FinOps - Financial Operations as a Service

- Strategic and Tactical services for Azure Cloud Cost Management and Optimization

- To take back control of spiraling cloud spend & enforcing the reduction of cloud cost

Connected World.
Connected Experiences.

Advance Kubernetes Specialization
Windows & SQL Migration to Azure
Linux and Open Source Data Migration
Application Modernization

WHAT WE OFFER

Our portfolio of services incudes

- **Consulting / Strategy / Advisory /**
  - 2 days Workshop / 6 Weeks of Consulting
- **Rapid Reduction & Optimization** (Quick Wins)
  - 10 Weeks
- **FinOps as a Service**
  - Full Life cycle – Continuous Execution. Both owned and augmentation model
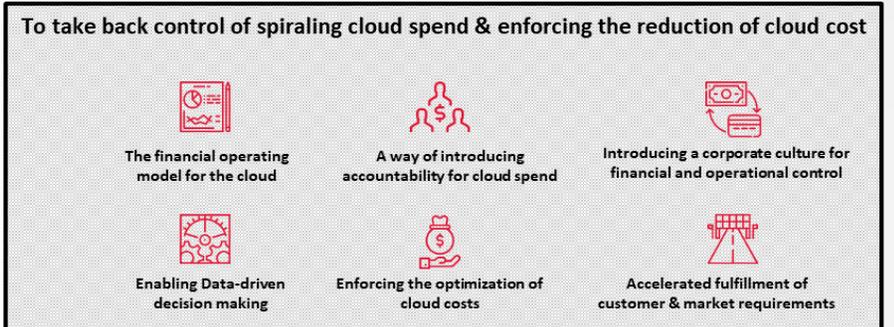
How are we addressing customer challenges?

- **Transparency**
- **Optimization**
- **Operate by Automation**
- **Policy and Standards**
- **FinOps Practices**

ABOUT TECH MAHINDRA'S FinOps as a Service.

Rated as '**Leader**' by leading analysts in the Cloud space, Tech Mahindra has successfully implemented large scale Azure transformational deals using our Agile-based Migration Delivery Methodology resulting in **3X faster business adoption**. At Tech Mahindra, we believe in a connected world and connected experiences.

FinOps. For us it is **Strategic and Tactical services** for Azure **Cloud Cost Management** and **Optimization**. To take back control of **spiraling cloud spend & enforcing the reduction of cloud cost .**
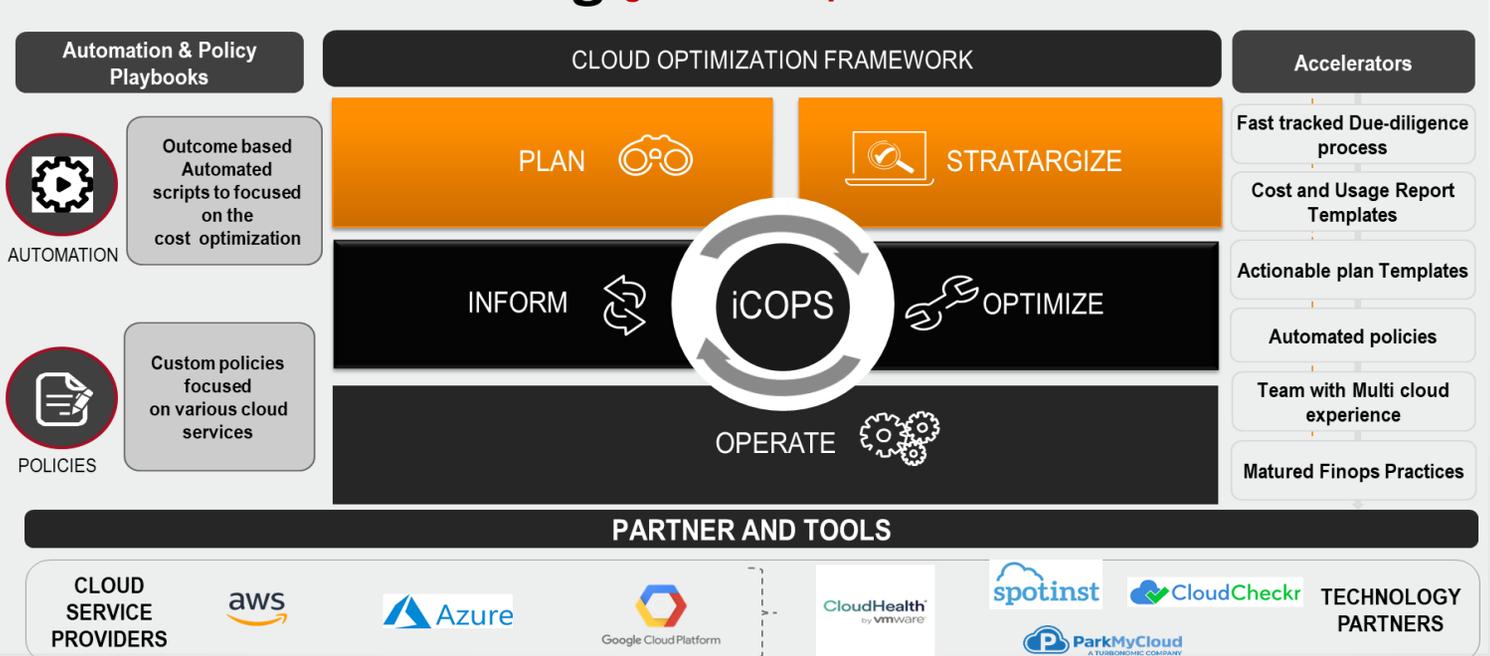
FinOps Objective :

