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COMMUNITY



How to Achieve Cloud Control Using Micro Focus Hybrid Cloud Management

April 18, 2018



Hosted By

This webinar is brought to you by the Automation & Cloud Builders Special Interest Group

Led by:

Darren Blumenthal and Megan Glick

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<http://www.vivit-worldwide.org/group/CloudAutomation>

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Hosted By



Darren Blumenthal
Alliance Solution Architect
Accenture

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Today's Speakers



Shaw Zhang
Solution Product Manager
Hybrid Cloud Management
Micro Focus



Neil Miles
Senior Product Marketing Manager
Hybrid Cloud Management
Micro Focus

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Housekeeping

- This “LIVE” session is being recorded
Recordings are available to all Vivit members

Session Q&A:

Please type questions in the Questions Pane

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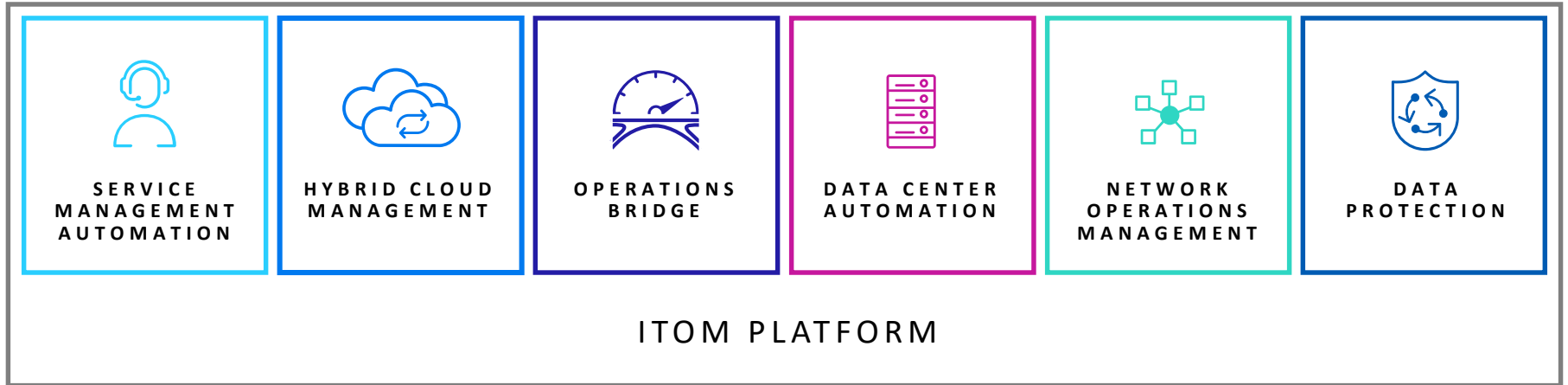
Webinar Control Panel

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between Full
screen/window mode.

Questions



IT Operations Management Products



Hybrid Cloud Management



DevOps enabling, multi-cloud management with governance, end-to-end orchestration and migration



- Enable easy, fast but manageable public cloud adoption



- Design and deploy custom designed hybrid IaaS, PaaS and XaaS including containers, middleware, database and cloud native workloads



- Enable DevOps with a functional bridge from code pipeline to Ops delivery



- Drive down Time to Value and TCO with a state-of-the-art containerized software platform, flexible purchasing models and full support

