

Tangoe One Cloud

First name Last name

Title of Presenter

Client or Event Name | Date



Tangoe Value

OUR PEOPLE, PROCESSES AND TECHNOLOGY ENABLE SUPERIOR RESULTS



PRODUCTIVITY

Operational continuity, Time saved, streamlined and automated processes, workload redistribution, offloading of manual tasks, efficiencies



INSIGHTS

Robust reporting, centralized management, data-driven decision support, contextual intelligence, consolidated up to date inventory



SAVINGS

Cost savings, audit and optimization, usage governance, dollars back in the budget, cost of not taking action, ROI



FinOps Certified Platform



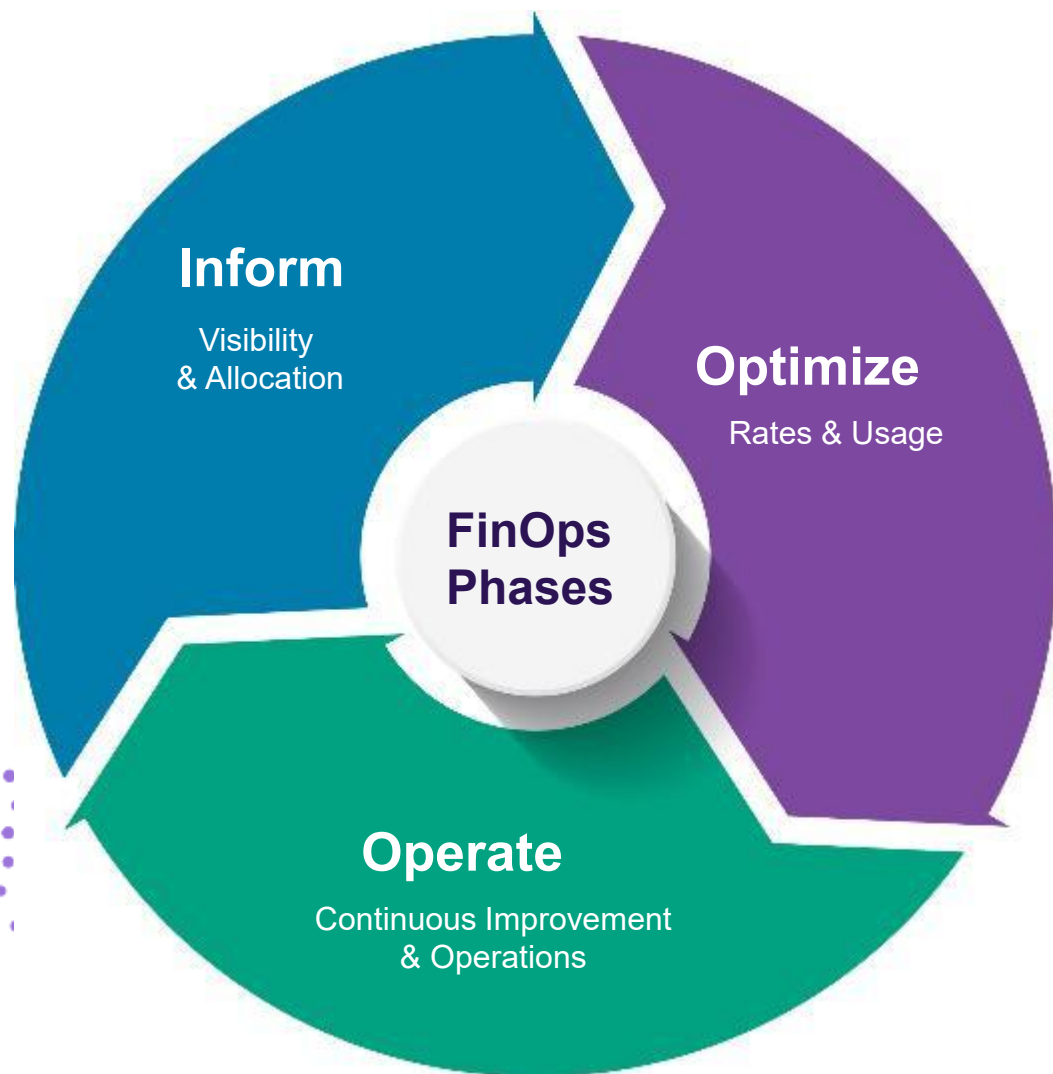
Tangoe One Cloud is proud to be a FinOps Certified Platform and an early adopter of the FOCUS (FinOps Open Cost and Usage Specification) schema—an industry-standard framework for cloud cost data. This certification and alignment ensure that Tangoe delivers transparent, normalized, and vendor-agnostic cloud billing data, empowering customers to make smarter, data-driven financial decisions.



By adopting FOCUS, Tangoe enables consistent cost reporting across cloud providers, simplifies invoice reconciliation, and enhances cost allocation accuracy. For customers, this means faster insights, reduced complexity, and a clearer path to cloud cost optimization—no matter how complex your cloud environment.



The FinOps Phases



➔ Widest Cloud Visibility in the Industry

- Multi-Cloud Solution: 4 IaaS providers, 300+ direct SaaS app integrations
- AI Analytics: 48-hour insights, IaaS data ingestion every 4-5 hours
- Flexible Cost Allocations: Financial integration, custom reports

➔ Smartest AI Optimization for IaaS and SaaS

- AI Recommendations: Data-driven savings based on utilization, costs
- Automated IaaS Changes: Near real-time modifications speed savings
- SaaS Automation: Auto-allocate licenses using custom playbooks

➔ Broadest Choice & Flexibility in Cost Management

- Cost Governance Monitoring: Thresholds, anomalies, alerts, reports
- Budget Management: Performance tracking, budget v. actuals, unit costs
- Invoice & Contract Management: Hyper-automated end-to-end solution



FinOps Framework

finops.org/framework

FinOps is an operational framework and cultural practice which **maximizes the business value of cloud and technology**, enables timely data-driven decision making, and creates financial accountability through collaboration between engineering, finance, and business teams.

Principles

-  Teams need to collaborate
-  Business value drives technology decisions
-  Everyone takes ownership for their technology usage
-  FinOps data should be accessible, timely, and accurate
-  FinOps should be enabled centrally
-  Take advantage of the variable cost model of the cloud



Business Strategy



Technology Strategy

Scopes give context for Practitioners to apply the FinOps Framework.

-  Public Cloud
-  SaaS
-  Data Center
-  Licensing
-  AI
-  Your custom Scope

Core Personas are always engaged in a FinOps practice.

-  Engineering
-  FinOps Practitioner
-  Finance
-  Leadership
-  Procurement
-  Product

Allied Personas support a FinOps practice.

-  ITFM
-  ITAM
-  ITSM
-  Security
-  Sustainability

Domains are the outcomes of a FinOps practice & **Capabilities** describe how to achieve them.

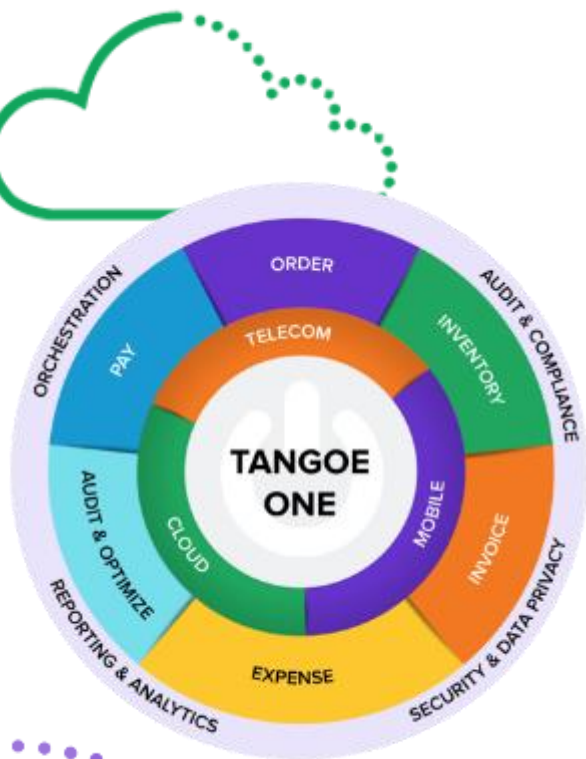
Understand Usage & Cost	Quantify Business Value		Optimize Usage & Cost	
 Data Ingestion	 Planning & Estimating	 Benchmarking	 Architecting for Cloud	 Rate Optimization
 Allocation	 Forecasting	 Unit Economics	 Cloud Sustainability	 Workload Optimization
 Reporting & Analytics	 Budgeting		 Licensing & SaaS	
 Anomaly Management				

Manage the FinOps Practice

-  FinOps Practice Operations
-  Policy & Governance
-  FinOps Assessment
-  FinOps Tools & Services
-  FinOps Education & Enablement
-  Invoicing & Chargeback
-  Onboarding Workloads
-  Intersecting Disciplines

FinOps Foundation Framework 2019 - 2025. Use of the FinOps Framework requires attribution to the FinOps Foundation under the cc by 4.0 license.

