

Hybrid-Cloud DevOps collaboration platform

Simple, end-to-end frameworks to help you

automate and ***scale***

Summary

1. DevOps statement
2. Common use cases
3. Key values
4. ROI
5. Our value proposal
6. Customers cases
7. Business Model
8. Go to market

DevOps statements

A **DevOps approach** is the combination of a **culture** mixing agility and empowerment, of **DevOps people** and **tools**, all this relying on a **Cloud**.



Cycloid optimizes people's use of technology and the Cloud. We help teams contribute to projects and **work smarter together, regardless of skillset.** Our **simple and non-intrusive** framework ensures **governance** while maintaining **flexibility.**

Common use cases and challenges: how to?

Culture

Respect the **best practices** for real not on paper

Scale your DevOps approach globally

Accelerate Cloud migration and DevOps adoption

People

Answer the need for **DevOps profiles/skills**

Make **teams work together** in respect of their roles

Decrease the number of tickets for the DevOps team

Tools

Ensure governance on the increasing **number of tools and hosting**

Start and accelerate **Infra as Code**

“One stop shop” to use tools, technology, Cloud

Reduce the **time to delivery** from design to production

Cycloid key values

Simplicity

No Locking

Open Source

Governance

Centralization

Autonomy

Efficiency

Flexibility

Reproducibility

Hybrid-Cloud DevOps collaboration platform

Team

Ops
Dev
DevOps
Infra
SRE
Observability
QA
Lead
Solution architect

Tools



Cloud

Trad
Hosting



Private
Cloud



Terraform

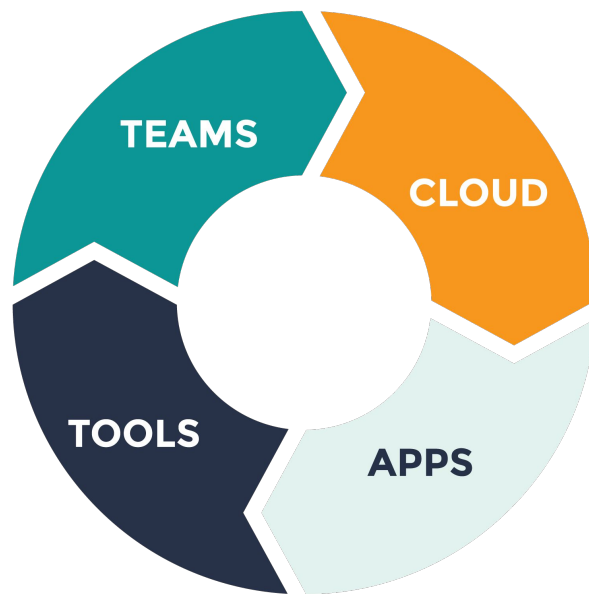
Public
Cloud



PAAS
CAAS



Open DevOps & hybrid-cloud collaboration platform



Hybrid-Cloud DevOps collaboration platform

Govern

Optimise your company resources

Define roles and deploy policies with confidence

Manage dedicated business units/**customers**

Enforce **Infra-as-Code** policies to safeguard your infrastructure

Deploy

Use Service Catalog to **deploy stacks made by your team**

Create **forms** to govern & simplify the use of your tools & Cloud

Cloud designer to **auto-generate Infra-as-Code**

Provide **Continuous Delivery pipeline**

Manage

Control your budget before and after you deploy

Migrate and modify your cloud infrastructure to infra-as-code

Up-to-date **visibility of your cloud infrastructure diagram**

Manage in a central place your Pipelines, Secret, Logs & events

End-to-end frameworks for your projects

Operating Model for Enterprise DevOps & hybrid-Cloud

**01**

Analyse repositories through an audit to evaluate the DevOps Go to market

- Identify most used tools by a Senior Solution Architect with PO
- Identify missing elements: InfraAsCode / CI/CD pipelines / Conf mgt
- Report and Go to market DevOps adoption presentation
- From 1 day to 10 working days with Workshop, RACI, KPI, ROI

