# AC3 and VMware Tanzu CloudHealth Deliver Multi-Cloud Management Across Australia and Beyond

**Industry**

IT services

**Headquarters location**

New South Wales, Australia

**Employees**

201–500

**VMware footprint**

VMware Tanzu CloudHealth®
VMware Tanzu CloudHealth
for Partners

**Key features**

Health check report
Billing families
Multi-cloud reporting

**Clouds**

AWS, Azure

**Key benefits**

- AC3 saved $2.5 million for their customers over a 12-month period

- The team now uses one report to view cost history, reservations, performance levels, security and more

- Dynamic reports and dashboards detail cloud usage and show the overall impact on performance and cost

In 2018, end-to-end cloud managed services provider (MSP) AC3 acquired Bulletproof, the first company in Australia to launch VMware public cloud services, as well as the first in Australia to provide managed AWS services and receive the status of AWS Premier Consulting Partner. Since then, the combined entity has been the cloud MSP of choice for organizations for government and across industries, such as financial services, healthcare and technology providers. More than 1,000 customers have come to rely on AC3 to manage their multi-cloud environments. And AC3 trusts Tanzu CloudHealth to deliver the best cloud management experience for those customers.

## Opportunity

As AC3 customers started to realize the benefits of cloud computing, they were increasingly relying on AC3 to help with their end-to-end cloud journey, with many customers starting on AWS and expanding to Azure, or other cloud providers. Further, several customers required management of both their private and public cloud infrastructures.

This increase in multi-cloud focus drove AC3 to seek a management solution that would enable them to truly optimize each customer's cloud environment. The chosen solution would need to give AC3 the visibility to make informed decisions on behalf of each customer related to cost and cloud operations, while enabling each customer to easily scale based on their unique business needs.

"[Tanzu] CloudHealth offers all the functionality we need to be able to deliver value to our customers in a multi-cloud environment."

Claudia Couzi, General Manager of Operational Services, AC3

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In particular, AC3 has derived a lot of value out of the Health Check Pulse Report, which offers a consolidated view of cost history, reservations, underutilized instances, performance levels, and security considerations. Additionally, the Tanzu CloudHealth billing families feature has enabled AC3 to handle complex billing situations, allowing for multiple combinations of standalone and consolidated accounts to be combined into a single customer tenant. And those are just a couple of areas where Tanzu CloudHealth has positively impacted AC3's business and the success of each of their customers.

"Running quarterly utilization audits for data center customers was historically difficult. Now that process is exceptionally easy, which allows our team to focus on more high-value tasks for our customers."

Claudia Couzi, General Manager of Operational Services, AC3

"With [Tanzu] CloudHealth, we have been able to deliver extraordinary customer value. We are empowered with the insights we need to drive business outcomes for our customers, no matter where they are in their cloud journey. Further, over the past 12 months, [Tanzu] CloudHealth has enabled us to save over $2.5 million for our customers," added Claudia Couzi, general manager of operational services, AC3.

AC3 was one of the first partners to join the Tanzu CloudHealth Partner Program and is a standout, receiving the Tanzu CloudHealth APAC Partner of the Year Award two years in a row and acting as a key advisor on platform growth and development. AC3 is also part of the VMware Cloud Provider™ Program.

## Solution

After an extensive evaluation of cloud management solutions, the company selected Tanzu CloudHealth, known for enabling organizations to easily manage costs, improve governance, automate actions, and mitigate security risks across multi-cloud environments. The dynamic multi-cloud reports and custom dashboards from Tanzu CloudHealth enhance the transparency of AC3 cloud usage, and its overall impact on performance, scalability and cost (on a weekly, hourly and daily basis). Tanzu CloudHealth can also drill down into how each department, team, individual or application is spending and using resources, while easily enabling cost reallocation and chargebacks when needed.

The Tanzu CloudHealth cloud usage forecast was also a plus, and the team's expertise and commitment to staying ahead of market trends set Tanzu CloudHealth apart.

## Results

As AC3's AWS, Azure and data center management practices continue to grow, Tanzu CloudHealth has taken the complexity out of managing AC3's multi-cloud environments. For instance, running cost optimization for data center customers had historically been challenging until AC3 leveraged Tanzu CloudHealth.