

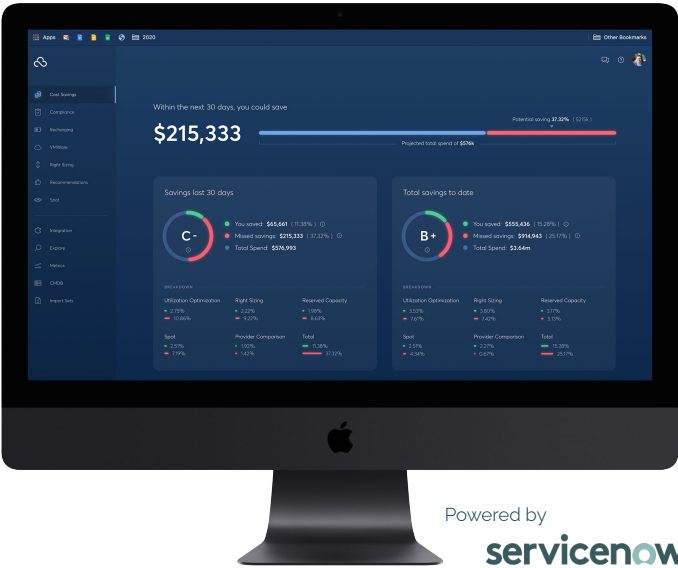
CLOUD MANAGER

Multi-Cloud Discovery, Management, Optimisation
and Savings through Automation



Manage your entire cloud estate through a single lens.
Reduce cloud costs by up to 40%

- Plug and Play.
- Built on Now - Fully native & ServiceNow Certified.
- Start seeing benefits in 48 hours with AI-powered recommendations.
- Optimise private, public and hybrid-cloud environments.



Powered by
servicenow.



DISCOVER

Discover all the AWS, Azure VMware & GCP services in your cloud estate.



MANAGE

Manage your estate with the online self-service portal accessible on any device.



SAVE WITH SPOT MARKETS

Pay up to 80% less for your cloud services by leveraging lower-priced spot instances.



GOVERN

Gain full control over governance, cloud spend and compliance. Automatically remediate 80% of compliance issues.



OPTIMISE

Optimise your cloud utilisation and spend by up to 40% with our state-of-the-art utilisation and right-size optimisation engine.



AUTOMATE

Turn cloud recommendations into automated tasks to reduce manual workloads by 30%.

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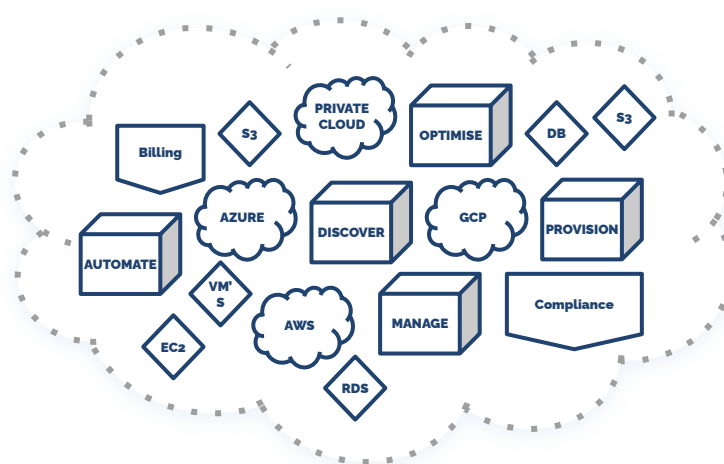
Industry Challenges

Overprovisioned & Idle Resources

Widespread cloud adoption has led to a proliferation of overprovisioned and idle resources.

Provisioning resources by the click of button has created a number of challenges, including:

- A lack of understanding/visibility
- Compliance and security deficiencies
- Internal IT re-charging issues
- Siloed data
- Lack of Automation
- Unscheduled VMs
- Lack of Optimisation/Unused Capacity
- Unmanaged VMs: creating too many snapshots
- Misusing On-Demand Resources
- Orphaned Resources
- Inefficient and inappropriate pricing



Uncontrolled Cloud Spend/Waste

On average, enterprises waste 25% to 35% of their cloud spend on over-provisioned and idle resources.

With revenues impacted, many organisations are seeking to reduce unnecessary costs and IT spend is an area of focus.

Companies use multiple cloud providers but lack clear visibility on: **Cloud Spend, Cloud Waste, Governance & Compliance**

According to Gartner: Cloud spend is growing 17% year on year making it even harder for companies to manage and govern growing multi-cloud estates.



