

Smart Cloud Optimisation

# Product Brochure

Analytics | Cost Optimisation |  
Security | Business Intelligence



Surveil Product Brochure – version 1 (Feb 2023)

This document uses screenshots from Surveil Version 2.0. All visuals are an accurate representation of the platform at the time of publication but are subject to change, at which time this document may be amended, updated, or retired without notice.

For further information, please don't hesitate to reach our team via [www.Surveil.co/contact-us](http://www.Surveil.co/contact-us)

# Maximise the Microsoft Investment with Surveil

Surveil is an AI-driven SaaS platform surfacing deep analytics, on simple dashboards, with powerful actionable insights.

## How It Works

Using read-only access, Surveil analyses Microsoft 365 and Azure environments to deliver the actionable insights needed to maximise the Microsoft investment – whether that's driving adoption, optimising costs, or freeing-up resources for reinvestment in digital transformation.

- ✓ Secure, read-only access
- ✓ Dashboards refreshed daily
- ✓ Quick onboarding
- ✓ Insight beyond native reporting

Surveil identified a European Childcare Provider's costly licensing complication, resulting in a spend right-sizing of 40%, dropping from \$1.2m to \$730k.

Use Case

## What Surveil Does For...

### Channel Partners

- Unlocks new opportunities and revenue
- Offers quality customer advice
- Generates valuable service contracts
- Increases contract value and retention

### Their Customers

- Cuts wastage
- Improves procurement strategies
- Mitigates security and compliance risks
- Enhances business productivity

## Who's Using Surveil?



# Tackling Cloud Sprawl with Deep Analytics

Poor planning, execution, and management of cloud and digital strategies is resulting in cloud sprawl.

## What Does Cloud Sprawl Look Like?



- Significant budget wastage
- Security risks
- Low productivity
- Disparate data sources
- Lack of regulatory compliance
- Inaccurate cost allocations
- Poor quality procurement
- Proliferation of shadow IT

## Surveil allows organisations to...



### Optimise

Maximise the Microsoft investment by optimising licensing costs, feature usage, solution adoption, productivity, and joiners/leavers.



### Secure

Take the reins on security by identifying and remediating risks, making guided Microsoft Secure Score improvements, and tackling compliance head-on.



### Control

Employ smarter, faster IT & procurement strategies with improved governance, cost allocation, and visibility of data – all available on easy-to-grasp dashboards.



### Collaborate

Support hybrid teams with insights into Microsoft Teams, call and device quality, and social interactions.

**As a result, waste is converted to value and cloud sprawl becomes efficiency. Ah, clear skies at last.**

# Software Developer Secures a Truthful Licensing True-Up – Complete with Savings

Use Case

Following the shock of a True-Up proposal that increased their annual licensing expenditure from \$820,000 to \$1.4million, the IT team at a prolific software development company were feeling the pressure.

Scrambling to either justify or **rectify a 42% increase**, the team turned to the Admin Portal to better understand the proposal with the information in their estate.

Unfortunately, they lacked the tools, time, and processes required to accurately pull the correct and most powerful data. With time running out and pressure mounting to cut the cost, the customer's IT team decided they needed outside support.

Identifying Surveil as a means of surfacing the deep analytics they desperately needed – and fast – the IT team reached out to take part in a read-only Microsoft 365 Health Check. Bypassing the complexities of the Admin Portal and time constraints of manual analytics, the Health Check was able to demonstrate a wealth of cost optimisation opportunities, all presented on actionable dashboards.

The resulting report provided the team with much-needed negotiation support, enabling them to have inactive and blocked users excluded from Microsoft's calculation, part-time users moved to more suitable subscriptions, and unused Power BI subscriptions re-harvested.

Ultimately, the customer's proposed annual true-up bill was reduced by **46%**, dropping from the original **\$1.4million** to a much less eye-watering **\$760,000**.

Now, the customer is back in control of their licensing costs and much better prepared for the next true-up, thanks to the visibility and insights provided by Surveil's deep analytics.

**46%**  
True-Up Reduction

**Time-Saving**  
Automated Process

**Visibility**  
To Plan Licences

# Smart Cloud Optimisation

Optimise

Cloud optimisation can take many forms – cost, productivity, adoption; Surveil's ready to drive them all.

## Convert Waste to Value

Manage, improve, and contextualise cloud spend.

Surveil supports FinOps activity by making it possible to see, understand, and more accurately plan licensing costs. By aligning IT billing to business categories and resources to business context, it's easier than ever to get a handle on cloud spend.



## Drive Adoption

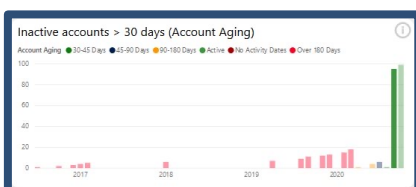
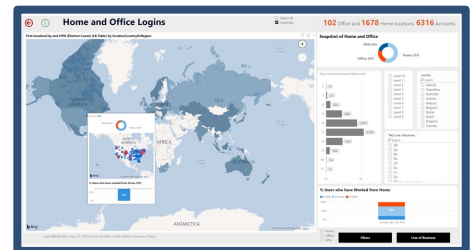
Leverage usage and adoption trends to drive M365 change programmes.

