Cloud cost optimization - Azure

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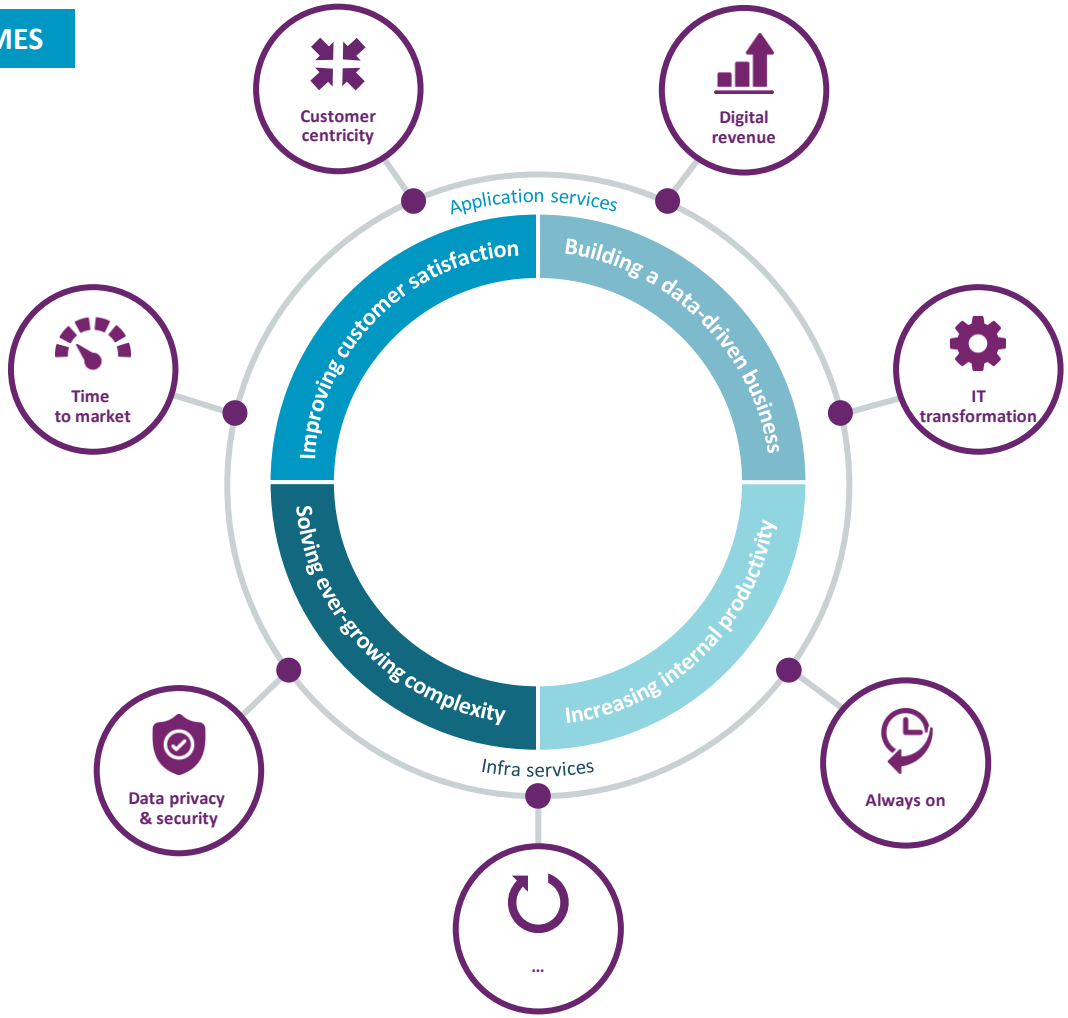
DESIRED BUSINESS OUTCOMES



