Orange Cloud for Business - APAC

Orange Cloud Adviser

End to End Services Wherever You Are in Cloud Transformation Journey, We Can Help

On-Premise → **Hybrid** → **Full Cloud** → **Multicloud**

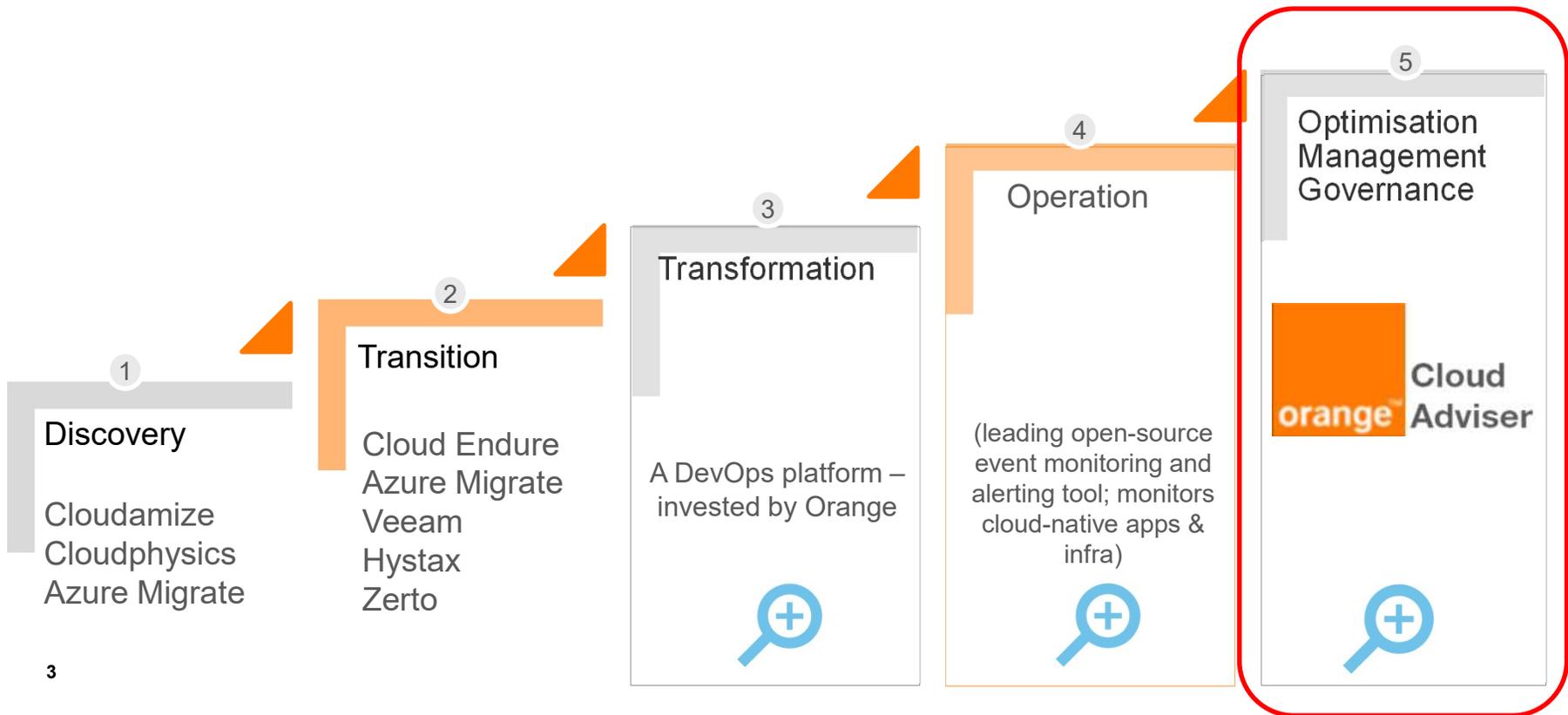| On-Premise	Hybrid	Full Cloud	Multicloud
DC optimization	Public Cloud Services	App Transformation	Cloud CCOE
DC/workload migration	Colocation Services	Cost Optimization	Infrastructure as Code
Equipment Resell	Private Cloud	DevOps Transformation	Cloud Management Tools
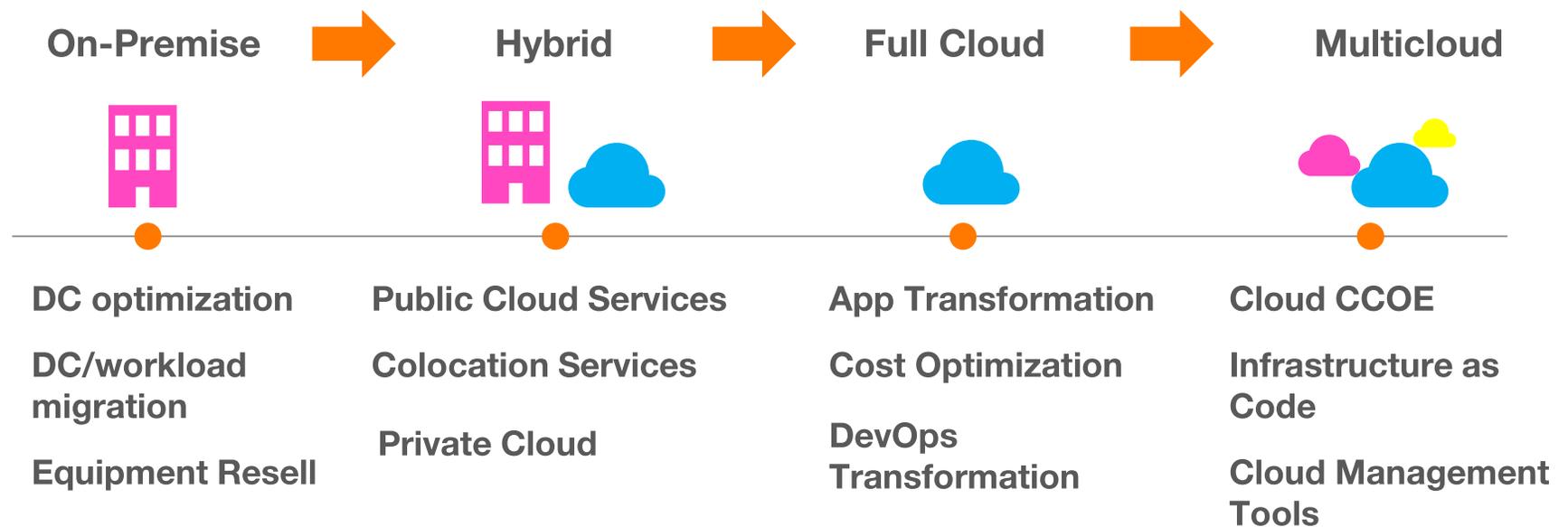
With our Professional & Managed Services, we are there at every step

