Your technological partner

to successfully tackle

the digital challenge

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Empowering the cloud

Cloud FinOps Services

Cost Goverment

Who are we?

Evolutio is a Spanish company expert in the **Integration of Cloud Services** for the corporate market and Public Administration bodies.

With a successful track record of over 30 years in the management of IT and telecommunications services in Spain, the Evolutio brand was launched in 2020 to amalgamate existing capabilities and develop new services in **Cloud Integration, Cybersecurity, Digital Infrastructures** and **User Experience environments.**

Headquartered in Madrid, with more than 1.200 professional technology experts, Evolutio's assets include the management of a **national data network, 4 Data Centres connected to hyper scalability, 4 SOCs connected to NOCs and Cloud Ops centres**, mature management tools for multicloud environments and the highest level of accreditation with the main market players, manufacturers and hyper scalability.

How do we achieve this?

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Holistic approach with Route2Cloud

ENABLING THE CLOUD

EMPOWERING THE CLOUD

Enabling the customer for a secure, scalable, efficient and governed Cloud adoption process

Helping customers to extract the full potential of Cloud and exponential technologies for their business

We analyse the client's objectives and assess the readiness of their architecture, security and operations. | **EVALUATE UNDERSTAND**

MIGRATE MODERNISE | We migrate and/or modernize applications to the new Cloud environment. We leverage deployment agility with CI/CD-DevOps.

We deploy modern hybrid platforms that enable customer objectives in terms of protection, agility and scalability. | **ACTIVATE DEPLOY**

EVOLVE IMPROVE | Agility and access to SaaS platforms and exponential technologies allow us to accelerate innovation for your business.

We govern and operate the new environment efficiently, ensuring regulatory compliance and cost control. | **OPERATE GOVERN**

PROJECT RESPOND | We monitor your organisation's critical data and assets and react swiftly to any incident or security breach.

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EVALUATE UNDERSTAND
- Security Assessment
- Cloud Maturity Assessment
- Network Assessment
- CX-UX Assessment

MIGRATE MODERNISE
- Cloud Migration
- Architecture Modernization
- DevSecOps
- Data platform

ACTIVATE DEPLOY
- Secure Cloud Adoption
- Hybrid Cloud Workloads
- SASE-Network Deployment
- CX UX Cloud Adoption

EVOLVE IMPROVE
- Advanced Analytics
- NLU/Bots
- Observability
- CX Optimization

OPERATE GOVERN
- Core OPS
- Network OPS
- Security OPS
- FinOps

PROJECT RESPOND
- Threat Monitoring
- AI for Cyber
- WaaP
- Incident Response

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How do we differ?

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How do we differ?

EXPERTISE
Differentiated expertise of the highly accredited technical team.

INNOVATION
Innovation for the development of SW and proprietary tools.

CAPABILITIES
Capabilities, experience and service culture to address mission-critical projects.

ACREDITATIONS
Company accreditations.