Tangoe One Cloud



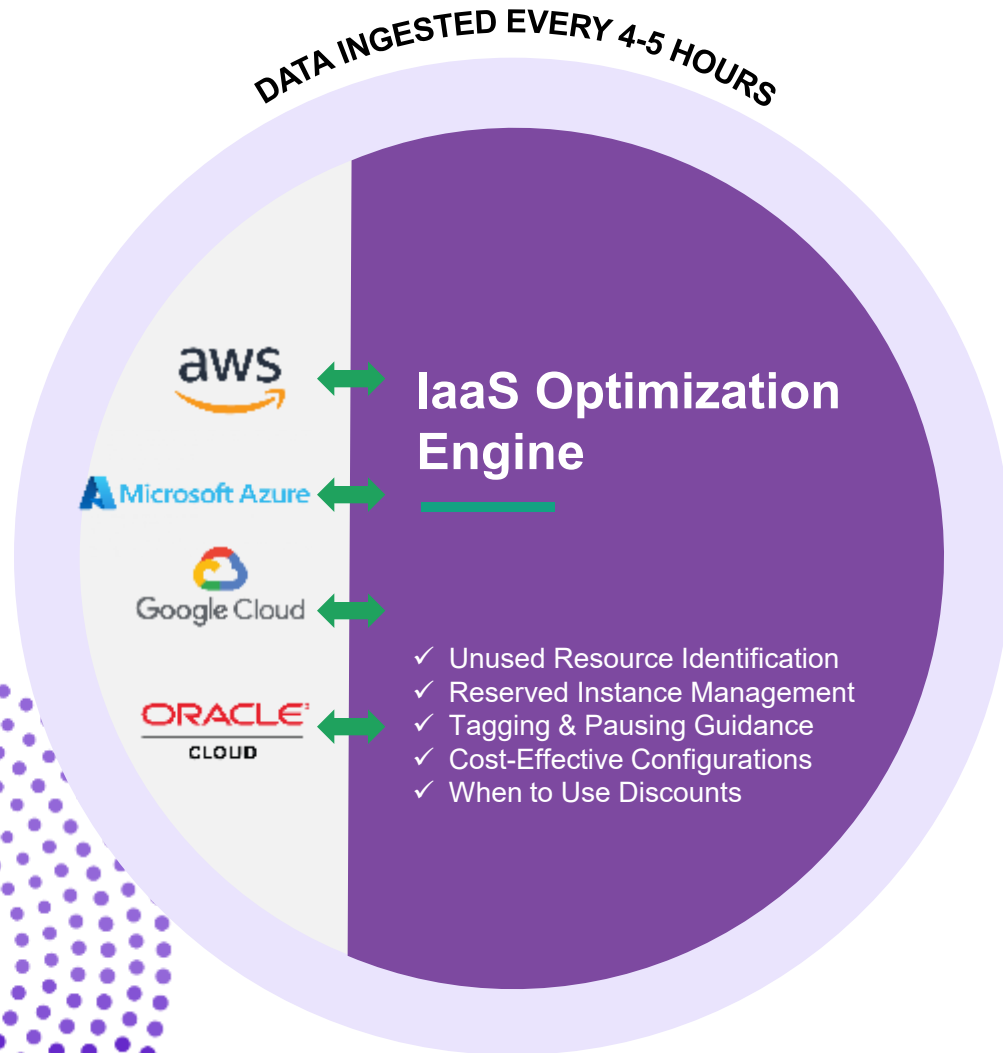
IaaS	Private Cloud	SaaS	UCaaS
Invoice Processing / AP&GL			
- Chargeback & Allocations - Multi-Cloud normalization - Custom Reporting - Budget Analysis - Near real-time Optimization & Recommendations - Instance Pausing 	- Holistic view of Power, Network, Storage, Software, Hardware costs - Granular visibility into expenses, assets and usage - Chargeback & Allocations - Custom Reporting - Automated workflows & Custom Business Rules 	300+ supported vendors integrations - Optimization - Centralization of usage & spend - Security analysis - License utilization analysis - Workflow onboarding/offboarding	- Granular visibility into costs and usage - Traffic, trend monitoring & analysis - Vendor license management 
Additional Services Offered Assessments, Workshops, and Migration Planning (Tangoe Advisory Services)	Additional Services Offered N/A	Additional Services Offered Fully Managed Service	Additional Services Offered Rate Plan and Pricing Validation Assessment

**Standard solution includes full implementation with customer managing the platform*



Tangoe One Cloud for IaaS

IaaS Optimization



+

IaaS Expense Management



Tangoe One Private Cloud



Private Cloud Invoices

Utility
Hardware
Software
Facilities
Storage

Direct Integration

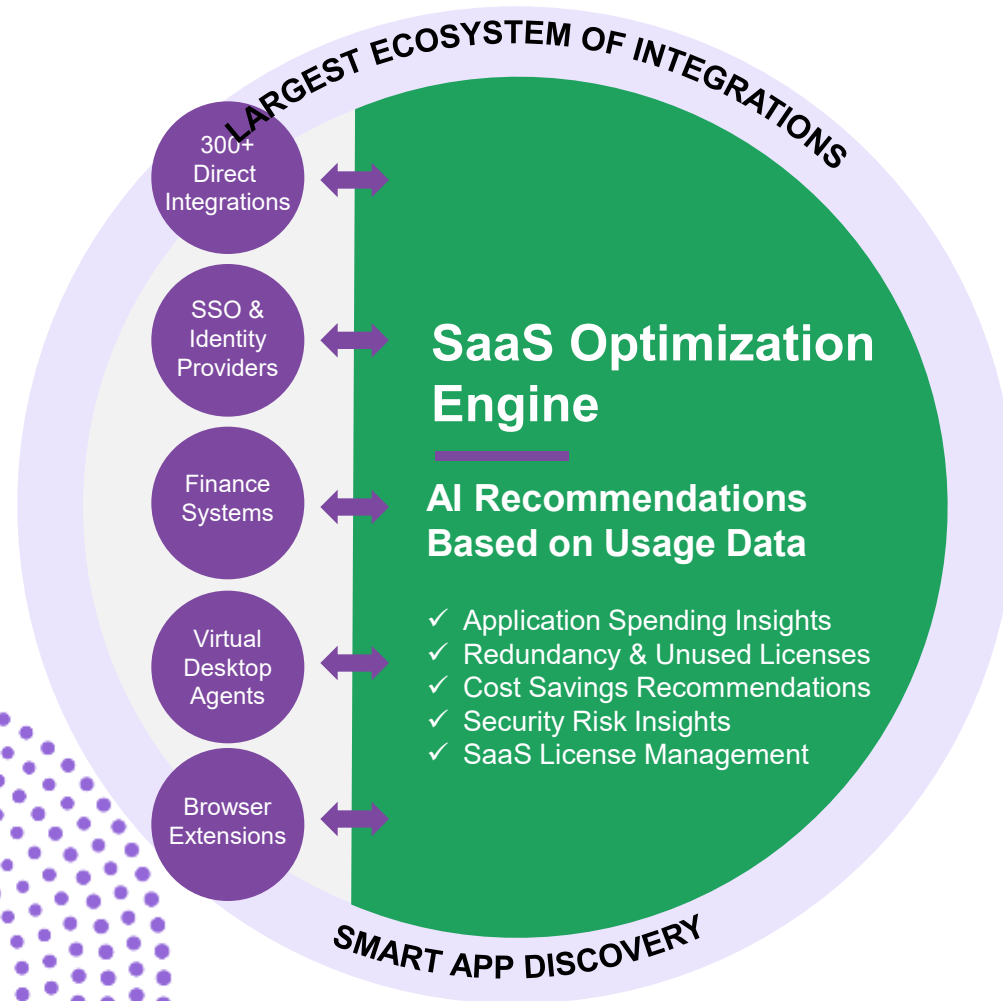
API Integration or
Manually Loaded





Tangoe One Cloud for SaaS

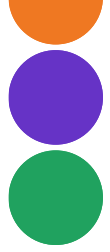
SaaS Optimization



+

SaaS Expense Management





Why You Need Tangoe One CEM

- Manage multiple vendors and costs for your hybrid workforce
- Secure and strengthen governance protocols with near real-time visibility and controls
- Gain deeper insights for better financial and operational outcomes