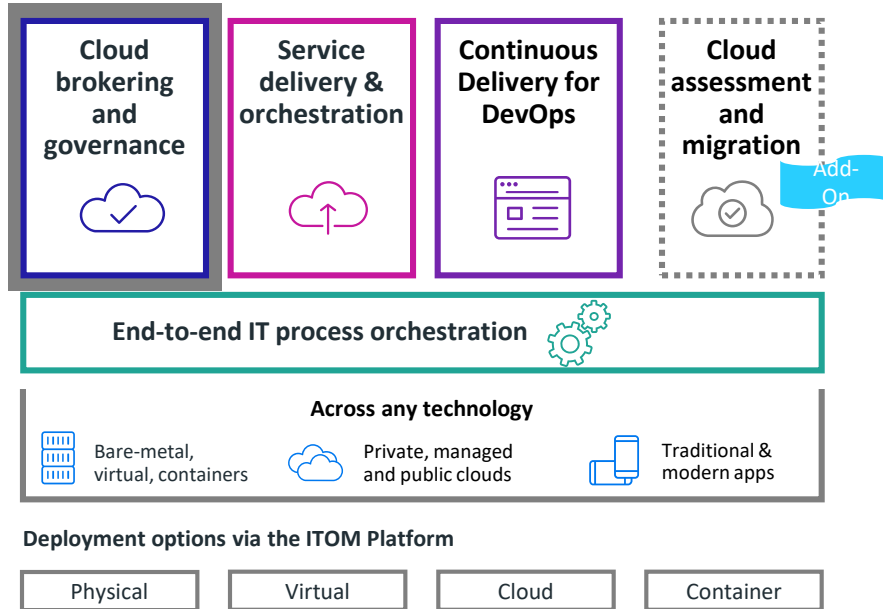


- Take advantage of new functionality every quarter



- Leverage additional products to support your cloud migration needs

What is Hybrid Cloud Management?



- **Multi-cloud brokering with showback and governance: aggregate select cloud services**
- Provision and manage any mix of cloud and on-premise resources including containers
 - 'Design-once – run anywhere' service designs
- Proven end-to-end IT process orchestration
- Integrated application release automation for continuous delivery
- Cloud migration add-ons support discovery, assessment and migration of server workloads to and between clouds

LOB's Adopting Public Cloud Regardless of IT Challenges



"I need access to any/all marketplace cloud services to be more productive"



"I want to deploy my workloads across zones on different instance types/sizes"



"I want to track the cloud spend and get reports for what my team spends"



"I want to control the cost and take actions when quota/budget exceeds"

How do I
????



Central IT Manager

How do I
**STOP RANDOM
ACTS OF
CLOUD!**

How do I aggregate all these cloud services and provide controlled offerings?

How do I place the workload public cloud resource which are cost effective?

How do I generate a Showback report for different cloud providers and persona?

How do I control cost and resource usage to avoid getting over charged?

How do I get access to multiple accounts owned by different LOB teams ?

How do I manage utilization of the brokered services I offer?

How do I ensure my compliance policies are met by the cloud services?

Achieving Public Cloud Control

Cloud service brokering and governance should help Enterprise IT to:

- Act a multi-cloud broker
- Track & report the overall cloud spend
- Control the cloud spend through policy management
- Recommend workload placement through Big Data analytics

Without slowing down the end user's work processes

HCM Multi-Cloud Aggregation

Search and filter aides central IT in locating the right set of services

View marketplace & private services ranging across categories like OS, software, storage and networking

Aggregate a single cloud service list from several public cloud providers

The screenshot displays the 'HYBRID CLOUD MANAGEMENT' console. On the left, there are filters for 'Provider Type' (Amazon EC2, Microsoft Azure) and 'Image Category' (All, Private Images, Marketplace Images). The main area shows a grid of service cards, including 'SUSE Linux Enterprise Server for SAP Applications 12 SP1', 'SAP HANA One 244GB', 'CIS Microsoft Windows Server 2012 R2 Benchmark v2.2.1 Level 2', 'CIS Oracle Linux 7 Benchmark v2.0.0 - Level 1', 'MariaDB 10.0 on Ubuntu 14.04', 'Shell Control Box', 'A10 Lightning ADC - BYOL', 'CIS Windows Server 2012 Benchmark v2.0.1.8 - L1', 'CIS Windows Server 2012 R2 Benchmark v2.1.1.9 - L2', 'CIS Windows Server 2008 R2 Benchmark v3.0.1.9 - L2', and 'CDAP Cloud Sandbox'. A 'Create an Offering' dialog box is open on the right, showing a dropdown for 'Which region do you want to use for this offering?' (US-WEST-1) and a list of instance sizes with pricing: 'r3.2xlarge' (From \$1,701/hr or \$14901/yr), 'r3.4xlarge' (From \$2,442/hr or \$21392/yr), 'r3.8xlarge' (From \$3,271/hr or \$28655/yr), and 'r4.16xlarge' (From \$5,702/hr or \$49953/yr). The dialog also includes a 'CREATE OFFERING' button and a 'CANCEL' button.