Fully Managed /Co-Managed by Orange

Orange Offers a Broad Choice of Tools
Focus on Cloud tools to Drive our Customers In Cloud Journey

1 Discovery

Cloudamize
Cloudphysics
Azure Migrate

2 Transition

Cloud Endure
Azure Migrate
Veeam
Hystax
Zerto

3 Transformation

A DevOps platform –
invested by Orange

4 Operation

(leading open-source
event monitoring and
alerting tool; monitors
cloud-native apps &
infra)

**5 Optimisation
Management
Governance**

orange™ Cloud Adviser

Analysts Recognitions 2020 Cloud Division

GlobalData.

- **Leader** in the Asian telecom cloud market

- **'Very Strong'** in GlobalData Data Center and Cloud Services Product Assessment
- **Very Strong** in the hybrid cloud managed services

- Telco Cloud Services Asia Competitive Landscape Assessment - March 2020
  Read more
- GlobalData Data Center and Cloud Services Product Assessment - January 2020
  Read more
- Global Data Hybrid Cloud Managed Services)
  November 2020
  Read more

FORRESTER®

One of eight Large Providers
(>$200M in annual revenue)

Now Tech: Hosted Private Cloud, Q1 2020 report
Read more

AVASANT

Innovator

Avasant Hybrid Enterprise Cloud Services RadarView 2019-2020
Read more

Whitelane Research

1st place in the category **Account Management Quality**
2nd place on **Service Delivery Quality** & in the **overall category,**

Whitelane Research and PA Consulting's annual report IT Sourcing Study Nordic 2020. General Satisfaction among 28 international IT-service providers
Read more
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Key needs on Cloud today

Need total visibility on my cloud inventory and usage?

Want to know my cloud costs to optimize and reduce them?

Security and compliance rules are so evolutive! Improve the way you manage and update them !

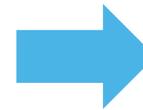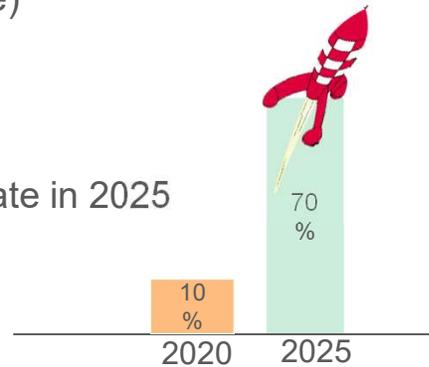**Orange can Help !**

Orange Cloud Adviser

80% Companies Have Multicloud Strategy

30% Costs Wasted (Lack of Visibility & Governance)

70% Cloud Tools Adoption Rate in 2025

70%

10%

2020   2025

Cloud Adviser
orange

KNOW YOUR CLOUD
(Usage, Inventory, Resources)

MANAGE COSTS
Reduce monthly bill up to 30%

STAY COMPLIANT & SECURE
Automatic Security checks

600+
Best practices
Check-list

6

Total Visibility Cloud Management

CloudAdviser unifies Microsoft Azure and other public cloud insights in one comprehensive platform for complete IaaS management and governance. With customizable dashboard alerts and reporting, CloudAdviser offers the complete solution to make the most of your Azure or multi-cloud infrastructure.

Cost & Expense Management

Make the most of cloud spend with customizable daily or monthly budget alerts. Historical monthly summary for budget projections enables planning and predictability for Azure. Right size virtual machines, App Service Plans, SQL databases, and Redis Caches to optimize costs.