**02**

Service catalog co-creation with selected stacks from the audit

- Co-Creation and migration of stacks / tools in the respect of best practices: IaC / CI/CD pipelines template / Config Management
- On-premise Cycloid setup + documentation
- Mission done by Senior DevOps and your team if you wish

03

Definition of the governance flexibility through Stackforms co-creation

- Workshop for the definition of the level of flexibility with Stackforms
- Co-creation of Stackforms for every stacks on the Design and Run
- Mission done by Senior DevOps and your team if you wish

**04**

Knowledge transfer to your team & evangelisation to other services

- Cycloid and your Service catalog presentation to other BU teams
- Training Cycloid, IaC, CI/CD, Conf Mngt up to 10 persons
- Report of the need identified with 360 feedback to the customer team
- Mission done by a Customer Success Management

**05**

Co-Management of the service through level 3 and SLA to secure a complete autonomy

- DevOps As A Service per 15 min with 15 min SLA on Hangout / tickets tools for critical requests
- Mission done by Customer Success Management and DevOps on demand

DevOps adoption brings simplicity - and business value

From

Various types of homemade open-source orchestration per business unit, public and private cloud

Customers couldn't access automation due to contract stipulations

They had difficulty hiring and scaling DevOps to global level

To

Accelerate design, build and run processes by 50% with Cycloid: one multi-cloud portal across whole business unit

Give flexibility to their customers while maintaining governance with the right accesses and permissions

Scale their DevOps approach globally by simplifying access to DevOps

OBS Testimonial : [here](#)



Teams are 4x faster



Reduce human error



Visibility & improved customer service

Breaking down silos with a hybrid-cloud portal

From

Difficulties maintaining and developing an in-house self-service portal

Silos between infra, DevOps, dev, and solution architect teams

Lack of DevOps KPI visibility

To

Saved 4 full time equivalent devs by replacing Jack (in-house solution) with Cycloid DevOps framework

DevOps people focused on automation and evangelization of best practices

Full visibility into DevOps KPIs and optimization of their orchestration from end to end



Focus back on core business



DevOps evangelization



Visibility & Observability

ROI



From Design to Production
50% faster



Decrease the number of tickets
to the DevOps team by **70%**



Scale your DevOps
& hybrid-cloud rollout **40%**
faster

Subscriptions

Essential

25€

Per user per month
Billed annually

Cycloid SaaS with one module:
StackCraft, InfraView, TerraCost, Infra
Import, CI/CD pipelines, Cost tracking,
Audit logs, Credential management
SSO: Github + Google + OpenID
24/7 SLA 1 day: +2.5% on the contract

Enterprise

65€

Per user per month
Billed annually

Cycloid SaaS with modules such as:
StackCraft, InfraView, TerraCost, Infra
Import, Stacks, StackForms, CI/CD
pipelines, Cost tracking, Audit logs,
Credential management, Logs, Events,
Team management
SSO: Github + Google + SAMLv2 +
Azure AD + OpenID
Role-Based Access Control
24/7 SLA 2h: +5% on the contract

Unlimited

95€

Per user per month
Billed annually

All the features of Enterprise +
Dedicated SaaS/Self-hosted
Multi-organization & Customer view
Option Dedicated Customer success
Option multi-type of subscriptions:
(Essential and enterprise)
24/7 SLA 30 min: +10% on the contract
Minimum Package at 100 unlimited
subscriptions year 1 = 125 400 €
Tiered pricing

Professional services

Training

Upskills
your team

Support

24/7 SLA

**Customer
success
manager**

Accelerate your
enablement

**Dedicated
DevOps**

Dedicated team
with partners

Next steps

Free Trial

Workshop

POC

Onboarding

Do it yourself
30 days

Evaluate
the benefit

Let's prove it

Evangelize

Cycloid in a nutshell

50 people
in a teal organization

Remote EU
&
full transparency

Member of:



4.5M€ seed
fundraising in March
2019:



Orange
Digital
Ventures

bpi**france**

Recognition:



TROPHÉES
DU CLOUD
by EuroCloud

Some customer and partner references

They trust us because they want to focus on what matters:



Atos

Cdiscount

Capgemini



MILLESIMA
Bringing fine wine to you®



Repetto
PARIS



valiantys



YVES SALOMON



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