



Cloud Management Platform powered by RightScale®.

As part of its supply relationship with RightScale, Telstra are providing a Cloud Management Platform to help you manage cloud resources at the IaaS level, supporting public clouds like Amazon Web Services and Microsoft Azure, as well as private clouds powered by CloudStack, OpenStack and vCenter software.

The Cloud Management Platform powered by RightScale sits between your web and traditional applications and the various public/private cloud infrastructures where you launch cloud servers (instances) to host those web applications and databases.

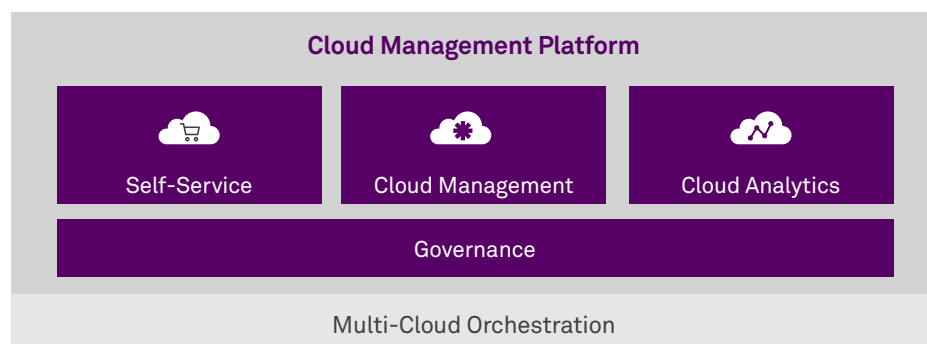
One of the key benefits of the platform is that it is designed to provide consistent management across clouds that leverages cloud resources in any of the public/private

clouds that the platform supports, assuming that you have valid cloud credentials and you have enabled your RightScale account for those clouds. Once you have provided the necessary cloud credentials for any of your clouds, you can see them under the cloud's menu of the dashboard.

A key benefit of using the Cloud Management Platform is that you do not need to learn a different tool to manage

each individual cloud. RightScale allows you to learn one tool to effectively manage all of your cloud resources regardless of the underlying cloud infrastructures.

Bring together management of public and private cloud IaaS resources including compute, network, and storage under a single pane of glass.



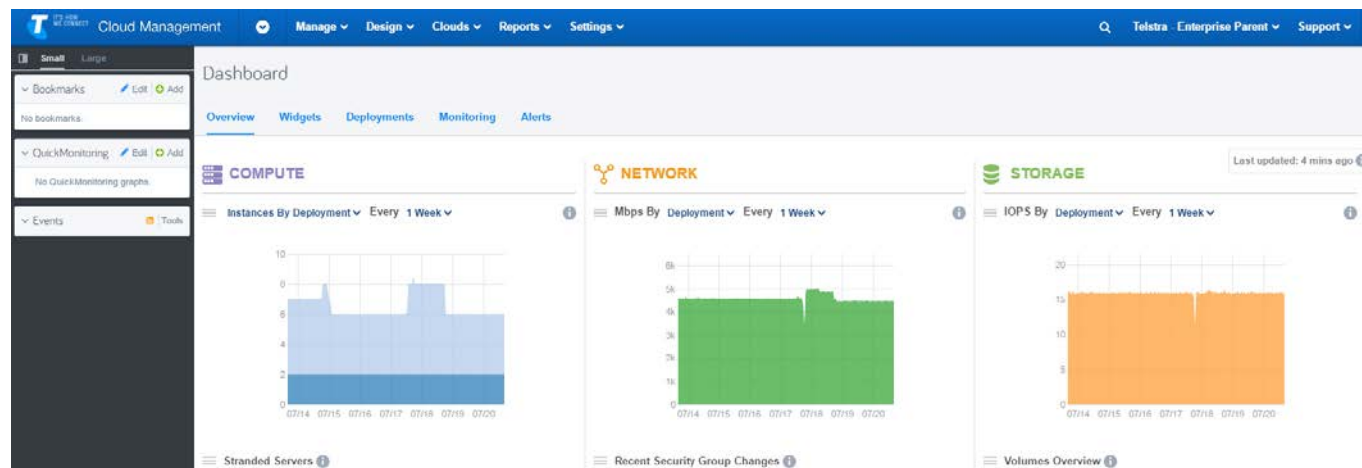
There are three key modules of the platform: Cloud Management, Cloud Analytics and Self-Service. The combination of these will give you the ability to optimise costs, orchestrate performance, governance, compliance and security across all your clouds.

