KEEPING UP WITH CLOUD GOMERIA A

Discover Softcat's Cloud Fundamentals Service, delivering ongoing cloud governance support, visibility and financial operations



Today, many organisations already have or have desires to - build out their internal CloudOps/DevOps capabilities to ensure more control of their destiny. Less outsource culture. Greater empowerment. However, this laser focus on building internal capability can sometimes stifle growth.

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A considerable 32% of cloud spend is being wasted and 83% of organisations struggle with cloud security - as highlighted by Flexera in their 2022 State of Cloud Report. Additionally, many organisations still overlook core capabilities such as FinOps and overall cloud governance including cost, security, reliability and sustainability.

With so much monthly change in the cloud space, an outside-

in perspective is critical to maintain market visibility and awareness. And that's where our Cloud Fundamentals Service comes in.

28% are using some form of multi-cloud management tooling (security, cost, governance)¹

32% of cloud spend is being wasted and only an average of

Cloud Fundamentals

Introducing

Our Cloud Fundamentals Service delivers full visibility of an organisation's cloud governance. And it's backed up by proven experience in helping our customers make significant improvements to their security, reliability and sustainability.

The service is designed to complement an organisation's internal CloudOps team, providing valuable insight into its multi-cloud use. It can help optimise and reduce the overall cost of cloud, while bringing holistic visibility of cloud governance including security, reliability and sustainability. Cloud Fundamentals also offers regular workshops with

our highly experienced cloud architects to review upcoming plans and projects; explore areas to modernise; and understand any new cloud features.



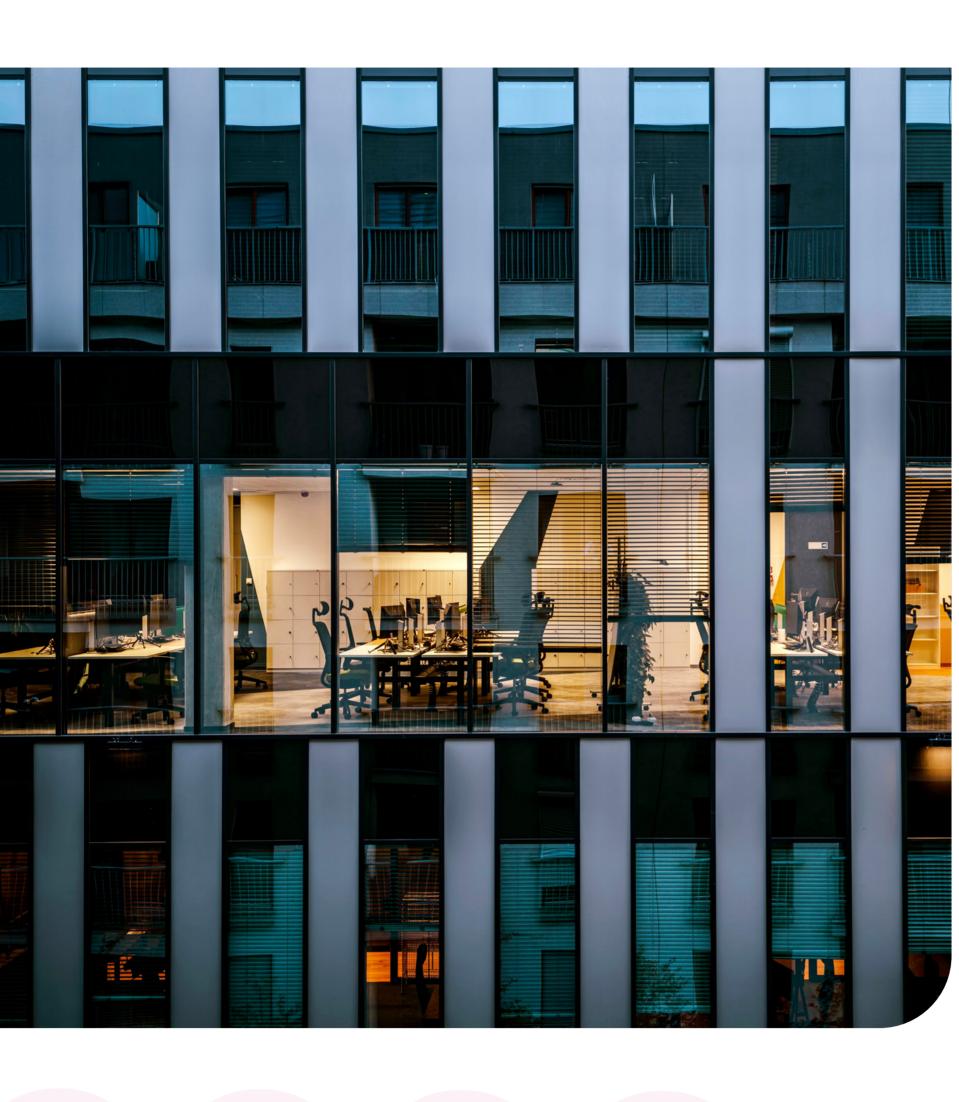
empowers NHS Digital's drive for improved efficiency and cost control – delivered

