

aws marketplace

CloudAware

Reviews, tips, and advice from real users



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Product Recap



CloudAware

CloudAware Recap

CloudAware offers robust cloud management solutions, enabling efficient infrastructure monitoring, cost optimization, and compliance adherence across various platforms. Users appreciate its CMDB for resource tracking, automated security protocols, and enhanced cost management features, which collectively enhance operational efficiency and foster better team collaboration.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- ✔ “From the past three to four years, we have not found any cases of attacks because all risks and potential attacks are being proactively communicated by the software to our tech team, allowing us to take proactive and reactive measures to avoid such attacks.”



Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

- ✔ “I utilized it in one of the use cases for workload assessment and definitely it has brought in the value as a return of investment to us, because that was the assessment I was doing for one of our end customers.”



Manmohan Rao

Associate Vice President at Hitachi Systems India Private Limited

- ✔ “CloudAware has positively impacted us by reducing costs by 10 to 15% and improving compliance reporting speed, saving several hours per audit.”



TusharGoel

Cloud Engineer at TO THE NEW Digital

What users had to say about valuable features:

“I am looking forward to more workload observability. The second thing is mostly looking forward to know cost optimization and how we can be able to manage multiple hyperscaler workloads from a single platform.

I am looking forward to a monitoring solution that can monitor all hyperscaler services because AWS does have their 250 plus managed services offering. We have workload running in Kubernetes, Docker, EC2, RDS. I need a single platform that will monitor all these services which are being running in the cloud platform.

Customer support is good. Whenever I have interacted with them, I got the required response from them. That is pretty much good.

The organizations that are looking forward and have enterprise grade workload running in their public cloud platform, I would definitely recommend them to start using CloudAware because that is going to bring in value addition for them which they might not be aware of while using by themselves..”

Manmohan Rao

Associate Vice President at Hitachi Systems India Private Limited

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“What stands out for me in CloudAware are its customizable dashboards and automated compliance checks, which save us both time and effort.

“Customizable dashboards let us tailor the cost and compliance metrics for each team, making daily reviews easier, and the automated compliance checks have reduced manual audits and caught issues early, boosting security.

“Multi-cloud inventory tracking is another feature that gives us a unified view of all assets, which is a huge help for managing resources efficiently.

“CloudAware has positively impacted us by reducing costs by 10 to 15% and improving compliance reporting speed, saving several hours per audit.

“Our quarterly compliance audit now takes around 30% less time since CloudAware automatically flags non-compliant resources, allowing us to fix issues very early.

“We saved around 20% in our operational time by reducing manual compliance checks and cost analysis, freeing up team capacity..”

TusharGoel

Cloud Engineer at TO THE NEW Digital

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“There are many features that organizations use, and we are currently using CloudAware for cybersecurity management. We are also using details to manage our different cloud services in an integration platform. We now have very seamless integration happening because much of our work is on multiple different platforms, and managing the entire work across those cloud servers at once is very difficult. This is being taken care of very well, and our Azure platform, our SaaS platforms, and everything are being managed in a unified manner with only one resource deployed for managing this, and that person is doing very well through this platform. This is definitely one of the operational excellence aspects we are achieving. We are reducing time, improving the overall operational experience for our clients, and the heavy files or humongous data files stored are properly tagged and cataloged, which helps us greatly because searching for files on the server that are twenty to twenty-five years old would not be humanly possible without this assistance.

“Regarding the seamless integration feature of CloudAware, we are parallelly working on approximately five to six different cloud servers, and the integration is being done through API integration. CloudAware's best feature is that it is very easy to integrate with other Oracle Cloud or Google Cloud servers. It does not pose any technical glitches in terms of integration, and there are no heavy codes required by my IT team for doing that integration. It is quite seamless and very quick. The entire IT infrastructure becomes very secure and strengthened overall after integration, as any servers vulnerable to outside attack or outside threat are identified and secured. This is the reason we started integration from the very first day of deployment.

“CloudAware has positively impacted our organization in various ways. There has been a drastic improvement in operational excellence. Earlier, half of the IT team was involved only in the complete management of configuration database servers, but after deployment, we have reduced our manpower load, and now only three people are required for managing the end-to-end integration and security checks. The tracking of databases and software we work through these servers has become very easy. We now have real-time configuration management where the database is continuously being updated. With just one click, I can check all my cloud assets, what they are working on, and how they are all being managed in real-time. Our

visibility has increased to approximately one hundred percent. Our cloud spending, which used to be huge, has been reduced to a great extent, and our monthly billing has drastically slowed down. This is something positive we have seen over the past three years, with every year showing reduced monthly billings, which is good for us as a mid-large organization..”

Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

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Other Solutions Considered

“We evaluated alternatives such as CloudHealth and native cloud provider tools, but CloudAware won due to its unified multi-cloud approach and compliance features..”

TusharGoel


Cloud Engineer at TO THE NEW Digital

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“We previously used a combination of native AWS and Azure cost tools, but we switched to CloudAware for centralized multi-cloud visibility and more advanced compliance features..”

