CAPABILITY OVERVIEW

Softcat

MANAGED AZURE

Keeping up with cloud?

More than half of enterprise data and workloads will be in the public cloud within the next 12 months. And much of that will be running in the Microsoft Azure public cloud, whose rate of growth is outstripping analysts' projections.

The thing is, many businesses are finding public cloud less straightforward than they first thought. Research shows that 32% of all cloud spend is going to waste.

Some 83% of organisations cite a cloud skills challenge, and 69% are choosing to work with a partner to close this gap.

What customers say

When our customers spoke to us about their cloud challenges over the next 12 months, the most common concerns could be summarised as:

People

Providing the best cloud experience while recruiting and/or retaining IT talent with public cloud skills to drive digitalisation.

Technology

Managing public cloud operations and navigating the changing cloud market to improve business efficiency.

Commercials

Delivering a public cloud strategy on budget, while mitigating risk and planning for unforeseen circumstances.

At Softcat, we provide the guidance, insight and expert advice you need to overcome all these challenges, offering support to optimise your Azure public cloud.

Introducing Managed Azure

Our Managed Azure Service ensures your business gains all the benefits of the Azure cloud without the management burden.

People:

The Managed Azure Service helps you get more out of Azure cloud, and overcome the challenges of building out your IT team's public cloud skills.

Helps overcome skill shortages

Avoid public cloud complexities by letting our team of specialists do the heavy lifting – while sharing knowledge to help you evolve as we go.

Provides a simple place to start

No two customers are the same, but they often follow similar journeys, which is why we provide a common execution framework.

Frees up your IT resource

Focus on more strategic and energising projects to drive your business forward, while our Azure squad takes care of day-to-day cloud operations.

What goes into the Managed Azure Service?

Here are the core features that we provide:

Managing your cloud environment, helping address skills gaps, and freeing you up to focus on your business

24x7 Softcat expertise for ongoing management (incident, problem, change, service management, backup, patching, security etc) for your IaaS and PaaS deployments.

Standardised customer journey

An agile approach to architect and build, or review and remediate your deployment into our managed service, leveraging our investments in people, process and technology.

Provisioning via Infrastructure as Code (IAC)

Hashicorp Terraform IAC for net new deployments using Softcat standards, as well as automated scanning for fast, safe and reliable deployments using Softcat preferred tooling.

Cloud Native Event Monitoring, Security Posture Management, Compliance Reporting, Patching and Backup

Based on Azure native controls to maximise cloud value and simplicity to ensure you remain secure and protected.

FinOps with dashboards and monthly reviews to recommend savings

Ensures Azure resources are right-sized and optimised to minimise waste – using a feedback loop to inform decision-making.

Cloud Management Platform

Central to our Cloud Services is the Cloud Management Platform. This is available for customers who use Cloud Essentials and beyond.

The platform gives you full visibility of your Azure cloud and helps you improve business efficiency. Using the platform, you gain access to:

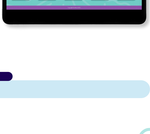
Ticketing – for incident and change management

Provisioning, orchestration and automation – of various cloud tasks

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



Commercials:

Our Managed Azure Service helps you expand your Azure cloud, while closely controlling costs and mitigating risk along the way:

Optimise cloud spend

Avoid as much as a third of your investment going to waste.

Flexible and predicable

A commercial model that scales with your use of cloud, be it up or down.

Avoid the cost

Establish and maintain your own CloudOps team, by leveraging Softcat's investment in our people and our Cloud Management Platform.

Innovation points

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

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

Architecture
Workload architecture

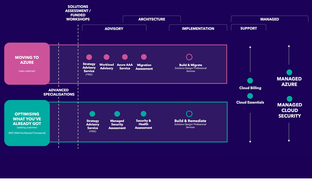
Implementation
Workload deployment and modernisation

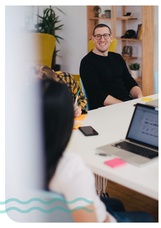
Accelerator
Softcat AAA, specialist partner services, data analytics, RPA

Training
Certified training

DevOps
Modernisation sprints

The journey to Managed Azure





Our credentials:

At Softcat, we're proud to be the UK's leading Microsoft Azure solutions provider. Our grounding in Microsoft solutions goes back almost three decades, and we've been working with Azure since it launched in 2010.

With our Managed Azure Service, you'll be working with a team of experts that can help you achieve all the benefits of Azure but without the management burden. It's a service that is backed by:

Microsoft Advanced Specialisation Partner, Partner Pledge Member and UK's largest Azure CSP Partner

24x7 UK resource

'Squad' approach to manage end-to-end execution with consistency

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

The only partner re-investing your spend, for your innovation

Bring your technology to life with the Managed Azure Service.

Please contact your Softcat Account Manager or email us on cloudsales@softcat.com

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