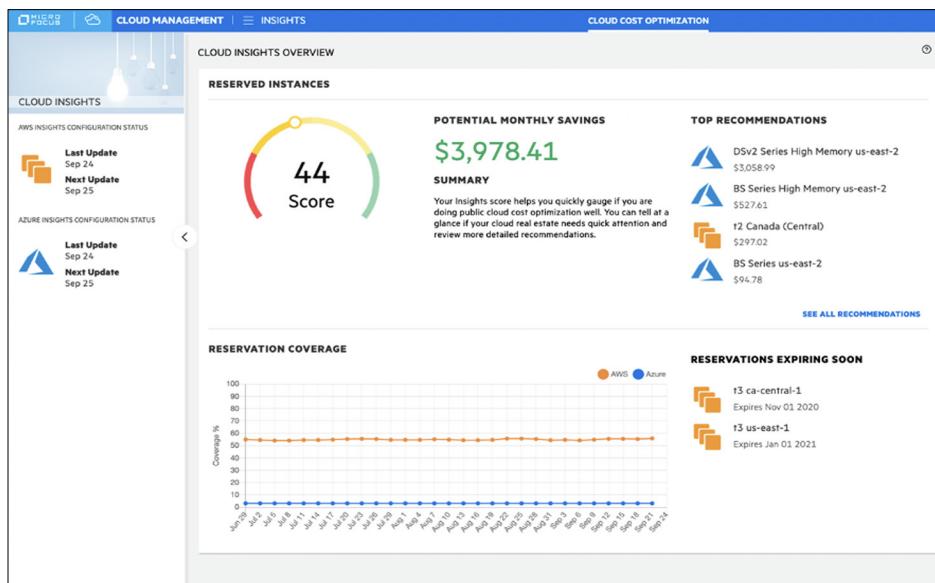
Cloud Spend Controls

Surprise bills and cloud overspending. Let it become a thing of the past, by using HCMX cloud spend guardrails. Alert stakeholders as soon as

- Apply filters that can be saved and reused, saving time and helping standardize reporting when a specific filter view needs to be applied multiple times/for multiple reports.
- Automatically discover all cloud accounts—making it easy to view, manage, and set cloud spend limits across all clouds and subscriptions.

Budget Management

Using multiple systems to track cloud and other IT costs is no longer needed. HCMX's financial module includes budget management. It maps subscription chargebacks to cost centers and allows financial managers to easily track and compare the spending to allocated business budgets.



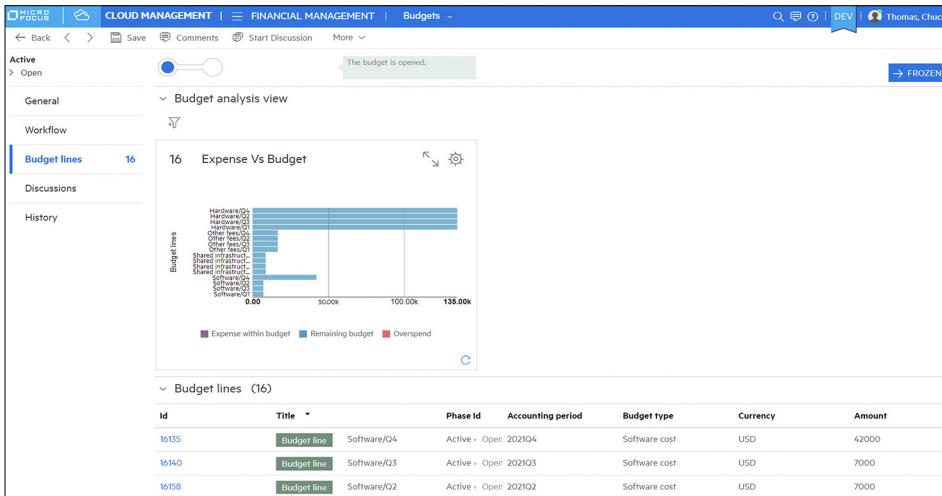
Cloud Cost Optimization				
RESERVATION COVERAGE				
<input type="checkbox"/> Id	Credit/Debit	Currency	Amount	Cost center
<input checked="" type="checkbox"/> 16397	Credit	EUR(E)	92.56	MF-BLR-PROD-SVC
<input type="checkbox"/> 16396	Credit	EUR(E)	92.56	MF-BLR-PROD-SVC
<input type="checkbox"/> 16395	Credit	EUR(E)	92.56	MF-BLR-PROD-SVC
<input type="checkbox"/> 16394	Credit	EUR(E)	727.35	MF-BLR-PROD-SVC

Reserved instance management is a way of proactively making sure that your cloud spend is optimized. Reserved instances are purchases for cloud services slice-and-dice will be used for longer periods of time—for a year for example. The challenge is figuring out which instances are good candidates. With

costs go out of control with spend ceilings for cloud accounts and subscriptions:

- Set spend thresholds for cloud accounts.
- Alert/Auto-notify users when spend is close to or exceeds the threshold.

In the expense lines, you can track the financial transactions between cost centers. When a subscription is requested and fulfilled, the consuming cost center gets debited, and the IT cost center gets credited. Navigating to subscriptions also allows you to view the projected expenses. This is based on the duration of subscriptions, which allows for making accurate budget predictions. Visual charts help track used vs. allocated budgets over time so that adjustments can be made. This helps the organization make cost-effective decisions; not only on a one-time basis, but also dynamically and consistently over bumpier, also during non-standard periods when lowering or raising specific budgets is crucial for optimal business performance.