Cloud Management.

Cloud Management offers operations and system administrators access to cloud environments to provision, configure, manage and govern cloud resources including compute, network and storage components. Streamline your cloud operations for agility and

reliability. With RightScale, cloud administrators can gain visibility and control over cloud environments, automate operations, and reduce manual work while IT staff can standardize environments.

More information: <http://docs.rightscale.com/cm/>



Features

- Leverage a unified multi-cloud UI and API that abstracts diverse cloud APIs and behaviours.
- Gain visibility into all your cloud usage with actionable information that lets you reduce costs, improve infrastructure efficiency, and close security holes.
- Group resources by tier, service, or application with deployments to enable contextual visibility.
- Utilize tags to organize, automate, and report on resources.
- RightScale ServerTemplates™ (reusable infrastructure blueprints).
- Trigger automation and notifications with alerts and escalations.
- Optimize performance with server and application monitoring.
- Reduce downtime with automated backups, assisted failover, auto-scaling arrays, and rapidly deployed disaster recovery (DR) environments.
- Improve security by quickly rolling out patches across your operating cloud servers.
- Segregate access and reporting across your organisations with a hierarchy that lines up to your business units and divisions.

Benefits

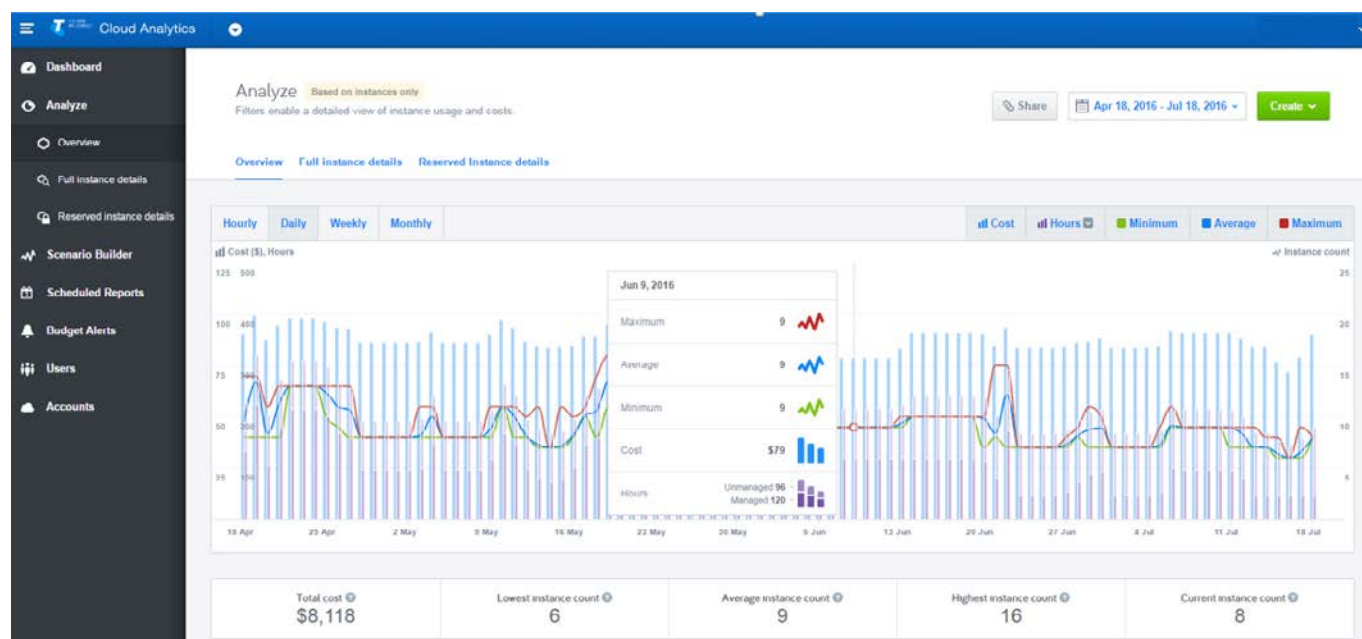
- Unify management of compute, storage, and network.
- Design portable, multi-cloud service configurations.
- Orchestrate large globally distributed systems.
- Control access across clouds, data centres, and tenants.
- Built with MultiCloud Images™ that provide portability across many cloud providers, ServerTemplates integrate version control, auditing, and extensible variable inputs.
- Transition to cloud fast with an extensive marketplace of ServerTemplates for commonly used technologies.
- Create standardized architectures that meet corporate guidelines for versions, patches, and configuration.
- Leverage your favourite scripting tools and configuration management systems — Chef, Puppet, Ansible, Salt, Bash, and Powershell.
- Maintain compliance and track changes across application configurations, compute, storage, and network.
- Improve governance with Role Based Access Control (RBAC) across all of your cloud accounts.
- Control costs with chargeback and showback reporting.

