

# Cloud Management Platform powered by RightScale®

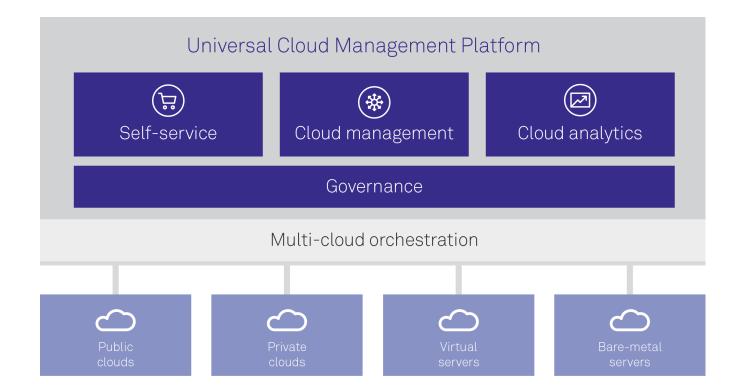
We've partnered with RightScale to help you manage cloud resources at the infrastructure level. Cloud Management Platform supports public clouds like Amazon Web Services and Microsoft Azure, plus private clouds powered by CloudStack, OpenStack and VMware® vCenter software.

Cloud Management Platform provides consistent management so you can leverage resources across any of the clouds it supports.

There's no need to learn a different tool to manage each cloud. Rather, Cloud Management Platform offers one tool under a single pane of glass to manage all of your compute, network and storage resources, regardless of their underlying infrastructures

The platform sits between your web and traditional applications and the public and private cloud infrastructures you launch cloud servers from.

To get started, you simply add the credentials for your clouds, which can be done from the cloud management dashboard.

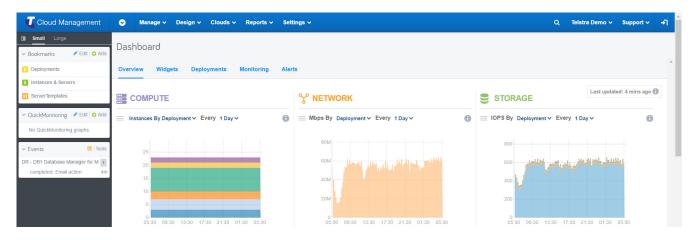


The three key components of this platform – cloud management, cloud analytics and self-service – help you optimise costs and orchestrate performance, governance, compliance and security across your clouds.

# Cloud management

Your operations and system administrators can access cloud environments to provision, configure, manage and govern cloud resources including compute, network and storage components. They'll have visibility and control over cloud environments, helping you automate processes and reduce manual work.