Cost-Optimization from Beginning to End

In addition to the cost management modules presented above, we are aware that, often, proper cloud spend management isn't as easy as tracking, monitoring, and budgeting. Cost-effective principles need to be "built into the system." Only in this way will your users of cloud

services and your IT be fully mindful of helping your organization make most cost-effective decisions. Let's take a closer look at how HCMX assists in the process—step-by-step:

1. Make available pre-approved, cost-effective offerings:

Within HCMX's multi-cloud image aggregation (over 10,000 images from AWS,

Design Configuration

What name do you want to give the design?

SQL Server 2019 Reporting Services

Which regions do you want to support in the design?

West US 2	Central US
West Europe	Canada Central
South India	Japan East

Which instance sizes do you want to support in the design?

Basic A0	Basic A1
Basic A2	Standard A0
Standard A1	Standard A2

Basic A3

Basic A4

Standard A1 v2

Standard A2 v2

Standard A2m v2

Standard A3

i Pricing Detail

This pricing list is for informational purposes only. Pricing may be subject to additional terms required by the cloud provider. Note that the price shown does not include persistent disk charges which are determined by the actual amount of provisioned disk space.

INSTANCE SIZE	ASIA PACIFIC (HONG KONG)	ASIA PACIFIC (TOKYO)	ASIA PACIFIC (MUMBAI)	ASIA PACIFIC (SINGAPORE)	EUROPE-CENTRAL2	EUROPE (BELGIUM)	EUROPE (LONDON)	US WEST (OREGON)
n1-highmem-16	From \$0.935/hr or \$8193/yr	Pricing details unavailable	From \$0.803/hr or \$7032/yr	From \$0.825/hr or \$7223/yr	From \$0.861/hr or \$7544/yr	From \$0.735/hr or \$6441/yr	Pricing details unavailable	From \$0.668/hr or \$5855/yr
n1-standard-2	From \$0.091/hr or \$797/yr	Pricing details unavailable	From \$0.078/hr or \$684/yr	From \$0.080/hr or \$703/yr	From \$0.084/hr or \$734/yr	From \$0.072/hr or \$627/yr	Pricing details unavailable	From \$0.065/hr or \$570/yr
n1-standard-32	From \$1.497/hr or \$13114/yr	Pricing details unavailable	From \$1.285/hr or \$11257/yr	From \$1.320/hr or \$11562/yr	From \$1.378/hr or \$12075/yr	From \$1.177/hr or \$10310/yr	Pricing details unavailable	From \$1.070/hr or \$9373/yr
n1-standard-4	From \$0.186/hr or \$1630/yr	Pricing details unavailable	From \$0.160/hr or \$1399/yr	From \$0.164/hr or \$1437/yr	From \$0.171/hr or \$1501/yr	From \$0.146/hr or \$1282/yr	Pricing details unavailable	From \$0.133/hr or \$1165/yr
n1-standard-8	From \$0.372/hr or \$3260/yr	Pricing details unavailable	From \$0.319/hr or \$2799/yr	From \$0.328/hr or \$2875/yr	From \$0.343/hr or \$3002/yr	From \$0.293/hr or \$2563/yr	Pricing details unavailable	From \$0.266/hr or \$2330/yr

Azure, GCP, vCenter) you can not only create a single centralized IT catalog in one of—if not "the"—fastest ways possible, but IT can also very easily and quickly make any offering available to users by first pre-selecting the regions and instance sizes that are exposed to the end users. Here, IT can view the cost configuration table to easily select and facilitate IT-approved consumption of resources that fit the budget.

2. Make it refreshingly easy for users to follow the protocol

We have not yet addressed cloud usage and its related spend from the perspective of end users—the actual consumers. It is not uncommon for users to be frustrated with the limited catalog of offerings, slow-paced delivery, or difficult-to-navigate process of requesting and receiving the required resources. Sometimes this results in cloud crawl. This is why HCMX tackles this trio of challenges all at once.

Engage your users with a centralized self-service portal that has the feel of a cloud application library. Users can browse, search, or interact with a virtual agent that uses natural language understanding and provides 24x7 automated assistance to off-load IT admins. Usage of cloud and on-premises services is supervised with the help of context-sensitive governance rules that work everywhere. In addition, users also get a view of pricing information upon requesting a resource.



Instance Type *

Supported Server Configurations

Micro	1 CPU(s), 1024 MB Memory
Small [+ € 89.43 € 8.25 weekly]	2 CPU(s), 2048 MB Memory
Medium [+ € 197.39 € 17.38 weekly]	4 CPU(s), 4096 MB Memory
Large [+ € 298.47 € 24.76 weekly]	8 CPU(s), 8192 MB Memory
Custom	User defined values for CPU & Memory

Users can select the instance type with full pricing information attached.

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Users don't have to wait on IT to get what they need, while IT retains complete control and can ensure proper access and compliant usage of services throughout the enterprise hybrid IT landscape.

3. Apply access controls—for the “just in case” scenarios

Despite all of the above, it goes without saying that another feature is needed—access controls! Frequently, this means an organization will require another tool, one more solution to ensure that proper guardrails are in place. Not so with HCMX.

Here, the governance controls that include multi-level approval flows are built-in and ready to be implemented. This means, for example, that if a user wants to request services that exceed a specific price amount, the request must first be approved by one or more people in the organization. These flows can also be applied for requesting an update to the existing service that might incur higher costs.

Multi-level approval flows can be easily configured in HCMX's task plan.

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