Create specific offerings by pre-configuring the region and instance type which controls operational expense

Pricing information is shown for each instance size choice

“One Click offering” increases IT agility and reduces TTM

Showback Report for HCM Subscription Cost

SUBSCRIPTION PRICING

Nov 1, 2017 - Nov 29, 2017

ORGANIZATION	USER	OFFERING	SUBSCRIPTION	EUR	USD	INR
Marketing	user3@con.example.com	Demo Offering in USD	Demo offering Large - sub 2		\$525.10	
Marketing	user3@con.example.com	Demo Offering in USD	Demo offering Large - sub 3		\$525.10	
Marketing	user3@con.example.com	Demo Offering in USD	Demo offering Large - sub 1		\$525.10	
Marketing	user3@con.example.com	Demo Offering in USD	Demo Offering Large - sub 4		\$525.09	
Marketing	user10@con.example.com	Demo Offering in USD	Demo Offering in USD (1.0.0)		\$212.52	
Marketing	user10@con.example.com	Demo Offering in USD	Demo Offering in USD (1.0.0)		\$525.01	
Sales	user4@con.example.com	Demo Offering Sales	Sales Demo Offering Small - sub 2	€224.85		
Sales	user4@con.example.com	Demo Offering Sales	Sales Demo Offering Small - sub 1	€224.85		
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
RnD PCoE	user7@con.example.com	Demo Offering	RnD PCoE Demo Offering Large -			₹9,260.70
36 of 36 rows				€3,343.33	\$3,060.84	₹144,932.53

Single report to view multi-org cloud spend

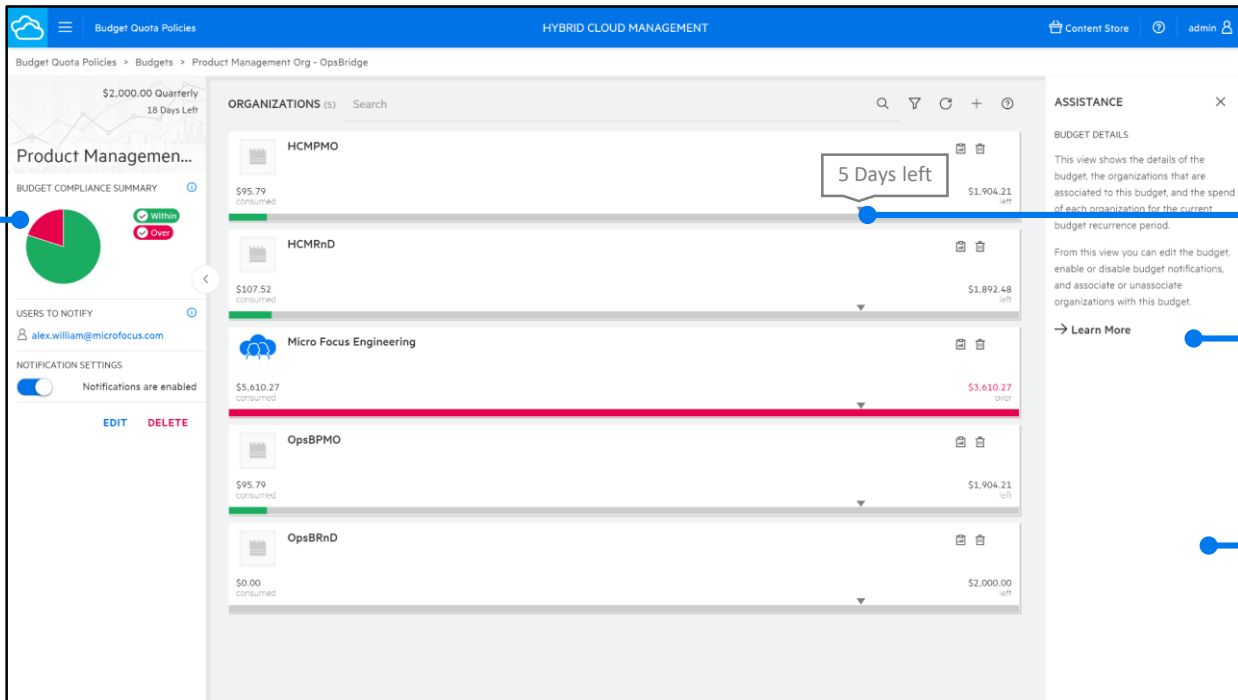
Multiple currency reporting for offerings created by different geo. tenants

