AQUILA CLOUDS™

MULTI-CLOUD FINANCIAL MANAGEMENT PLATFORM

At a Glance

Company

JANUARY 2020
Founded

200+ Years of Leadership Experience

60+ Global Customers

ISO 27001 Certified

Highly **Customizable**

Seamless **Integration**

Products

FinOps™

BillOps™

Offices

San Ramon, USA (Bay Area)
Global Headquarters

Dubai, UAE
Regional Sales Office

Pune, India
Development Center & Sales

Customers & Partners

sify

FX INNOVATION

wipro

MFEC Public Company Limited

Peraton

motherson

HITACHI Inspire the Next

Supported Clouds

aws

Azure

GCP

ORACLE CLOUD

IBM Cloud
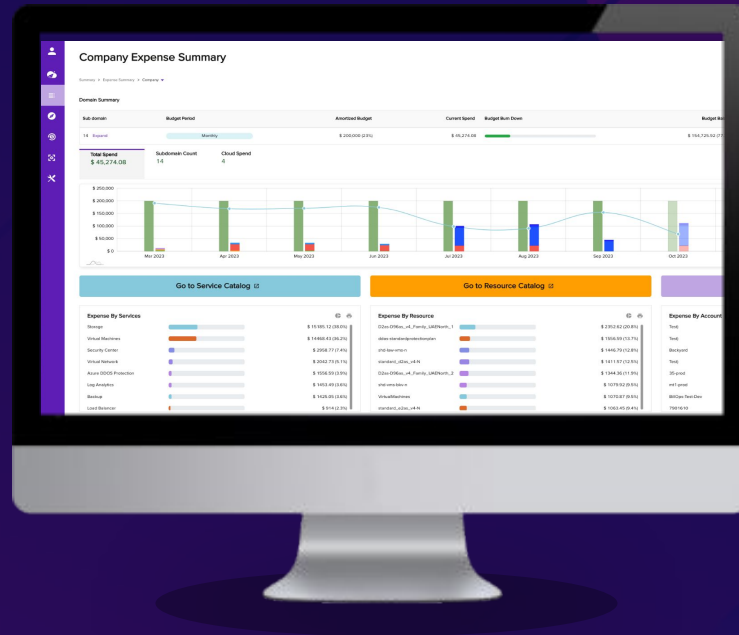
AWS

Azure

GCP

Oracle Cloud

IBM Cloud

Aquila Clouds - The one and only **personalizable** cloud financial management platform for MSPs

Continuous Monitoring
Continuous Optimization

FinOps

Multi and hybrid cloud cost optimization and management

+

BillOps

Pricing customization engine & automated billing platform

Target Audience

Executives (CIO, CFO)

Need to understand

ROI of using (multi) clouds

Project cloud expenses

If any room for savings

Finance Managers

Need to understand

Project cloud expenses

If any room for savings

Need to perform

Chargeback to departments / projects

Need to communicate

With Cloud operators about savings

Cloud Operators

Need to understand

Cloud asset inventory

Cost trends

Utilization trends

Need to perform

Optimization actions

Need to communicate

With Finance about savings

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FinOps

Aquila Clouds FinOps™

We transform cloud finance data into actionable insights for cost-optimized operations.

Main categories of capabilities include:

Observability
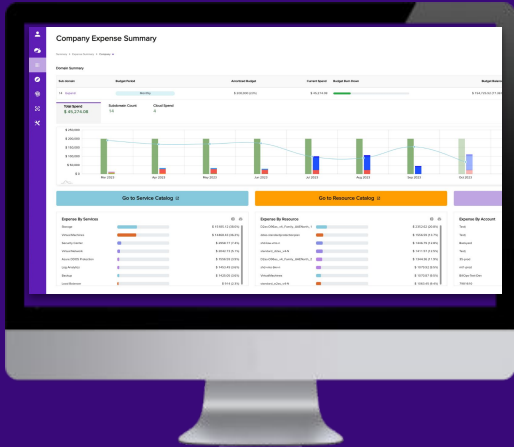
Optimization

Governance

Communication

Aquila Clouds FinOps Demo

FinOps Advantages

- Unified Multi-Cloud Management
- Automated actions
- ML-powered insights
- Advanced chargeback
- Auto Assessments
- Granular cost drill-down
- Empowered teams
- Smart resource shutdown
- Multi-cloud cost summary

