



## Company overview

Bytes Technology Group incorporates specialist divisions, providing our customers with expert knowledge across a range of IT infrastructure services including Software Licensing, Software Asset Management, Security Services, Systems Integration, Network Support, Service Desk, Training and Managed Services delivery. Our business spans the UK, Southern Africa and the United Arab Emirates.

Part of the £2bn Altron Group, the UK business began in 1982 and has grown profitably each year to reach a turnover in excess of £194m in FY2015. The most important aspect of our business is our people and we are proud of them. Our divisions are made up of highly motivated individuals who are focused on delivering the highest levels of service. Initiative and success is recognised throughout the organisation and everyone works hard to deliver our ultimate goal – customer satisfaction.

Our Cloud Platform Management solution helps customers reduce the time and effort needed to effectively manage their cloud platform(s), through a managed service which delivers detailed analytics and optimisation data, delivered using easy to consume reports and portals.

## Product Description

As their journey to the cloud matures and cloud consumption grows, we're finding that more and more of our customers need better controls and reporting for their platform. Typically, they're struggling with the time overhead and complexity of multiple platform portals and developing accurate reports to help them make informed decisions. They lack the ability to safeguard themselves against erroneous consumption and without the ability to quickly see how VM's are being utilised, they are missing out on the opportunity to optimise usage and reduce costs. Rather than seeing the Cloud as an agile business enabler, there is a growing feeling of mistrust which is affecting a customer's desire to leverage the real performance and cost advantages of the Cloud.

Whether you are a CFO who needs to control costs, DevOps trying to optimise resource allocation, or a CIO or IT management needing a real-time overview of all cloud activity, our Cloud Platform Management (CPM) managed service enables you to take control of your cloud. Our CPM managed service provides a comprehensive and in-depth understanding of cloud usage and costs across multiple accounts and vendors, with actionable recommendations to improve efficiency, cut costs and enhance performance. With segmented or aggregated views, IT and Finance may see a high-level snapshot of their deployment, as well as individual accounts and critical areas, all provided in easy to consume monthly reports combined with an alerting service to ensure that unauthorised environments do not end up sapping valuable budget.

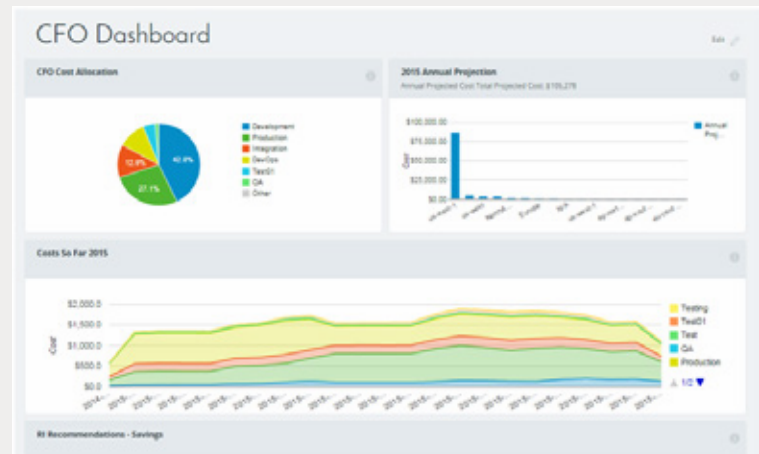
# Cost control

## Chief Financial Officer Control Cloud Costs



Companies today need to move fast to remain relevant and competitive. While cloud computing delivers the agility and scalability required for speedy innovation, costs can soar if not managed properly.

Bytes's Cloud Platform Management provides the finance organisation with clarity into cloud cost drivers, tools for cost allocation along with recommendations for optimising spend and increasing ROI.



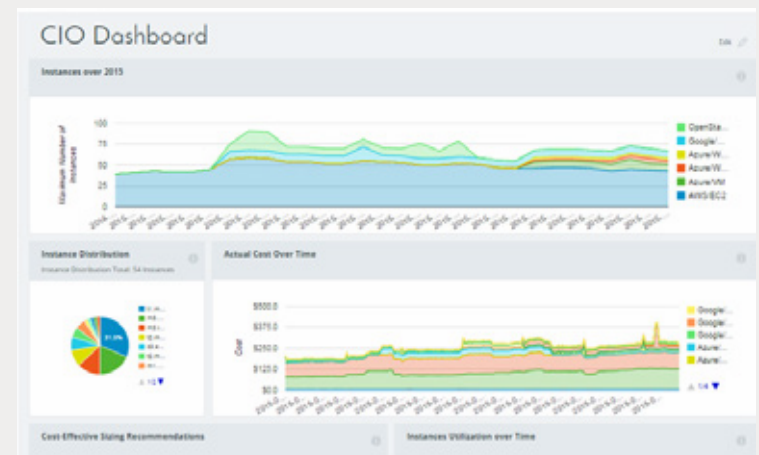
# Manage your cloud

## Chief Information Officer Plan and Monitor Your Cloud



CIOs are responsible for making sure that work gets done quickly, securely and cost-effectively. Whether managing a massive map-reduce job or figuring out which customers are the costliest to support, CIOs need answers on how their cloud resources are performing and what the cost impact is.

Bytes's Cloud Platform Management provides the CIO with tools for assessing cloud efficiency based on detailed performance and cost metrics, across all deployments and environments.



