Microsoft Azure

MAXIMIZE YOUR CLOUD ADVANTAGE

Let our certified experts help you realize the full potential of the cloud.

Microsoft Solutions Partner

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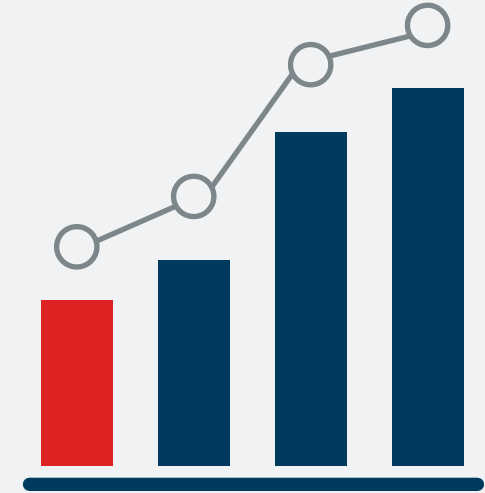
MAXIMIZING YOUR INVESTMENT

NEARLY
60%

BUSINESSES HAVE DIFFICULTY FINDING CLOUD EXPERTS
resulting in misconfigurations and failed cloud projects

UP TO
37%

POTENTIAL CLOUD COST SAVINGS
from Cloud Migration and Advisory Services delivered by Centre Technologies

IMPROVED CLOUD SECURITY
with Centre's secure by default migrations, configurations, and threat detection services

Microsoft
Solutions Partner

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DEEP EXPERTISE IN MICROSOFT SOLUTIONS

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Infrastructure
Azure

Microsoft Solutions Partner

Data & AI
Azure

Microsoft Solutions Partner

Digital & App Innovation
Azure

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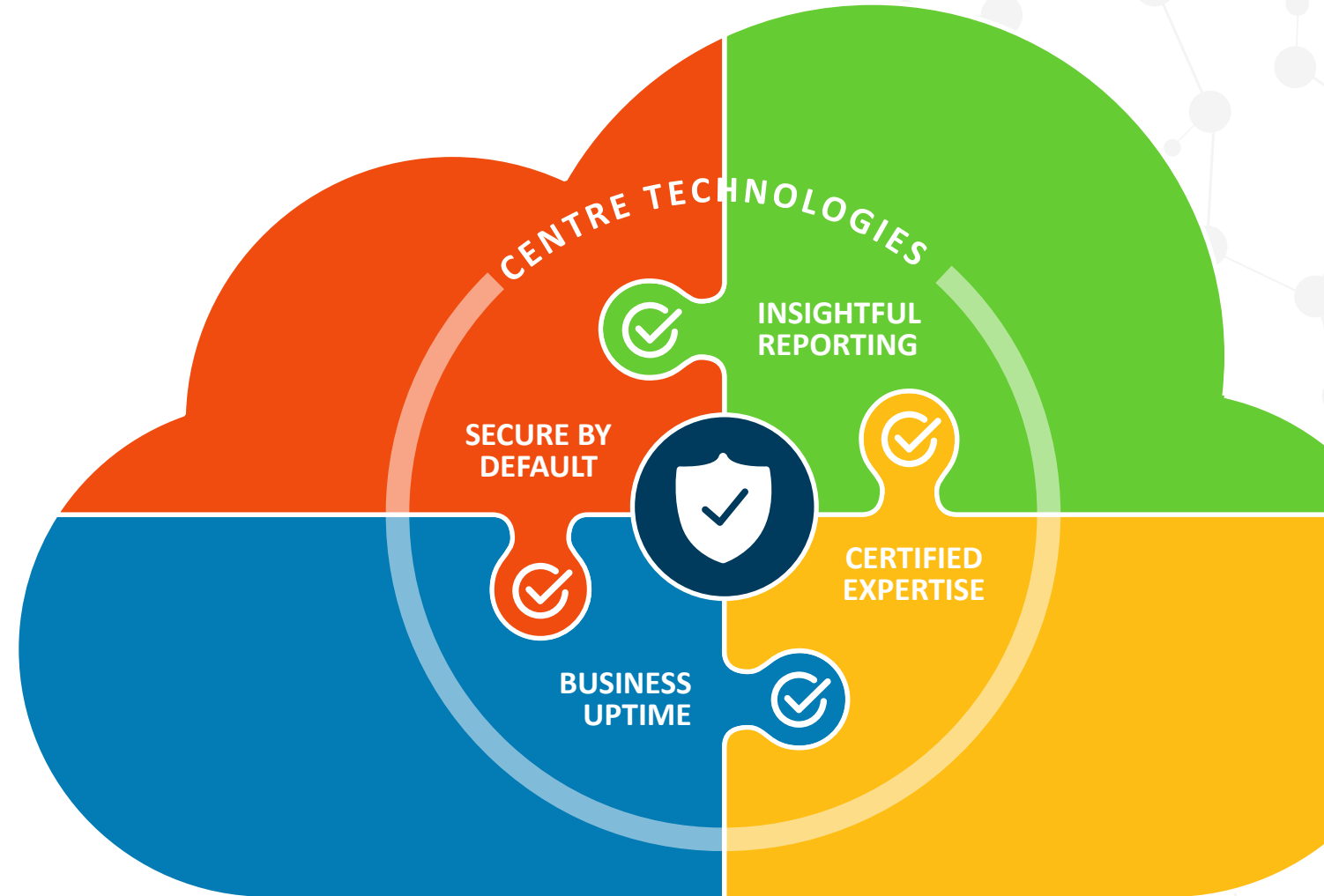
WHAT MAKES OUR **CLOUD DELIVERY** BETTER