A great example of our support can be seen

in our work with NHS Digital. Softcat FinOps

via close collaboration and support to ensure alignment with their business needs.

Find out more here >



What are the key benefits of our service? Cloud Fundamentals offers a wide range of

advantages to organisations of all sizes with benefits spanning people, technology and commercials: **People**

With Cloud Fundamentals, you can overcome skill shortages and avoid public cloud complexities by letting our team of experts provide the support required to optimise and evolve your use of cloud. **Technology**

Central to our Cloud Services is our Cloud Management

Platform, which is available for our customers who use

Cloud Fundamentals. The platform offers full visibility of multi-cloud environments and helps customers improve their business efficiency. **Commercials** Cloud Fundamentals enables you to reduce cost. Our service

consistently delivers average monthly savings of 25% against an organisation's cloud spend. And it helps avoid the cost of establishing and developing an internal FinOps team and

cloud management platform.

Here are the core features that we provide for our customers' multi-cloud environment – including Microsoft Azure and AWS:

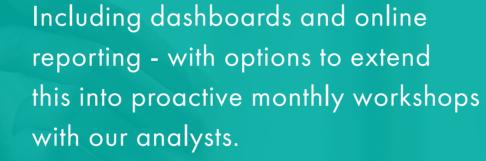
What goes into Cloud Fundamentals?



cloud governance - cost, security, sustainability and reliability.

Access to the Softcat Cloud





with our analysts.

Quarterly Chief

Technologist workshops

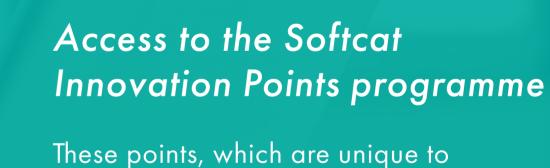
To understand broader technology

market changes that may be of interest

FinOps and GreenOps







services that support the innovation of your cloud goals. Innovation Points accrue based on monthly service spend and can be topped-up if required –

Softcat, can be used against additional

we also offer a sign-on bonus.

O Log Out

Management Platform. This is available for customers who use Cloud Fundamentals and beyond.

Cloud Management Platform

Ticketing – for incident and change management Provisioning, orchestration and automation – of various cloud tasks

Central to our Cloud Services is the Cloud

The platform gives you full visibility of your

Azure cloud and helps you improve business

efficiency. Using the platform, you gain access to:

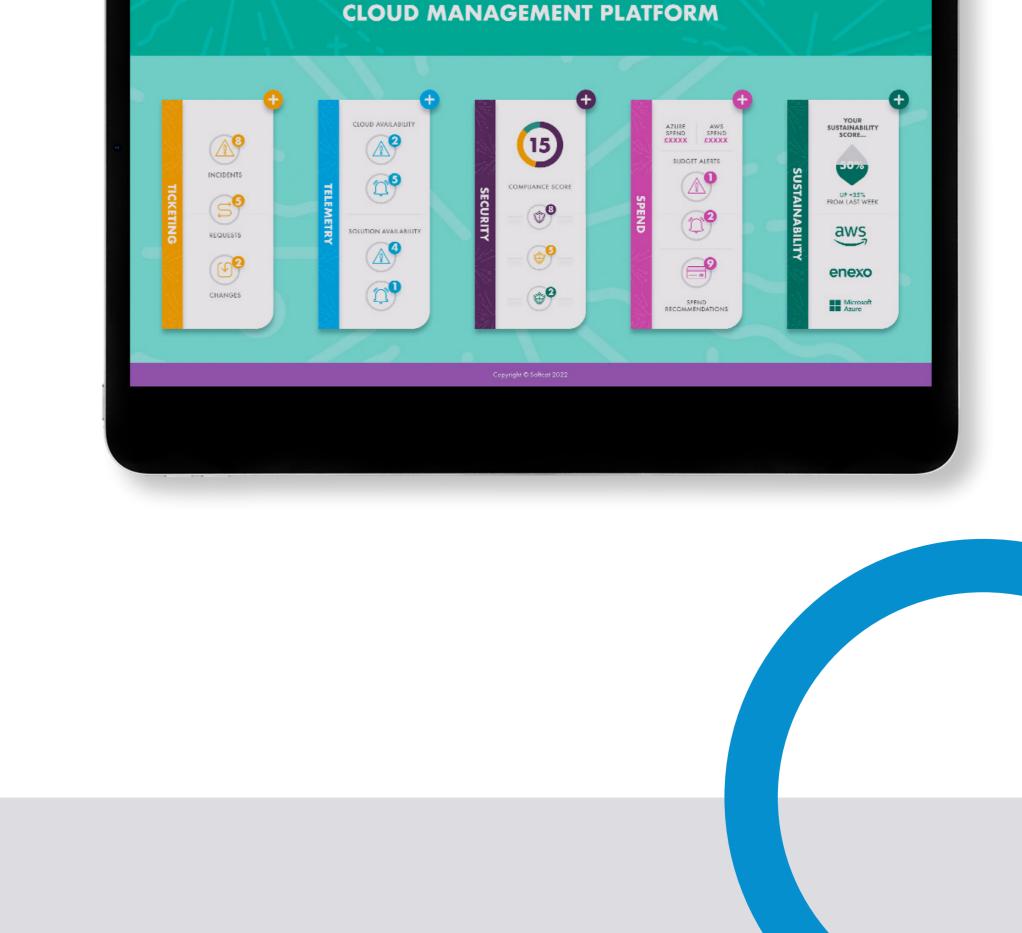
Monitoring and security – via cloud native dashboards

Commercial intelligence – to understand your

cloud spend and savings

Service level management - to keep you on the right path

Innovation points



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Workload strategy, cyber essentials, breach assessment, incident response readiness and planning

Softcat AAA, Specialist partner

services, data analytics, RPA

Advisory

Accelerator **Training**

and can be topped-up if required – plus we have a sign on bonus.

Certified training

Through Softcat Cloud Fundamentals and Managed Services, customers collect Innovation Points.

These points – which are unique to Softcat – can be used against additional services that support

the innovation of your cloud goals. Innovation Points accrue based on your monthly service spend

Architecture

Workload architecture

DevOps

Implementation

Modernisation sprints

POA deployment of new loads,

cloud health and security assessment



At Softcat, we're proud to be one of the UK's leading cloud solutions providers. With our Cloud Fundamentals Service, you'll be working with a

team of experts that can help you achieve all the benefits of cloud, but without the management burden. It's a service that is backed by:

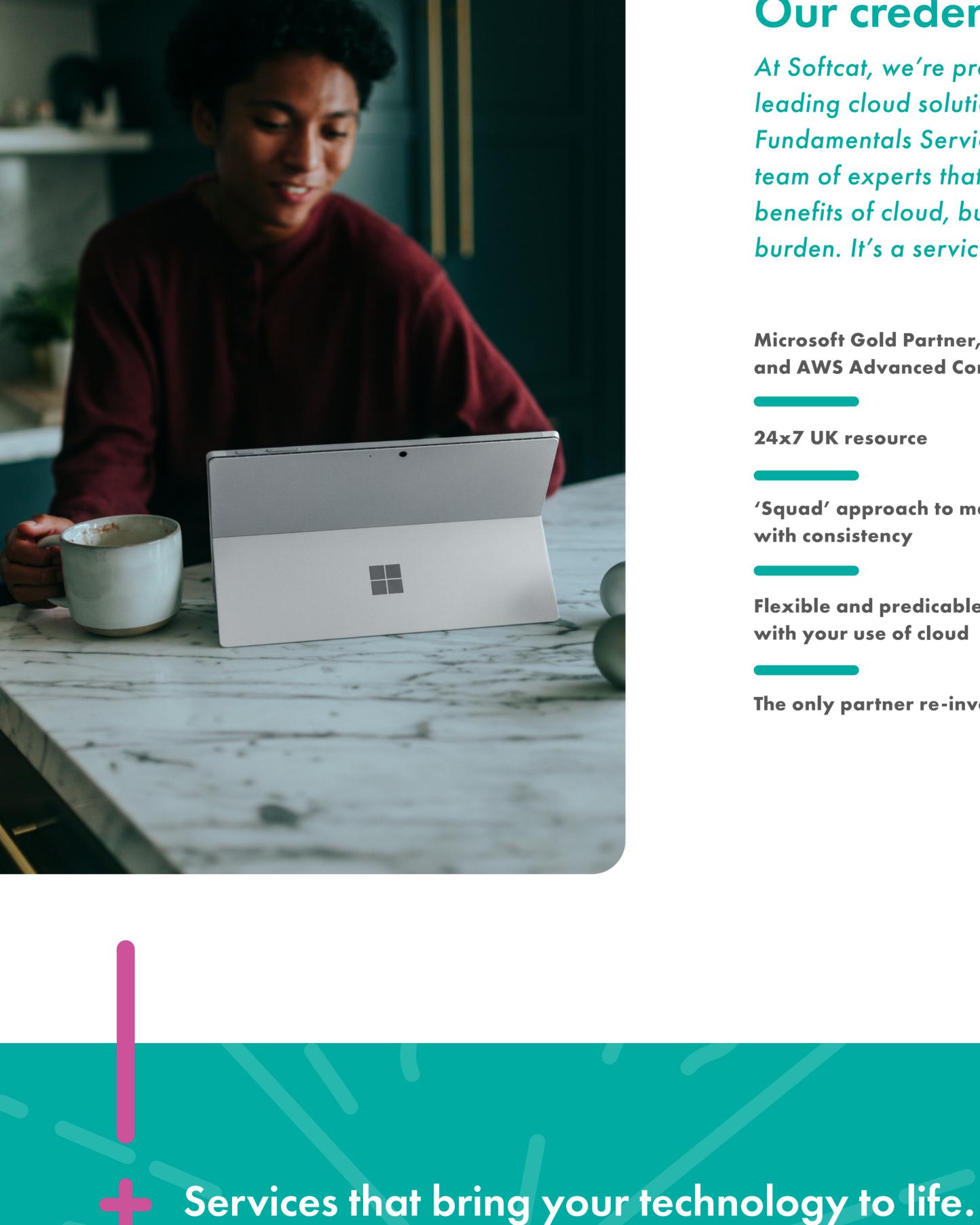
Microsoft Gold Partner, UK's largest Azure CSP Partner

24x7 UK resource 'Squad' approach to manage end-to-end execution with consistency

and AWS Advanced Consulting Partner.

Flexible and predicable commercial model that scales with your use of cloud

The only partner re-investing your spend for your innovation



Keep up with cloud governance with Softcat's Cloud Fundamentals Service. Please contact your Softcat Account Manager or email us at cloudsales@softcat.com

¹ Flexera in their 2022 State of Cloud Report