Invoicing and Billing

Drive higher margins on Azure resale and service delivery, and leverage rich access controls to delegate visibility to customers. Automated invoice generation enables custom usage rates, upcharges, and discounts. Manage Office 365 billing at the same time

Inventory Utilization

CloudAdviser provides a unified view of current, trending, and historical state of inventory for a rich set of Azure services. Gain visibility across subscriptions, tags, and resources with advanced grouping and filtering. Track Office 365 Licenses, Mailboxes, OneDrive, Skype, Teams, and Yammer.

Change Monitoring

CloudAdviser provides a historical state of your Azure environment, with daily snapshots and email updates listing changes within your environment, to enable more efficient planning
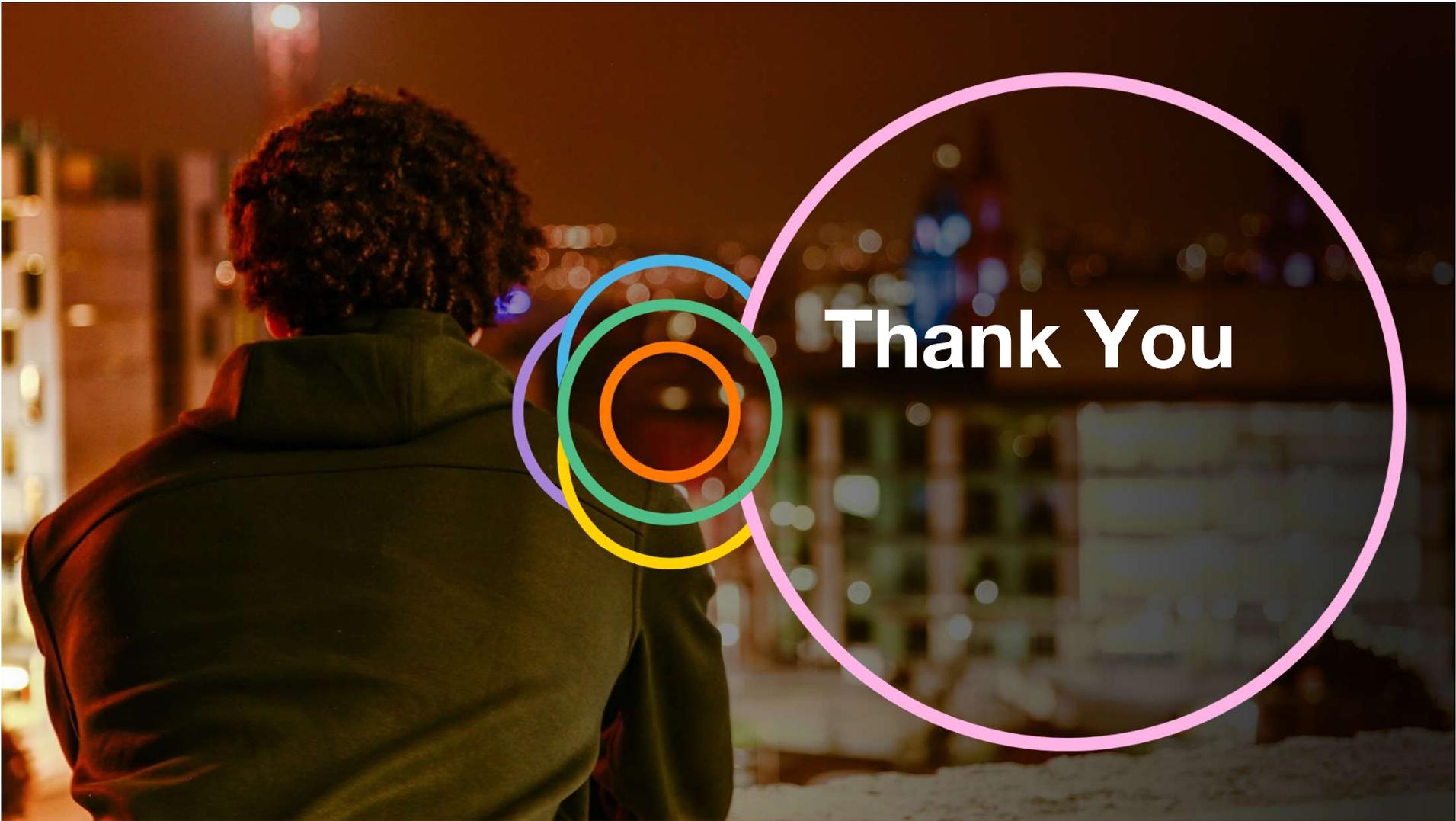
Best Practice Checks

Customizable alerting and reports for best practices across your Azure environment.

Security Monitoring

CloudAdviser scans your Azure infrastructure for best practices around secure configuration and allows you to monitor, alert, and search on activity within the Azure control pane and across resources.