Why You'll Love Tangoe One Cloud



Over 300 SaaS
Applications
Supported



4 Largest Public
Cloud Providers
Supported

15 – 40%
Average Cloud
Cost Savings

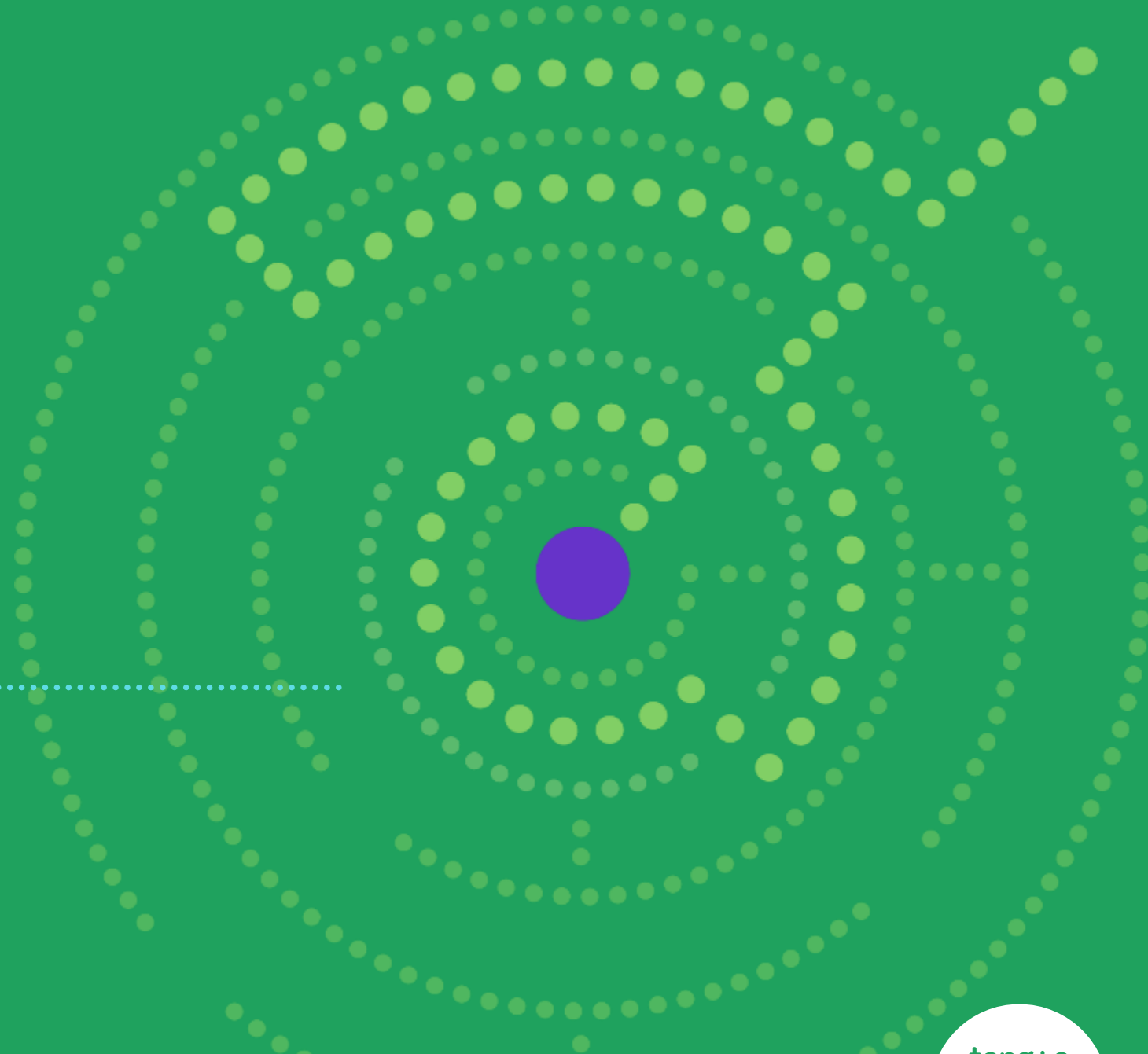


Top Cloud
Service Provider



Visit us on the AWS Marketplace to learn more about
our [Cloud Cost Management Consultation](#) today.

CEM for IaaS

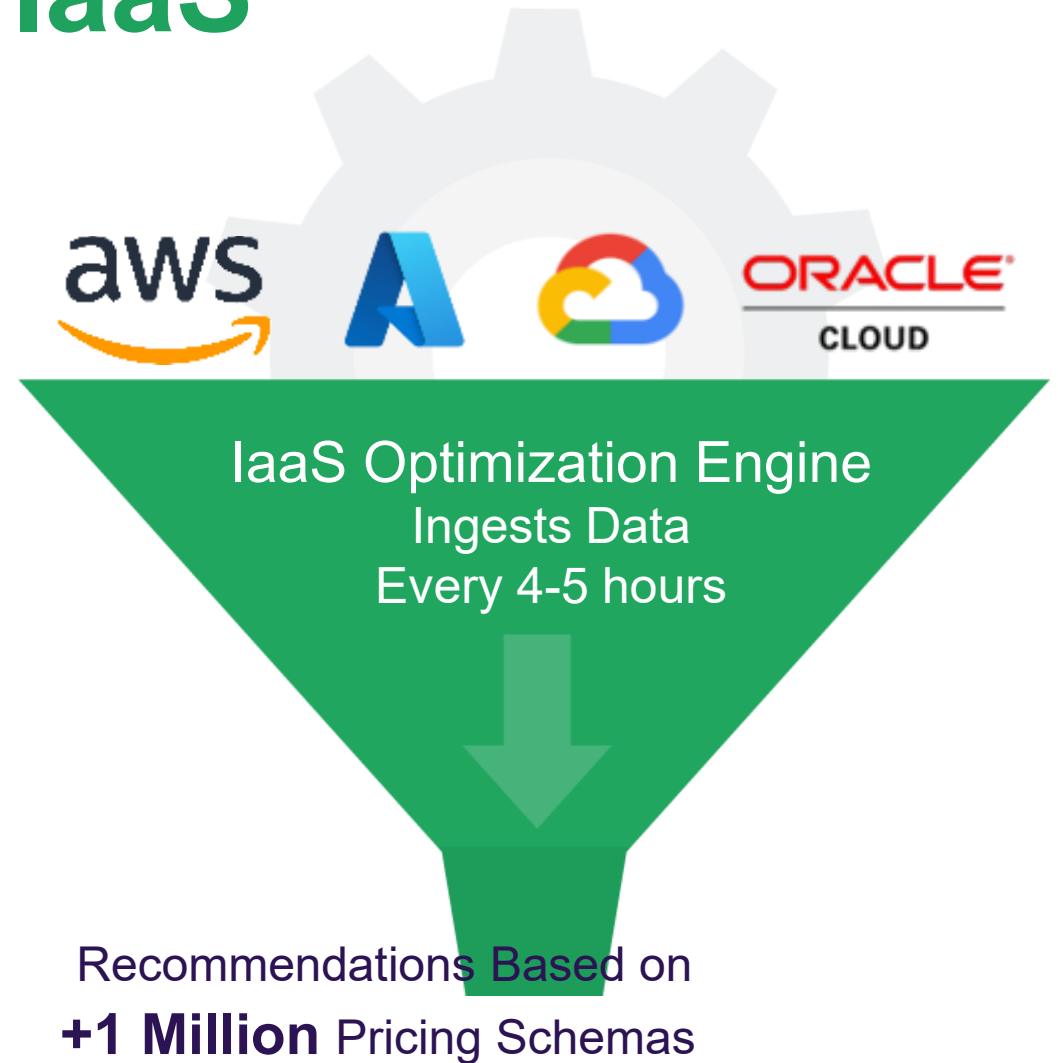


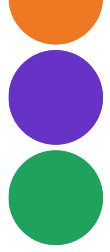


Tangoe One Cloud for IaaS

FinOps Solution for Rightsizing Your Infrastructure

- Identify unused resources
- Get tagging guidance
- Know when to use discounts
- Maximize workload performance
- Leverage market pricing intelligence





Tangoe One CEM for IaaS

Simplify

- Cost Allocation and Chargebacks
- Invoice Processing
- Uplifts / Show-backs / Cloud Tax
- AP/GL File Integration
- Business Rule Management

Manage

- Usage Management
- Inventory Analysis
- Data To Drill-in From Anywhere
- Full-Service Report Building
- Role Based Access
- Customized Alerting

Optimize

- Actionable AI-driven Cost Optimization Recommendations
- Cloud Assessment (Add-on)
- Contract Analysis (Add-on)