View licensed application and specific feature adoption across the M365 suite to better drive adoption and maximise ROI.

## Improve Productivity

Make operational improvements and understand the impact of change on employees.

Remove manual analytical processes and save time through automation and quick access, while measuring and leveraging employee insights to spread positive trends and offer productivity support.



## Manage Leavers

Reduce the cost and risk of leaver accounts.

Plug leaver security leaks by removing unnecessary access, restricting access for high-risk leavers, and reallocating licences from inactive accounts.

# Enhance Cloud Security

Secure

Throw a spotlight on lingering security gaps and make the shift from reactive to proactive.

## Secure Score Overview

Take charge of your Microsoft Secure Score. Gain an instant view of the popular Identity, Device, and Access Secure Score categories, making improvements and modifying what Microsoft measures to create an accurate result.



## Security at a Glance

Make the most of key security insights, including evidence needed for MS Program POEs.

Highlight security gaps, understand the effort and licences required to implement change, and assess which feature areas need improvement.

## Consolidate Third Parties

Gain visibility of all vendor costs and contracts.

Improve vendor management and build an investment case for security improvements by recognising duplicate functionality and the associated costs.







# Strategic Business Intelligence

Control

Underpin strategic decision-making, take control of processes, and leverage smart business intelligence.

## Decision-Making

Financial planning with prediction.

Surveil allows for better decision-making and predictive forecasting by using recommendations, trigger events, analytics, and trends to frame deep analytics and key metrics in a recognisable business context.



Operational Summary				
<b>Year 1</b>	July 2018	£55,239	£0	£55,239
	June 2019			
<b>Year 2</b>	July 2019	£55,239	£5,732	£60,971
	June 2020			
<b>Year 3</b>	July 2020	£55,239	£975	£56,214
	June 2021			

## Renewal Planning

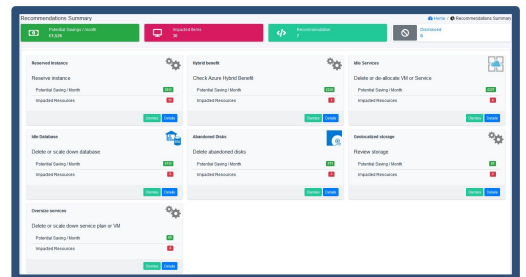
Use relevant recommendations to secure savings averaging 18-37%.

Easily manage the Microsoft budget in meaningful ways, viewing licence costs by different business categories and simplifying the licensing view.

## AI-Powered Intelligence

Let Surveil's in-built engine do the heavy lifting.

Quickly identify which areas are contributing towards costs and take action from the same screen, staying in control through a picklist of optimisation benefits.



C-Level Dashboard	
<b>Operational Summary</b>	High-level overview of an organisation's Office 365 Environment, looking at product adoption and consumption, trends and key metrics on organisational accounts.
<b>Regional Distribution</b>	Breakdown of Office 365 usage by region, allowing for targeted marketing and support.
<b>Product Summary</b>	High-level overview of an organisation's Office 365 Environment, looking at product adoption and consumption, trends and key metrics on organisational accounts.
<b>Key Metrics</b>	High-level overview of an organisation's Office 365 Environment, looking at product adoption and consumption, trends and key metrics on organisational accounts.
<b>Key Metrics</b>	High-level overview of an organisation's Office 365 Environment, looking at product adoption and consumption, trends and key metrics on organisational accounts.

## Ease of Visibility

Demystify the Microsoft environment.

Remove the need for technical know-how by providing relevant, easy-to-understand dashboards focusing on key areas with a high-level view.

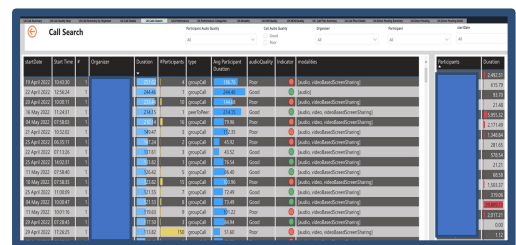
# Support New Ways of Working

Collaborate

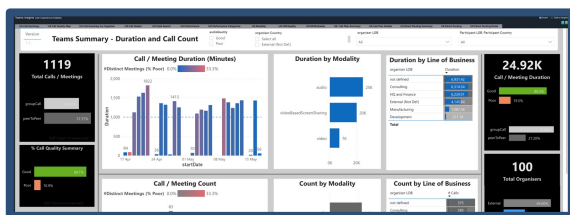
In the world of hybrid working, business and device intelligence goes a long way to support impactful collaboration.

## Detailed Teams Insights

Access powerful Teams insights to enable your employees – wherever they are. Drill down into detailed Teams statistics, such as adoption, collaboration between departments, and call quality to support users.