Cloud Analytics.

RightScale Cloud Analytics enables you to visualize, forecast, and optimize costs across your cloud portfolio. Cloud Analytics provides you with hourly usage and cost data, down to individual instances, and rolls this data up across data centres, accounts, and clouds. Not only can you determine your costs in advance to ensure that

there will be no surprises, but your IT team can also use instance-level data to easily make changes. Cloud Analytics provides visibility into cloud usage and costs for all your cloud accounts

More information: <http://docs.rightscale.com/ca/>



Features

- View overall trends by month, week, day, or hour.
- Dive deep into costs by application, department, team, or down to individual servers.
- Highlight seasonal patterns or changes from particular events.
- Visualize clouds costs for each application to understand growth patterns.
- Determine cloud spend by business unit, department, or team.
- Cloud Analytics Scenario Builder allows forecasting of future costs based on current usage and historical trends.
- RightScale Cloud Analytics is fully integrated with RightScale Cloud Management.
- Analyse costs by a variety of factors, including cloud provider, account, regions, data centres, applications, users, tags, and time periods.
- Scheduled reports on cloud spend delivered to your email inbox.
- Specify mark-ups and markdowns (discounts) on cloud prices.
- Create and export reports for chargeback and showback.
- Forecast and budget for cloud costs by application, team, user, cloud, or other factors.
- Set alerts when budgets are exceeded or projected to be exceeded.
- Planning for and managing Reserved Instances.
- Cloud Pricing API.