	MICROSOFT DIRECT	C
Azure Technical Support	◉	◉
Operational Management	◉	◉
Performance and Consumption Monitoring	○	◉
Detailed and Summarized Billing Reporting	○	◉
Cost Management	○	◉
Documented Cloud Strategy		◉
Initial Setup and Ongoing Mentorship		◉
Rapid Response Certified Azure Support		◉
Azure Optimization		◉
Proactive Security Recommendations		◉
Automation and Change Tracking		◉
Centre Partnership Value Add		
Access to Certified Cloud Solution Experts Strategizing and delivering your path to cloud success		◉
Secure by Default IT Blueprint™ Based on C-Stack™ IT infrastructure methodology and compliance requirements		◉
Committed to Your Microsoft Azure Success		◉

ALIGNED TO YOUR UNIQUE BUSINESS NEEDS

Azure Subscription with Insights	
Detailed Billing Reports	◉
Summarized Billing Support and Reporting	◉
Comprehensive Cloud Infrastructure Reports and Executive Summaries	◉

+

Operational Intelligence	
24x7 Performance Monitoring	◉
Efficiency and Security Intelligence	◉
Application, Usage and Network Connectivity Metrics	◉
Backup Recovery Verification	◉
Operational Care and Optimization (includes Operational Intelligence)	
24x7 Live Assistance	◉
Cost Optimization Analysis and Waste Remediation	◉
Incident Recovery and Root Cause Analysis	◉
Backup and Disaster Recovery Delivery	◉
Connectivity, Virtual Machine (VM), Database and App Services Assistance	◉
Deployment Acceleration	
Resource Build-Outs (including Virtual Machines and VPNs)	◉
Secure by Default Security Configurations	◉
Connectivity and Network Setups	◉
Provisioning	◉
Turnkey Configuration Management	◉
Detailed Change Management Controls and Reports	◉
Cloud Security (SOCaaS)	
24x7 "Always-on" Cloud Detection and Response	◉
Proactive Machine-Learning Threat Hunting and Containment	◉
Misconfiguration Analysis and Remediation	◉

ALIGNED TO YOUR UNIQUE BUSINESS NEEDS

Where your cloud team ends, ours begins.

AZURE SUBSCRIPTION WITH INSIGHTS

Clearly see Clearly see where your money is going with simplified billing and reporting.

OPERATIONAL INTELLIGENCE

Get more value out of your cloud with a suite of the best monitoring and verification tools on the market.

OPERATIONAL CARE + OPTIMIZATION

Avoid issues and wasting money with end-to-end management that proactively optimizes your cloud for performance, security and cost.

DEPLOYMENT ACCELERATION

Launch additional cloud resources faster with security best practices in place and documentation for future reference.
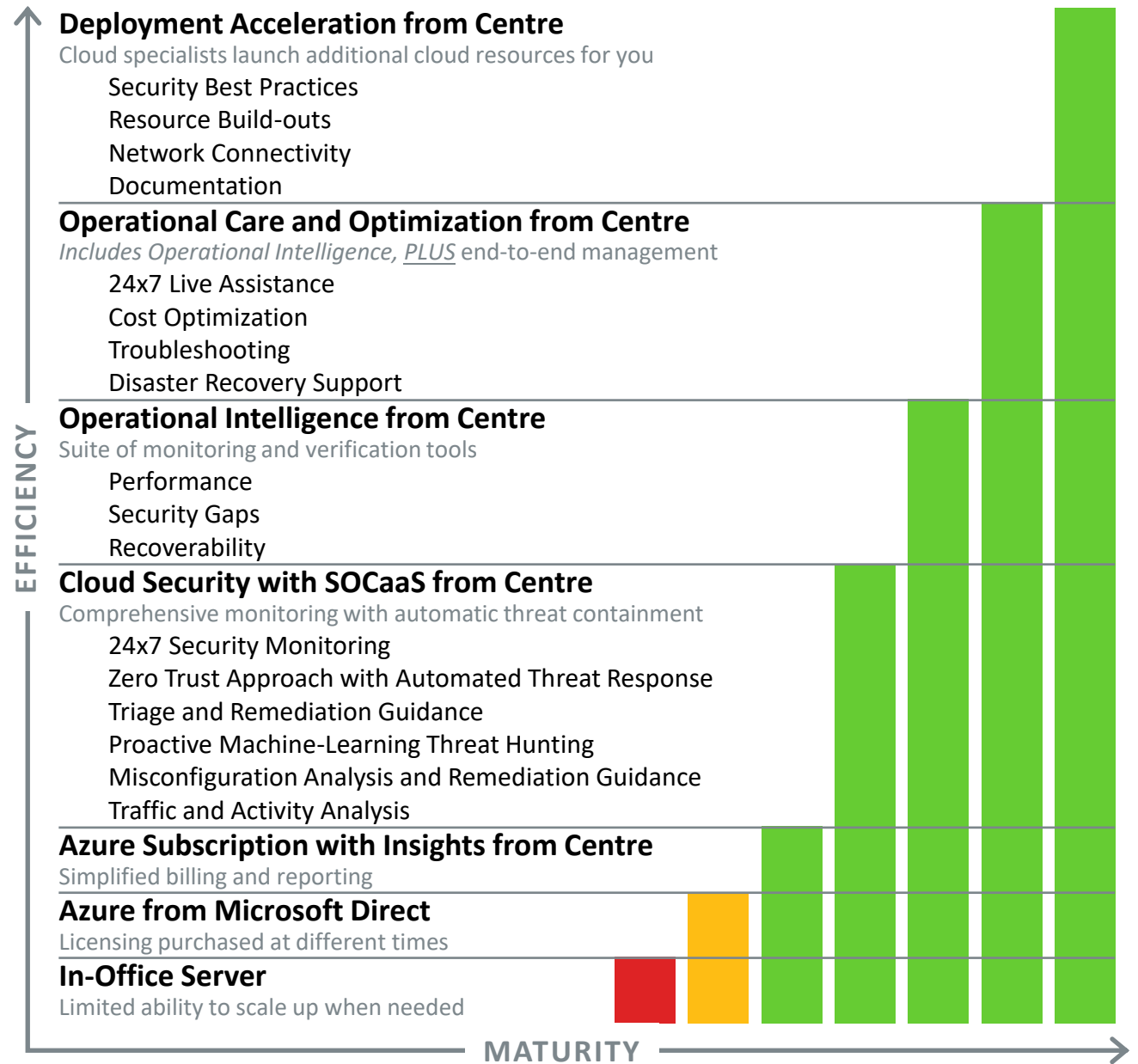
CLOUD SECURITY

