

LA  NET

*'We have recently started using C-Facts. Their Cloud Control Centre has helped us understand our customer spend better and also helped us spot trends.'*

**Mitesh Chauhan, Founder LaNET LTD**





## Business challenges

LaNet customers want to adopt and use cloud services. They want more flexibility and better value for money from the IT services they depend on to run their businesses. The challenges with this are about how to get to the cloud in the first place, and once there how to manage, and budget for it. The move from CAPEX to OPEX is attractive, but it still requires a change in approach in terms of management of services and costs.

## IT challenges

Building and operating enterprise IT architectures on cloud computing platforms requires specialist skills and expertise. The customer's IT function knows their applications best and is critical in ensuring their availability and security on the cloud. Service providers like LaNet offer the cloud platform expertise to ensure applications run well and take full advantage of the flexibility of the cloud. The IT challenge is about bringing application and cloud expertise together in a collaborative extended team to ensure best practice. That collaboration relies on shared data, shared knowledge, and complete transparency over processes, services and so forth. It is hard to get the data and to derive insights.

## C-Facts solution

C-Facts provides LaNet with a tailor-made online Cloud Control Centre for insight into the digital (cloud) footprint of their customers from various perspectives. With its capabilities, LaNet is able to operate and manage cloud platforms on behalf of – and in collaboration with – their clients. It extends data, reporting and insights on cloud service consumption beyond the native tools offered by the major cloud providers. C-Facts is also 'cloud agnostic' meaning that LaNet can support clients on multiple cloud platforms. LaNet has highly granular and detailed insight into the performance of cloud platforms used by their customers; how they consume cloud services, and where, when, why and how they are incurring cost.

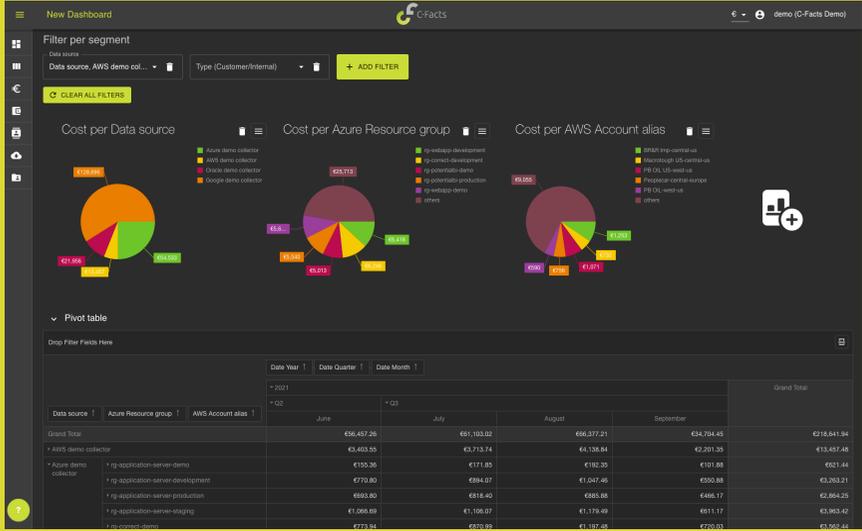
## Implementation

LaNet has deployed C-Facts against an initial customer account to provide greater insight and operational management reporting. The customer is a global organisation, with a single Enterprise Agreement in place with Microsoft for their Azure cloud platform. C-Facts is configured to integrate with the Azure account subscription data on the customer subscription, taking direct data feeds from a number of global regions (cloud data centres), which then populate reports, dashboards and portals used by both LaNet cloud management specialists, and the customer IT team.



# Results

With the C-Facts solution in place, LaNet is now able to provide detailed insights on cloud service consumption and billing across all levels of the customer's global operation. They can now provide information on demand and at discrete levels within the customer organisation so they can understand (and cross-charge for) consumption at the departmental level. With C-Facts LaNet now has the perfect platform to share data and insights, underpinning their service value proposition and ensuring the best possible collaboration with their customers.



# About LaNet

LaNet is a specialist cloud managed service provider, working with organisations globally, helping them to optimise their cloud journey. LaNet help organisations be more efficient, secure and resilient using the latest best practices, cloud platform features and years of experience. <https://www.lanet.co.uk>





## About C-Facts

C-Facts is founded on the conviction that current solutions' capabilities lack real control and insight. The two founders are Cloud- and SaaS-veterans, who have experienced first-hand the challenge of governing Public Cloud solutions. They both have a deep understanding of customer needs and problems. Hence their decision to develop the C-Facts platform with a seasoned team of developers and business-oriented, entrepreneurial professionals felt like an obvious next step.

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