Thank You

600+
Best Practices Checks

Cost Management

110+

- EC2 RI Types with Unused Hours
- Excessive Costs for a Glacier Restore
- RDS Reserved Instance Payment Failed
- Idle RDS DB Instances
- Idle SQL Database Instances
- Redis Cache Using Basic-Tier Pricing
- Stopped or Deallocated Virtual Machines with Disks Attached

Security & Compliance

290+

- S3 Public Sensitive Objects Stored
- CloudTrail Unauthorized Access Attempts
- Publicly Accessible RDS Instances
- SNS Topic w/ Permission Set to All
- Blob Containers Set to Full Public Read Access
- Dangerous Ports Exposed
- Publicly Accessible SQL Servers
- Server Firewall Allows Broad range of IPs

Utilization & Performance

90+

- Under-Utilized EC2 Instances/VMs
- Auto Scaling Groups Not Being Utilized
- Excessive Log Files
- Failed Activities in RDS Events
- Under-Utilized App Service Plan CPU
- Unused Network Interfaces
- App Service Has Exceeded Usage Quota
- App Service Without Backup Service Enabled

Availability

90+

- EBS Volumes Without A Snapshot
- EC2 Errors in Console Output
- RDS Instance <10% Free Storage
- AWS CloudFormation Stack w/ no Policy
- Managed Disk Without Backup Protection
- SQL Server Database <10% of Free Storage
- Unhealthy Virtual Machines
- App Service Plan is Unavailable

Cost Optimization

Eliminate Waste and Maximize Investment

- Idle, unused, misprovisioned, and previous generation resource identification

- Intelligent budget alerting

- Detailed pre-built and custom spend analyses

- Reserved purchase recommendations for six resource types

- Tag management and cost mapping tools and improperly tagged resource alerts

- Right sizing within and across instance families

- And more
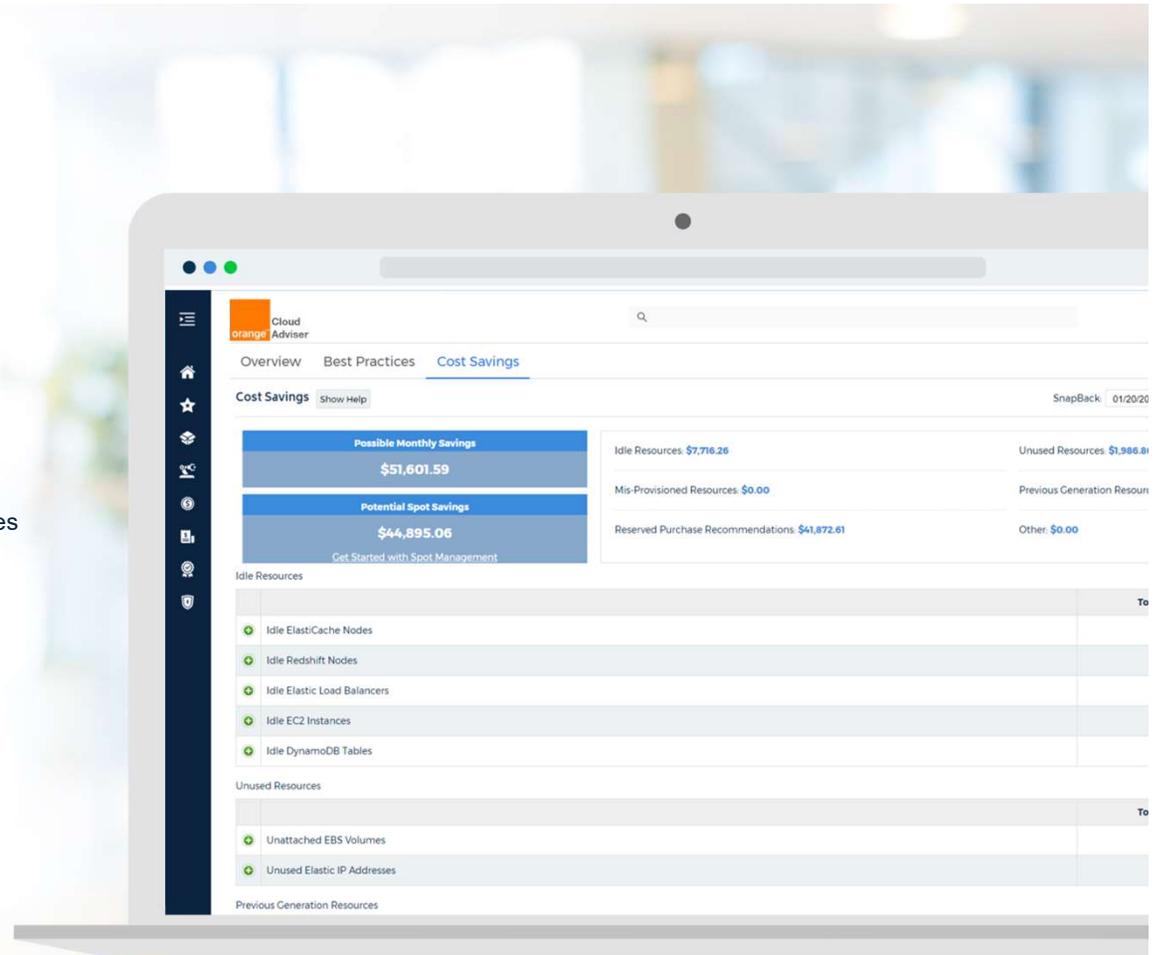
Profit Margin Enhancement

## Take Advantage of Cloud Economies of Scale

- Apply credits to end user accounts or keep at the master account level

- Reassign credits by percentage across multiple customer accounts

- Add premiums or discounts (percentage or flat rate) to any account(s), broken down by region, service, etc.