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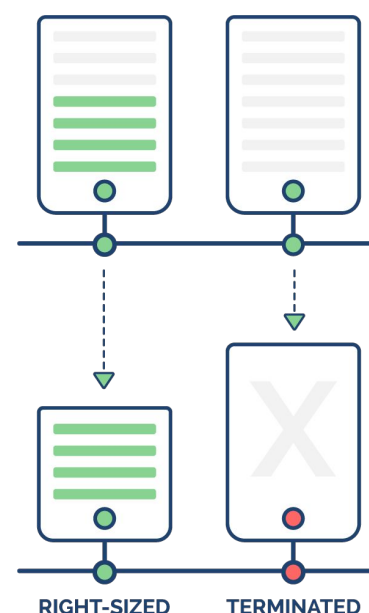
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Cost Management

Resource Utilisation & Cost Optimisation

- 24/7 monitoring, generating continuous and up-to-date recommendations to optimise your cloud usage and spend.
- Powerful visual dashboards that give you insights into your cloud usage and spend.
 - View per day and total spend across your public cloud estate, broken down by provider (AWS, Azure & GCP), account, service categories (Application Services, Compute, Load Balancer, Storage, and Tools), and individual resources.
 - View total actual vs. potential savings across your cloud estate, broken down at both account and individual resource level.
- Utilisation recommendations and automation alerting you to under-utilised services that can be scheduled or simply switched off manually or automatically.
 - Including IaaS, and PaaS, Kubernetes, Docker, Chef etc.
- Right-sizing recommendations and automation ensure that you are not overpaying for oversized services you don't need - automatically resizing them as required.
 - Downsize and upsizing across multiple families, recommending the appropriate memory required based on actual usage.



Cost Analysis

- Cross-provider price comparison explorer & recommendations to ensure the most cost-effective resources are selected.
- Reserved instance capacity analysis and recommendations at individual resource and account-wide levels
 - Persistent individual servers are identified and recommended to be covered by reserved instance capacity



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Cost Management

Save Up To 80% With Spot Markets

- **Spot recommendations**

Assess and recommend existing instances that can be converted to lower cost AWS Spot / Azure Low Priority instances by leveraging cloud providers' excess capacity, allowing you to save up to 80% in costs.

- **No downtime with 100% availability**

In the event where Spot/Low Priority instances are not available, Cloud Manager will fall back to on-demand instances, reverting back to Spot/Low Priority instances as soon as they become available. This means your services will be always on, without any loss of service.

- **Predictive Analysis**

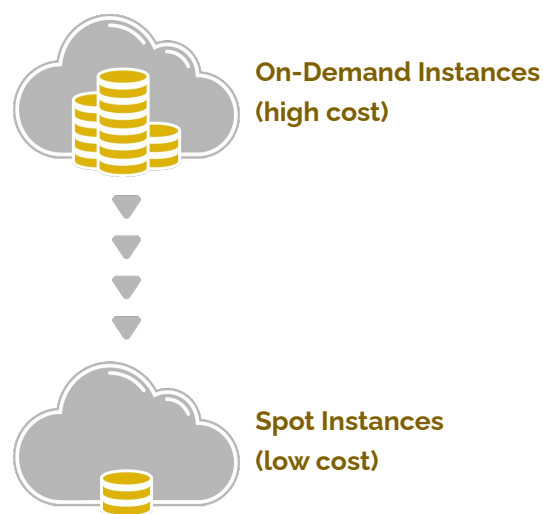
To anticipate any disruptions to your Spot/Low Priority instances and redistribute workloads, providing a seamless and uninterrupted service.

- **Set up Spot Groups**

Allowing you to provision Spot/Low Priority instances seamlessly in minutes.

- **View projected and over-time savings**

From using Spot/Low Priority instances in place of on demand servers.



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Compliance

Governance & Reporting

View your entire cloud estate and inventory.

- Powerful visual dashboards that give you insights into your cloud compliance scores on a global basis,
- Create a single source of truth, and manage the entire cloud estate using a single lens.
- View server health scores for each of your individual cloud resources.
- Define governance policies that enable DevOps teams to focus on driving innovation.
- Monitor and control compliance standards for SecOps with automated remediation.
- Administrative dashboards to ensure Cloud Manager is running correctly, highlighting any failed transactions that require attention.



Compliance Engine

Cloud Manager keeps your cloud estate compliant.

- Compliance dashboard: view up-to-date scoring, highest priority audit failures.
- Audit failures based on geographical location, and summary of human-effort costs.
- Automatically assess your cloud accounts and infrastructure resources for a variety of compliance standards.
- Full coverage of compliance standards, including CIS, PCI ISO 27001/17/18, FedRAMP the ability to add local policies..
- Create an internal gold standard, using a predefined set of logic rules to test compliance against industry standards, and define custom internal policies.
- See a list of compliance violations in one place, which can automatically be remediated at the click of a button.



