# cloudtamer.io adds public API, Compliance Jumpstarts for better governance

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## Introduction

Working from within cloud accounts, cloudtamer.io takes advantage of AWS and Azure services (such as identity and access management and infrastructure-as-code templates) while integrating with third-party tools customers already know and love (e.g., ServiceNow and Jenkins) to provide governance across clouds, accounts and regions. Google support is on the roadmap for 2020. New Compliance Jumpstarts help customers identify and document actions to comply with regulatory standards and industry best practices. Building on its success in the public sector, the company is reaching beyond its base of large federal customers to expand further into the commercial market.

### 451 TAKE

Using multiple cloud providers is a fact of life for many large organizations: A recent 451 Research survey found that 72% of organizations using public cloud are buying from more than one vendor, and a multi-cloud approach is more common (79%) among large enterprises (over 10,000 employees) and public sector firms (79%). This is where cloudtamer.io is putting its engineering and go-to-market energy. Its platform offers multicloud account visibility, budget enforcement and compliance automation, using organizational hierarchies as a framework for giving teams self-service access to resources while maintaining policy and budgetary control.

## Details

Since we first covered cloudtamer.io in 2019, the company has nearly doubled its customer count and is strategically growing its team to develop its platform as a one-stop shop for multicloud policy administration and governance. With a customer base consisting largely of federal agencies (e.g., NIH, US Cyber Command, NASA and CDC) and federal contractors, sales cycles are long – in some cases over a year – but the resulting contracts are sticky and lucrative.

Cloudtamer.io focuses on providing a consistent interface for organizations managing workloads in diverse environments – not just those using multiple providers, but also in different types of regions (e.g., in government, as well as commercial clouds) and across multiple subscription types. The company has been working on enhancing the user experience of requesting new accounts from within cloudtamer.io.

The company has released a public API for enhanced automation, added support for Azure Enterprise Agreement subscriptions, and extended its AWS offering to encompass AWS Secret and Top Secret regions. It also added Compliance Jumpstarts to prepare cloud environments for regulatory certification and document the actions taken – libraries containing AWS IAM policies and AWS CloudFormation templates to help meet standards can be bulk uploaded via API to the customer's cloudtamer.io instance. The initial Jumpstarts are for NIST 170 and CIS Benchmarks.

Cloudtamer.io's employee count is now over 30, including engineering talent to help build out and support its pending Google Cloud Platform offering. It has also hired a new VP of strategic alliances and is investing to build out a training program for certifying partners and end users to help with disciplined migration and management using the product. In its technology partnerships, the company is creating integrations with popular software and automation tools – for example, a ServiceNow request for new resources can tie into cloudtamer.io APIs. Once a budget has been approved to create a new cloud account or subscription, cloudtamer.io can set up spending guardrails and apply policies based on where the requester is in the organizational hierarchy.