Protect your cloud data and workloads free of cyber threats with complete visibility and automatic threat containment.

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WHAT'S YOUR
NEXT STEP

Maturity I/O Model

Deployment Acceleration from Centre
Cloud specialists launch additional cloud resources for you

- Security Best Practices
- Resource Build-outs
- Network Connectivity
- Documentation

Operational Care and Optimization from Centre
Includes Operational Intelligence, PLUS end-to-end management

- 24x7 Live Assistance
- Cost Optimization
- Troubleshooting
- Disaster Recovery Support

Operational Intelligence from Centre
Suite of monitoring and verification tools

- Performance
- Security Gaps
- Recoverability

Cloud Security with SOCaaS from Centre
Comprehensive monitoring with automatic threat containment

- 24x7 Security Monitoring
- Zero Trust Approach with Automated Threat Response
- Triage and Remediation Guidance
- Proactive Machine-Learning Threat Hunting
- Misconfiguration Analysis and Remediation Guidance
- Traffic and Activity Analysis

Azure Subscription with Insights from Centre
Simplified billing and reporting

Azure from Microsoft Direct
Licensing purchased at different times

In-Office Server
Limited ability to scale up when needed

EFFICIENCY

MATURITY

FASTER TIME TO **VALUE**

CONFIDENCE

MAKING IT
AWESOME

KEEPING IT
RUNNING

VISIBILITY

INSIGHTS

VALUE

Azure | Azure Subscription with Insights | Operational Intelligence | Operational Care and Optimization | Deployment Acceleration | Cloud Security

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CLOUD
MIGRATION

Building a custom environment tailored to your unique security, compliance, agility, and budget requirements

Access to a production-ready cloud environment that's ready to go live

Test and refine applications and workloads

Proven cloud-native and 3rd party tools for data migration

Phased approach for large migrations to ensure application and data quality

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CLOUD
SECURITY

24x7 "Always-on" cloud monitoring

Misconfiguration analysis and remediation

Proactive machine-learning, **PLUS** human-driven threat hunting

Vigilant threat containment

Prompt forensic investigation

Remediation consulting and verification

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CLOUD
OPTIMIZATION

Evaluating and strengthening cost controls

Workflow and application delivery analysis (hybrid model)