User level tracking

Total cloud spend based on HCM subscription

Budget management and cloud governance

Visibility into resource consumption and organizational budget status



Define quota/budget and track usage across your organization

Notifications on days left in budget period

Compare budget consumed versus available

Multi-tenancy and organization level breakdowns

Customizable service portal

Simple but powerful self-service experience for IT, developers and LOB users

Offer simple or advanced hybrid IT services

Include containers and microservices

The screenshot displays the 'New Releases (16)' section of the Micro Focus Hybrid Cloud Management portal. It lists several services with their respective icons, descriptions, and pricing. The services include:

Service Name	Icon	Price
COG - Wordpress (us-west-1/i2.small) (2018-01-23)	COG logo	\$ 0.00 + \$ 0.00 yearly
GitLab Community Edition (westus/BASIC_A2) (1.0.4)	GitLab logo	\$ 35.00 + \$ 300.00 yearly
Optimized LAMP Stack PHP 7 on Ubuntu (westus/BASIC_A1) (1.0.170723)	LAMP Stack icon	\$ 55.00 + \$ 399.00 yearly
Linux-Apache-MariaDB-PHP7 (LAMP7) Application Server (us-west-1/i2.small) (1.1)	Linux/Apache icon	\$ 50.00 + \$ 388.00 yearly
Official MEAN Stack machine by Mean.io (westus/BASIC_A2) (2.0.0)	MEAN Stack icon	\$ 55.00 + \$ 389.00 yearly
Wordpress on Windows Server 2012 R2 Hardened (westus/BASIC_A1) (1.3.1)	WordPress logo	\$ 50.00 + \$ 399.00 yearly

Supports multiple tenants and/or organizations

Broker services from multiple clouds

Flexible options with dynamic pricing

Demonstration by Shaw Zhang



Business Case for Public Cloud Brokering, Aggregation, Governance

85% of enterprises have a multi-cloud strategy

Wasted public cloud spend averages 35%



Real Savings Driven by Hybrid Cloud Management

Eliminate Waste in Public Cloud Utilization

Waste is a given when organizations struggle to control, contain, and manage all public cloud use across all teams/vendors

- **IT REPUTATION RESULT:**

Poor visibility into public cloud utilization across your organization

- IT can be perceived as not being in effective control of their processes

- **IT REPUTATION RESULT:**

Not knowing overall spend and budget position

- Weakens IT's bargaining position when negotiating with cloud vendors
- Gives a CFO the impression that IT is not able to manage their spending or control their users

NOTE: SINGLE CLOUD VENDOR IMPACT If an organization is not able to employ MULTIPLE public clouds effectively – they have a weaker bargaining position with the cloud vendor and will pay higher costs

Quantifying Real Savings - Public Cloud Utilization

- IT can estimate the level of waste in public cloud spending occurring at present
 - Document a few example departments, good and bad to create a realistic baseline for overall improvement