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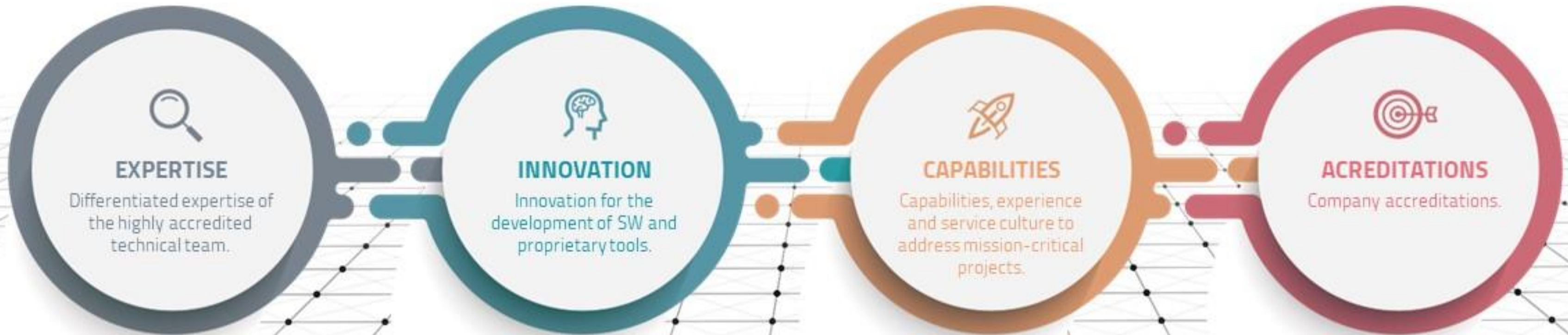
Differentiated and specialised technical team:
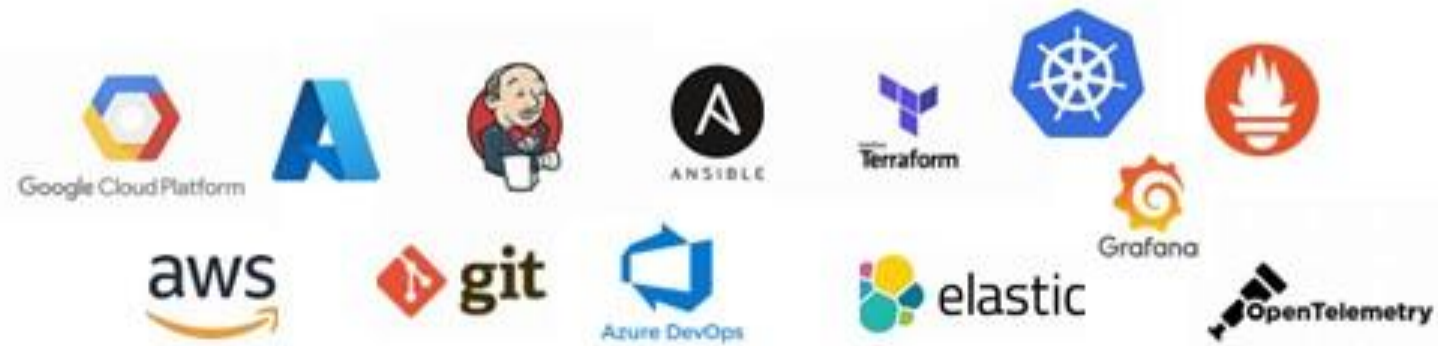## technology stack

Software development

Analytical-ML-NLU

Infrastructure Management

Cybersecurity

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The skills, experience and service culture to take on mision critical projects

Outsourcing, Technical Offices

Cloud Consulting and Transformation

Data & IA

Managed Cloud Computing solutions

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Cloud adoption opportunities

Cloud adoption presents great opportunities that organizations can take advantage of to become more competitive in today's markets:

Agility needed to **reduce time-to-market t**hat allows companies to lead their market.

Cost decrease of making mistakes, making it easier to explore new innovative solutions.

Access to virtually unlimited compute capacity, scaling infrastructure at the same time as business and offering a **flexible cost model**

Global scale as clouders allow access to markets that were previously dominated by local companies.

Cloud security, a fundamental piece in a globalized world, by offering the necessary tools to guarantee the security of your services.

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Cloud adoption challenges

These opportunities are associated with new **challenges to ensure the success of the journey to the Cloud**

Moving applications to a public cloud environment involves **transforming** them to new business models.

Quickly detect budget deviations caused by anomalous application behavior or resource overuse.

Continuous innovation must be the leitmotiv to survive in this highly competitive market. The company's resources should be focused on the tasks that really add value to the business.

New tools and agile management models will be needed

Security is one of the main challenges. We must implement those mechanisms and tools that help us protect our assets.

In some cases, **regulatory aspects will limit the possibilities** of using Cloud platforms and will force the implementation of hybrid solutions.

Governance becomes fundamental because it is a complex and decentralized environment, hence cost and compliance management has a direct impact on the income statement.

Access to expert knowledge in the new methodologies and tools associated with the Cloud paradigm is key.

The existence of a **legacy can determine what can be done and how**. In these cases, it will be necessary to come up with a solution that does not compromise the capacity for innovation.