Assigning resources and applications to appropriate workloads
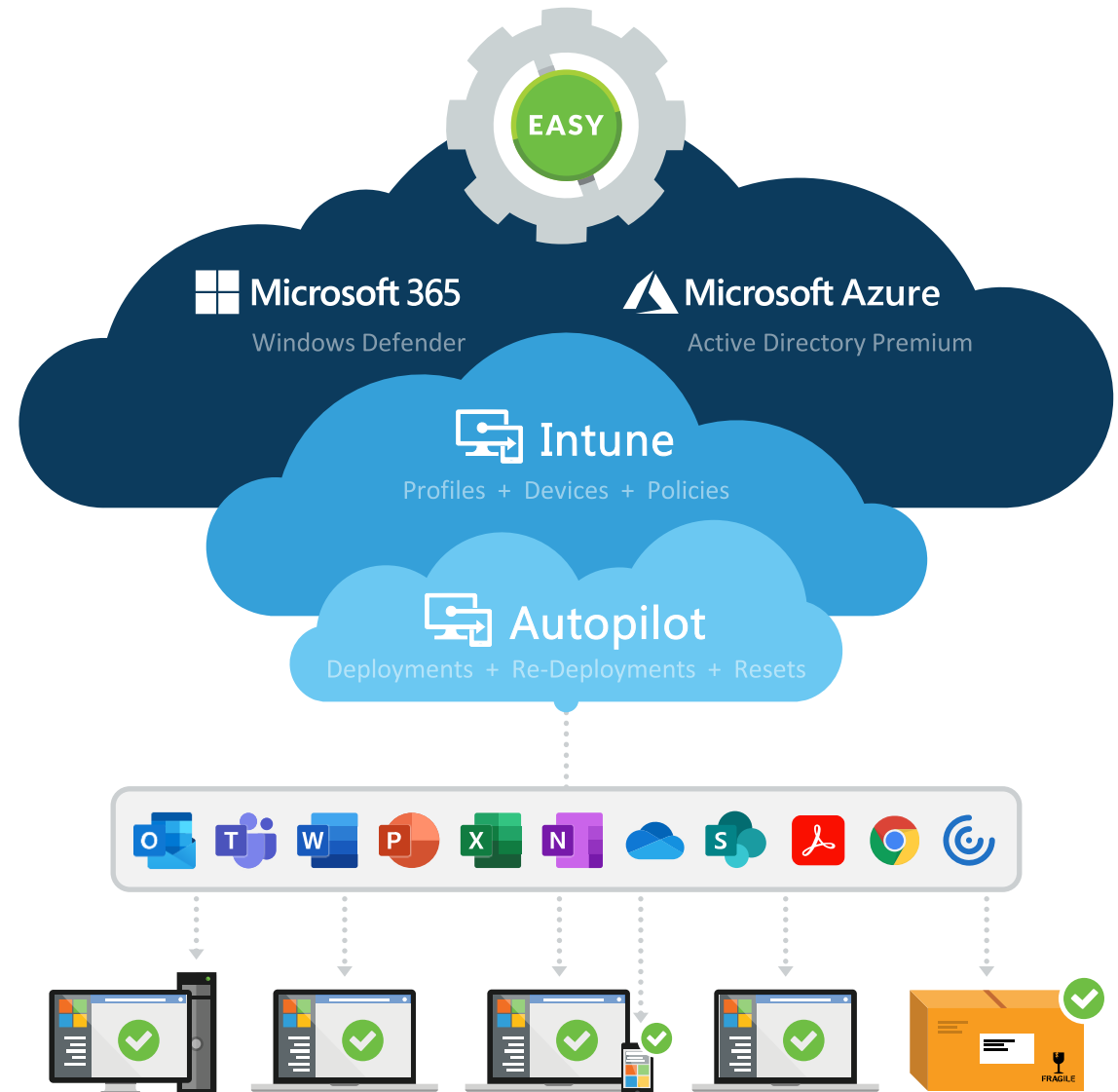
Minimizing cloud sprawl

Maximizing cloud investment
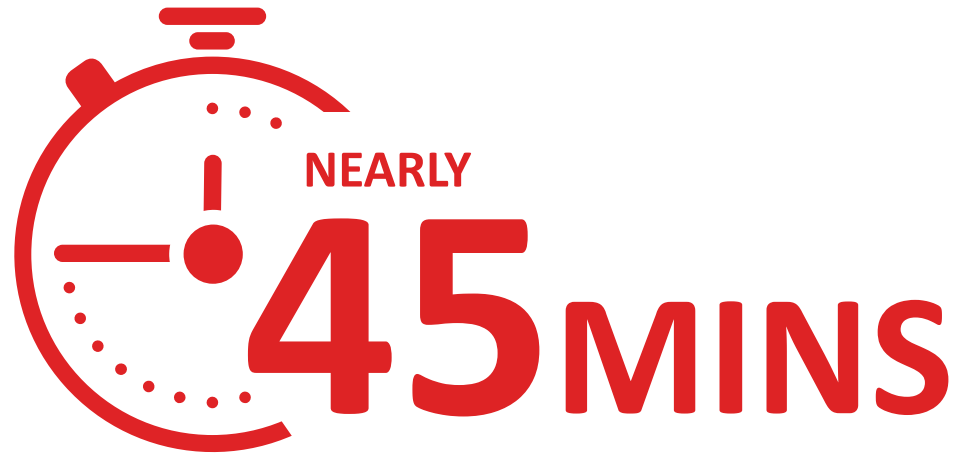
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FASTER DEVICE DEPLOYMENTS

NEARLY

45MINS

VS

WITHIN

2MINS

**ENROLLING DEVICES
ONE BY ONE**
average of 2-5 minutes
for each machine

**ENROLLING DEVICES
IN BULK**
all machines
at the same time

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HOW TO KNOW IF WE'RE A **GOOD FIT**

Which of these describe your organization?

✅ Your employees want ready-to-use devices without a setup delay.

✅ You're looking to automate installs and security policies.

✅ You want to setup, secure, and update devices faster.

✅ You have strict regulations that require consistency across devices.

✅ You're ready to make device management easier than ever.

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MAXIMIZED FOR CLOUD SUCCESS

FROM THIS

Unintended sprawl and wasteful spending.