- Uncompress pricing tiers and volume discounts

- Unshare RIs across accounts, or map them to a specific instance

- Recalculate AWS support charges to charge customers the same as if they managed their own deployments

- And more
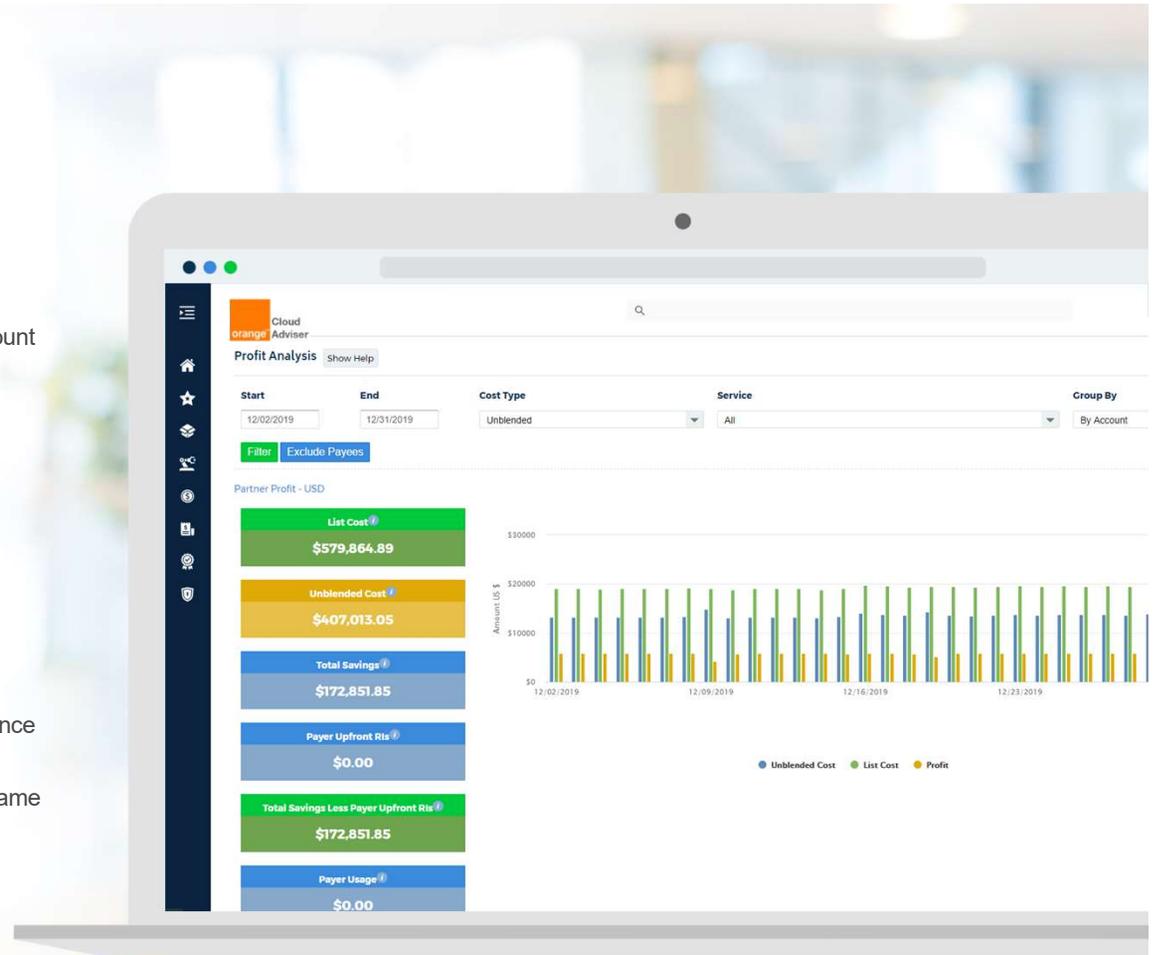
Billing Management

Automate AWS Invoicing

- Simplify EDP forecasting and allocation

- Fully white labeled invoices

- Granular charge descriptions with multiple pre-built itemization formats or using any custom report