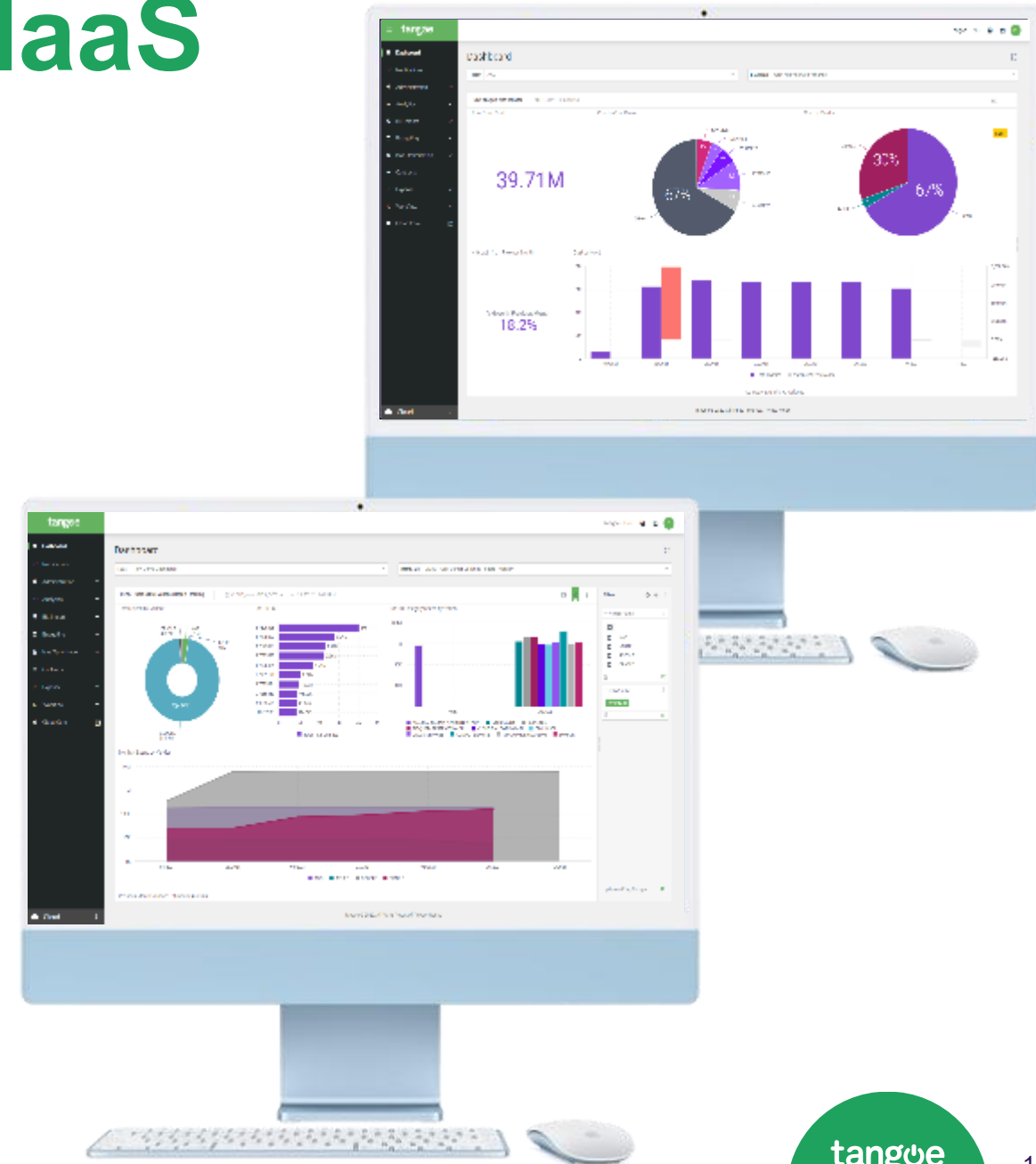
Tangoe One CEM for IaaS

Organize your data in one place with automated data retrieval and standardized inventory

Automate processes with custom workflows for improved efficiency (invoicing, a bill pay option, and more)

Analyze with powerful custom reporting that:

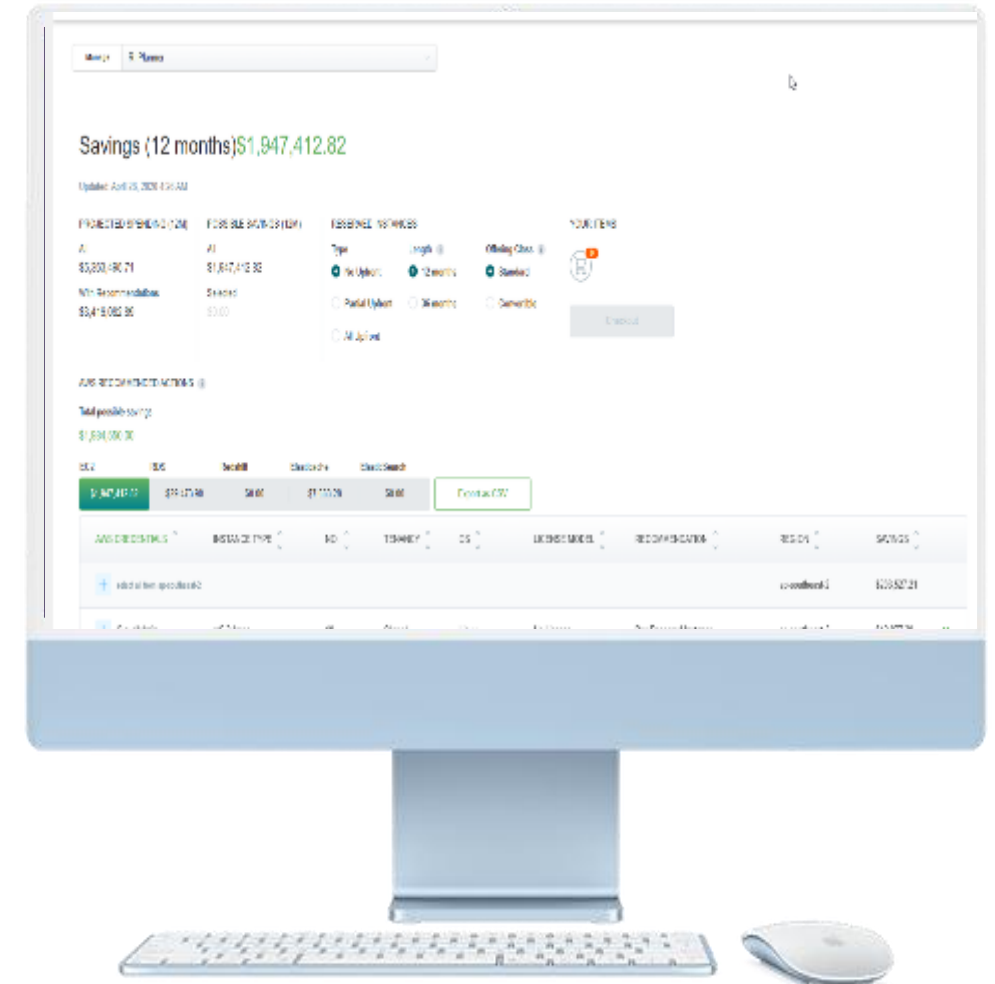
- Supports financial modeling, trend tracking and forecasting
- Link invoices to the right departments, projects and cost centers
- Allows you to set budgets and compare them against actual spend
- Includes daily alerts and continuous monitoring to track spending, tagged usage and all related activity



Tangoe One CEM for IaaS

Optimize to innovate and grow

- AI-embedded savings recommendations based on >1 million pricing schemas with intuitive dashboards for all on-demand cloud SKUs
- An optimization engine that ingests data every 4-5 hours
- Supports multi-cloud vendors through one lens and one click
- Restricted to designated user accounts for tight financial governance and security
- Limited to your business use cases, ready for immediate action
- Maximizes your rate of growth at scale – no waste/no overspending





Additional Features & Use Cases

Feature	Description	Value / Use Case
Onboarding New Providers	• Full automation with editable policies, pure API integration, and an intuitive UI means no added installs or training.	Get your multi-cloud vendors set up quickly and easily so you can access the services in no time without interruption.
Rightsizing	• Reduce number of virtual machines, databases, data warehousing, and storage as needed	Streamline and reassess resources based on your strategic goals so you can maximize return on investment.
Resource Decommissioning	• Remove unused load balancers, snapshots and storage volumes	Offload unnecessary resources as you focus on driving growth, innovation, efficiencies, transformation.
Other Optimizations	• Set reserved instance coverage and view historical coverage • Leverage automated reservation purchases	Access deeper insights and self-service tools that give you greater and visibility over your multi-cloud program.
Scheduler Pausing Instance	• Create schedules for instance pausing so you can stop and start the use of resources when capacity is required to reduce utilization time	Greater controls over provisioning of cloud resources



Tangoe's IaaS Lifecycle Management

Hybrid cloud models are delivering on the promise of increased flexibility and scalability however the anticipated cost savings from public cloud are not being realized. Having a complete view across all cloud deployments is essential to simplify, manage, and optimize public cloud assets and expenses.