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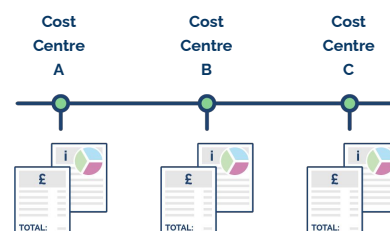


Financial Management

Enterprise Billing & Recharge

Cloud Manager lets you understand and distribute your cloud costs and bill customers.

- Generate summary or detailed line-item invoices and reports to enable recharging according to consumption by Organisational Unit or Cost Centre.
- Charge business units based on their individual (specific) usage, or to show usage against projects/activities.
- Accurate billing means that teams understand exactly the cost their products and services incur, enabling teams to take ownership of these costs/services provided.
- View and monitor cost allocation progress to quickly determine which costs have been allocated and which are yet to be associated with an organisational unit, service or dedicated resource.



Budgeting & Thresholds

Budget based on actual spend and consumption across your entire cloud estate.

- Predict and define the spend in a budgetary period to fund BAU activities and projects.
- Monitor and manage budget deviations, based on user defined thresholds.
- Identify and manage gaps between budget and forecast
- Alert, investigate and correct deviations



Forecast & Planning

Cloud Manager lets you understand and provide long term financial forecasting and planning.

- Powerful visual dashboards and insights enable business units to provision budgets in advance and purchase the most cost-effective resources for future projects.
- Linear and dynamic forecasting can be broken down by departments, organisational units and services.



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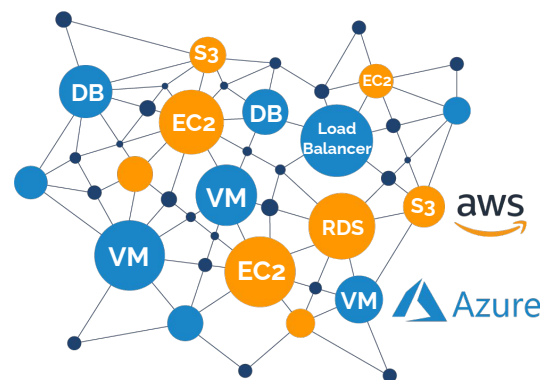


Technical Features

Multi Discovery And Provisioning

Cloud Manager shows you your full cloud estate.

- Discover all the AWS, GCP, VMware and Azure services (including V1 Classic) that exist in your cloud estate.
- Provision new and terminate existing AWS, GCP, VMware and Azure cloud services.
- Discover containers and development applications, including Kubernetes, Beanstalk and Chef Servers.



ServiceNow Native

Fully native in ServiceNow and CMDB

- See and store all your cloud resources in the CMDB.
- Natively integrated with ServiceNow ITSM - utilisation thresholds and recommendations are generated as incident management tasks or change requests, enabling integration with your existing ServiceNow workflows, assignees and assignment groups.



Native & Future Proof

Cloud Manager is fully certified, and runs natively on the ServiceNow platform.

- No additional integration is required and your data never leaves your environment.
- Future releases, are tested against newer versions of ServiceNow prior to official release.
- Compatible, Kumoco Cloud Manager is certified against Quebec, Paris, Orlando, New York, Madrid, London and Kingston.



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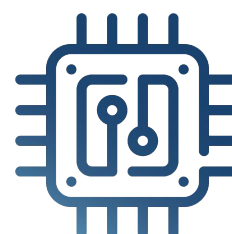


Private Cloud (VMware) Management

Reclaim Capacity

Reclaim resources at the virtual machine level.

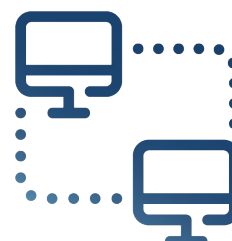
- Analyse utilisation based on CPU and memory (RAM), identifying resources to reclaim, in order to reduce the size and associated costs
- Automatically apply reclaim recommendations for both CPU and memory



Consolidate Servers

Consolidate physical servers at the cluster level

- Analyse overall cluster utilisation and identify opportunities to combine 2 or more physical clusters
- Visualise before and after consolidation to identify decommission and/or re-use opportunities of physical servers



Compliance Engine

CIS compliance for VMWare

- Continual, automated monitoring and auditing for all of the 92 CIS standard's benchmarks
- Automated remediation for ~30% rules, with detailed instructions provided for those that must be addressed manually.



Financial Management

Financial Insight

- Specify costs at a variety of levels: physical server, per CPU, per GB RAM, etc.
- Using the finance and recharge functionality, automated distribution of costs, organised in flexible units, services, and/or dedicated resources based on tagging (see above 'Finance & Recharge/Showback' section for full details)



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