# Time to market

## DevOps Optimise Your Cloud



DevOps have successfully leveraged cloud computing to increase productivity and dramatically shorten time-to-market. But the ease with which instances and environments are deployed can have very costly side-effects with redundant allocations, completely unused resources and very limited visibility into who is responsible.

Bytes's Cloud Platform Management empowers the DevOps team to securely monitor and optimise their cloud deployment all the way from a high-level, aggregated view, down to a single, tagged resource.



# Cloud Platform Management – What You Get

## Microsoft Azure



Obtain enterprise-wide cost transparency with customised reporting and analytics for your Microsoft Azure cloud deployment.

Deploy cloud resources responsibly, taking Azure pricing, performance and efficiency into account

- Immediately detect usage spikes and other anomalies to avoid cloud sprawl
- Optimally size your VMs for the highest performance-to-price ratio
- Dispose of unattached-yet-on-the-clock block-blob storage volumes
- Compare Azure VMs cost and performance with comparable EC2 and GCE instances
- Simulate “what-if” usage and pricing scenarios for accurate planning of capacity and EA upfront commitments



## Analytics Instances Utilisation Over Time



Manage your Azure and multi-cloud deployments from a single pane of glass, and identify opportunities for higher cloud efficiency

- Attain a focused view of critical cost drivers
- Compare workloads between Azure and other deployed public/private clouds
- Gain insight into future spend with cost projections
- Analyze EC2 instance type distribution and instance over time trending
- rack instance runtime hours and performance metrics

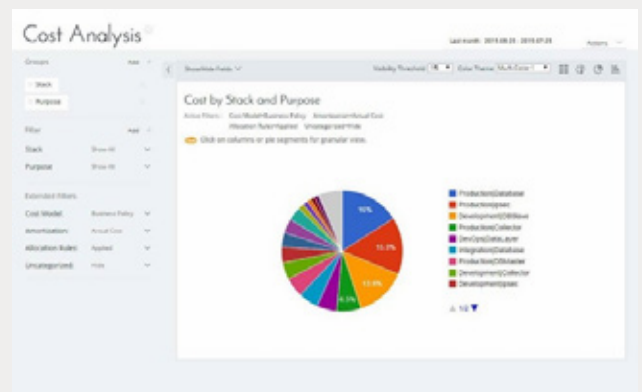


## Business and Data Insights



Obtain Enterprise-wide cloud-cost transparency and customised, granular reporting for optimal Azure management

- Enhance resource tagging and business entity categorisation with custom metadata layers
- Align resource consumption and costs with appropriate business entities
- Refine P&Ls to accurately reflect cloud costs across departments, projects, cost centers and more
- Compile clear, accurate and data-driven chargeback/showback reports
- Role-based views and reports for finance, IT, operations and C-level management

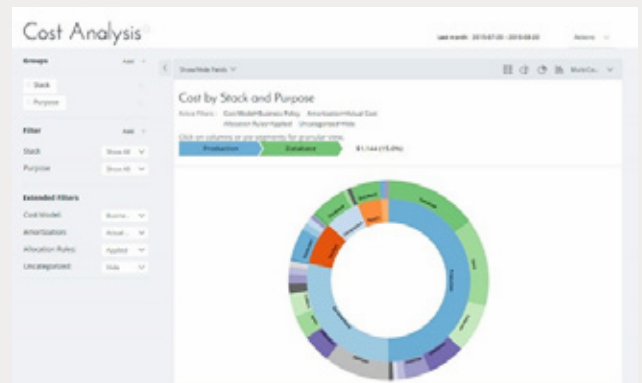


## Governance and Reporting



Create essential Azure cost and consumption alerts to maintain control of your cloud deployment

- Prevent cloud sprawl and wasted resources by creating custom budget and usage violation alerts
- Create scheduled reports to be sent to pre-defined distribution lists
- Compare and validate budget planning vs. actual cloud spend in order to optimise future EA commitments and discounts



## Additional Support

### Cost Management

- Actual cost analysis
- Actual costs over time
- Actual cost and overtime costs with amortisation
- Monthly and annual projected cost reports
- Cost allocation reports: cost reports by custom defined categories (for example, based on defined tags, by application, environment, business unit, cost centres, etc)

### Asset Management

- Azure resource explorer (monitoring of Azure services)
- Instance explorer – VM monitoring with usage metrics monitoring
- Disk and storage monitoring
- Compute power over time report – compute power monitoring in compute unit per hour, core hour, GB RAM per hour, etc
- Instance utilisation heatmap

### Optimisation

- Unattached disk reports
- Instance resizing recommendation

### Management

- Multi cloud comparison: porting services from a source cloud to a target cloud costing comparison
- Alert and notification centre
- An enterprise portal to define local division in the solution and allocate cloud resources to division
- Access to Azure resource manager for performance and usage monitoring
- Customisable dashboards to present high level information to company stakeholders
- ROI and projected cost savings

## How do I get it?

Contact your Bytes Software Services Account Manager for an appointment with one of our Cloud Solution Specialists who will be able to talk you through the service and get a feel for the environment you want to manage and the type of service you need. From there we can recommend a suitable service level, arrange a short set up session and the service commences. It's that simple.

## Contact Details

Email: [tellmemore@bytes.co.uk](mailto:tellmemore@bytes.co.uk)  
Telephone: 01372 418500  
Website: [www.bytes.co.uk](http://www.bytes.co.uk)