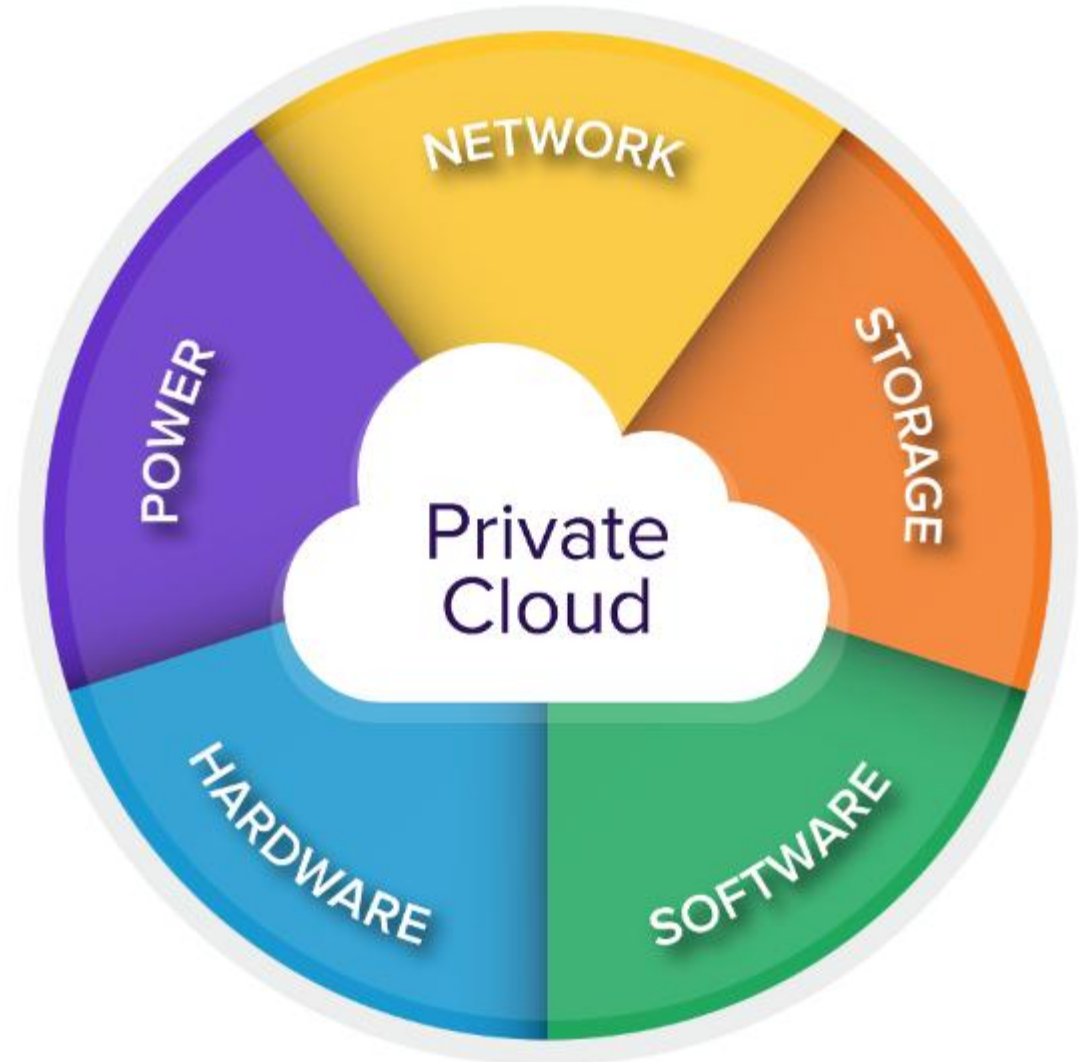
That's where Tangoe One Cloud for IaaS helps companies of all sizes maximize the value from cloud across the lifecycle.



CEM for Private Cloud

Managing Private Cloud Expenses

- Multiple Invoices
- Disparate services
- Lack visibility into complete private cloud costs
- Inability to efficiently charge back



Private Cloud can be on-premise, colocation or a private instance in a public cloud.

