

# Azure Cloud Cost Optimization (ACCO)

## 1 OVERVIEW

The cloud offers increased scalability, performance, security, and flexibility--but it comes at a cost. Not managing Azure costs proactively is more harmful than just the dollars and cents you're wasting--it costs you the opportunity to fully realize the benefits of the cloud in order to transform your business. That's where Navisite's Azure CCO offering comes into play.

### PRIMARY USE CASE

Companies currently on Azure looking to lower their spending and optimize billing to increase ROI.

### TARGET MARKETS

Navisite target is high mid-market to small enterprise companies. \$300M - \$7B.

### ACCO OFFERING OVERVIEW

Navisite's Azure Cloud Cost Optimization (ACCO) service offers immediate discounts on key Azure services, includes access to CloudCheckr--a powerful tool for optimizing Azure cost and security--and provides direct access to a dedicated team of FinOps experts.

### TARGET ROLES & RESPONSIBILITIES

- CTO/CIO, CFO – or related VP/Director
- Technology Decision Maker (TDM). VP and Director-Level IT, Infrastructure , Data Center, and Cloud Staff

## 2 OFFER DETAILS

**Ed.**

Why Navisite ACCO?	Getting Started with ACCO (3 Steps)	Azure Cost Optimization Success Story: Ed Broking *
<ul style="list-style-type: none"> <li>✓ <b>Get Lower Rates.</b> Get lower rates for Azure resources as a result of joining Navisite's CSP program.</li> <li>✓ <b>Expert Cost Guidance Included.</b> Quarterly or monthly guidance from automated tools that has been validated by Azure experts.</li> <li>✓ <b>Control Spending Alerts.</b> Get alerted about cloud spending spikes before it's too late.</li> <li>✓ <b>Simplified Support</b> Platform support through Navisite instead of navigating Microsoft ticket process.</li> <li>✓ <b>Understand your Bill:</b> Leverage our Azure billing experts to understand how your money is being spent.</li> <li>✓ <b>Access to Experts.</b> Access to recurring management and project services from an Azure Expert MSP.</li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>Review the Proposal.</b> The Service Agreement includes all of the details about the service so you can see it in black and white.</li> <li>✓ <b>Transfer the Account.</b> The Microsoft account(s) remains in the customer's name, but Microsoft requires legal consent to transfer the billing entity.</li> <li>✓ <b>Meet your Team.</b> Onboarding session with your account team to review initial recommendations and plan the optimization strategy.</li> </ul>	<p><b>Challenge:</b></p> <ul style="list-style-type: none"> <li>• Ed Broking completed a lift and shift migration to Azure under time constraints.</li> <li>• Azure cloud infrastructure bill was higher than expected.</li> </ul> <p><b>Solution:</b></p> <ul style="list-style-type: none"> <li>• Project focus shifted to maximizing investment and adjusting configurations to prevent over-spend.</li> <li>• Navisite performed Cloud Optimization Assessment to identify various ways to cap or reduce cloud spend and to build a future-ready platform.</li> </ul> <p><b>Benefits:</b></p> <ul style="list-style-type: none"> <li>• Identified areas for costs savings including orphaned resources, storage optimization and right-sizing of VM.</li> <li>• Made recommendations around the use of reserved instances and Microsoft Hybrid use benefit.</li> <li>• Ed Broking's annual Azure bill has been reduced by over 26%.</li> </ul> <p>* Professional Services engagement only</p>