# Learn more >

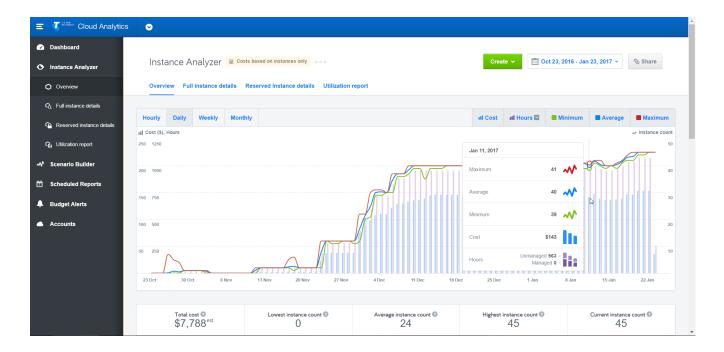


| Features                                                                                                                                                                                                                                                                                          | Benefits                                                                                                                                                                                                                                                                                         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Leverage a unified multi-cloud UI and API that abstracts diverse cloud APIs and behaviours                                                                                                                                                                                                        | Unify management of compute, storage and network                                                                                                                                                                                                                                                 |
| Group resources by tier, service or application with deployment; use tags to organise, automate and report on resources                                                                                                                                                                           | Contextual visibility     Design portable, multi-cloud service configurations                                                                                                                                                                                                                    |
| <ul> <li>RightScale ServerTemplates™ (reusable infrastructure blueprints for commonly used technologies)</li> <li>Create standardised architectures and leverage your favourite scripting tools and configuration management systems: Chef, Puppet, Ansible, Salt, Bash and Powershell</li> </ul> | Boot any server from a small set of generic images and configure the server dynamically at boot time  Enable flexible software development and test practices  Orchestrate large globally distributed systems  Transition to cloud fast  Integrate version control, auditing and variable inputs |
| Built with MultiCloud Images™, which point to machine images in specific clouds                                                                                                                                                                                                                   | MultiCloud Images™ define which clouds you can use when a server is launched     Ensure portability across multiple cloud providers                                                                                                                                                              |
| Trigger automation and notifications with alerts and escalations                                                                                                                                                                                                                                  | Optimise performance and control access across clouds, data centres and tenants                                                                                                                                                                                                                  |
| Automated backups, assisted failover, auto-scaling arrays and rapidly-deployed disaster recovery environments     Quickly roll out patches across your operating cloud servers                                                                                                                    | Ensure currency, security and reduce downtime     Meet corporate guidelines for versions, patches and configuration                                                                                                                                                                              |
| Segregate access and reporting across your business areas and organisations                                                                                                                                                                                                                       | Use hierarchies to help align with your business units and divisions                                                                                                                                                                                                                             |
| Track changes across application configurations, compute,<br>storage and network                                                                                                                                                                                                                  | Maintain compliance                                                                                                                                                                                                                                                                              |
| Role-based access control across all of your cloud accounts                                                                                                                                                                                                                                       | • Governance                                                                                                                                                                                                                                                                                     |

# Cloud analytics

Cloud analytics provide hourly usage and cost data, down to individual instances, and roll this data up across data centres, accounts and clouds. Use these analytics to visualise, forecast and optimise costs across your cloud portfolio while your IT team can use instance-level data to easily make changes.

Learn more >

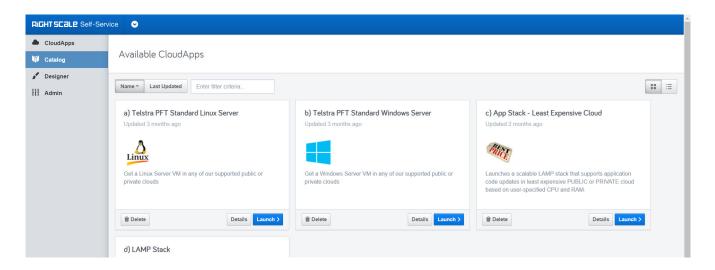


| Features                                                                                                                                                                                                                                                                                                                                                                   | Benefits                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul> <li>View overall trends by month, week, day or hour</li> <li>Dive deep into costs by application, department, team or down to individual servers</li> </ul>                                                                                                                                                                                                           | Identify overconsumption and opportunities for cost savings                                                                                                                                                                                                                                                                                                                                                                                         |
| <ul> <li>Highlight seasonal patterns or changes from particular events</li> <li>Visualise cloud costs for each application to understand growth patterns</li> <li>Cloud Analytics Scenario Builder</li> <li>Evaluate the most cost-effective regions and instance sizes</li> </ul>                                                                                         | Define growth patterns based on your business expectations     Know when to incorporate one-off or seasonal adjustments that impact cloud usage      Forecasts future costs based on current usage and historical trends     Build alternative scenarios to evaluate different instance sizes, regions or reserved instance purchase options      Find opportunities to reduce costs by using reserved instances or choosing other purchase options |
| <ul> <li>Determine cloud spend by business unit, department or team</li> <li>Analyse costs by a variety of factors, including cloud provider, account, regions, data centres, applications, users, tags and time periods</li> <li>Scheduled reports on cloud spend delivered to your email inbox</li> <li>Create and export reports for chargeback and showback</li> </ul> | <ul> <li>Develop accurate budgets for each department</li> <li>Uncover unused cloud resources</li> <li>Implement budget controls to avoid surprises</li> <li>Set alerts when budgets are exceeded or projected to be exceeded</li> </ul>                                                                                                                                                                                                            |

