Facilitating Cloud Adoption for Higher Education and Research

Cloud services can offer higher education institutions speed, cost savings, and access to leading technologies. Research, central IT administration and academics can all benefit significantly from cloud adoption. However, many institutions are hesitant or have yet to fully realize the benefits of the cloud because of a fear of high costs, lack of control and visibility, and a shortage of talent on staff.

Kion resolves this dilemma by creating a single platform for complete visibility and total control of your cloud environment.

Cloud Operations: A Unified Approach

Kion makes the cloud more accessible and easier to use for higher education and research institutions. We're differentiated in a few key ways:

- One platform for multicloud management and governance
- Easy provisioning and deprovisioning of accounts, cloud permissions and access
- Budget enforcement, not just notifications
- Self-hosted, security-first architecture; not a SaaS
- Native access to the cloud providers

One Platform for Management, Governance, and Provisioning

Given the nature of higher education, large portions of the user population turn over annually. Having a single platform not only to provision large amounts of accounts but also to deprovision and remove access from these accounts is vital to ensure cloud adoption in any higher ed institution. Kion unifies your AWS, Azure, GCP and OCI environments by creating a single place to visualize and manage your cloud estate. The Organizational Chart gives you complete control: provision and deprovision accounts; apply policy and security controls; manage permissions; grant and remove access; and track budgets and spend all from the Kion Organizational Chart.
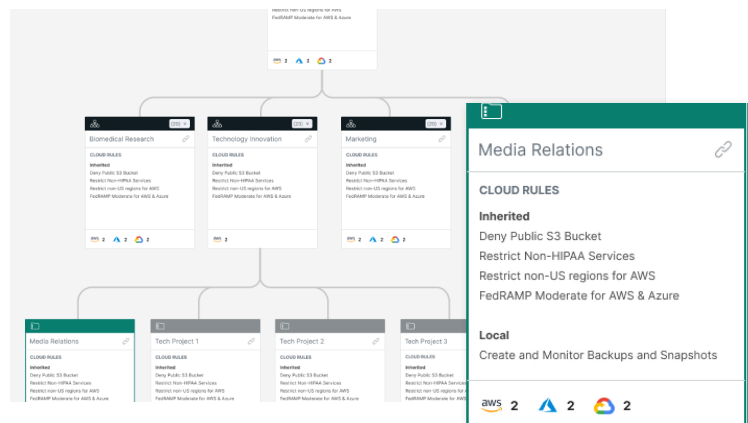
Kion's Organizational Chart helps to visualize and deploy hierarchical policies and controls across cloud providers.

Budget Enforcement, Not Just Notifications

Never have a department, researcher, or project blow a budget again with Kion's financial enforcements. These can be flexible and as simple as sending notifications to the project owners and other concerned stakeholders or going so far as freezing access, terminating resources, or kicking off automated workflows as spend exceeds thresholds. Enforcements can be configured to meet the needs of different departments and projects. This dynamic level of control over your finances across your cloud environments allows you to drive cloud adoption with confidence that your cloud spend will remain within the bounds you set.

Self-hosted, Security-first Architecture; Not a SaaS

To ensure data security and compliance standards, Kion is not a software-as-a-service; instead, it is self-hosted inside your environment. This keeps your data in your environment and means you have complete control over Kion. In addition to multiple cloud providers, Kion supports many identity and SSO providers, including Azure Active Directory, Okta, OneLogin, and more.

Kion offers flexible deployment options on AWS, Azure, GCP and OCI

Native Access to the Cloud Providers

Unlike other solutions that gate services and resources behind a catalog, Kion grants native access to the cloud provider consoles and allows users to federate between them so you can leverage all the capabilities and services they offer. It also reduces the learning curve and eliminates the need to train staff on different platforms. If your users work inside the cloud provider consoles, they won't need to change how they work with Kion.

## Serving Higher Education's Unique Needs

Most universities have three technology-based focus areas: Regulated Research, Central IT, and Academics. Each area faces unique challenges — all of which can benefit from the cloud. However, configuring and managing three very different sets of requirements for the cloud is complicated. Kion becomes the single platform of management and governance for cloud and IT staff, acting as the "front door" to the cloud for your institution's faculty, staff, and students.

