Enterprise Cloud As-Built Tool

Automated Landing-Zone **Diagrams & Environment** build reports

Problem statement :

Establishing current-state is time consuming & is a frequent task across the Technology Cloud landscape (precursor to an HLD, plus a major or minor operational change).

Why is a Cloud Audit tool required ?

- Accurate, reliable & a complete view of current-state architecture is difficult to achieve **manually**.
- Solution Architects need an audit automation tool to perform repeatable tasks.

Current - Manual

12 Audits PA takes 12 wks
= $90k (resource time)

Proposed - Automated

12 Audits PA takes 3 hrs
= $ ~8.4k

Benefits :

- Increased output,
- Optimisation
- Cost reduction

Seeking endorsement to proceed* with this initiative ?

*** POC**

1 YR self-hosted license : ~4.5k AUD, inc 10 sources

Prod Deployment

1 YR self-hosted license : ~8.4k AUD, inc 25 sources

Cloud Specialist Tool are required to bridge Operational gaps

1 **Solution :**

Provide a live cloud app/platform topology / operational context

Challenges with existing tools :-

a **ServiceNow**
Asset Mgmt, CMDB

- SNOW **CI/Service Mapping** is **not sufficient*** to manage Cloud Applications.

b **Cloud App/Platform**
Documentation - Confluence

- Current-State Cloud Diagrams – **Manual** & time consuming.

* pto

Solve both Cloud Ops challenges with a ** Specialist tool **.

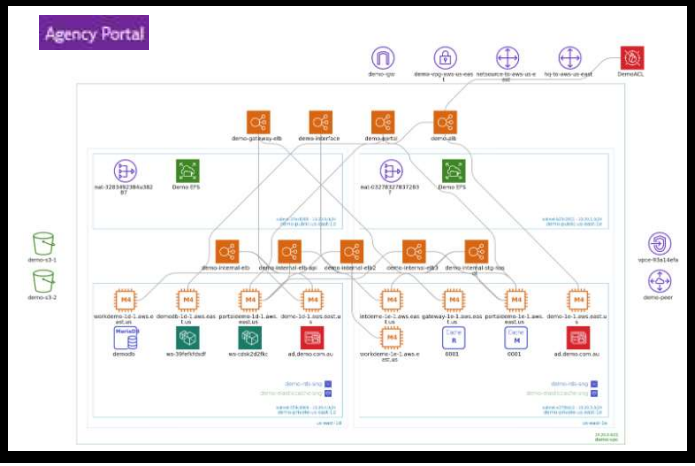
3rd party cloud as-built tool

Improve CloudOps Tasks

- Embed an iFrame (via API), directly into Snow & Confluence.

i.e. live

Sample Only



Enterprise Cloud As-Built Tool

Automated Landing-Zone Diagrams & Environment build reports | Quantifying effort (time/cost)

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Proceed* with this initiative ?

Tool usage :
adhoc account & multi-account audits.

Users :
Cloud Engineers, Cloud Ops & Security Managers + Solution Architects.

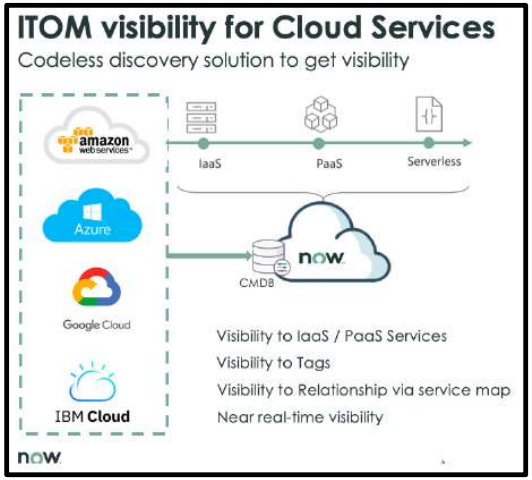
Audit Frequency :
expected to be frequent to support Migration Plans over 2+ YR period