- Schedule invoices for automatic generation

- Audit historical billings and view savings analyses

- Currency conversion to make invoices EU compliant

- And more
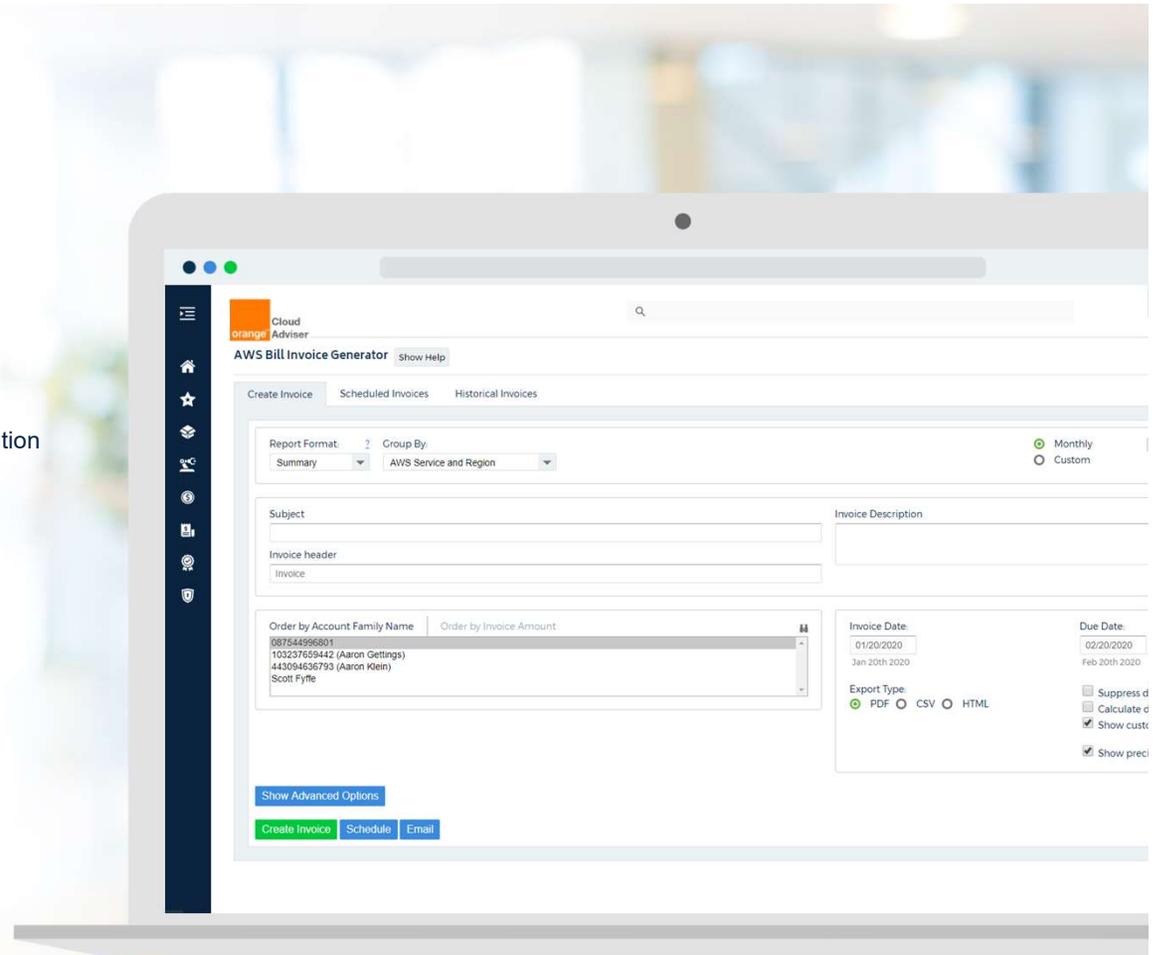
Utilization & Inventory

Resource Monitoring, Optimization, and Assessment

Usage Insights

- Interactive heatmaps across resource types

- Usage alerts and quota tracking

- Resource right sizing

Resource Inventory

- Aggregated, cross-account inventory insight

- Resource usage trending information

- Geographic distribution overlay

- Custom reporting

- Resource tag intelligence
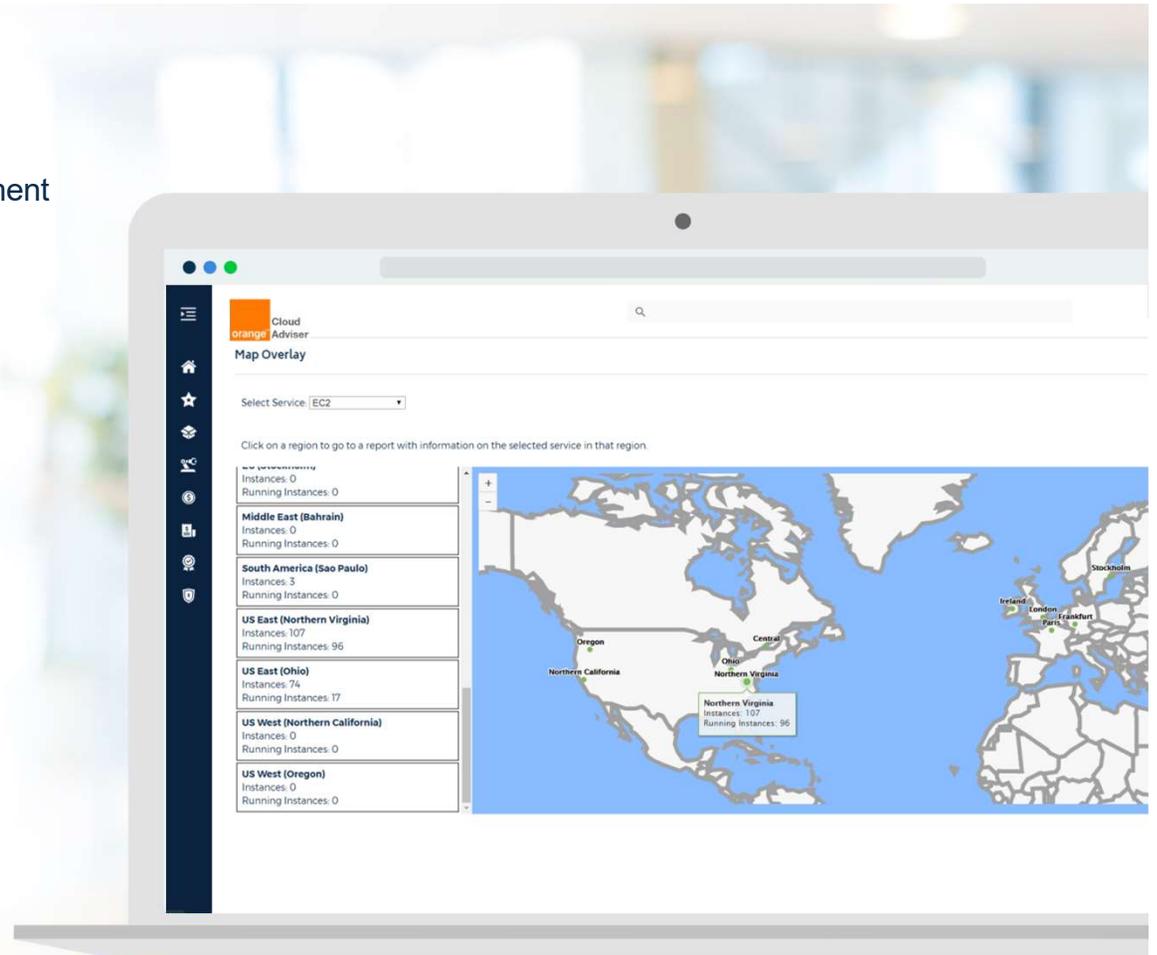
Security Monitoring