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Services objetive– The Three Pillars of **FinOps** Service

Costs optimization

Identification and allocation of costs

Anomaly mitigation and organic cost growth

Flavours **Cloud FinOps by Evolutio**

FinOps **Optimizer** modality focuses on providing a SaaS tool with detailed information about your cloud usage and associated costs. In addition, it focuses on providing an additional level of support in managing costs in the cloud. In addition to regular reports, personalized consulting will be provided and work together with the client to optimize their cloud presence and reduce costs.

FinOps **Boost** provides an even more advanced approach to cloud cost management, adding a team of cloud architects who will work closely with you to ensure their cloud presence is optimized and secure and provide additional consulting services on cloud re-architectures.

Flavours **Cloud FinOps by Evolutio**

MADURITY LEVEL →

FinOps Optimizer

- Monitoring spend using CSP tools
- Unified billing for simplified billing.
- Configuration of alarms and quotas. Budget control.
- Monthly billing reports and predefined FinOps dashboard.

- Incorporation of the FinOps Manager role (COST MANAGEMENT)
- Key consumption trends and client-level summaries.
- Cost tracking meetings
- Cost optimization plans
- Summary of cost optimization quality and improvement margin
- Cloud provider news and information
- Promotions and credits

FinOps Boost

FinOps Optimizer +

- Incorporation of the Cloud Architect/Cloud Engineer role (COST OPTIMIZATION)
- Identification of unused resources
- Proposal for optimizing resource usage
- Recommendation of Saving Plans or Instance Reservations
- Storage adjustment proposals
- Transformation proposals
- Proposal for right-sizing of resources

Optional Services

- Consultancy on Architecture Optimization and Transformation (optional). Transformation/Optimization Projects (optional). Task Automation (optional). Custom Commitments (optional). Training Services (optional). CSP Eligibility (optional).

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Services Planning **Cloud FinOps by Evolutio**

The implementation of the costs office is carried out in three different phases, according to the type of tasks to be carried out and objectives to be met, with the following tasks proposed in each of the phases. These tasks can be reviewed during the initial start-up phase.

Discovery Phase

- Initial analysis of the Cloud environment and review of agreements with clouders
- Preparation of cost reduction proposals based on Quick Wins
- Establishment of the cost office
- Alertas y detección
- Definition of requirements. Meetings to learn about the current status and objectives
- FinOps SaaS Tool Setup
- Definition of Budgeting & Forecasting
- Reviewing/establishing a labeling and compliance strategy
- Define budgets and forecasts

Activation Phase

- Create dashboards, metrics, and KPIs
- Set Costs for Shared Resources
- Alerts & Detection
- Implement chargeback & showback.
- Trend analysis
- Benchmarking between solutions
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Best Practices Phase

- Analyze metrics, trends, and work on the optimization plan
- Alignment with the operational and security model.
- Evolution of architecture
- Resource Utilization Analysis
- Booking management
- CSP Eligibility Process
- XaaS Eligibility Process
- Backup Policy Management
- Data Lifecycle Management
- Business Goal Management
- Target control

| M1 | M2 | M3 | M4 | M5 | M6 | M7 | +M8 |

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Alcance Servicio **FinOps Boost**

Within the scope of the technical team's tasks will be the following actions, always with a COST OPTIMISATION approach:

Task	Description
Proposal for Correct Sizing of Resources	Identification of the resources needed to meet the demands of an application or system, without incurring unnecessary costs. This task analyzes resource usage and performance metrics, and recommends adjustments as needed to ensure that resources are being used efficiently.
Identifying Unused Resources	Identify resources that are not in use to reduce costs. It's important to do this on a regular basis to prevent unused resources from continuing to accrue charges and becoming an unnecessary waste of resources.
Proposal for Optimization of the use of resources	Make the most of the resources you already have to avoid overhead and reduce costs. This involves looking for opportunities to reduce resource usage and optimize resource capacity, such as using Spot Instances or combining instances of different sizes and types to meet the needs of your application, Identify the shutdown of resources at times when they will not be needed or identify workloads that support autoscaling in a way that allows resource provisioning to be adapted based on demand.
Recomendación de Saving Plans o Reserva de instancias	Analyze and identify the best purchasing model for computing resources to optimize the potential discount.
Proposed Storage Adjustments	Evaluate storage by ensuring that the amount of storage used by an application is adequate for effective and efficient use, identifying the most appropriate type and size based on the needs of the application and its workload, as well as recommending appropriate practices for handling and deleting unnecessary data. Aspects such as compression, de-duplication, and removal of redundant data should also be considered in order to maximize the performance and efficiency of cloud storage. This task seeks to reduce the cost of storage and, in turn, improve the performance and availability of the cloud application.
Transformation Proposals	Identification of software solutions that reduce resource usage and associated costs, without affecting system performance and availability. To do this, existing systems should be reviewed and determine if there are opportunities to improve efficiency, proposing actions such as eliminating unnecessary processes, Consolidation of automation systems or solutions. This task also involves recommending the exploration of technologies that can improve efficiency and reduce costs in the long term, such as the adoption of containers or the implementation of serverless systems, as well as solutions that save on licenses