*** POC**
1 YR self-hosted license : ~4500 AUD, inc 10 sources

Prod Deployment
1 YR self-hosted license : ~8000 AUD, inc 50 sources

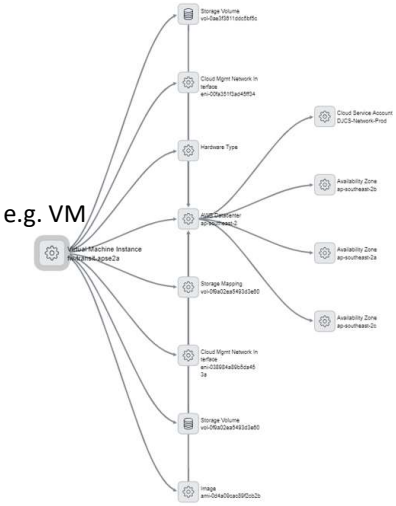
ServiceNow

➡ IT Asset Management Centric (i.e. ITOM & ITSM)



✗ ITSM Service Map

e.g. VM



Service Map

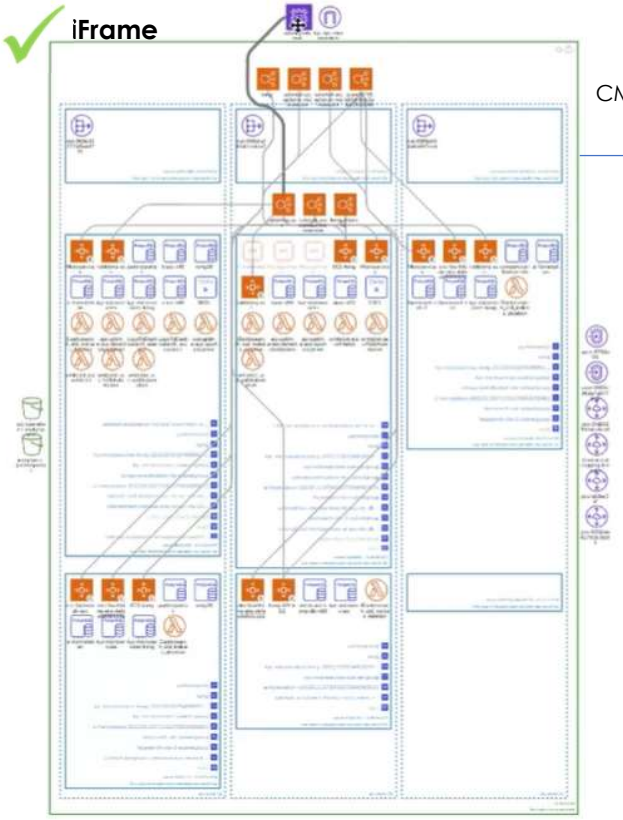
- Asset centric configuration item (CI) view.
- Basic view of a *cloud application topology*.
- *Service Map* is not fit for purpose from a Cloud Operations Support perspective.

Cloud Specialist Domain Tool

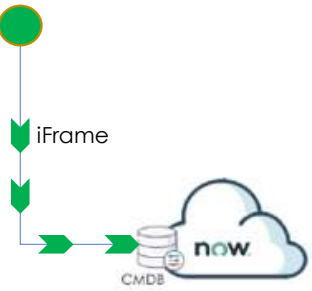
1 **Solution** :

- Embed solution design diagrams (iFrame) directly into CMDB.