Configuration and Event Logging

Secure Configuration

- Pre-built CloudTrail alerts, custom alert builder for API calls and resource change information

- Network & perimeter analysis

- Custom best practices

Activity Monitoring

- Aggregated change logs across reporting streams, including CloudTrail, CloudWatch Logs, AWS Config, VPC Flow Logs, Azure Usage Reports

- Permissions, security groups, and VPC audit tools
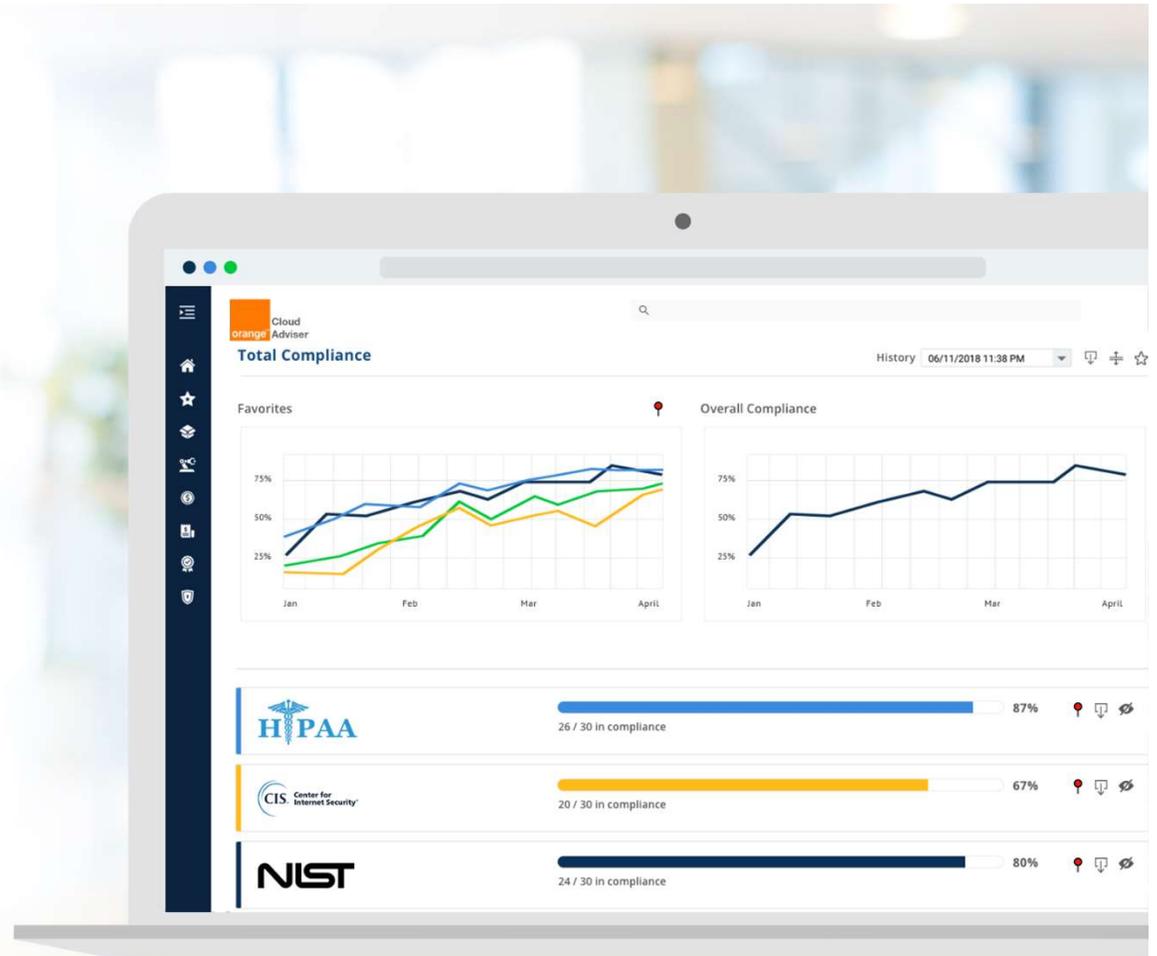
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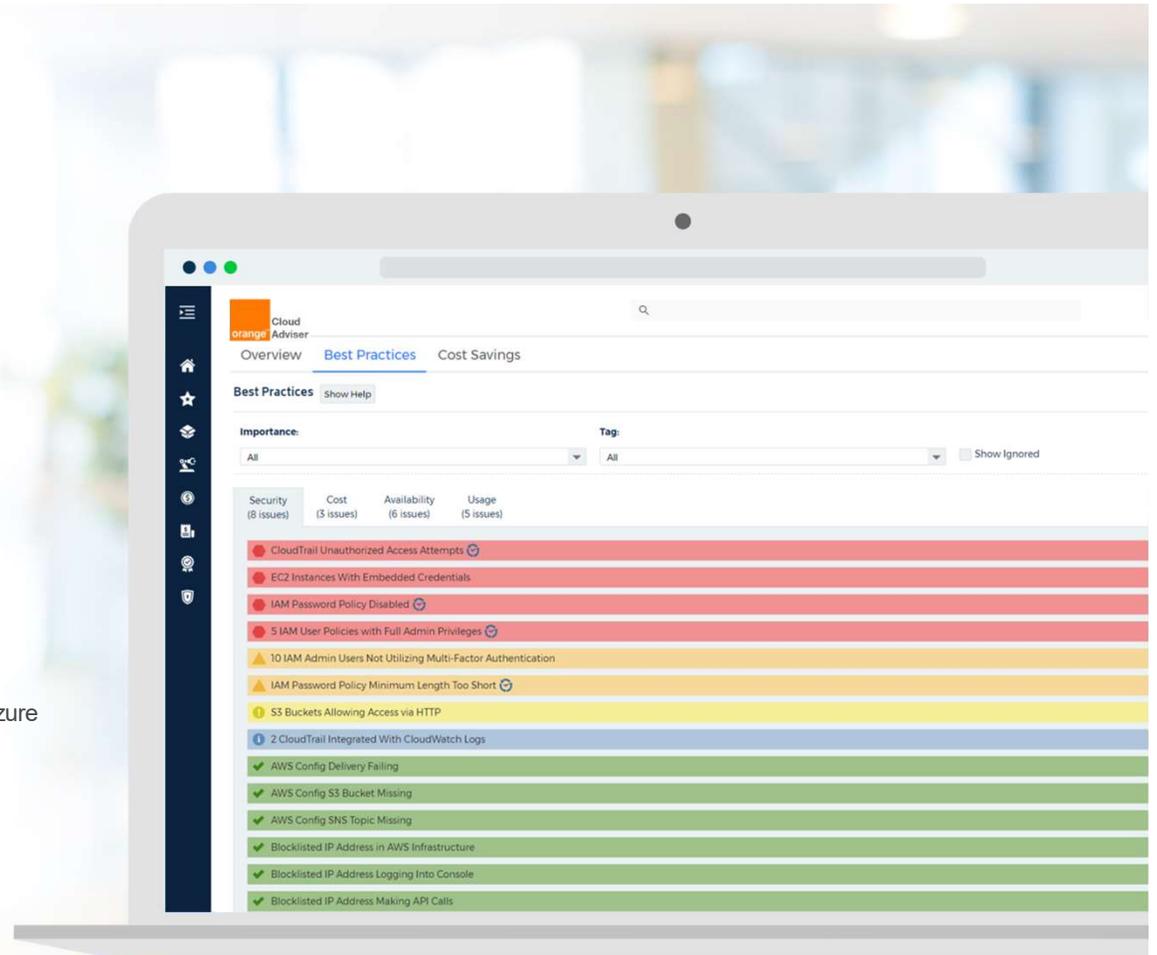
Total Compliance

Governance at Scale

Compliance Benchmarking

- Full mappings of Best Practice Checks to 30+ compliance frameworks and standards like CIS, NIST 800-53, PCI, HIPAA

Remediation

- Dozens of automated, customizable remediation options for triggered checks and alerts

- Cleanup tasks for security groups, volumes, and S3 bucket permissions

Automation

Remediation and Policy Enforcement

Automated Remediation

- Cleanup tasks for security groups, snapshots, volumes, and S3 permissions

- Start/stop instances and terminate idle resources

- Propagate cost allocation tags

'Fix Now' Features

- Dozens of pre-built, automation options to address triggered checks and other custom alerts

- Automation and integration-focused platform feature roadmap

- And more