Benefits

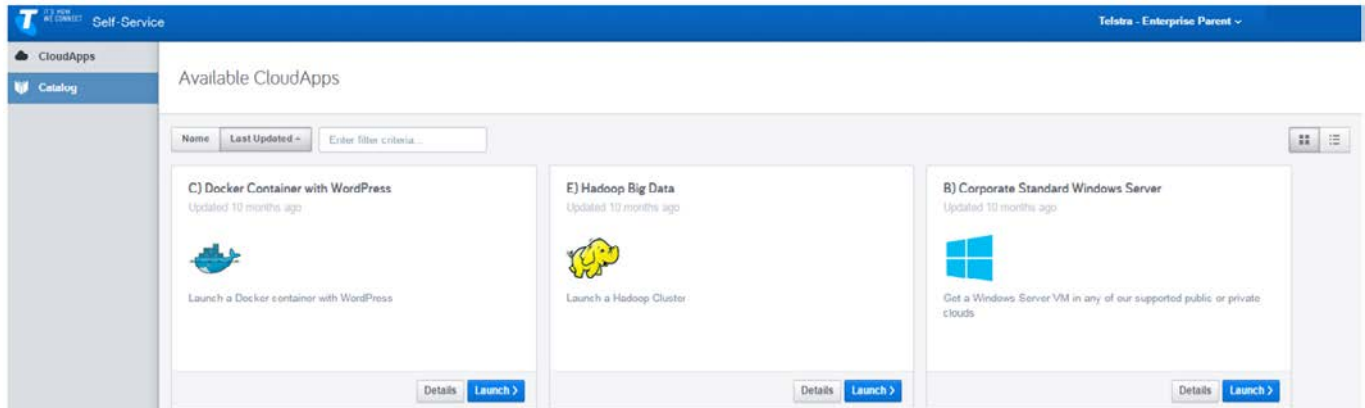
- Define growth patterns based on your business expectations.
- Incorporate one-time or seasonal adjustments that impact cloud usage.
- Build alternate scenarios to evaluate different instance sizes, regions, or reserved instance purchase options.
- Develop accurate budgets for each department.
- Uncover unused cloud resources.
- Evaluate what are likely to be the most cost-effective regions and instance sizes.
- Find opportunities to reduce costs by using reserved instances or choosing alternate purchase options.
- Implement budget controls to help avoid surprises.
- Control access with enterprise-grade controls.
- Identify overconsumption and likely opportunities for cost savings.

Self Service

Empower developers and cloud users with an easy-to-use portal to automatically provision stacks and applications across your approved portfolio of clouds. Enterprise IT organisations define this curated catalogue of cloud applications to enforce standards and

govern cloud usage. The self-service portal enables users to deploy and manage their own cloud applications, track costs, and set automated shutdown schedules to help optimize spend.

More information: <http://docs.rightscale.com/ss/>



Features	Benefits
<ul style="list-style-type: none">• Offer a catalogue of corporate standard technologies with approved versions, patches, configurations, and security settings.• Automate application deployment and management throughout its lifecycle.• Support sophisticated workflows to launch complex applications.• Orchestrate operations and integrate with enterprise systems.• Integration with existing ITSM catalogues such as ServiceNow.• Support all major public and private clouds including AWS, Microsoft Azure, Google Cloud Platform, OpenStack and VMware vSphere environments.• Compare the costs of various cloud resource pools and make decisions that will increase cost efficiency.• Manage costs by setting quotas for users and teams.• Provide cost visibility to developers, cloud users, central IT, and finance teams.• Eliminate waste through scheduled shutdowns during non-working hours or at project end.• Cloud Application Templates.• Self-Service API reference documentation.• Command line tools for interacting with Self-Service APIs.• Centralized portal with a curated catalogue to create a sanctioned, governed, and managed process for cloud use across both internal and external resource pools.• Define access controls for cloud usage.• Set policies for available clouds, instance types, and options.• Maintain a centralised, policy-driven service catalogue for cloud consumption across an entire organisation.	<ul style="list-style-type: none">• Reduce development cycles and increase agility.• Eliminate manual work with automation and orchestration.• Drive down spend with built-in cost controls.• Reduce risks with policy-based governance.• Provide on-demand access to cloud resources.• Remove delays and manual repetitive labour of existing processes.• Increase agility and reduce development cycles.• Reduce complexity of provisioning and managing cloud infrastructure for your end users.• Increase IT efficiency and eliminate manual work with automation and orchestration.• Reduce the overhead associated with the myriad handoffs needed to provision and manage compute, storage, and network resources.• Cloud architects, security experts, and IT teams can implement technology and security standards; control access to clouds and resources; manage and control costs; and ensure complete visibility and audit trails across all their cloud deployments.