✓ **iFrame**



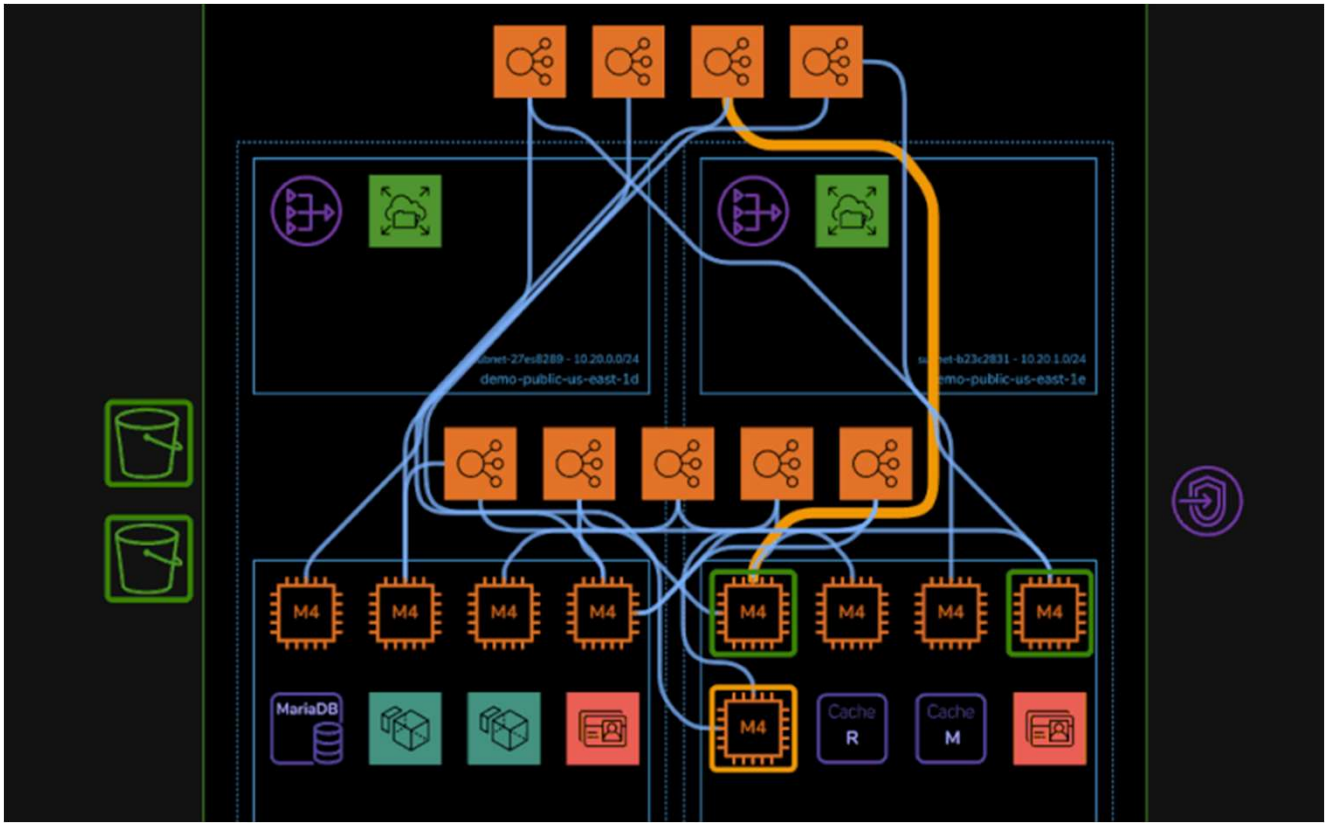
CMDB initiates a pull request via API.



Cloud As-Built/Diagram Automation Tool - Benefits

Cloud Ops – Task Improvement/Optimisation	Benefit
1/ **Security Compliance [IRAP/ISM]**	Ongoing requirements exist to produce current-state diagrams/documentation.
2/ **Delivery Phase (checkpointing)**	'Has the vendor delivered according to requirements ?' or 'Dev or UAT – Complete pre/post env state checks to support regression testing'
3/ **Application Readiness**	Pre-Handover of an Application or ad hoc troubleshooting requires current-state diagrams.
4/ **Change Management**	Version control & alerting feature will enhance this process.
5/ **Finops**	During any phase of the development cycle, realise OpEx impact due to planned changes.
6/ **Automatic or Controlled Design Documentation updates**	Cloud Application design updates will be automatically embedded into relevant Confluence page post a major change.

Appendix



diff of what just changed in your architecture... brilliant.

Hava.io | Proposed DJCS
Deployment Phase Summary

Deployment phases

1/
DJCS may chose to begin with a POC, including 10 AWS sources.

2/
Scale up to 25 AWS sources.

3/
Negotiate custom pricing once AWS sources increase beyond 25.

Indicative pricing below assumes DJCS selected self-hosted & no professional services.