CLOUD SPRAWL

YOUR BUDGET

CLOUD SPEND
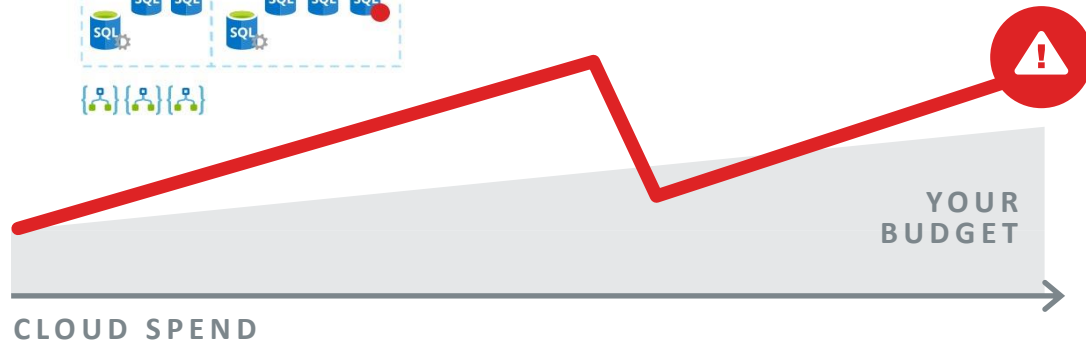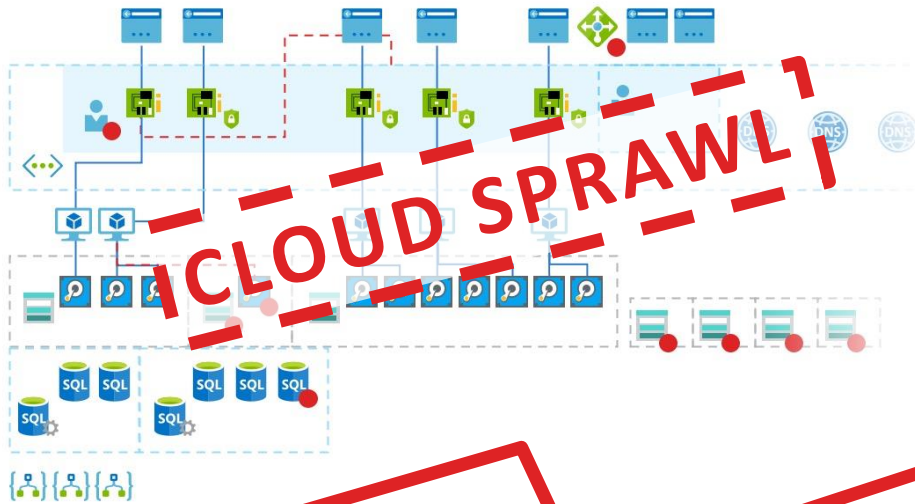
TO THIS

Strategic growth and predictable costs.
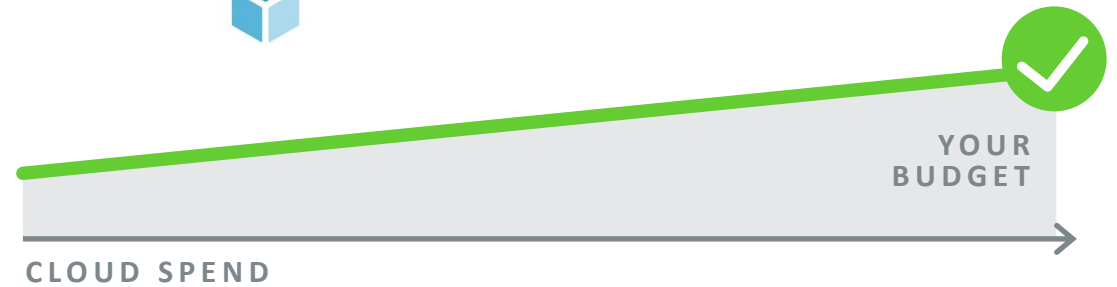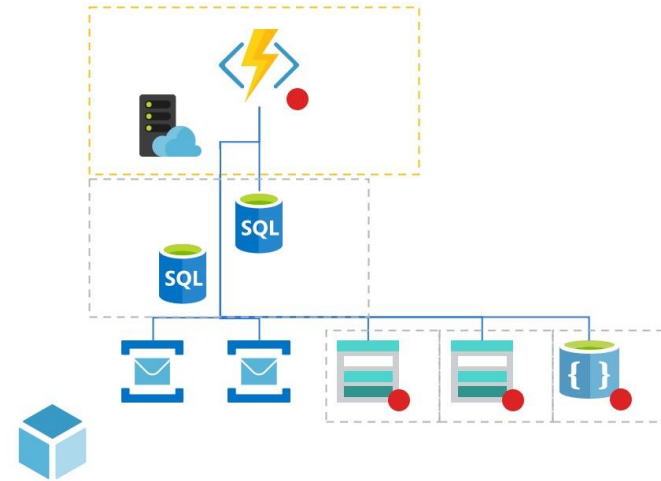
YOUR BUDGET

CLOUD SPEND

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COMPREHENSIVE INFRASTRUCTURE **REPORTS**

Monthly Cloud Infrastructure Report
with resource details and documentation

PDF

+

VISIO

YOUR COMPANY LOGO

AZURE INFRASTRUCTURE REPORT | V 4.2

DECEMBER 2020

Delivered by:

Centre TECHNOLOGIES

COMPREHENSIVE INFRASTRUCTURE
REPORTS

Monthly Cloud Infrastructure Report
with resource details and documentation

- ✓ Detailed Global Diagram of Environment

- ✓ Current Consumption Costs

- ✓ Best Practice Recommendations

- ✓ Policy Assignments

- ✓ Resource Types, including Storage,
  Virtual Machines, Virtual Networks,
  Network Security Groups, and Public IP Addresses

- ✓ Security Policies

- ✓ Resource Groups

- ✓ Registered and Enterprise Applications

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HIGH-LEVEL EXECUTIVE **SUMMARIES**

Monthly Executive Summary
with overview of resource types and costs

PDF

YOUR COMPANY LOGO

AZURE EXECUTIVE SUMMARY | V 4.2

DECEMBER 2020

Delivered by:

Centre TECHNOLOGIES

Executive Summary

This document was generated a
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- Centre BaaS Subcription

The following Azure data center

Locat
westu
south

The following components are

Comp
Analy
API M
App S
App S
Appli
Appli
Autor
Azure
Azure
Azure
Azure
Azure
Azure
Batch
BlueP
BotSe
Cloud
Cogni
Conta
Conta

AZURE DOCUMENTATION | V 4

HIGH-LEVEL EXECUTIVE SUMMARIES

Monthly Executive Summary
with overview of resource types and costs

- ✓ Current Consumption Costs
- ✓ Best Practice Recommendations
- ✓ Resource Types by Locations and Components

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SIMPLIFIED BILLING

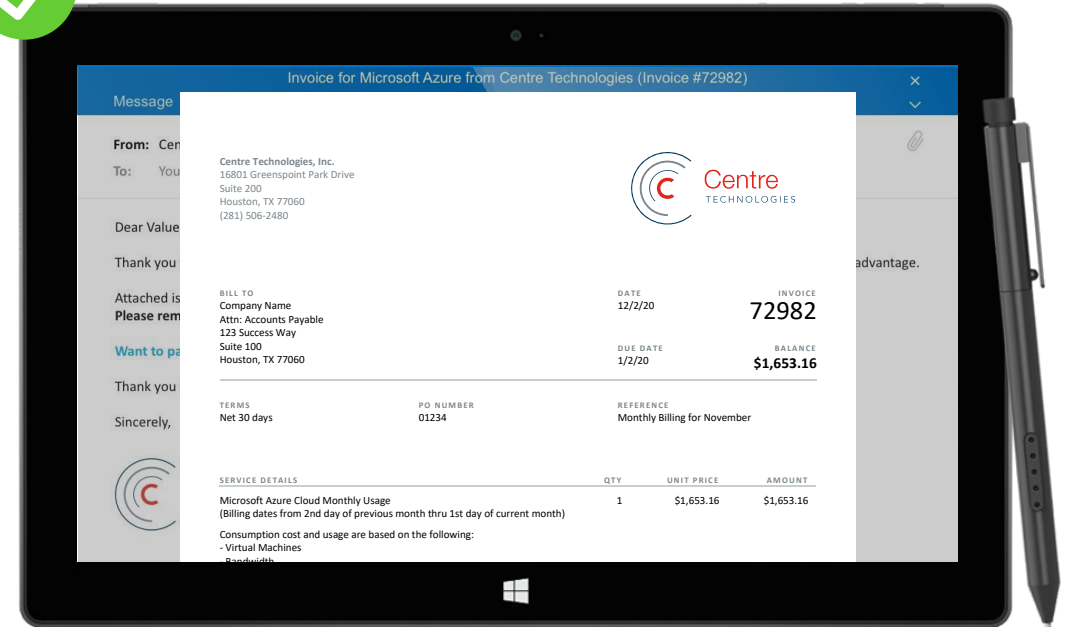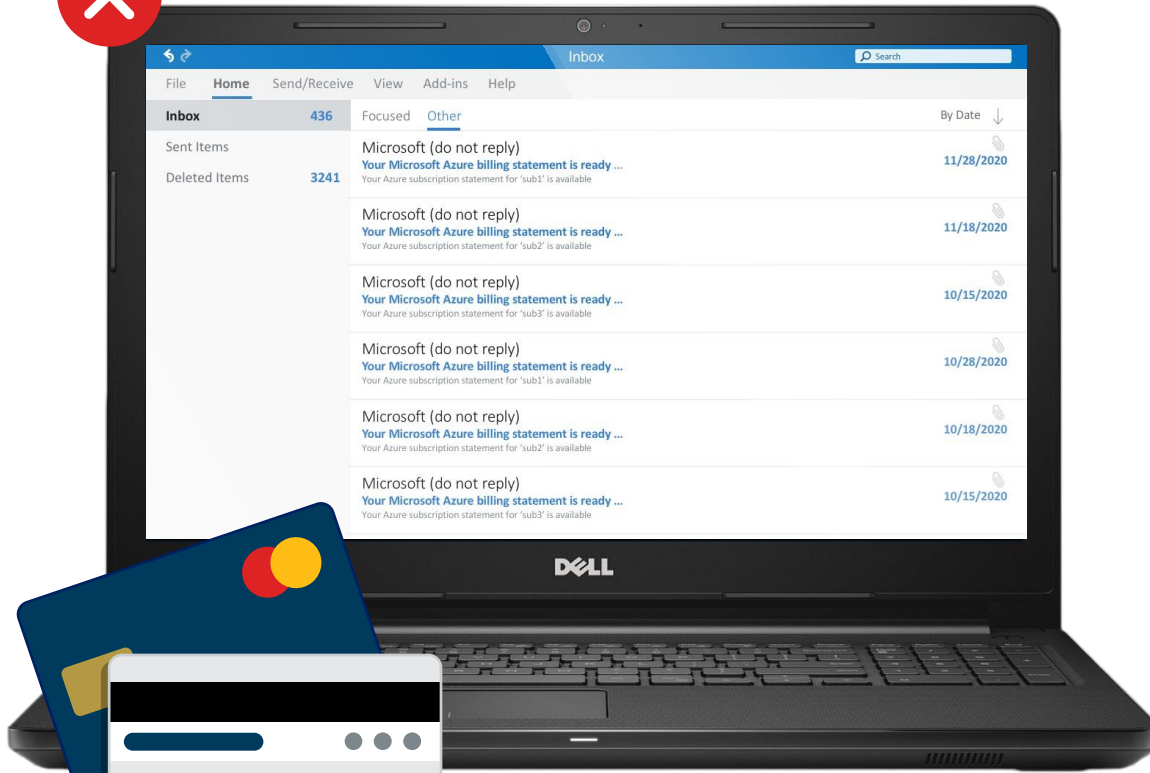## FROM THIS
Microsoft Direct