Relationship Model **Cloud FinOps**

WORK TEAM INVOLVED

The proposed work team will be made up of an expert in Cloud Finantial Management (Cloud FinOps Manager). It will act as a single point of contact with the client and will work together with a team of expert Architects and Engineers trained in FinOps practices and in the Cloud technologies necessary for the development of the projects in which the client is involved.

RELATIONSHIP MODEL

We understand that every business has its own unique dynamics and challenges. That's why we tailor our interactions to specific customer needs:

- Cost Review Meetings and Performance Reviews: We schedule sessions to analyze financial reports, discuss current costs, and explore optimization strategies, as well as follow up on alarm. We regularly evaluate the performance of implemented strategies and make recommendations.

- Strategy Sessions: We schedule meetings dedicated to discussing strategic initiatives and assessing how they will impact cloud costs.

- Regular Operational Meetings: We maintain constant communication to address the evolution of consumption, changes in requirements and any factor that may influence costs.

Examples of custom reports

Dashboard

Trend analysis

Analysis of weekly changes

Savings Tracking
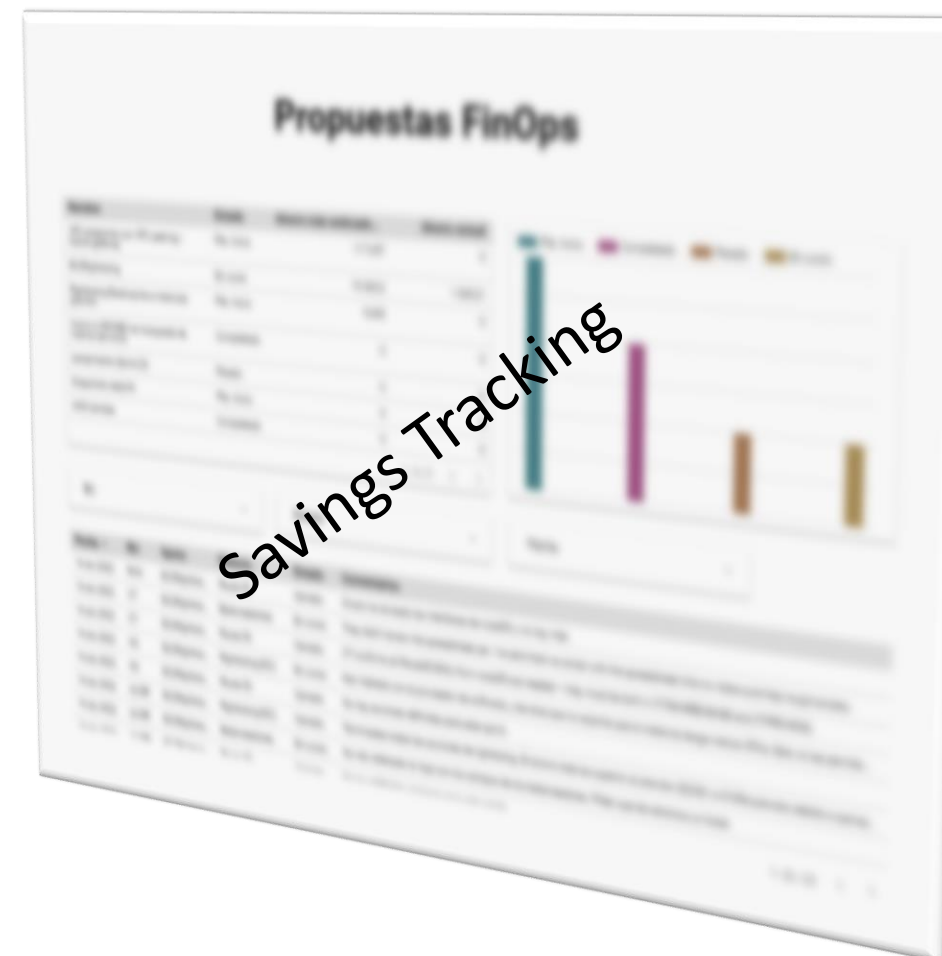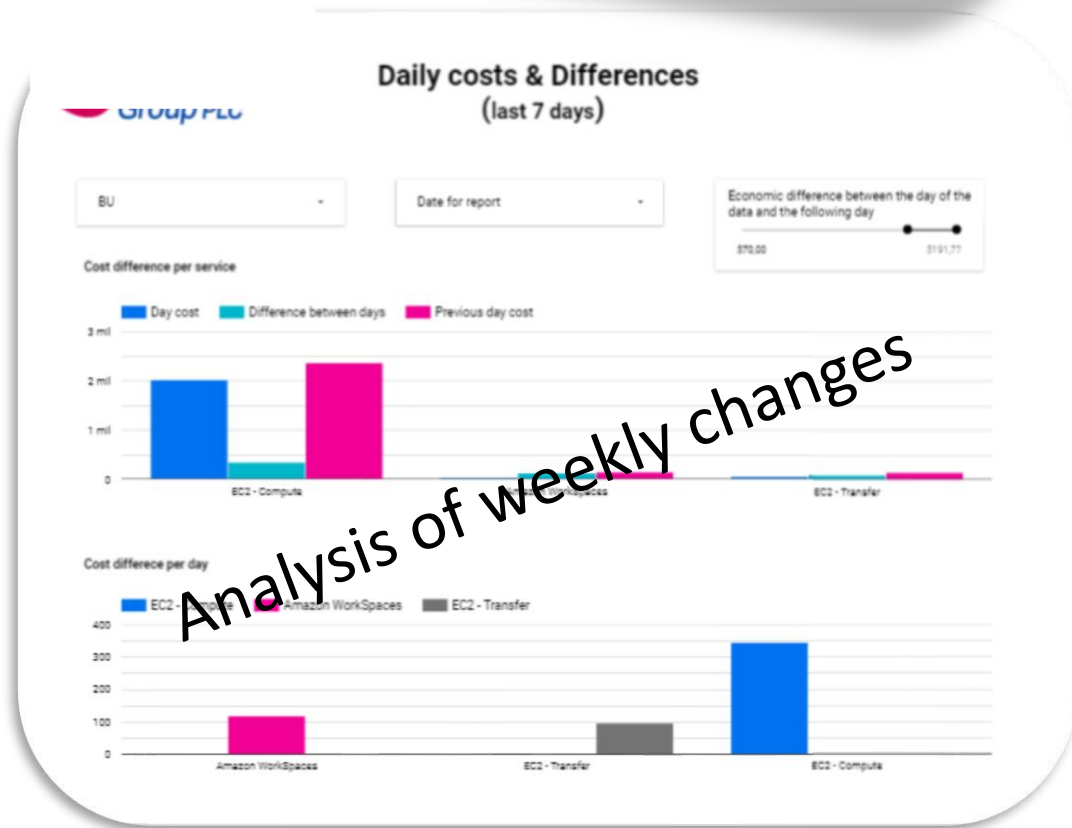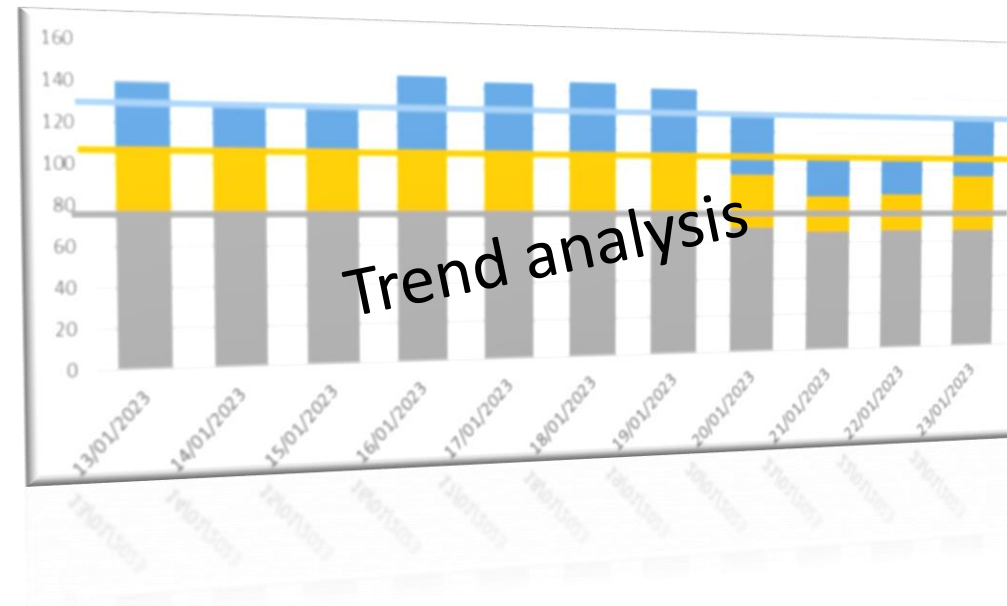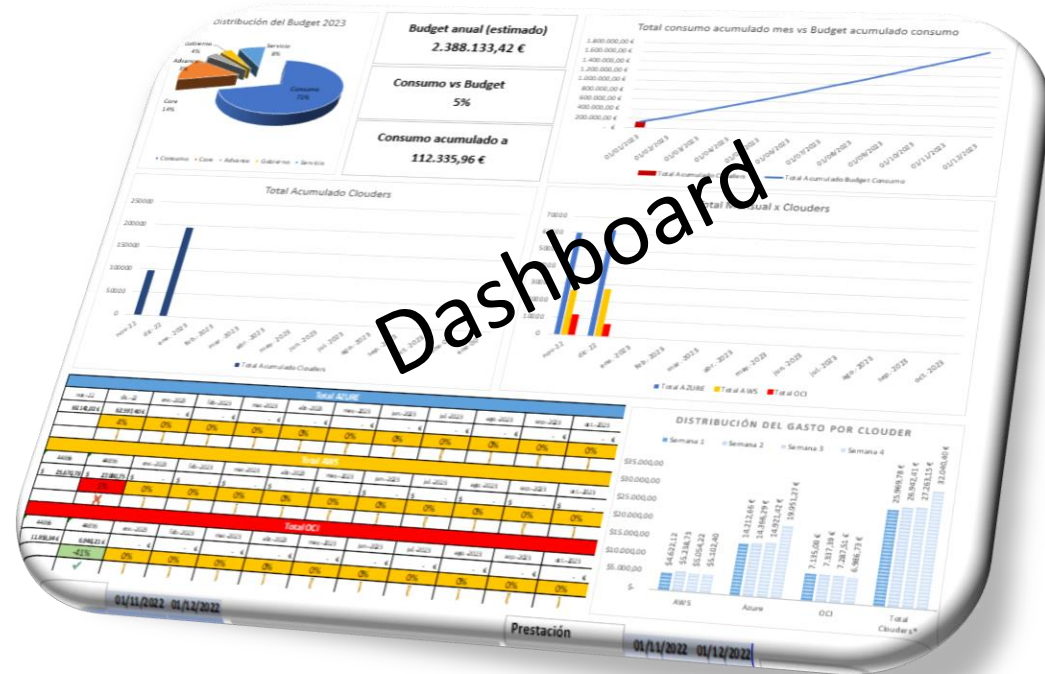
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Corporate Certificates

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