*** POC**
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Prod Deployment
1 YR self-hosted license : ~8.4k AUD, inc 25 sources

Professional Services
Hava offers professional services packages via trusted partners

Hava.io | Enterprise Proposal DJCS

HAVA ENTERPRISE (Self-Hosted)

HAVA CORE	All Prices are USD
1 Self Hosted License Billed Annually	$3,000/yr
10 Sources Additional sources are sold in increments of 10 from $150.00/month	10 Included
Features Unlimited Environments Unlimited Users All Providers Auto-Sync Versions Teams Project Folders SSO/SAML Embed Diagrams Export Hava API Access Kubernetes Alerts	Included
Support Inclusive Base Support	Included
Implementation Free Installation / Configuration Session (1 hour)	Free - Once off
Total	**$3,000/yr**

Hava Core self-hosted is paid in full with a minimum 12-month commitment, additional sources and data retention can be paid monthly via credit/debit card or quarterly, half-yearly and yearly by invoice (Bank Deposit Only). Prices shown are subject to applicable tax, and all prices are stated in USD.

APPENDIX - Additional Subscription Options

Additional Sources (Cloud Provider Accounts)

You only pay for Sources you need — which means predictable pricing you control and scales when you need.

SOURCES	BILLED AT
First 25	$0.00
25-50	$150/mo per 10
51-100	$130/mo per 10
101-200	$120/mo per 10
201-500	$100/mo per 10
501*	**$90/mo per 10**

* given the bulk 500 license provided.

Sources Explained

Sources are billed in minimum quantities of 10 at a blended rate based on the number of sources and the rate that applies — not an overall rate.

Example: If you have 60 sources, the first 10 will be at no additional charge. You'll be charged $150/mo per 10 for the next 40 sources and then $130/mo for the next 10 sources, bringing your total to $730/mo.

SOURCES	BILLED AT
$0 x 10 Sources	$0.00
$150 x 40 Sources	$600.00/mo
$130 x 10 Sources	$130/mo
Total Source	60
Monthly Cost	$730.00/mo

Hava Foundation Services

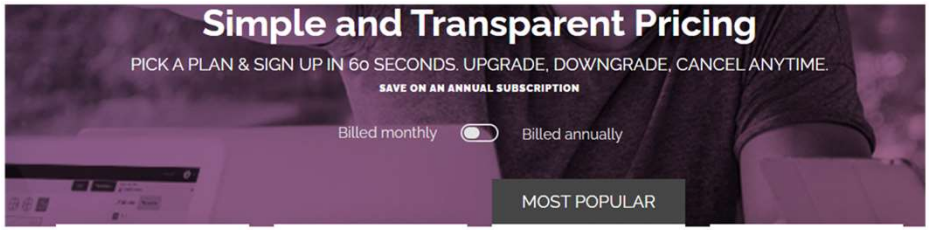
Whilst Hava provides clear and concise documentation for installation, configuration and integration, there are multiple ways that customers use the product and multiple ways that various custom views and diagram authorship occurs. Either Via Hava or a trusted third party, Hava can provide an installation and configuration so that you can take immensely high value on day 1 of using your service.

Services for your team includes:

1. Onboarding your team (invite, permissions, and projects)
2. How your data lives in Hava
3. Managing multiple teams
4. Custom search queries
5. Standard integrations (API/Confluence/GitActions)