Automatic charges with overwhelming details.

TO THIS

Understand where your dollars are going.

TAILORED EXPENSE SUMMARIES

FROM THIS
Other Microsoft Azure Providers

Overwhelming details not tailored to you.

TO THIS

See what and who attribute to cloud spend.

Microsoft Azure

Prepared by Centre TECHNOLOGIES

EXPENSE SUMMARY

REPORTING PERIOD 10/2/2020 to 11/1/2020

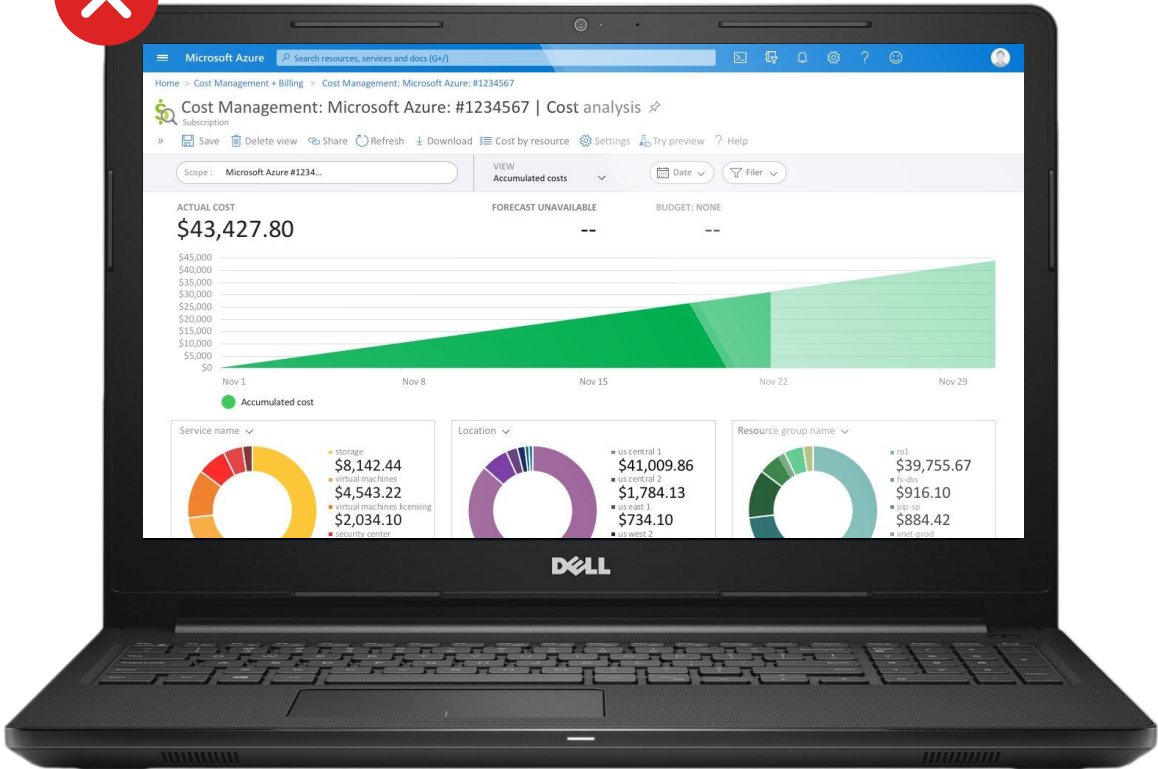| BY CATEGORY		BY DEPARTMENT	
Advanced Threat Protection	$4.25	Accounting	$13.43
Bandwidth	$0.00	Human Resource	$14.21
ExpressRoute	$241.94	Information Technology	$45.02
Security Center	$32.06	Marketing	$11.34
Storage	$219.20	Production	$541.15
Virtual Machines	$1,138.65	Purchasing	$36.75
Virtual Machines Licenses	-	Research & Development	$712.94
Virtual Network	$17.06	Sales	$278.31
TOTAL	**$1,653.15**	**TOTAL**	**$1,653.15**

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INTUITIVE **CONSUMPTION** VISIBILITY

FROM THIS
Microsoft Direct

One-size-fits-all reporting.