Recommended adding these real savings items to your business case for HCM

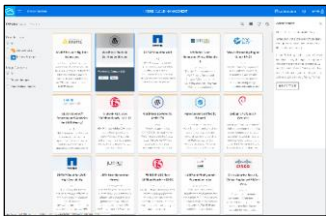
- **Trim a minimum of 5% from your cloud spending** from improved cloud management
 - Pick a % reduction number that you can defend – but make it conservative
 - Calculate the savings to the organization
 - Tie to the brokering/aggregation capabilities in HCM and then deliver an even greater savings!
- **Negotiate a better deal for public cloud services**
 - If only a single cloud vendor is used today...
Propose that the ability to employ multiple clouds (with HCM) will allow your organization to **negotiate at least a 5% reduction in pricing** from your primary cloud vendor



Conclusion

Hybrid Cloud Management Advantages – In Summary

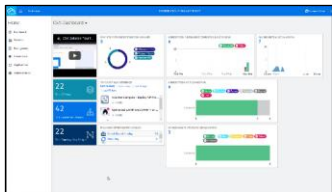
DevOps enabling, multi-cloud management with brokering, orchestration and migration



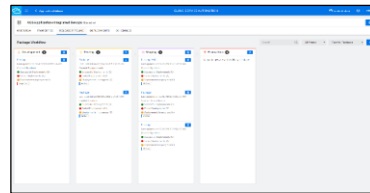
Built-in aggregation & governance capability to enable public cloud adoption



Industry leading end-to-end IT process orchestration with 8000+ flows & operations



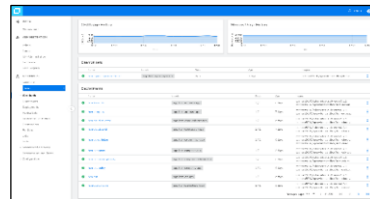
Open & heterogeneous CMP across traditional, container & cloud-native workloads



Industry's only CMP with ARA built ground-up bridging Dev & Ops



Advanced hybrid cloud service designer with cloud agnostic capabilities & Service Instance Upgrade for MSP



Industry's first and only container-based delivery and operations management platform



Industry's only CMP product set with end-to-end capability to assess, migrate and manage cloud workloads!

Speed and Power: HCM deployment via ITOM Platform

Pre-integrated to maximize value while minimizing implementation and upgrade effort

The screenshot displays the ITOM Platform interface. On the left is a navigation menu with sections: SUITE, ADMINISTRATION, and RESOURCES. The main area shows 'CPU Usage History' and 'Memory Usage History' graphs. Below these are 'Daemon sets' and 'Deployments' lists. A central overlay titled 'Modern UX, REST APIs, Bots' contains several functional blocks: Operations Orchestration, Configuration Management and Discovery, Collect Once Store Once (with Vertica), Business Value Dashboards (Reporting), ChatOps, Micro Focus Services (CI/CD, Admin, Login, License), and Ecosystem Services (Partner, Third Party, Community). Below this is the 'Container Deployment Foundation' section, which includes 'PHYSICAL', 'VIRTUAL', 'CLOUD', and 'CONTAINER' options. At the bottom, a table lists various deployments with columns for Name, Status, Age, and Location.

Name	Status	Age	Location
app: hcm-composer-gateway-app	1 / 1	6 days	localhost:5000/hpeswitomsandbox/itom-csb-co...
app: hcm-cstpolicy-app	1 / 1	6 days	localhost:5000/kubernetes-vault-renew-0.2.1 localhost:5000/hpeswitomsandbox/itom-csb-co...
app: hcm-csa-app	1 / 1	6 days	localhost:5000/hpeswitomsandbox/itom-cstpo...
app: hcm-csa-collector-app	1 / 1	6 days	localhost:5000/kubernetes-vault-renew-0.2.1 localhost:5000/hpeswitomsandbox/itom-cloud-...