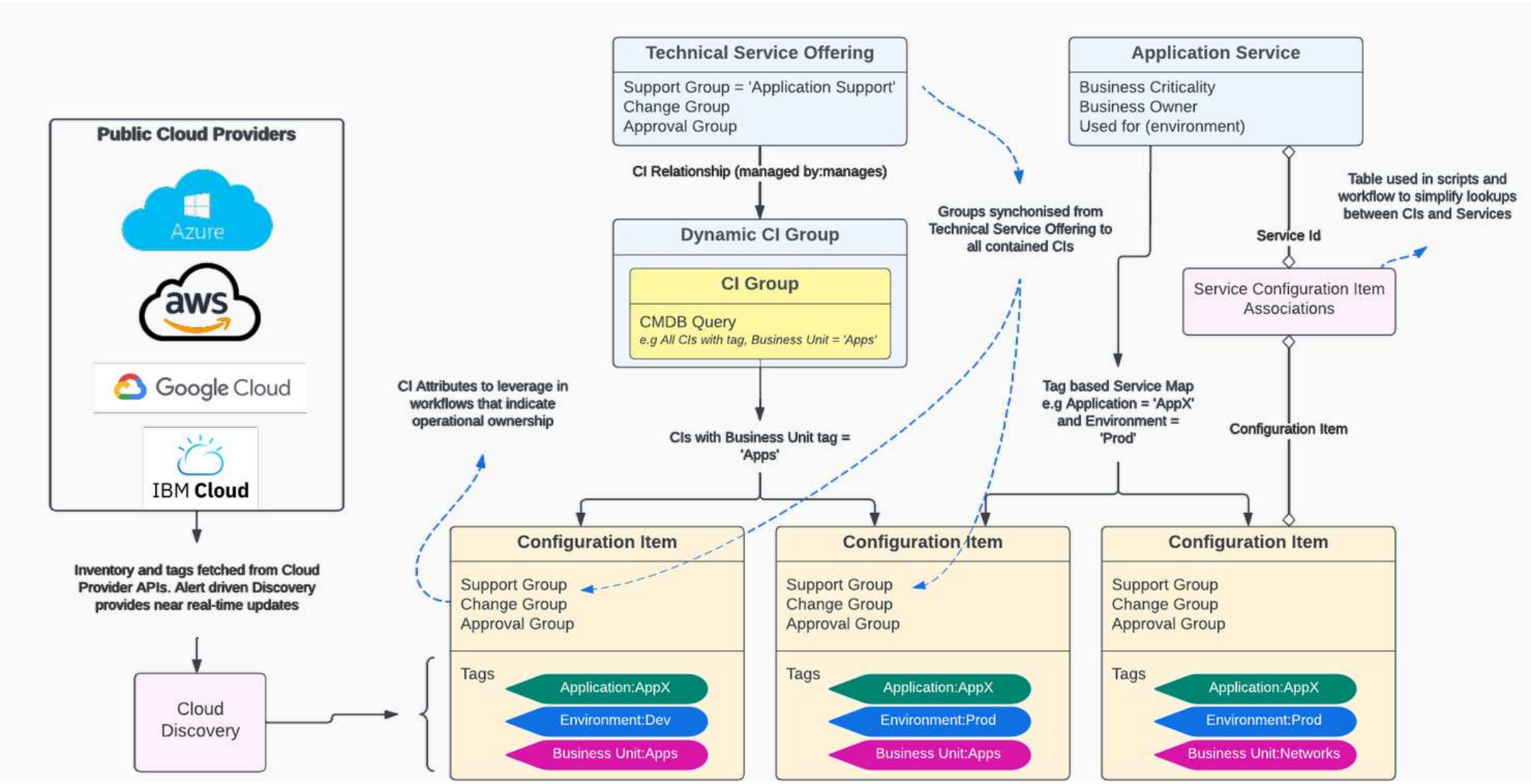
Implementation Plan	BILLED AT
[redacted]	