There should be no surprises in your modern IT world - know your space by choosing the right vendor and solution that's cost effective.

Telstra + RightScale <ul style="list-style-type: none"> Telstra has exclusive rights to RightScale's technology cluster that is hosted in Australia. 	<ul style="list-style-type: none"> Local provider of RightScale technology. Data sovereignty with a local presence. A cost effective solution to managing your clouds.
Training and Setup <ul style="list-style-type: none"> Bronze, Silver and Gold levels of training and setup. We help set up and connect your clouds for you. We'll help you identify stakeholders who need to be involved, define user roles and access levels as well as put the procedures and measure for metering resource consumption in place. 	<ul style="list-style-type: none"> Realise the value of your new CMP in a short time. Eliminate internal admin costs of setup.
Professional Services * <ul style="list-style-type: none"> Telstra provided support and assurance model. Delivered by Telstra and our national network of cloud partners. <p>*Exclusions and additional fees apply.</p>	<ul style="list-style-type: none"> Access the services required to migrate and get your cloud service running. Helps you optimise your IT environment to ensure better performance and user experience.
Account Management and Billing <ul style="list-style-type: none"> Order and manage cloud services through Telstra Cloud Services portal. Billing in AUD combined with existing Telstra services. Additional account management via Telstra account team. Access to other cloud, network, and professional services. Billing and terms aggregation. Option of self-service or guided (sales-led) purchase and setup. 	<ul style="list-style-type: none"> No need to waste time and money managing multiple vendors. Leverage the existing relationship with your Telstra account service team. Consolidated billing for your cloud services combined with other requirements such as professional services. Reduce administrative with a consolidated bill through Telstra. Consult on whether a CMP is likely to be right for you and why it is the best-fit for your enterprise/business.
Add-ons	
<ul style="list-style-type: none"> In addition to the professional services included with your offer, you may purchase additional professional services. CMP Professional Services are consumable via pre-purchased bundles of hours, designed to augment the customers CMP environment. 	<ul style="list-style-type: none"> Connecting CMP to your WebScale public or private clouds: <ul style="list-style-type: none"> AWS Azure Telstra CSX Dedicated Hosting OpenStack IBM Softlayer vSphere Configuration (vSphere v5.1, 5.5 or 6.0 Enterprise or Enterprise Plus only. vSphere Standard Edition is not supported) CloudStack. VM Builds & Application Deployments: <ul style="list-style-type: none"> N-Tier Application server grouping creating Server Deployments creating Cloud Application templates. Runbook development: <ul style="list-style-type: none"> design & implement Runbooks.
Telstra Cloud and Network range <ul style="list-style-type: none"> Compatibility with Telstra's range of cloud offerings including: <ul style="list-style-type: none"> public clouds private clouds Cloud Gateway NextIP 	<ul style="list-style-type: none"> confidently blend public and private environments to help improve operational efficiency and business continuity ability to further extend connectivity privately to the Telstra Mobile Network to empower workforce mobility advanced capabilities through innovation in IOT, APIs, and Big Data support your cloud and transformation journey well into the future.

Why Telstra Cloud Services?

As a multi-cloud provider, we provide choice and flexibility with an expanding range of leading private and public cloud platforms, plus a thriving Apps Marketplace. Our heritage and leadership in networks include the Telstra Next IP® network, Telstra Mobile Network and Content Delivery services. They provide global reach with exceptional speed and reliability, all backed by our experience

running the largest networks in Australia. Our Next IP® network is certified to stringent international standards (ISO27001). Our extensive national network of expert cloud partners can tailor solutions to address your IT workloads and platform preferences, or help design, build, transition and operate cloud solutions for peak performance and business results.

 **contact your Telstra account executive**
 **call 1300 telstra**
 **telstra.com/manageyourcloud**

