



Rethinking managed services

Ensuring stability today while preparing your enterprise for *tomorrow*.

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About the partner

Solution Area

- Data & AI – Microsoft Fabric, Azure OpenAI Service, Custom Data Platforms & AI Solutions
- Infrastructure – Microsoft Azure, SAP, Scalable Architecture
- Digital & App Innovation – Azure App Service, Azure API Management, Azure Kubernetes Service
- Business Applications – Dynamics 365, Power Platform
- Modern Work – M365 Implementation, E5 Security & Compliance, Microsoft 365 Copilot
- Security – Microsoft Defender, Microsoft Sentinel, Microsoft Purview

Areas of Excellence

- Managed Service Provider (MSP)
- Web & Application Development
- Product development
- Cloud & Security

Top 3 Industries

- Digital Health & Life Sciences
- Financial Transformation
- Technology & Software

Leads ROB

- Speed & Responsiveness – Opportunity intake within 24 hours, assigned to a dedicated consultant with deep domain expertise
- Best-fit matching by industry and technology, our team aligns the right expertise to each client engagement as quickly as possible
- End-to-end guidance – Clients supported seamlessly across the full lifecycle
- Engagements are owned and grown by the same team to build trust and deliver compounding value over time

Foreword

The role of managed services in an era of continuous reinvention

Reinvention requires more than new platforms. It requires **reliable** operations that support change without disruption. Managed services make that possible.

As organizations accelerate modernization, their operating environments become more interconnected and layered. What begins as transformation can introduce fragmentation, increasing risk, cost pressure and performance variability across businesses that are becoming more modernized.

Managed services must therefore evolve from reactive support models into integrated, intelligence-driven operating frameworks that unify infrastructure, platforms, security and governance within one accountable model, enabling stability, visibility and continuous optimization.

The trajectory is undeniable, over 90% of enterprises now operate in multi-cloud environments, while cybersecurity threats and data requirements continue to intensify. In this environment, structured operational management is no longer optional, it is foundational to sustained growth.

*Modern managed services do not simply maintain systems. They create the conditions for **innovation**, resilience and long-term enterprise value.*

While most enterprises recognize the need for modernization, realizing its value requires a structured operational backbone.

To maximize business impact, organizations must

01
Assess operational maturity

to understand the current state of infrastructure, security, applications and governance to identify gaps that limit agility and resilience.

02
Integrate rather than isolate

to move beyond siloed outsourcing models toward unified service frameworks that align cloud, cybersecurity, data and application management.

03
Enable continuous evolution

design operations as adaptive ecosystems supported by automation, analytics and structured governance to sustain long-term innovation.

360-Degree Managed Services

Saguna Consulting Managed Services deliver proactive, data-driven operations and continuous optimization across your Microsoft ecosystem—ensuring performance, security, and long-term business value.

Modern Workplace Managed Services (M365)

- End-to-end administration of Microsoft 365 environments
- Deployment, governance & optimization – including G-Suite to M365 migrations
- Identity, device & endpoint management via Microsoft Intune
- Data protection, compliance & secure collaboration

Intelligent Operations & Monitoring

- Proactive monitoring using Azure Monitor
- Incident, alert & event lifecycle management
- AI-driven insights for performance optimization
- Continuous health checks & reporting

Security Operations

- 24/7 threat detection with Microsoft Sentinel
- Endpoint & cloud protection via Microsoft Defender
- Incident response & remediation
- Security posture management & compliance



Data, AI & Platform Operations

- Management of data platforms (Fabric, Data Lake, Analytics)
- AI model monitoring, Microsoft Copilot & Microsoft Foundry optimization
- Pipeline orchestration & data reliability
- Power Platform, Dynamics 365 & low-code/no-code continuous enhancement

Cloud FinOps & Cost Optimization

- Cost monitoring & optimization using Azure Cost Management
- Budgeting, forecasting & usage insights
- Resource right-sizing & efficiency tracking
- Continuous cost governance

Azure Managed Services

- End-to-end management of Microsoft Azure resources
- Workload optimization (compute, storage, networking)
- Deployment & configuration of new services
- Monthly service reviews & governance

Introducing managed services by Saguna Consulting:

We run, secure and continuously improve enterprise operations so businesses can focus on growth.