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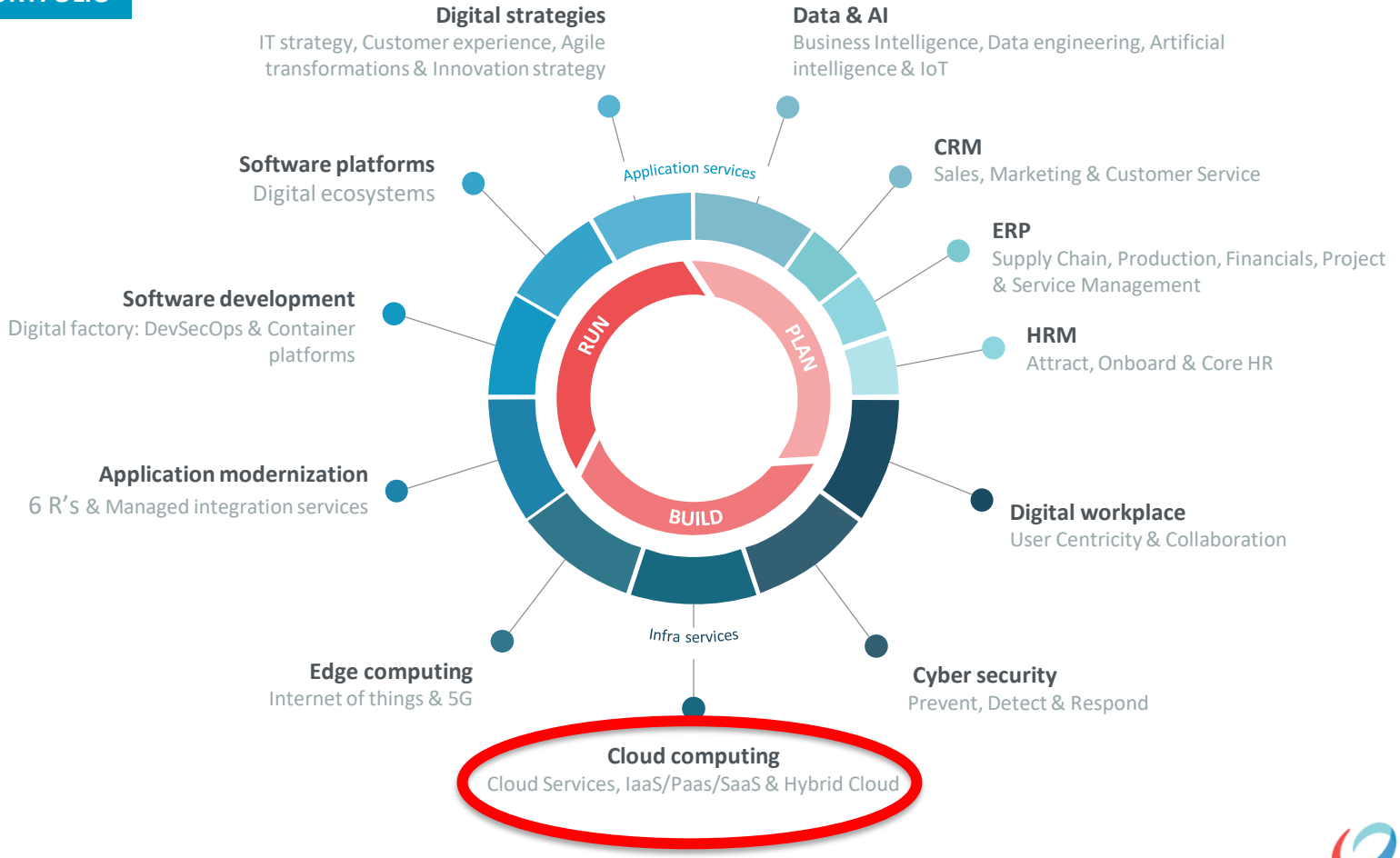

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Assessments

No pictures or text needed for this slide, Hence, you already know your customer!!!!!!!
REMOVE before USE

Why ?

- *This is where you as sales must know your customer, the pains they are experiencing, how their business is developing, what their roadmap for the near future is. You need to know where the market segment your customer is part of develops, and what the new innovations and trends are that have an impact on you customers specific business.*
- *You need to know what your customers competition is doing and how that this relates to your customers success.*
- *You need to know what it takes to make your customer customers happy and therefore your customer successful, and how this assessment will benefit's them.*
- *You need to be able to 'bring' something to the table. An insight, a vision.*