Start Time	Start Time	Operator	Duration	Participants	Type	% of Total	Sub-Category	Sub-Category	Priority	Device	Device	Device
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard
14 April 2022	14:01:00	12345	00:01	4	groupCall	100%	Group	Audio	Standard	Standard	Standard	Standard

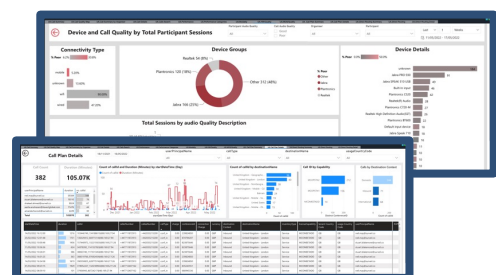


## Social Interactions

See how employees are collaborating. Develop a better understanding of how users are interacting with one another, different departments, and external parties.

## Optimise Devices & Plans

Make the improvements needed to underpin successful hybrid working. Analyse the quality of calls through detailed Teams Enterprise Voice insights, matching the results across individual devices to identify opportunities for optimisation.



# Partnering with Surveil

Partners

We're 100% Channel-focused, allowing us to dedicate time and resources to support our partners' success.

## Why Partner with Surveil?



### Opportunity

Resell Surveil or leverage its insights to match customers with value-add offerings.



### Retention

Enrich and enliven customer relationships with in-depth knowledge.



### Momentum

Move quickly with fast onboarding, fast data, and fast wins.

### See More

- ✓ Transparency and visibility of your customers' M365 and Azure
- ✓ Actionable insights
- ✓ Usage and adoption analytics
- ✓ Licence forecasting
- ✓ Identify security gaps and growing identity risks
- ✓ Spotlight cost optimisation opportunities

- ✓ Identify cost savings to reinvest in other offerings
- ✓ Consolidate functionality and sell Microsoft licences
- ✓ Intelligence-backed licence renewal decisions
- ✓ Underpin managed services with in-depth analytics
- ✓ Cultivate a long-term relationship

### Sell More

### Simple

- ✓ Near real-time machine-speed analytics
- ✓ Easy-to-read dashboards
- ✓ Single pane of view
- ✓ Speed and precision
- ✓ 5 minute onboarding

# Supporting Our Partners

Partners

We've created a robust partner offering to ensure joint success.

## Surveil Academy

Training developed with accredited experts to help embolden partner sales teams, helping them to grow confident in selling *with* Surveil. Upon receiving their Foundation certification, learners can opt for more in-depth courses.



## Go-to-Market Support

In their secure Partner Hub, each partner has the opportunity to access a library of ready-to-brand collateral and marketing resources, as well as being able to collaborate with our team on various marketing activities.

## Surveil Sales Champion

Through their Surveil Sales Champion, a partner can bolster their sales team's efforts, tapping into specialist experience and expertise from prospect planning, through to Health Check deployment and proposal.



**Get Started**

Speak to your Microsoft  
Partner, arrange a demo.

# Get Started with a Surveil Health Check

Health Check

A 30-day analysis of Azure or Microsoft 365, surfacing immediate insights into opportunities to optimise costs, security, and more.

The Surveil Health Check runs independently on the Microsoft environment, using read-only access and powerful AI to surface the deep insights usually out of reach without intense manual effort. It takes minutes to onboard, and the end result is an insightful report that presents opportunities to optimise, secure, and control the Microsoft environment.

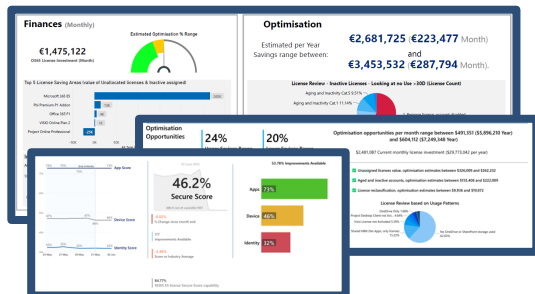
- ✓ Read-only access
- ✓ Quick onboarding
- ✓ Runs independently
- ✓ Produces a powerful report

A Surveil Health Check identified a number of valuable cost optimisation opportunities for an airline provider – including the chance to save over \$550,000 in their next Microsoft renewal.

Use Case

## Azure Health Check

Gain an understanding into Reserved Instances and zombie resources, discover hidden cloud costs and potential savings, and identify previously unknown Microsoft hybrid benefits.



## M365 Health Check

See a summarised snapshot of current and forecasted licensing spend, potential savings opportunities, areas of risk, and solution usage across Microsoft 365.

## Let's Talk Partnerships

Interested in becoming a Surveil partner? Want to know more about how Surveil can help your customers? **Let's talk.**



### Email Us

Sales@Surveil.co



### Call Us

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## About ITEXACT

Founded in 2009, Surveil is a global cloud services company, specialising in cloud-centric software and subscriptions, asset and identity management, and security and governance.

The Surveil platform sits at the heart of our offering, providing AI-powered intelligence to optimise cost, adoption, security, and customers' Microsoft investments.

For partners, Surveil represents the ultimate selling tool, uncovering insights that unlock new conversations, new opportunities, new value and new revenue.



[www.Surveil.co](http://www.Surveil.co)