Cloud modernization & implementation

Microsoft ecosystem management

Cybersecurity operations

AI & automation

Data management

Cloud modernization & implementation

As organizations grow, technology must evolve beyond simple maintenance. Legacy systems need redesign, cloud adoption, and ongoing optimization to support performance, scale, and business growth.

Saguna delivers end-to-end cloud services, combining modernization, implementation, and managed operations to create platforms that are **reliable** today and ready for the *future*. We work across on-premise, hybrid, and cloud environments to transform systems into efficient, secure, and scalable platforms.



Our cloud modernization & implementation services are structured around three core strategic pillars:



Run

We handle on-premise, hybrid and cloud systems, covering servers, networks, storage and applications. Through automation, monitoring and proactive support, we maintain uptime, performance and cost efficiency while preparing systems for transformation. We embed resilience and governance into core infrastructure so technology becomes a *growth enabler*.



Build

We design and deploy cloud landing zones, infrastructure-as-code setups, hybrid architectures, workload migrations and CI/CD pipelines. Each project follows a clear lifecycle: assess → design → implement → migrate → validate → optimize. Where needed, we go beyond *lift-and-shift* to re-engineer systems for better performance and easier maintenance.



Secure

Security is built in from the start. We implement Identity and Access Management (IAM) policies and role-based access controls, automated permission governance, backup and continuous monitoring. Your infrastructure stays safe, compliant and resilient against disruptions. We design security as a continuous discipline, reducing exposure while preserving operational velocity.

Simplifying the modern cloud stack

Most enterprises operate across multiple public and private cloud environments, increasing operational complexity.

As cloud diversity grows, monitoring, security, governance and cost control become difficult without a unified management approach.

Multi-cloud strategy requires centralized and accountable managed operations.

We'll eliminate problematic systems by delivering structured, end-to-end cloud management.

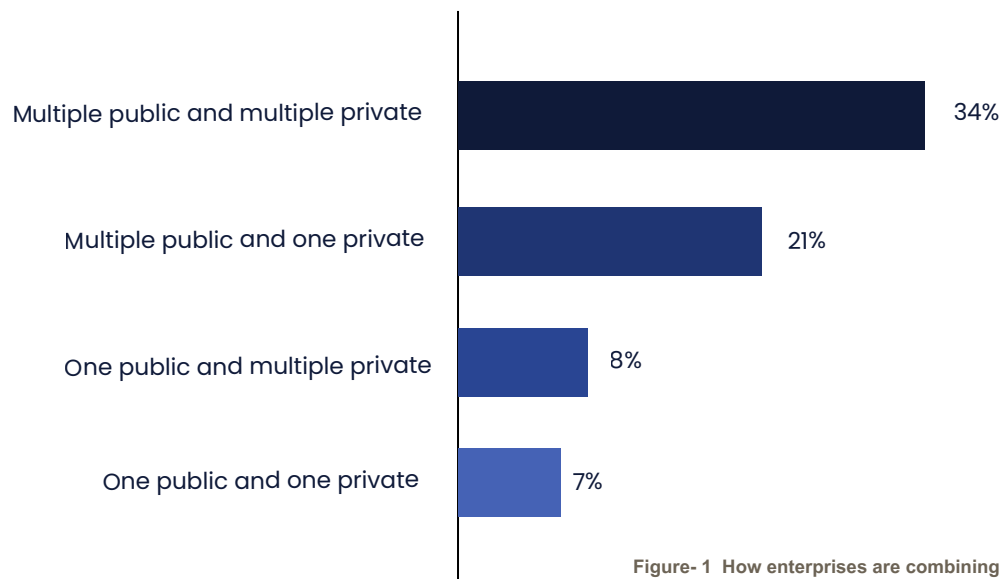


Figure- 1 How enterprises are combining public and private clouds
Source: Flexera State of the Cloud Report 2025

What you'll achieve

» Stable and reliable systems

run your cloud and hybrid platforms with consistent performance and minimal downtime. This ensures uninterrupted operations and predictable service delivery as your organization scales.

» Efficient and cost-effective technology

optimize usage, automate processes and reduce unnecessary spend. This improves cost predictability while freeing capital to invest in growth and innovation.