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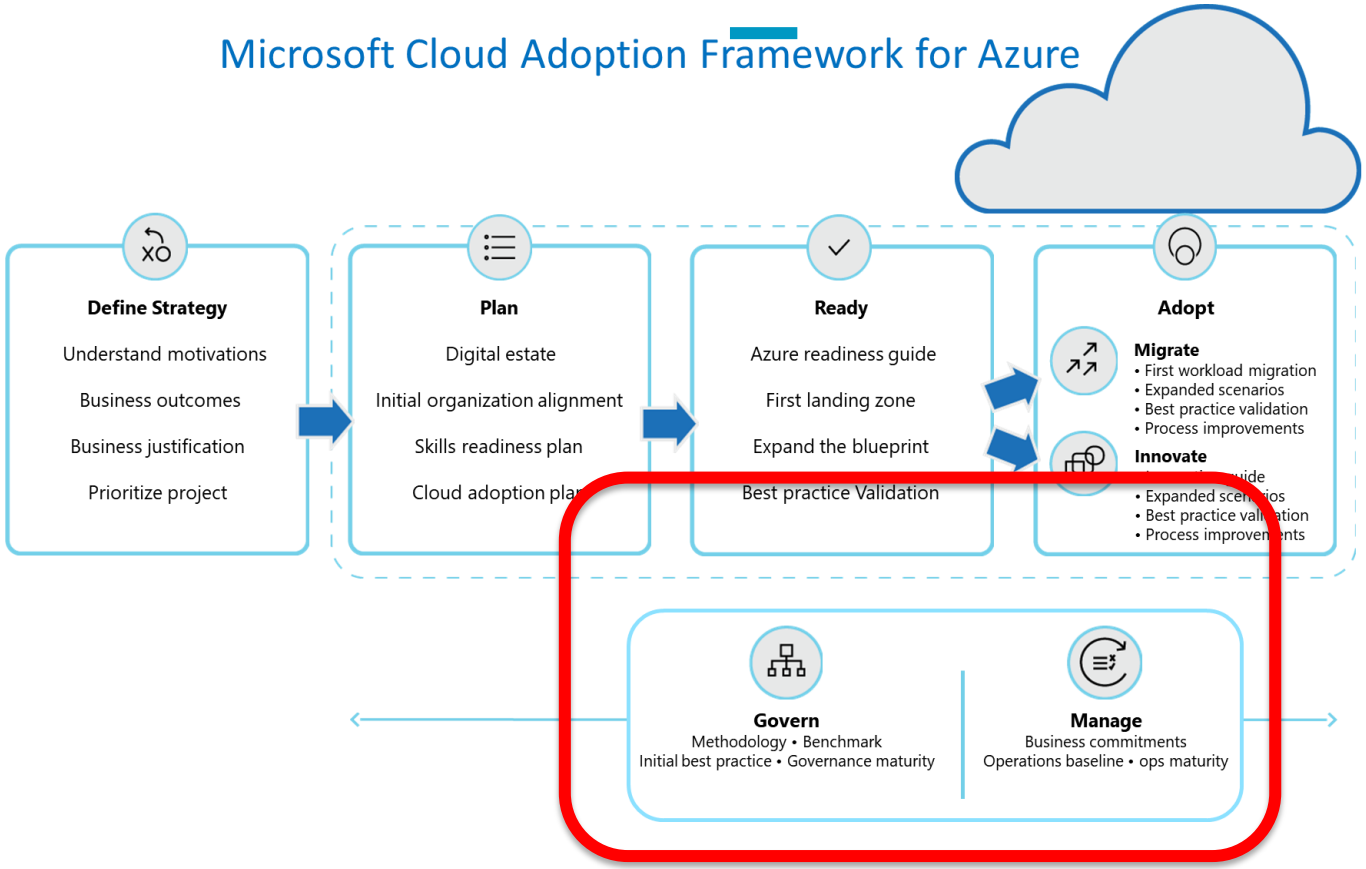
Microsoft Cloud Adoption Framework for Azure