Private Cloud Capabilities

Centralized Inventory of Expenses and Usage

Expense Management

Cost Allocation

Chargebacks

AP/GL Integration

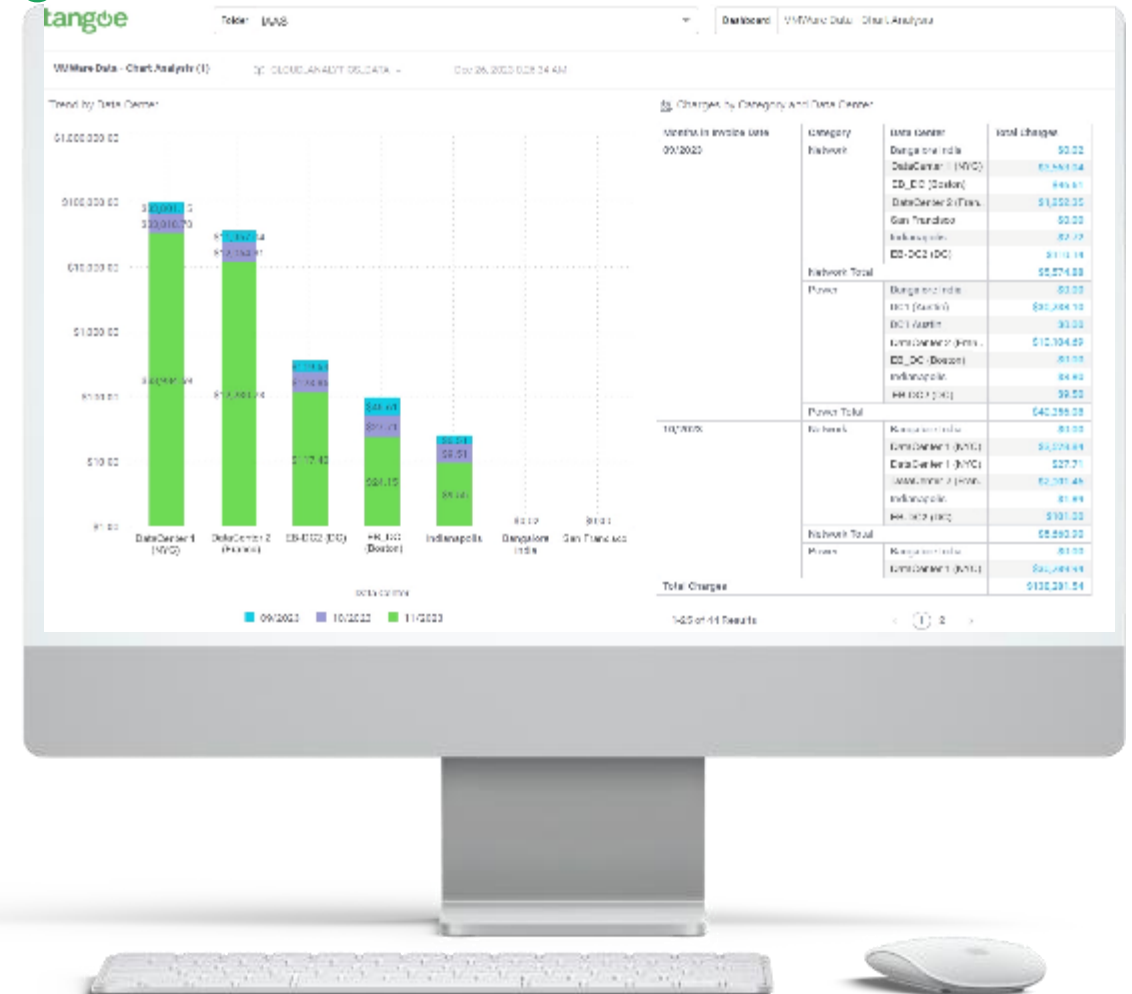
Account Tracking

Invoice Processing

Invoice acquisition

Validation

Approvals





Private Cloud Capabilities

Centralized Inventory of Expenses and Usage

Reporting & Analytics

Tagging

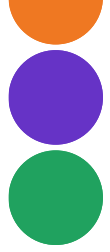
Customized

Real-Time

Comprehensive

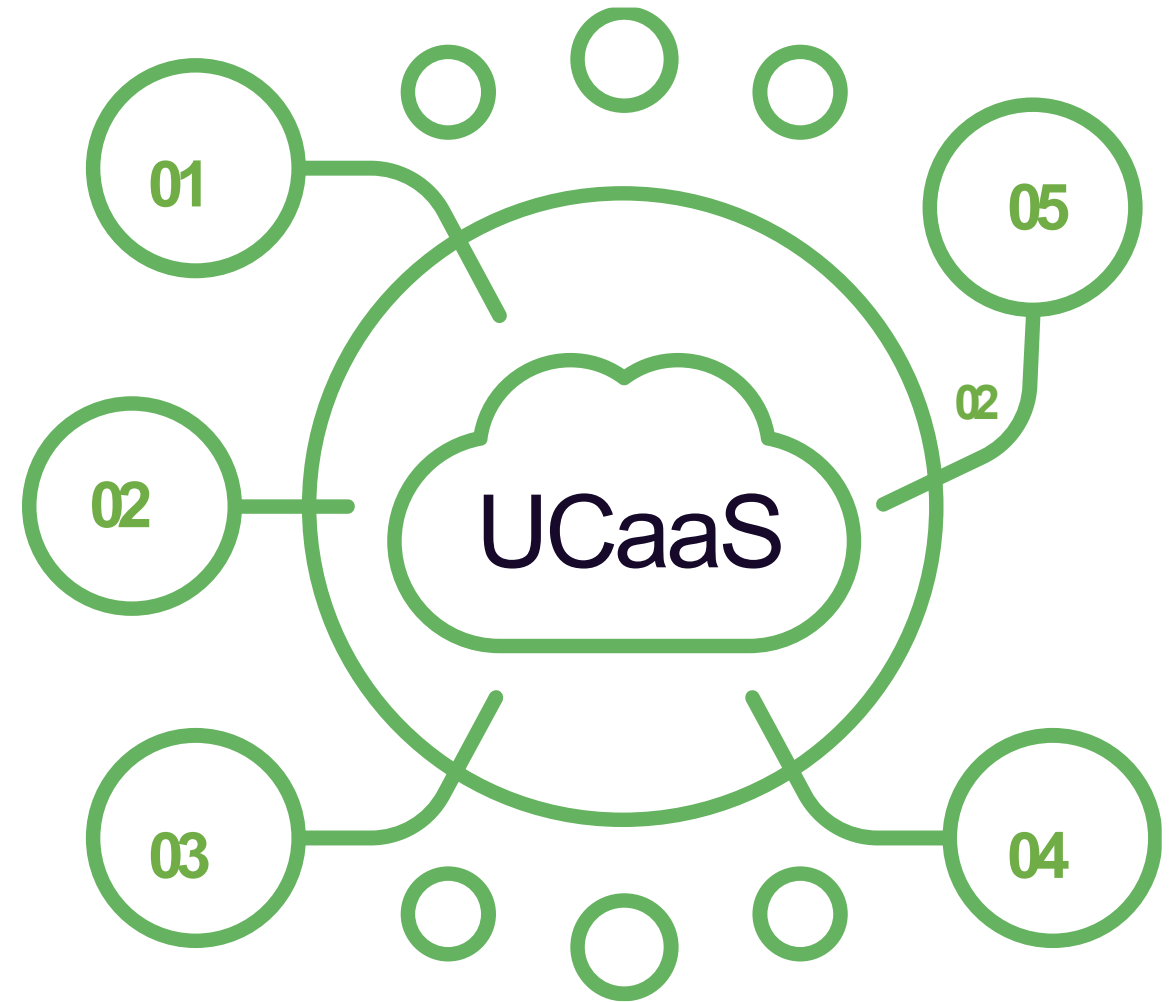


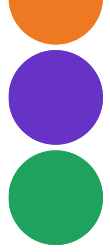
CEM for UCaaS



What is UCaaS?

1. Enterprise Telephony
2. Online Meetings (A/V & Web Conferencing)
3. Communication-enabled Business Processes
4. Instant & Unified Messaging
5. Mobility





Tangoe One CEM for UCaaS

Simplify

- Centralized billing
- Automated invoice and AP/GL file processing / payment
- Granular visibility into costs and usage

Manage

- Gain visibility and control from a single pane of glass
- Get real-time actionable analytics
- Align contract terms and payments

Optimize

- Reconcile spend against terms
- Identify unused and misused assets
- Pinpoint billing inaccuracies