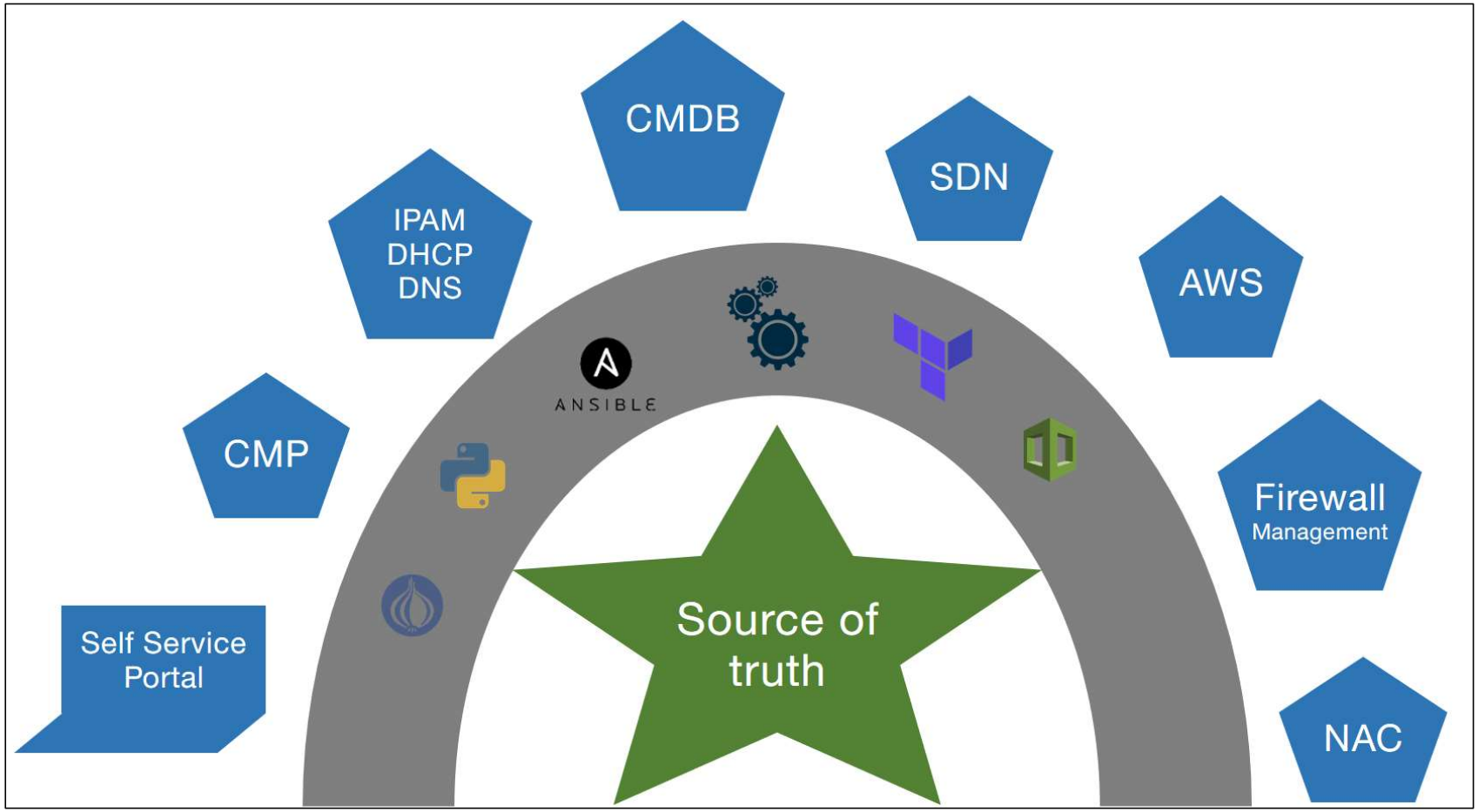
--Confidential--



Free	Professional	Teams	Enterprise
For Individuals	Annual - 17% discount	Annual - 20% discount	SaaS & Self-Hosted
$0 (Free)	$59/M (USD)	$495/M (USD)	LET'S TALK (Custom Pricing)
Free Trial	Free Trial	Free Trial	Contact Us
	Or Buy now	Or Buy now	
Unlimited Environments	**Unlimited** Environments	**Unlimited** Environments	**Everything In Teams Plus**
1 Source[?]	**5 Sources**[?]	**25 Sources**[?]	**50+ Sources**[?]
Weekly Sync	**Daily** Sync	**Daily** Sync	**Custom** Sync
	Versioning	**Versioning**	**12+ Months** of Data Retention
	3 months of Data Retention	**6 Months** of Data Retention	**Customer Success Manager**
	Embed	**Teams**	**SaaS or Self-hosted**
	Export	**Unlimited** Users	
	Architectural Monitoring	**SSO** Support	
		Embed	
		Export	
		Architectural Monitoring	
		API Access	
		Priority Support	

ServiceNow Multi-Cloud Discovery




CMDB
SDN
IPAM
DHCP
DNS
AWS
ANSIBLE
CMP
Firewall
Management
Source of
truth
Self Service
Portal
NAC