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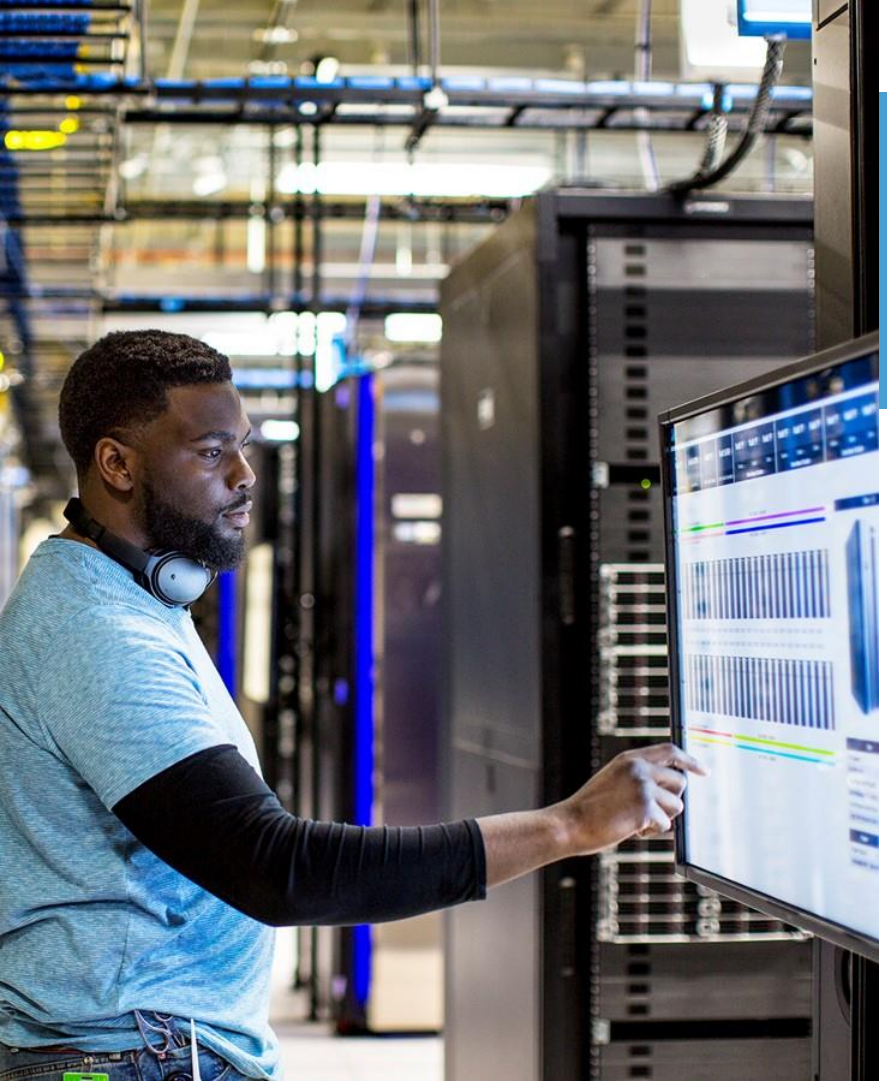

AZURE COST OPTIMIZATION ASSESSMENT

Manage your cloud spending, and increase organizational accountability with insights, analysis, and recommendations to improve financial governance of your Azure solutions.

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MODERN BUSINESS IN THE CLOUD IS THE NEW NORMAL

Today's world reflects a new reality:

Technology is ever-present through the cloud, offering easy access to digital services…

Capitalizing on this shift is key to your organization's innovation and growth

…but this path forward brings new challenges

Unexpected increases in Azure spending

Difficulty managing multiple cloud subscriptions

Confusion around what licensing options to choose

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Transform your technology

The Azure Cost Optimization Assessment takes a three-phased approach to determine your path forward

ASSESS & DISCOVER

Gather accurate data from your IT environment

- Get real-time details on your environment
- Identify your organization's cloud needs

PLAN & DECIDE

Discuss insights and determine what changes are top priority

- Align Azure licensing to post-migration cloud needs
- Highlight consolidation opportunities

OPTIMIZE

Grow your IT systems to accommodate your needs

- Receive a dedicated partner with recommended governance policies for cost management
- Define the best Azure subscription sizing for your business needs

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Our assessment results

Define the roadmap and business case to bring application workloads to the optimal landing zone.

Deliverable :
Report covering assessment
- process,
- findings,
- key next steps based on value proposition

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What to expect

- Identify unused resources
- Identify oversized resources
- Identify non optimal design and architecture choices
- Evaluate existing consumption models
- Evaluate current solution choices
- Evaluate current tiering choices
- Evaluate hybrid licensing use
- Identify the governance tools in place to manage costs

Our deliverables

- An overview of the environment scope and its purpose
- Analysis findings
- Recommendations for cost optimisations
- Operational recommendations to keep the environment cost efficient over time
- Information about the deployment of the recommendations

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Timelines & Effort

Cegeka: 10 days consultancy effort

Customer: 2 day to provide read-only access and participation in workshop.

Leadtime: 3 weeks (due to discovery tooling).

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