# Self-service

Empower developers and cloud users with an easy-to-use portal to automatically provision stacks and applications across your approved cloud portfolios. You get to curate the catalogue of applications you'll use to enforce standards and govern your usage. The self-service portal lets you deploy and manage your own cloud applications, track costs and set automated shutdown schedules to optimise spend.

Learn more >



| Features                                                                                                                                                                                                                                                                                                                                         | Benefits                                                                                                                                                                                                                                              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| A catalogue of standard technologies with approved versions, patches, configurations and security settings  Automate application deployment and management throughout its lifecycleindividual servers                                                                                                                                            | Reduce development cycles and increase agility  Eliminate manual work with automation and orchestration  Reduce complexity of provisioning and managing cloud infrastructure for your end users  Provide on-demand access to cloud resources          |
| Support sophisticated workflows to launch complex applications     Set policies for available clouds, instance types and options                                                                                                                                                                                                                 | Drive down spend with built-in cost controls     Reduce risks with policy-based governance     Maintain a centralised policy-driven service catalogue for cloud consumption across an entire organisation                                             |
| <ul> <li>Orchestrate operations and integrate with enterprise systems</li> <li>Help desk integration</li> <li>Set quotas for users and teams</li> <li>Provide cost visibility to developers, cloud users, central IT and finance teams</li> <li>Eliminate waste through scheduled shutdowns during nonworking hours or at project end</li> </ul> | Reduce overheads associated with the myriad handoffs<br>needed to provision and manage compute, storage and network<br>resources                                                                                                                      |
| Self-service API reference documentation     Command line tools for interacting with self-service APIs                                                                                                                                                                                                                                           | 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 a solution that's cost effective.

## Telstra and RightScale

- We have exclusive rights to the RightScale technology cluster that's hosted in Australia
- Data sovereignty

- · Dedicated network and latency advantages
- · Available from any global location
- No vendor lock-in
- All cloud services billed to a single Telstra bill

### Training and setup

- Silver and Gold levels of training and setup \*
- · We help you:
- Establish your clouds for you
- Identify which stakeholders need to be involved, define user roles and access levels plus put in place the procedures and measure for metering resource consumption
- Realise the value of your new platform in a short time
- Reduce internal setup costs
- \* Silver training is available to customers who sign up to pay as you go; Gold training is available to customers who buy a 12 or 36-month term

#### **Premium Services \***

- Support and assurance model
- Delivered by Telstra and our national network of cloud partners
- Access services to migrate and get your cloud service running
- Optimise your IT environment for better performance and user experience
- \* Exclusions apply

# Account management and billing

- Order and manage cloud services through Telstra's Cloud Services Portal
- Receive a single bill for all cloud services purchased through your Telstra billing account
- Billing in AUD for Australian customers or your local or agreed currency for customers outside Australia, combined with existing Telstra services
- $\bullet$  Option of self-service or guided (sales-led) purchase and setup

#### Add-ons

- In addition to the training that's included with your Cloud Management Platform purchase, we also offer a paid premium service for any other help you need
- You can purchase this service in hours

# Telstra cloud and network range

- Compatibility with Telstra's range of cloud offerings including:
- Public clouds
- Private clouds
- Cloud Gateway
- Telstra IP network service
- Confidently blend public and private environments to help improve operational efficiency and business continuity
- Extend private connectivity 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 our thriving Telstra Apps Marketplace. Our heritage and leadership in networks include the Telstra 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 Telstra 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.

#### If your business is:

Within Australia, call 1300 620 345

Outside Australia, contact us at telstraglobal.com/contact

Or, contact your Telstra representative

# telstra.com/manageyourcloud