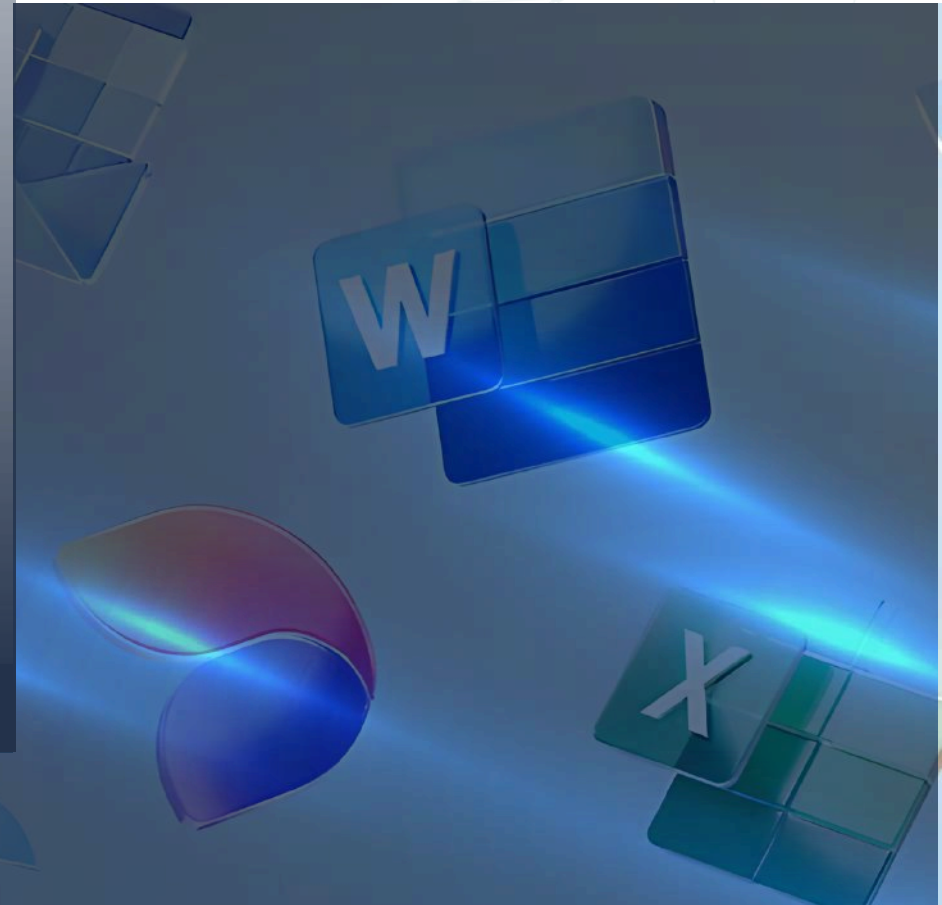
» Future-ready platforms

establish cloud-ready systems that can grow with your business without repeated rework or added risk. This gives you the flexibility to integrate new technologies, and adapt to change.

Microsoft ecosystem management

Microsoft platforms power modern workplaces and cloud operations, but managing them effectively requires more than static administration. As AI workloads and collaboration expand, complexity and cost can accelerate quickly.

Our Microsoft Ecosystem Management services take **holistic ownership** of these environments. We unify Microsoft 365, Azure, Enterprise Mobility, Defender, Purview security and Microsoft Foundry, identity infrastructure into a disciplined, AI-ready, cost-intelligent operational model. From Teams, Copilot and Power Platform to Dynamics 365, Azure infrastructure and Entra ID governance, we ensure platforms run reliably, securely, and in alignment with business priorities.



We structure our Microsoft managed services around three core strategic pillars:



Manage

We provide end-to-end operational stewardship of Microsoft environments across Microsoft 365, Teams, Viva, Loop, OneDrive, Copilot, and Azure. This includes tenant architecture oversight, workload configuration, policy orchestration, automation of updates and deployments, and service health governance. From collaboration platforms to cloud infrastructure, we ensure environments remain stable, well-structured and aligned.



Optimize

We drive improvement across performance, adoption, and cost efficiency. Through Azure observability, workload tuning, license optimization and Copilot usage analytics, we refine how Microsoft investments are consumed. Our approach aligns usage patterns, architectural decisions, and financial controls with business outcomes, reducing waste while improving user experience and velocity.



Protect

Security, compliance and resilience are embedded across the Microsoft ecosystem. We manage identity and access through Entra ID, enforce Zero Trust policies, configure Microsoft Defender and Purview controls, and safeguard workloads with backup and disaster recovery. Combined with risk monitoring, data governance and AI policy enforcement making sure environments remain secure, compliant and prepared for disruptions.