TusharGoel

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“Now, since I am looking at, there are multiple other tools which have been available. As per my research, I find it is going to include most of the things we are running in, and it can be able to create a value addition to other competitive solutions which are available in the market.

I am looking forward for evaluating a Zoho product, not specifically the name of services. I do not want to disclose but we are evaluating other products. It is from the Zoho software..”

Manmohan Rao

Associate Vice President at Hitachi Systems India Private Limited

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ROI

Real user quotes about their ROI:

“I utilized it in one of the use cases for workload assessment and definitely it has brought in the value as a return of investment to us, because that was the assessment I was doing for one of our end customers. I found it very useful. It has given a business case to us, which I have presented to the customer..”

Manmohan Rao

Associate Vice President at Hitachi Systems India Private Limited

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“Return on investment, cost savings, and fewer employees needed are all accurate. Operational excellence for our organization drives our success. We have cut costs significantly, especially on manpower. Earlier, we were using pricier platforms that did not fulfill our feature requirements. The real-time database management for risk management has improved, with twenty-four-seven customer care resolving incidents within twenty-four hours, making my clients very happy..”

Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

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Use Case

“CloudAware is our main solution for cloud cost management and compliance monitoring across a multi-cloud environment.

“We use CloudAware to identify over-provisioned resources in our AWS and Azure environments, which helps us cut monthly cloud costs by around 15%.

“We also use CloudAware for real-time security audits and ensuring our cloud resources stay compliant with industry standards, and an added benefit is its multi-cloud visibility in our dashboard..”

TusharGoel

Cloud Engineer at TO THE NEW Digital

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“We have almost 1 million of ARR workload running in AWS which includes 100 to 200 virtual machines as EC2 and RDS. We are struggling to map what exactly the cost optimization strategy we need to follow, how we should follow and make sure of the compute saving plans and what should be a value of commitment we should make on a safer side.

I am currently using Akela and CoreStack and looking forward to replace them with CloudAware.

I utilized it in one of the use cases for workload assessment and definitely it has brought in the value as a return of investment to us, because that was the assessment I was doing for one of our end customers. I found it very useful. It has given a business case to us, which I have presented to the customer..”

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“Currently, we are using CloudAware for many of our consulting areas. We use Oracle Cloud, Google Cloud, and AWS servers for most of our work, and all storage, government documents, and data storage occur in those clouds. The areas around vulnerability and cybersecurity represent the majority of our use cases through CloudAware.

“I can provide a specific example of how we use CloudAware for cybersecurity vulnerabilities. We have large, secretive, and confidential databases captured over the past 50 years for the Indian agriculture ecosystem. These databases have very limited domain visibility and are susceptible to cyberattacks. In the past, we used multiple platforms, and there were cases where files were attacked and everything was lost from the server. From the past three to four years, we have not found any cases of attacks because all risks and potential attacks are being proactively communicated by the software to our tech team, allowing us to take proactive and reactive measures to avoid such attacks. This demonstrates a very proactive approach in terms of reducing cybersecurity risks for our databases.

“CloudAware is quite usable in terms of handling cyberattack cases faster. In a month, we acquire approximately five to ten attacks, and although these attacks appear smaller in number, they are of very high intensity because one attack can deplete all files in our storage. These five to ten attacks are managed very proactively, and we have seen that the system assists greatly because many escalations arise around those attacks, and the system helps resolve incidents in a much faster manner. This is something unique about CloudAware, and it is the reason we have remained with this platform for the past three years..”

Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

“The pricing was fair given the feature set, and setup required some initial time, but it is manageable, and licensing is straightforward, as with other tools, once we decided on our needs..”

TusharGoel

Cloud Engineer at TO THE NEW Digital

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Customer Service and Support

“The initial tuning and conversation with their team was amazing. They have been very positively engaged, getting things resolved quickly, which attracted us to them. They offered a free trial for one month and encouraged us to explore all features. Our feedback has been answered quickly in a professional manner without pressure to commit. We received thirty to thirty-five percent discounts initially for six months, making us very happy. Annual licensing is on a bit higher range but satisfying enough for us to continue.

“CloudAware is deployed in our organization on-premises..”

Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

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Other Advice

“The pricing is definitely on the higher end, but it is acceptable for an organization like us due to the satisfactory features we are using. In comparison to competitive products, CloudAware is in a higher price range. Our overall review rating for this product is nine out of ten..”

Shrinkhala Singh

Deputy General Manager at Agriculture Skill Council of India (ASCI)

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“I am working in Hitachi Systems of Japan private limited. I am from India. I came here for attending the Reinvent session in Las Vegas.

It was pretty interesting. Really interesting. I appreciate the conversation we had. That is really good.

I gave this review a rating of 9..”

Manmohan Rao

Associate Vice President at Hitachi Systems India Private Limited

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“I would advise others to clearly map their multi-cloud needs beforehand and take full advantage of CloudAware's trial to see how it works and fits according to their requirements.

“Overall, CloudAware is quite good, and there is nothing much I need to say about it, as it is a solid product. I gave this review a rating of 8..”

TusharGoel

Cloud Engineer at TO THE NEW Digital

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