CEM for UCaaS Features

Expense and CDR Usage Management

Traffic, Trend Monitoring and Analysis

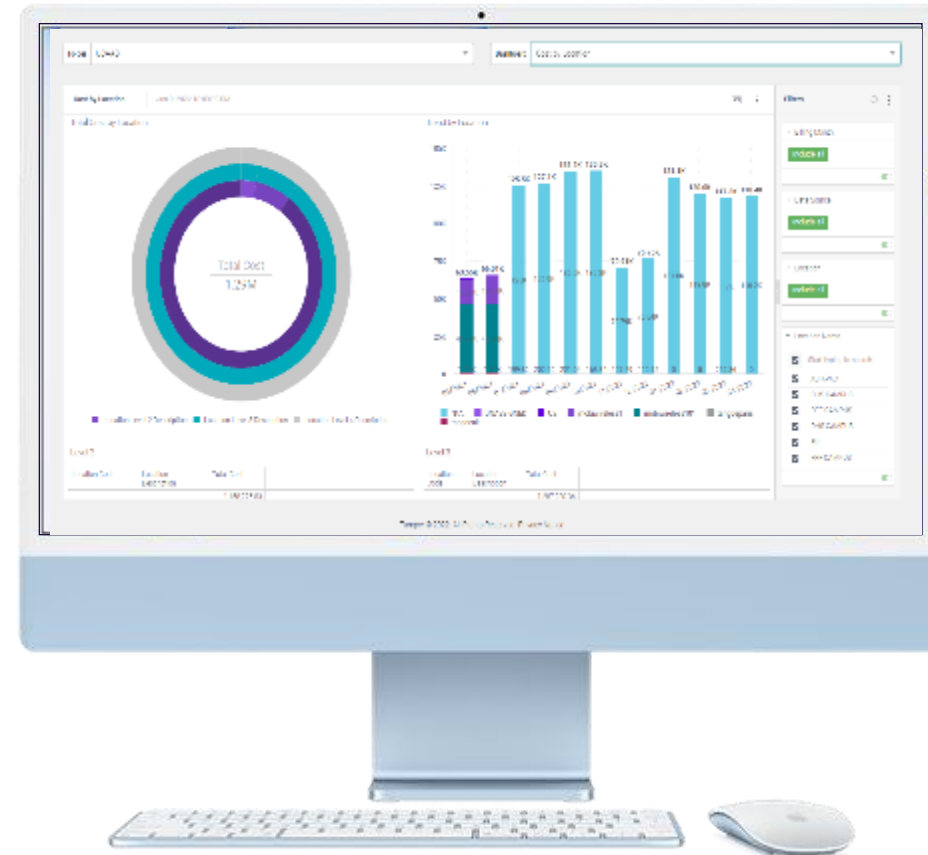
Rate Plan and Pricing Validation

Invoice Processing and Payment

Fraud Detection

Customized Notifications &
Monitoring

Vendor License Management

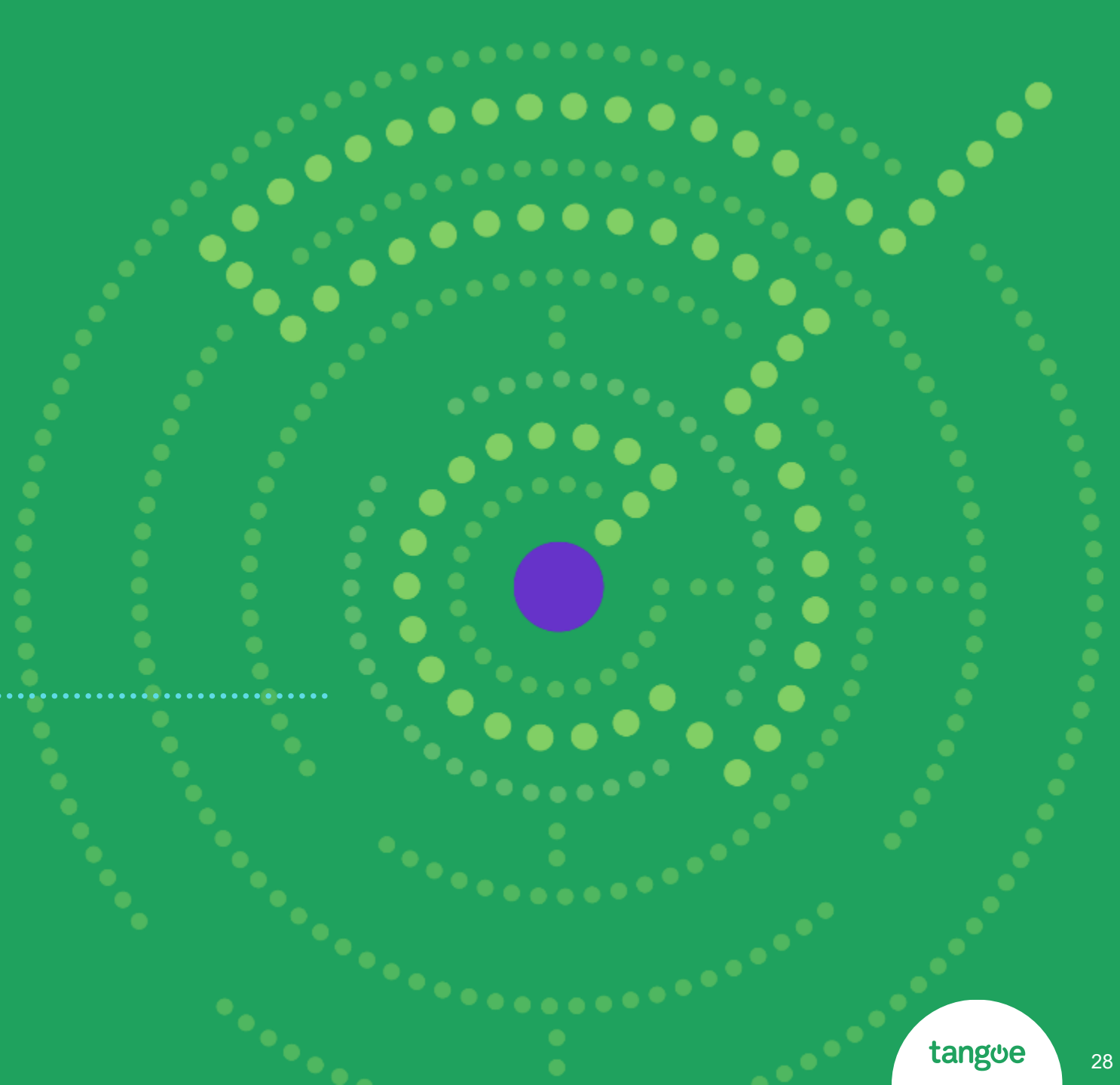




Advanced Reporting & Analytics

Report Types	Value	Business Impact
Exception	• Ensure compliance & regulatory protocols • Identify policy abuses / misuse and fraud • Quicker response to legal inquiries	• Proactively mitigate the risk of financial, legal, employee safety issues
Organizational	• Greater individual/dept. usage and financial accountability for allocation • Transparency of departmental expenses	• Ensure financial integrity – fair and appropriate cost allocations and charge backs with greater process efficiency
Trend	• Company-wide cost analysis, visibility for tighter financial controls and improved forecasting	• Assess usage to scale/right-size and avoid wasteful spending
Utilization	• Traffic Monitoring and Analysis • Qualify and calculate resource / bandwidth requirements • Assess resources and high-volume timeframes	• Make smarter hiring decisions and drive productivity
Vendor Licenses	• View license usage and validate charges to contract • View capacity license usage (used vs unused) • See charges broken out by assigned users to which license and by category level	• Allows customers to see licenses purchased and cost for each license per user in order to determine consumption, utilization, assess needs accordingly

CEM for SaaS





Why the need for SaaS Management?

50% or more of IT spend goes to shadow IT

Over 25% of enterprise SaaS spend is wasted

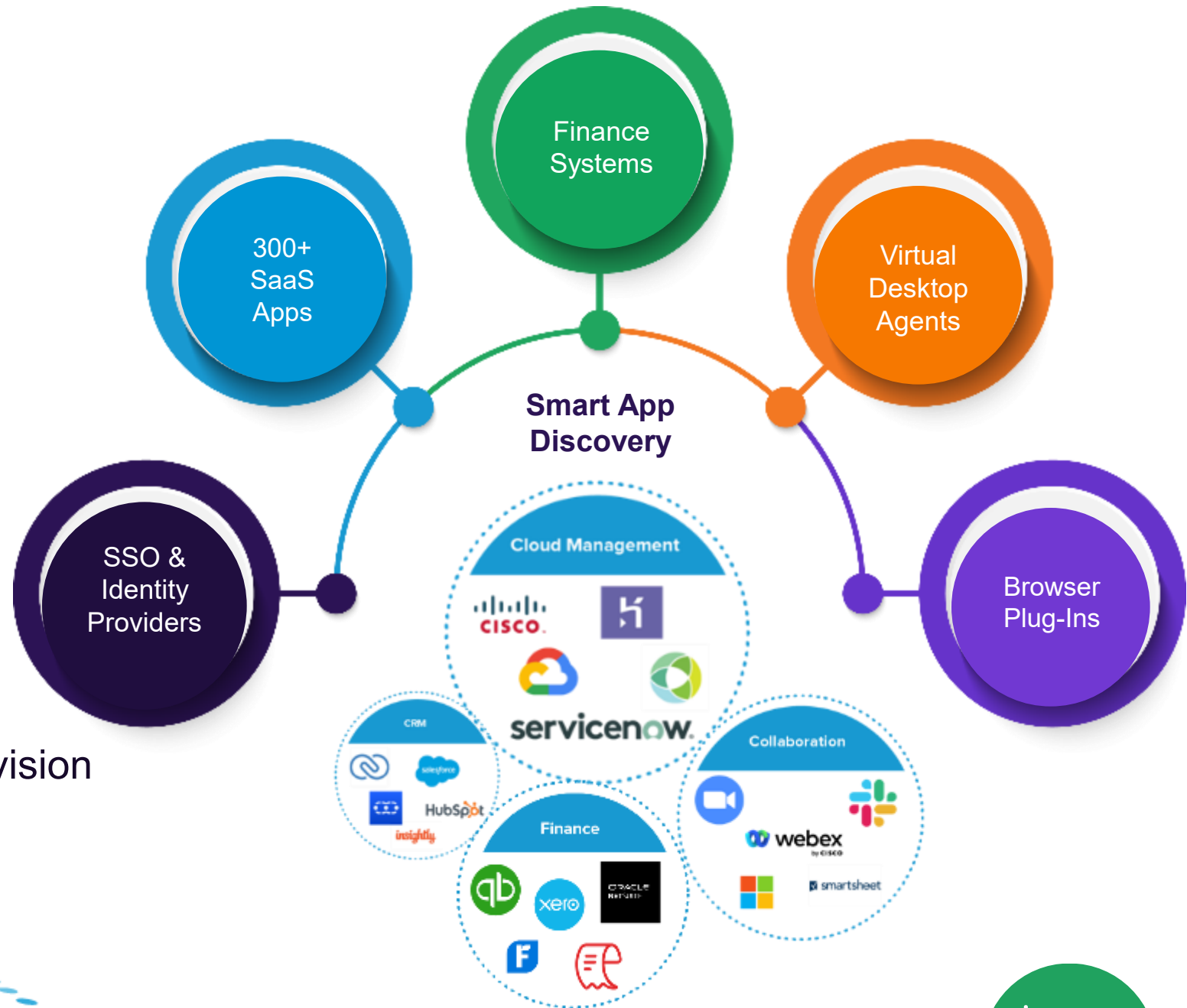
60% do not report security threats around SaaS apps despite the growing risk

98% of cloud services are adopted without any IT oversight



Tangoe One Cloud for SaaS/UCaaS

- Visibility: Authorize. Control
- Optimization: Rationalize, Save
- Forecasting: Predict, Save
- Orchestration: Provision, Deprovision





Tangoe One SaaS

Simplify

- Customized workflows that bridges cross departmental gaps
- Centralized invoicing, cost allocation & billing
- Process automation that saves countless hours
- SaaS activity viewed across the business holistically

Manage

- Granular usage and cost tracking
- Greater visibility and control from one source of truth
- Real-time analytics, alerts & monitoring
- Contract terms aligned to payments; timely renewal indication

Optimize

- Reconcile spend against terms
- Discover unused / misused licenses
- Identify billing inaccuracies instantly
- Drive ROI and resource productivity with AI-embedded savings recommendations

Secure

- Identify threats immediately
- Governance, Compliance & Risk Mitigation
- Actionable license assignment controls
- Ongoing Monitoring & Detection



Simplify | Streamline processes

A one-click auto engine for all day-to-day tasks

Powerful Reporting & Analytics All in One Place:

- Detailed, on-demand reporting for authorized users that covers EVERY aspect of your SaaS ecosystem at every level (spend, usage, inventory, and more)
- Reconcile and forecast budgets, and make data-driven decisions to drive ROI

Employee On and Offboarding:

- Quickly and easily activate/deactivate apps and get your workforce set up in no time





Manage | For Process Efficiency

Expense, Inventory, Invoice and Usage Management:

- Invoice acquisition, validation, approval, cost allocation, chargebacks, inventory analysis, policy recommendations and business rule management

Real-time Notifications & Continuous Monitoring:

- Instant alerts based on pre-set usage or spend threshold overages for proactive action
- Continuous monitoring that flags unauthorized or risky applications
- Permission-based settings that ensure the right people access the right information, protecting sensitive data

Tangoe Bill Pay (optional add-on):

- Optimize vendor payments, eliminate late fees and improve cash flow





Optimize | To Innovate and Grow

AI Optimization

- Get instant cost savings recommendations with an optimization engine that runs on auto-pilot
- Stop wasteful spending by removing duplicative, unused/misused apps
- Scale/right-size, budget & forecast properly and gain ongoing efficiencies

Vendor & Renewal Management

- Stay on top of contract renewals via an auto approval process
- Choose the right apps based on usage and adoption

License & Contract Management

- Centralize licenses and contracts with quick access to data
- Map spend to users and teams in your organization
- Reconcile spend against actual cost and usage
- Manage contract and payment timelines





Secure| Protect Your IP

Smart App Discovery

- Eliminate Shadow IT with a 9-step discovery process with real-time updates and connects with:
 - SSO and ID providers
 - Financial systems and
 - 300+ apps

A 9-step Methodology to Collecting SaaS Application Data

1. Single Sign-On (SSO) and Identity Providers (IDP)

2. Human Resource Management System (HRMS)

3. Finance and Expense Management Systems

4. Direct Integration with Apps (300+)

5. Browser & Desktop Agents

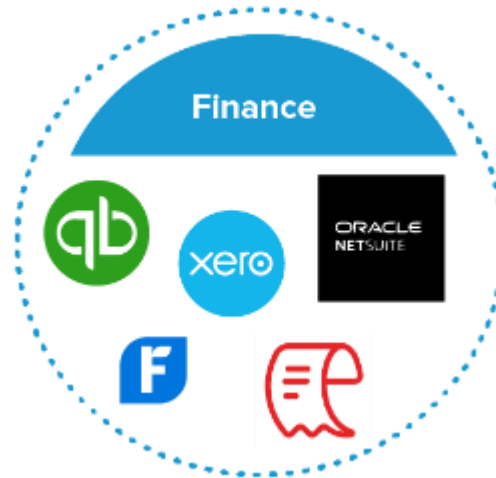
6. Mobile Device Management (MDM)