As Microsoft 365 environments span multiple public and private clouds, complexity shifts from operational to structural. Governance expands. Security accountability diffuses.

Multi-environment architecture is now standard unmanaged, it introduces risk, inefficiency, and performance drag.

We bring structure back to the estate.

Through end-to-end Microsoft 365 managed services, we centralize administration, enforce governance standards, strengthen security controls, and optimize licensing across environments.

What you'll achieve

- » **A secure and governed Microsoft landscape:** Operate Microsoft 365 and Azure environments with consistent identity controls, embedded security, and compliance-aligned governance across users, devices, and workloads.
- » **Reliable collaboration and platform performance:** Ensure Teams, Viva, Loop, OneDrive, Copilot, and core Azure services perform consistently, supporting user productivity through proactive monitoring and real-time operational oversight.
- » **Cost discipline and consumption clarity:** Strengthen value through license rationalization, Copilot adoption insights, Azure cost modeling, and resource right-sizing, ensuring spend aligns with actual usage and business priorities.

Microsoft 365 consumer subscribers grew upto

89M

as of mid-2025

Source: Microsoft Annual Report 2025

Cybersecurity operations

Security is no longer just a defensive layer, it is a continuous, live operational discipline. A compromised credential or uncontrolled access can disrupt operations, impact revenue and damage trust.

Saguna's cybersecurity operations integrate real-time threat detection, structured incident response and Identity and Access Management (IAM) as **core safeguards**. With a 24/7 security framework, we spot threats early, contain risk efficiently and strengthen enterprise-wide access governance. Security becomes part of everyday operations, planned, measurable and aligned with long-term resilience.



We structure our cybersecurity operations services around three core strategic pillars:



Monitor

We maintain continuous visibility across infrastructure, applications and cloud platforms. Security signals are analyzed in real time to detect anomalies, suspicious logins and misuse of privileged accounts. Regular vulnerability checks and configuration reviews further strengthen defenses before risks escalate.



Respond

When threats appear, we follow a defined containment process. Impacted systems are isolated, compromised accounts are restricted and high-risk sessions are terminated.

- Investigations leverage logs, access history and system telemetry to find the source and prevent further compromise.

Recovery is phased, validated and documented to restore operational stability.



Enforce

Identity and Access Management (IAM) underpins our security model. We design and manage role-based access, privileged controls, multi-factor authentication and automated account provisioning. Permissions are reviewed regularly while admin accounts are monitored and approvals structured to reduce lateral movement and enforce zero-trust policies across complex enterprise environments.

As the cybersecurity operations market expands rapidly, security & Identity Management becomes the control layer that determines resilience. Growth without identity governance increases exposure. We help MSPs build AI-enabled Identity Access Management (IAM) foundations, automating access lifecycle management, enforcing governance, zero trust controls, and embedding real-time identity threat detection across hybrid environments.

This ensures security operations scale with market demand while maintaining strict access control, reduced risk, and operational clarity

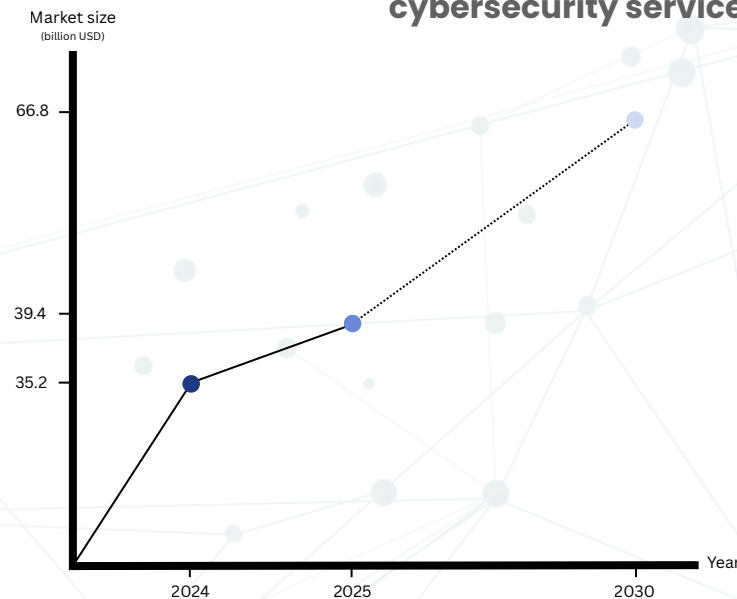


Figure- 3 Cybersecurity operations growth (2024–2025)
Source- MarketsandMarkets | Managed security services market overview

What you'll achieve

» Reduced risk that

minimizes unauthorized access and potential breaches through continuous monitoring and controlled access. This strengthens your security posture while preserving operational continuity and stakeholder trust.