For example, researchers and principal investigators have different needs and budgets than student sandbox accounts or your ERP system. Kion makes establishing these environments easy through customizable guardrails

around permissions, access, budgets, and compliance to ensure that your cloud is well governed and configured to meet the needs of each functional area of your institution. There are many uses for Kion in universities, but Kion is most used to:

- Gain visibility and control over cloud budgets and spend
- Institute a self-service, consumer-like experience for cloud users
- Qualify for new grants by satisfying compliance requirements

Gain Visibility and Control Over Cloud Budgets and Spend
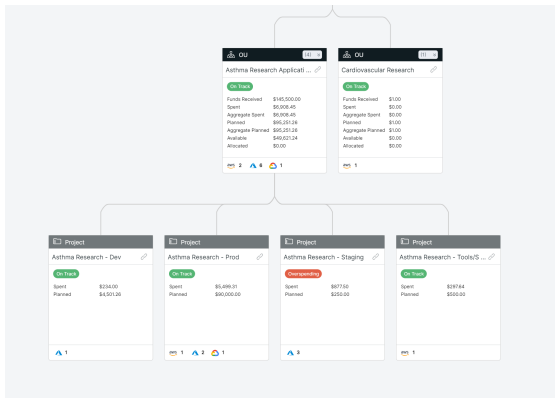

The scale and complexity of the cloud make tracking costs and allocating funding difficult. This leads to a lack of visibility and limited attribution of costs. Kion's financial management features align cloud spend to your budget — ultimately making it easier to pay the bill at the end of the month. Kion has granular tracking capabilities down to the funding sources mapped to cost centers, contracts, grants, and/or budgets to provide needed transparency. You can even track credits from cloud providers and ensure that specific money is spent before other sources.

Kion provides near-real-time reporting of cloud spend, which is a timelier picture than the native tools offered by the cloud providers. With Kion, you'll never be left wondering where funding comes from or how it was spent.

Institute a Self-Service, Consumer-Like Experience

The time and effort it takes to provision new cloud accounts for specific needs of different groups often prevents widespread cloud adoption and leads to end users procuring directly on their purchasing cards. With Kion, getting a properly configured cloud account is made much simpler.

Kion's automation and orchestration features allow you to preconfigure accounts across all regions and partitions with the proper compliance requirements, budgetary limits and triggers, and access controls. Automating these guardrails makes it faster than ever to provision new accounts and manage and govern existing accounts. You can integrate Kion's automations into your ITOM and ITSM tools, like JIRA™ or ServiceNow™, to create a seamless request experience. Kion gives you the confidence that your accounts are correctly configured and properly managed throughout the entire account lifecycle.
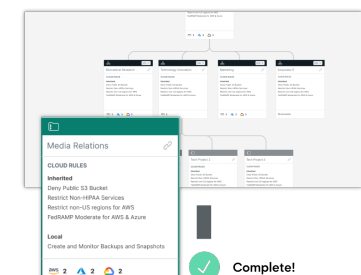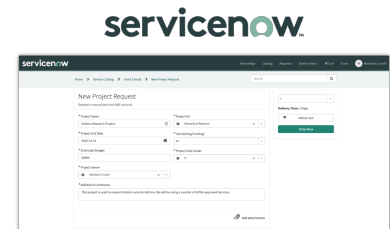
Qualify for New Grants by Satisfying Compliance Requirements

Grants and other research funds often contain sensitive datasets and require adherence to compliance frameworks like NIST, HIPAA, FERPA, and others. When preparing to satisfy new compliance requirements, "What is already compliant?," "What is non-compliant?," and "How can I remediate noncompliant findings?" are all questions that must be answered.

Kion simplifies your compliance process by setting your preventative controls in new accounts, monitoring your compliance posture across cloud providers in real-time, auto-remediating violations, and providing out-of-the-box jumpstarts to expedite the satisfaction of requirements.

With over 8,000 compliance checks mapped to many of the most widespread compliance frameworks, Kion shows you the actual compliance posture of your cloud environment in an easy-to-understand dashboard. This gives you a clear path to achieving and maintaining compliance.

A Trusted Partner of The Higher Education Community

Kion is proud to partner with Internet2 as a NET+ certified solution. Internet2 members enjoy the confidence derived from their peers thoroughly evaluating Kion to ensure it will serve the needs of the higher ed and research community.

Kion is a proud EDUCAUSE member. EDUCAUSE is a nonprofit association and thriving community of more than 100,000 individuals at member organizations from around the world—committed to advancing higher education. They are the largest community of technology, academic, industry, and campus leaders advancing higher education using IT.

Peer-Vetted Contracting Process

Internet2 members can take advantage of special pricing and expedited contracting.

For institutions that are not Internet2 members, Kion is available on the AWS Marketplace for expedited procurement. Institutions can also contract with Kion directly.

Kion has assisted higher education and research institutions in adopting the cloud by creating a framework to scale confidently. Institutions with Kion have complete visibility and control of their cloud spend, get native access to the cloud, control access to resources, and satisfy compliance requirements to ensure security and assist in qualifying for new grants and funding.

To see how Kion can revolutionize your CloudOps practice and drive growth and success, **schedule a demo today.**