7. Vendor Contracts

8. In-House Apps

9. Cloud Access Security Brokers (CASBs)

Sample of 300+ Direct SaaS Integrations

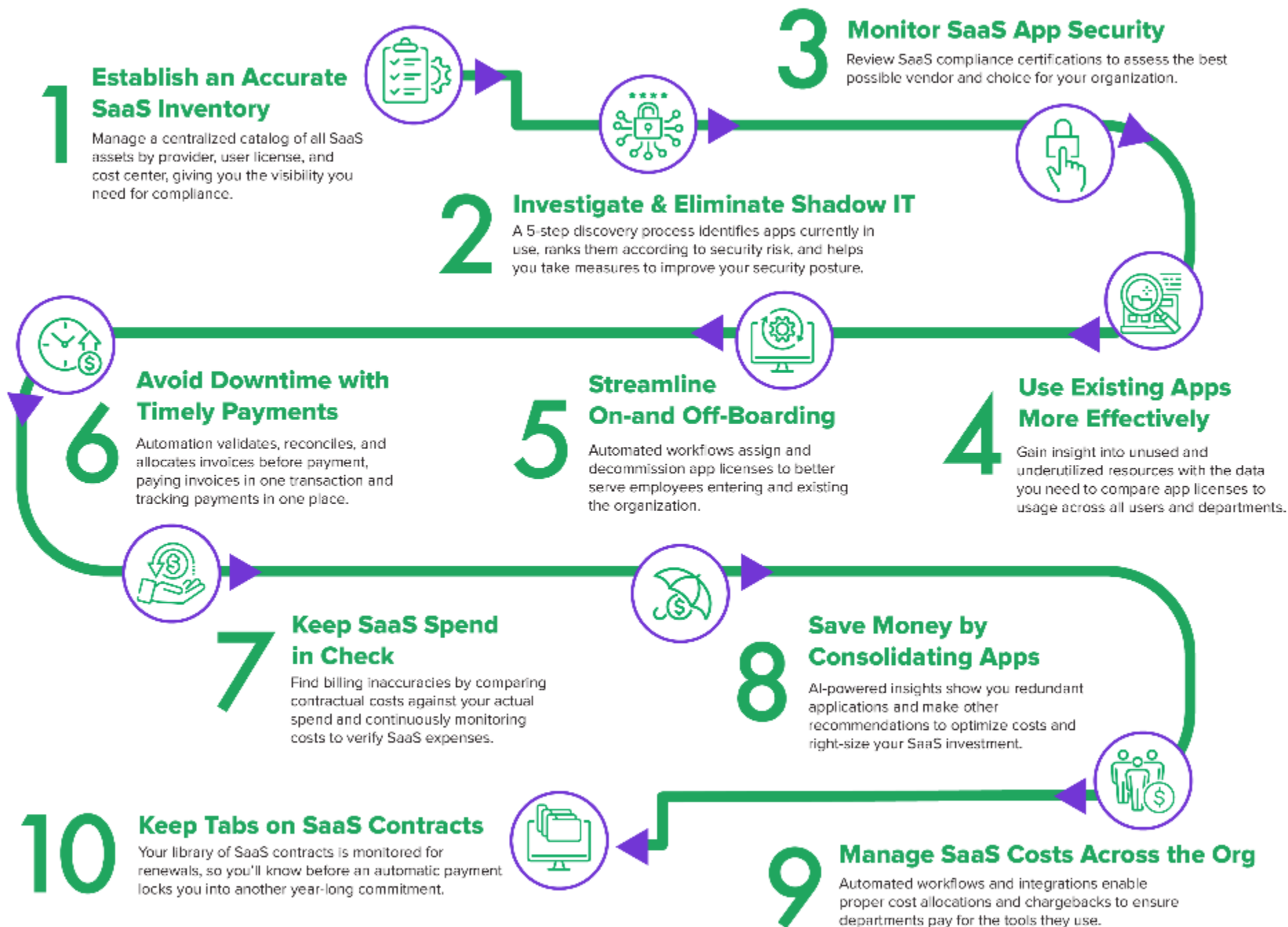




Tangoe's SaaS Lifecycle Management

Whether you're procuring a new cloud application, recycling app licenses as employees enter and exit the company, or simply trying to gain control over all the SaaS applications currently in use — managing the complete lifecycle of your cloud applications isn't easy.

That's where Tangoe One Cloud helps companies of all sizes simplify, manage, and optimize their cloud resources from start to finish.





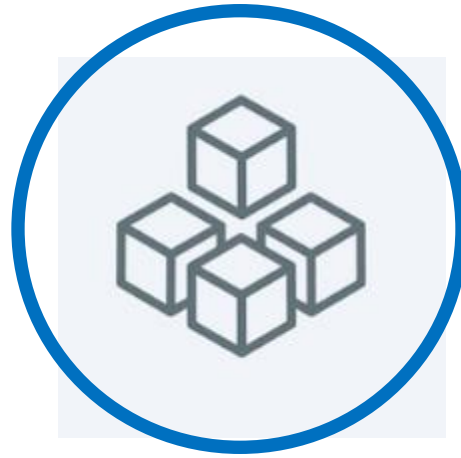
Why Tangoe for SaaS Management?



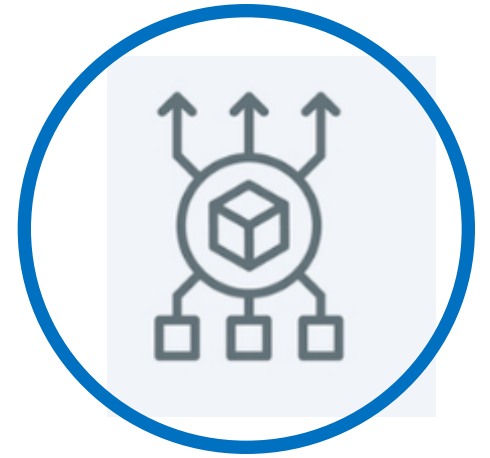
Widest cloud visibility
in the industry



Smartest AI-Powered
FinOps solution



Broadest choice and
flexibility in cloud cost
management



Optimizes your entire
tech landscape with
telecom and mobile



Tangoe Advisory Services for Cloud

Cloud Consulting Services

Practice Areas



**Architecture &
Transformation**



**Optimized
Clouds**



DevOps



Cybersecurity



Compliance



**Disaster
Recovery**

How We Serve Customers

IaaS Optimization Assessment

Cloud Transformation Workshop

Cloud Migration Strategy

Cloud Network Transformation Workshop

Cloud Migration Planning & Implementation



IaaS Optimization Assessment

Deliverables

- Analysis of future state environment including multiple scenarios
- Complete visibility into your cloud spend and recommendations to optimize capacity
- Reserved Instance Planning and Projections

Value

- Save Time: Expert analysis and best practices
- Actionable plan to immediately begin optimizing assets and spend
- Insights from our AI-powered cloud savings engine, which instantly compares more than 1 million pricing schemas





Cloud Transformation Workshop

Deliverables

- Strategic and actionable guidance to the future state architecture
- Gaps between the current state and desired future state
- Migration timeline and phases as appropriate
- Workload and platform connectivity requirements
- Guidelines to meet your security and compliance requirements

Value

- Expert Insights and best practices for workload migrations
- Comprehensive assessment of transformation needs
- Clear plan to achieve your strategic imperatives





Cloud Migration Strategy

Deliverables

- Recommended cloud migration plan tied specifically to your business requirements
- Operational considerations from security to business continuity to process management
- Technical considerations including critical workloads, systems, and dependencies
- A roadmap for migration from pre-requisites, project plan timeline and roles, to major milestones and dependencies

Value

- Speed to solution: Best practices for workload migrations
- Comprehensive plan to meet technical and business requirements
- Security and compliance strategy to lower risk during the transition



Cloud Network Transformation Workshop

Deliverables

- Gap analysis of current vs future state including technology and vendor recommendations
- Transformation and migration methodologies
- Project timeline – major phases and milestones

Value

- Time saved: Tap into experts to accelerate transformation projects
- Cost savings: optimize network spend and maximize effectiveness
- Expert insights from experienced network and telecom professionals





Cloud Migration Planning & Implementation

Deliverables

- Recommended cloud migration plan tied specifically to your business requirements
- Identified operational and technical considerations
- A roadmap for migration from pre-requisites, project plans, timelines and roles, to major milestones and dependencies
- End-to-end project management of the implementation

Value

- Speed to solution: Best practices for workload migrations
- Results: Comprehensive plan to meet technical and business requirements
- Productivity savings: project managers handle the transition and third-party providers



Thank You