» Structured incident response

contain security events quickly and restore systems with confidence. This minimizes operational disruption and protects revenue during high-pressure events.

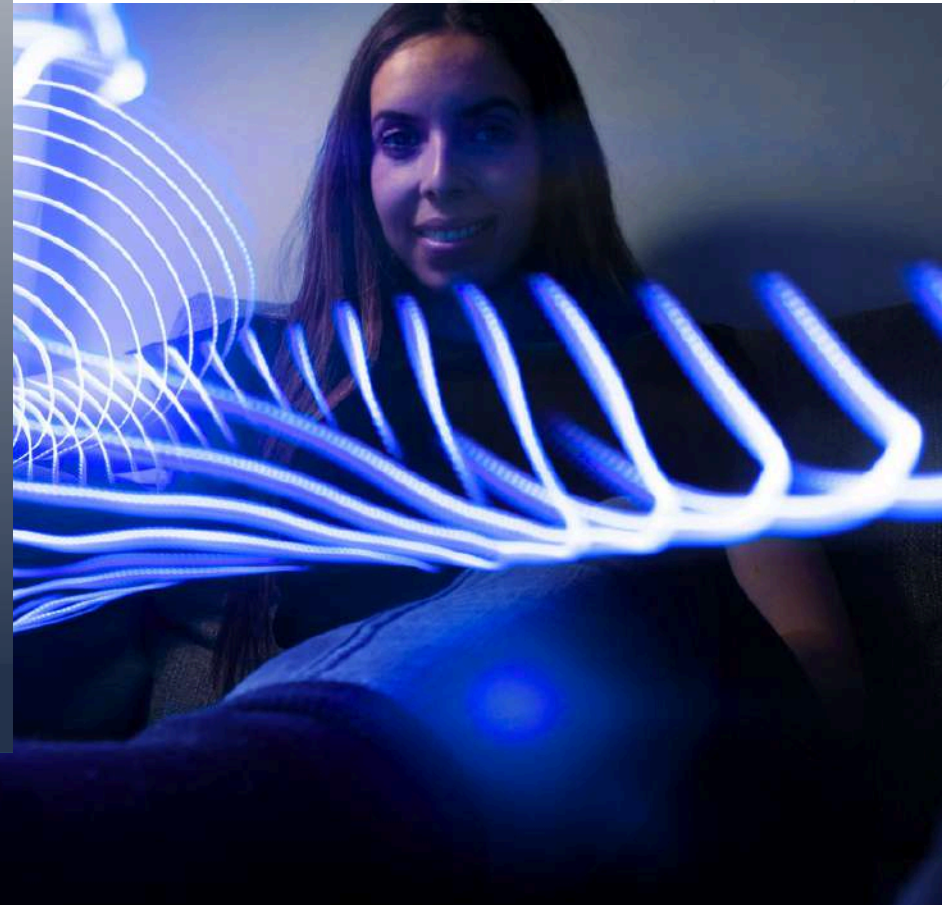
» Strong identity governance

enforce consistent access rules, support compliance and strengthen enterprise-wide resilience. This ensures audit readiness, reduces regulatory exposure, and creates clear accountability across systems.

AI & automation

As systems grow, complexity grows with them. More tools, more alerts, more manual effort. Adding more people is not a long-term fix. Our approach embeds AI and automation directly into operations. Instead of reacting to issues after they happen, systems **learn** patterns, predict problems and take action automatically.

The result, fewer manual tasks, faster decisions and operations that scale without costs rising at the same pace.



We structure our AI & automation services around three core strategic pillars:



Detect

We apply AI-enabled monitoring across platforms to surface anomalies before disruption occurs. Alerts are correlated and prioritized based on exposure and business impact, allowing teams to focus on material risks rather than noise. This shifts operations from reactive firefighting to proactive risk mitigation with measurable impact.