Quick installation with pre-integrated containers

Upgrade and patch with zero downtime

Auto-scaling, self-healing and secure

Flexible deployment options

New functionality available with each quarterly release

Engaging with Hybrid Cloud Management

For more information

- Hybrid Cloud Management www.microfocus.com/hybridcloud
- IT Operations Management (ITOM) blog hpe.com/blog/ITOps



Solution Flyer

Data Sheet

Analyst Papers | ROI Papers

Infographics and Flyers

DevOps-Ready Cloud Management Drives Business Agility Hybrid Cloud Management

The Micro Focus Hybrid Cloud Management suite provides DevOps-ready system and workflow management of private and multi-cloud environments. It enables the organization to build and run hybrid IT environments by automating key tasks and providing a single view of the entire IT environment.

Hybrid Cloud Management

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ISD Leaders Must Plan for Hybrid Cloud Orchestration

Future cloud computing business will require the adoption of private and multi-cloud environments. ISD leaders must plan for hybrid cloud orchestration to ensure they can manage and orchestrate their multi-cloud environments.

Enable Continuous Delivery With DevOps-Driven Cloud Management

Micro Focus Hybrid Cloud Management provides a single view of the entire IT environment, enabling continuous delivery and DevOps-driven cloud management.

Hybrid IT is the new normal. How will you get there?

Micro Focus Hybrid Cloud Management provides a single view of the entire IT environment, enabling continuous delivery and DevOps-driven cloud management.

Accelerate SAP Basis Work with the Go4SAP Solution Program

Micro Focus Hybrid Cloud Management provides a single view of the entire IT environment, enabling continuous delivery and DevOps-driven cloud management.

Hybrid Cloud Management Editions

Use Case & Capabilities ↓	Edition Use Case →	Express Cloud Brokering & Governance	Premium Self-service Hybrid IT	Ultimate Accelerating DevOps
1	Hybrid Cloud Governance			
	Reporting (Show back) & Analytics	✓	✓	✓
	Policy Based Governance (Quota Management)		✓	✓
	Hybrid IT Service Delivery & Brokering			
2	Self-Service Portal & ChatOps	✓	✓	✓
	Aggregation & Brokering	✓	✓	✓
	Service Design & Delivery (incl. DB/MW as a Service)		✓	✓
	IT Process Orchestration			
3	Automation & Orchestration		✓	✓
	Application Release Automation			
4	Continuous Delivery			✓
	Continuous Deployment			✓

Questions?

Q & A

Please type your questions in the Questions Pane

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Board Elections Update



Board Elections will run from April 2 – May 2, 2018

[Vote Now!](#)

5 open seats. Three, 3-year terms, One, 2-year term and One, 1-year term.

Candidates:

[Richard Bishop](#), Lloyds Banking Group - United Kingdom

[Chris Carpenter](#), Bienabee - WA, USA

[Bob Crews](#), Checkpoint Technologies - FL, USA

[Mark Ford](#), TIAA - NC, USA

[Pedro Miguel Jeronimo Mendes](#), DataSmart - Portugal

[Ramesh Subramanian](#), NTT Data - MA, USA

[Jonathon Wright](#), Digital Assured - United Kingdom



Upcoming Vivit Webinars

April 19, 2018

SIG Talk: IT Operations - SACM/OpsBridge

8:00 - 9:00 AM PDT (Los Angeles), 11:00 AM - 12:00 PM EDT (New York), 17:00 - 18:00 CET (Frankfurt)

<http://www.vivit-worldwide.org/events/EventDetails.aspx?id=1081712&group=>

April 25, 2018

Content Manager - Impact of GDPR on the International Criminal Court

7:00 - 8:00 AM PDT (Los Angeles), 10:00 AM - 11:00 AM EDT (New York), 16:00 - 17:00 CET (Frankfurt)

<http://www.vivit-worldwide.org/events/EventDetails.aspx?id=1090655&group=>

May 17, 2018

SIG Talk: IT Operations – SiteScope & Omi

8:00 - 9:00 AM PDT (Los Angeles), 11:00 AM - 12:00 PM EDT (New York), 17:00 - 18:00 CET (Frankfurt)

<http://www.vivit-worldwide.org/events/EventDetails.aspx?id=1089263&group=>

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Thank You

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