Case Studies: FinOps

We have also helped our clients' customers to achieve impressive results

Customer Example	Current: Budget overrun, inaccurate forecasts	Why Aquila Clouds?
$7 billion dollar SI focused on US deals	Takes 2 FTE 3 months to discover information E.g. $400K in storage wastage every month	Budget control and intelligent cost sharing for chargebacks
Co-branded Aquila Clouds FinOps and BillOps	Engineers can spin up resources at will. Unused cloud resources not discovered	Audit trails of cloud inventories
Pitching us in billion dollar contracts (each worth > 1 million for Aquila Clouds)	Requires audit trails of cloud inventories for compliance	Automated and orchestrated change management
Govt clients: ultra tight budget controls requiring accurate forecasting	No accountability of costs	10-50% savings achieved

Case Studies: FinOps

We have also helped our clients' customers to achieve impressive results

Customer Example	Current Solutions: legacy, not adaptable	Why Aquila Clouds?
Global System Integrator	FinOps solutions not meeting market needs (e.g. shared cost allocation and chargeback, complex forecasting scenarios)	All inclusive FinOps platform (Eliminate multiple point solutions)
Selling Aquila Clouds FinOps / BillOps globally. Mostly in Europe.	Need true multi-cloud (AWS, Azure, GCP, OCI and more)	True multi-cloud including AWS, Azure, GCP, OCI, IBM Cloud (in progress)
	Need cloud cost optimization for IaaS and PaaS	Innovative features Capacity planning, leaders' board, analytics.
	Tag Governance For cost center attribution	White Labeling

Case Studies: FinOps

We have also helped our clients' customers to achieve impressive results

Customer Example	Challenge	Solution	Benefit
Government Organization	High cloud costs	Rightsizing and idle resource elimination	**15-27%** cost savings
Telemedicine Company	High EC2 instance costs	Granular CDN charging	**22%** savings on EC2 instances
Enterprise Development Environment	High non-production costs	Startup/shutdown scheduler	**50%** savings on non-production machines

BillOps

Aquila Clouds BillOps

Accelerate and automate complex multi-cloud billing operations for Managed Service Providers (MSPs) and Cloud Resellers on our SaaS platform.

Aquila Clouds BillOps Demo

MSPs resell cloud resources and provide value-add services

Billing to end customers becomes a headache every month

(!) **Huge volume** of consumption data per customer per billing period.

(!) Cloud vendor **pricing information changes** all the time.

(!) **Customized pricing** for different resources and services need special handling

(!) Need **holistic view** of all bills for business forecast and planning

(!) End customers desire **itemized bills**, which are hard to generate by hand

Thousand times improvement in productivity and hundreds of thousands of dollars saved for customers

"What we used to finish in weeks, now we can finish in minutes"

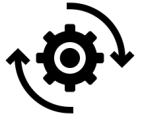VP, Microsoft Practice Head, Nasdaq listed cloud managed service provider

Reduce BillOps complexity

Automated ingestion and processing of consumption and pricing data

Boost business margin

Visibility of total business volume, profit margin, adjustable markups and discounts. Recommendations for savings.

Improve billing operator productivity

Automated billing, notifications and alerts, approval process

Improve end-customer retention

Self-service customer portal with variable billing cycles and cloud resource usage reports.

Case Studies: BillOps

We have also helped our clients' customers to achieve impressive results

Customer Example	Current practices fail at scale	Why Aquila Clouds?
300+ accounts	Manual: 5+ FTEs, 5 weeks, error prone, Excel	Huge efficiency gain (1 day vs weeks)
100 million of cost lines per month	Revenue loss (4-19%): Sales/Ops disconnect, inaccurate extrapolation	Trackable, auditable data
Multi-cloud	Customer dissatisfaction: Billing delays, data transparency	Business analytics
Complex billing rules		Best solution in the world

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