TO THIS

Reporting tailored to what matters to you.

ACTIONABLE **INSIGHTS**

Easily track new workloads added in the last 30 days

Be proactive about data retention and recovery

Quickly view your Microsoft Azure Secure Score

Stay on top of misconfigurations

Gain insights into security gaps and common errors

Attribute usage to cost centers and departments

Avoid wasteful spending from unused resources and licenses

Track spending trends on resources

Easily view what's being used the most

CMAC™ DASHBOARDS

Your Company Name ⌄

Microsoft Azure Licensing Summary

Resources	Total Billable Resources	Used Resources	Unused Resources	Unused Resources Spend ($)
Virtual Machines	178	125	53	$1,230.32
Virtual Networks	1	1	0	$0
Databases	2	0	2	$145.12
Storage	3	2	5	$450.32
Total	186	129	60	$1,825.76

10 MINS AGO   2 MINS AGO

New Workloads
22
Last 30 days
15 MINS AGO

Resources without Backups
5
—
18 MINS AGO

Microsoft Azure Secure Score
46%
Total Microsoft Secure Score
28 MINS AGO

Security Alerts (Last 30 days)
Last 30 days
12 MINS AGO

Possible Misconfigurations
32
All time
3 HOURS AGO

Spending Trends (Past 12 Months)

Advanced Threat Protection   Bandwidth   ExpressRoute   Security Center
Storage   Virtual Machines   Virtual Machines Licenses   Virtual Networks

2 HOURS AGO

Utilization By Resource
12 MINS AGO

Utilization By Department
Purchasing   HR   Accounti...   Marketing
IT
Sales
R&D
Production
12 MINS AGO

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INNOVATIVE CLOUD **EXPERTISE**

4X MORE
PERFORMANCE VISIBILITY
with Advance Azure Infrastructure Alerts from PaaS to recoverability[1]

2X FASTER
RAPID RESPONSE SUPPORT
than Microsoft's standard support for troubleshooting and resolving Azure issues[2]

2X FASTER
FASTER RESOURCE BUILD-OUTS
from strategic cloud consulting and configured templates[3]

MORE THAN 33%
INCREASED REDUNDANCY
leveraging hybrid cloud and backup policies

40%
IMPROVED EMPLOYEE ADOPTION
with post-deployment mentorship from Centre cloud experts*

75%+
EVOLVED CLOUD INFRASTRUCTURE
by consolidating multi-cloud and off-prem systems

*   *Based on increased backups, replication, instances and PaaS*
1. *Requires Centre's Microsoft Azure Operational Intelligence.*
2. *Requires Centre's Microsoft Azure Operational Care and Optimization, which includes Operational Intelligence.*
3. *Requires Centre's Microsoft Azure Deployment Acceleration.*

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CASE STUDY

Centre's commitment is rooted in a widespread work ethic of complete devotion to the customer.

Infrastructure Manager
Leading Managed Transportation Services Provider in North America

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DRASTICALLY REDUCING COSTS WITH **CLOUD OPTIMIZATION**

Leading Managed Transportation Services Provider in North America

CHALLENGES
- Business acquisition resulted in cloud sprawl
- Discovery of more than $1 Million dollars annual spend on Microsoft Azure

SOLUTIONS AND RESULTS
- Cloud Assessment documentation included recommendation to implement a hybrid approach to optimize Azure environment and spend
- Same storage space and immediate cost reduction
- Tailored workloads to hybrid between Azure public cloud and private cloud hosted by Centre
- Owned hardware moved and stored in datacenter to avoid traditional added costs associated with increasing storage over time

451K Annual cost savings from hybrid cloud approach and eliminating the need to hire an in-house resource

LOOKING TO THE FUTURE
- Continues to see value by relying on a team of experts as their own
- Maximizing value of Azure's security center to its full potential
- Additional consulting on Microsoft 365 optimization to reduce spending

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Centre's cloud experts delivered as promised — working through all issues and mentoring us every step of the way.

Development Manager
Leading provider of Point-of-Sale (POS) software and transaction services

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INCREASED
RELIABILITY
AND SCALE

Leading provider of Point-of-Sale (POS) software and transaction services

CHALLENGES

- Aging hardware and lack of networking redundancy
- Security vulnerabilities in unsupported hardware
- Lack of performance for growing applications
- Current datacenter location was having frequent outages

SOLUTIONS AND RESULTS

- Microsoft Azure provided a quick solution without large CAPEX purchases
- Applications can scale up quicker and run better in Azure
- Security can be improved without concern for unsupported hardware issues

65%
Decreased outage resolution time

100%
hardware failure points eliminated

$500K
CAPEX savings by switching to OPEX purchasing model

LOOKING TO THE FUTURE

- Continuous cost optimization from Centre's mentorship and reporting
- Improving security with enhanced toolsets available in the cloud
- Delivering Disaster Recovery systems protecting against region wide outages

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CENTRE1