Interpret

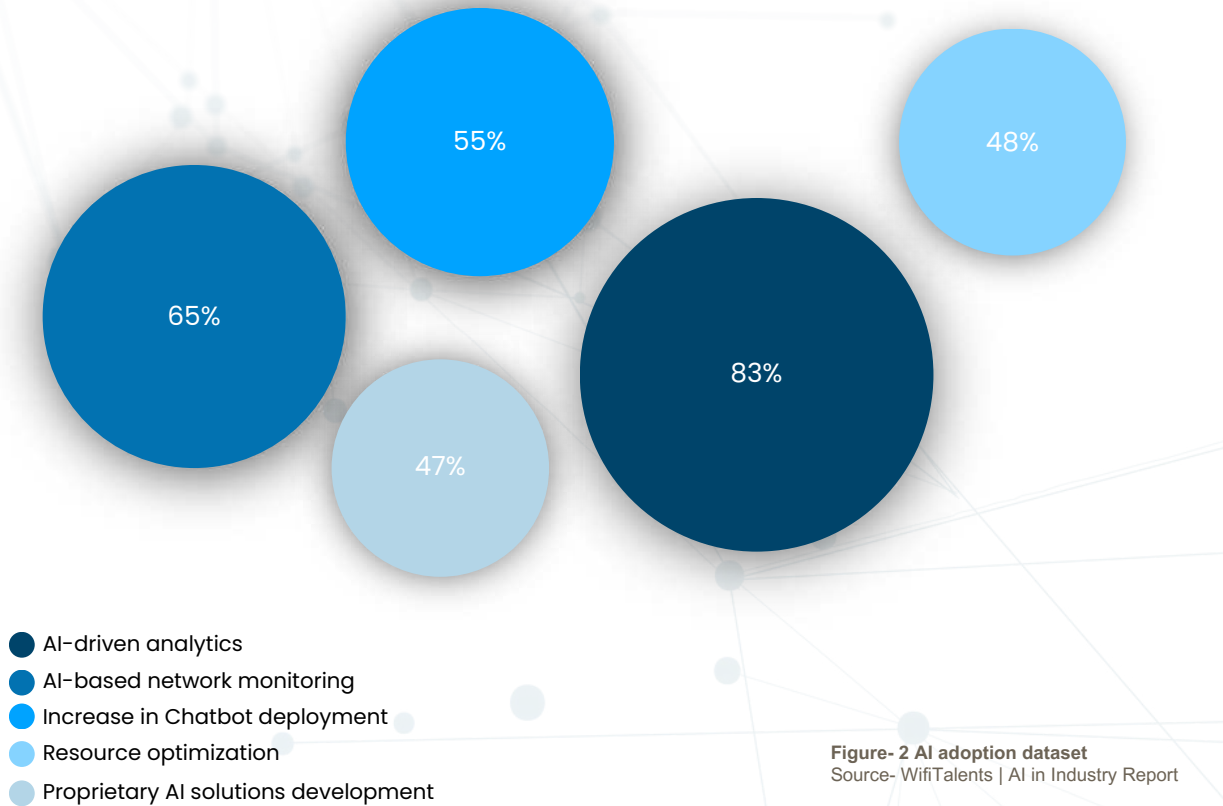
Signals are evaluated using contextual models that surface patterns, connect related events and anticipate workload pressure. As historical telemetry accumulates, forecast accuracy improves. Performance strain, capacity constraints and emerging threats are anticipated instead of discovered under pressure.



Execute

Automation is integrated into orchestration layers to trigger patching, service routing, scaling adjustments and remediation workflows. Human involvement is focused on complex judgment calls, increasing consistency while minimizing repetitive effort. The result is a resilient operating model that improves speed.

AI adoption across the MSP ecosystem



MSPs are moving from reactive support to proactive, AI-led service delivery powered by Wall to Wall AI, advanced analytics and data modernization. Automation, monitoring, and intelligent support are no longer experimental, they are operational priorities.

However, adoption alone isn't impact. Fragmented tools and shallow integration limit value. We align AI strategy, embed it into core operations, and convert investment into sustained operational value and business confidence.

What you'll achieve

- » **Forward-looking operational control** address risk and performance challenges early through intelligence-driven detection and prioritization. By embedding AI-driven automation, we reduce manual intervention while improving speed, accuracy, and consistency.
- » **Standardize governance, optimize environments** and ensure long-term stability. AI-driven insights continuously identify inefficiencies and trigger automated adjustments across systems. This creates a self-regulating infrastructure that improves performance as complexity grows.
- » **Optimized license and cloud spend** reduce alert fatigue through intelligent task orchestration that supports growth without added staffing. AI-driven workflows prioritize what matters most, ensuring resources are deployed where they create the highest value.

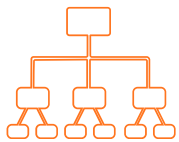
Data management

Increasing digital complexity creates data environments that are more distributed, dynamic, and harder to manage. Without structured oversight, inefficiencies compound and governance gaps widen.

Our data management model establishes governance, visibility and lifecycle discipline so information remains accurate, **protected** and usable across systems. Information becomes a governed enterprise asset rather than an unmanaged by product.



We structure our data management services around three core strategic pillars:



Structure

We design coherent information architectures across hybrid and cloud landscapes, covering classification models, metadata standards, storage design, and integration alignment. This eliminates duplication and fragmentation while keeping data discoverable, governed, and performance-optimized to support reliable analytics, compliance, and scalable AI adoption.



Control

Access governance, retention rules, compliance mapping, and audit readiness are embedded into daily practices. Lineage tracking and ownership clarity reinforce accountability throughout the ecosystem, operating as continuous guardrails that reduce regulatory exposure, strengthen data integrity, and ensure defensible oversight at enterprise scale.



Refine

Storage utilization and usage patterns are continuously assessed to improve efficiency and limit unnecessary expansion. Archiving strategies, lifecycle automation, and performance adjustments work together to maintain accessibility, reduce operational strain, and ensure infrastructure evolves in line with changing business demands.

As data estates expand across cloud platforms, applications, and analytics stacks, complexity shifts from storage to trust. Data ownership fragments. Lineage blurs. Quality degrades quietly. Without disciplined management, organizations inherit inconsistent insights, regulatory exposure, and growing operational drag.

We bring control and clarity back to the data layer. Through managed data operations, we standardize governance, institutionalize accountability, and enforce lifecycle discipline across environments. The result is reliable, compliant, and performance-aligned data—ready to support analytics, automation, and scale without excess cost or complexity.

What you'll achieve

- » **Reliable and consistent information environments:** Maintain accurate, governed datasets that support analytics and automation with confidence.
- » **Stronger oversight and regulatory alignment:** Institutionalize ownership, traceability and policy enforcement across systems.
- » **Disciplined lifecycle management:** Align retention, storage and performance tuning with business priorities while reducing waste and excess complexity.

Organizations with mature data management report upto

70%

stronger decision-making confidence

Source: DNB Forrester Mastering Data Management-2025

Always Aligned with Microsoft Innovation

100% Microsoft Centric Approach – Aligned to Microsoft solution areas while supporting clients across every stage of their digital transformation journey.

Microsoft Engagement Model

Assess & Consult

Envision & Design

Enable & Achieve

Deliver Value

Monitor & Optimize

Discovery, Evaluations,
Prototypes, Solution
Workshops, Strategic
Roadmaps

Implementation,
Deployment, Cloud
Migration, Modernization

Managed Services,
Upgrades, 24x7 Proactive
Support

Afterword

Our managed services approach is built around integration and ownership. We modernize, secure, optimize, and continuously improve enterprise systems through centralized oversight and disciplined operations. The goal is not just to keep technology running, but to make it reliable, intelligent, and aligned with business outcomes.


By reducing complexity and strengthening operational control, we create environments that scale with confidence and evolve with clarity enabling organizations to move *forward* together.


About Saguna Consulting


Saguna Consulting builds products, delivers technology, and partners with organizations to transform ideas into durable, scalable outcomes rooted in real-world execution. Human-first in our approach, outcome-led in our delivery, and technology-enabled at every step, we work closely with teams to understand their problems, sharpen their vision, and move forward with confidence. From shaping early concepts to executing production-ready platforms, we help clients build solutions that are useful, usable, and built to last, always with shared ownership and collective momentum.

We collaborate with product-led teams, founders, and enterprises, engaging deeply as advisors, builders, and long-term partners. Sometimes this takes the form of traditional consulting; other times, it means aligning through equity-based collaboration, sharing not just work but conviction and outcome. Our multidisciplinary team bridges strategy, design, engineering, and delivery to ensure technology accelerates impact. *Forward* together, we help organizations deliver meaningful products and solutions that endure.

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