To take back control of spiraling cloud spend & enforcing the reduction of cloud cost

The financial operating model for the cloud	A way of introducing accountability for cloud spend	Introducing a corporate culture for financial and operational control
Enabling Data-driven decision making	Enforcing the optimization of cloud costs	Accelerated fulfillment of customer & market requirements

Enabling IT to develop into a service organization that focuses on adding value to the business

Inform		Optimize		Operate	
Understand Fully Loaded Costs	Enable Real-Time Decision Making	Benchmark Performance	Optimize Usage	Optimize Rates	Align Plans to the Business

High Level – Indicative Timelines

Plan and Assess 3 Weeks	Analyze 3 Weeks	Optimize 4 Weeks	Operate BAU

TechM's Cloud Cost Management & Optimization Framework

Automation & Policy Playbooks

CLOUD OPTIMIZATION FRAMEWORK

Accelerators

AUTOMATION — Outcome based Automated scripts to focused on the cost optimization

POLICIES — Custom policies focused on various cloud services

PLAN

STRATARGIZE

INFORM

iCOPS

OPTIMIZE

OPERATE

- Fast tracked Due-diligence process
- Cost and Usage Report Templates
- Actionable plan Templates
- Automated policies
- Team with Multi cloud experience
- Matured Finops Practices

PARTNER AND TOOLS

CLOUD SERVICE PROVIDERS — aws — Azure — Google Cloud Platform

CloudHealth by vmware — spotinst — CloudCheckr — ParkMyCloud A TURBONOMIC COMPANY — TECHNOLOGY PARTNERS

TECHM ACCELERATORS TO INCREASE VELOCITY OF COST SAVINGS

1. Due- Diligence Structured Questionnaire

Detailed set of questions linked to the focal points and business objective of Client's cloud spend

2. Cost management Framework

Template for mapping as-is business process

3. Cost and Expense management

Granular reporting, Budget monitoring, Right size report, RI planning. Reserved capacity management
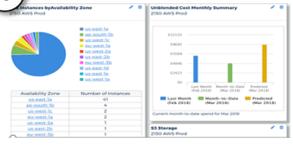
4. Utilization & Performance report

Under-Utilized Instances
Auto Scaling Groups Not Utilized
Excessive Log Files
Failed Activities in RDS Events

5. Custom dashboards

Discounted Cost Dashboard - Services wise cost with TechM Discounts applied

6. Resource utilization Report

Resource Dashboards and Mapping, Historic Utilization Analytics ,Continuous Resource Utilization Monitoring

7. Optimize and Operate
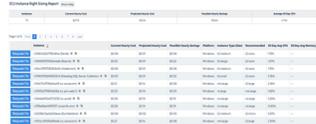
RI Recommendations, Multiple buying scenarios, ROI ,Up front cost ,Potential savings, Instance Right sizing

8. Implementation plan on Cost savings

End to End ownership in implementing the cost savings opportunities following ITSM standards including co-ordination with Client's internal teams

INDICATIVE – TIMELINES AND ACTIVITIES

Biz Stakeholders	FinOps as a Service – Timelines and Activities				TechM Team
	Plan & Assess	**Analyze**	**Optimize**	**Operate**	
FINANCE **ENGINEERING/ APP DEV** **INFRASTRUCTURE & OPERATIONS** **ENTERPRISE ARCHITECTURE**	• Establish program objectives and interview stakeholders • Understanding current cloud consumption • on the environment • Review current cloud vendor contracts • Review tools setup • Review cloud roadmap, migration plans and timelines of all cloud initiatives	• Determine and Enforcing Tagging Strategy • Determine allocation strategy • Metrics to track • Define cloud ownership on cost and usage • Alerts and thresholds • Visibility and accountability on cost ownership • Define Custom reports and dashboards for 100% transparency	• Actionable Insights • Eliminate wastes • Right sizing / Capacity Management • Identify new instance types • Identify discounts nearing expiration • leverage Variably Priced Instances • Seek new Storage Tiers • Identify Anomalies • Establish automation to identify thresholds and trigger actionable insights on alerts like auto shutdown etc	• Monitor Provider Pricing per account • Continuous reservations management • Continuous cost optimization • Evolve Budget Accountability • Regular cadence with account owners Finance, IT and the Business alignment • Define operational KPI's and thresholds • Ongoing real-time analysis and exec governance forums	**Project Manager** **FinOps Practitioner** **Cloud Architect**
Timelines	**3 Weeks**	**3 Weeks**	**4 Weeks**	**BAU**	

Be future-ready

Continuous innovation from Microsoft supports your development today, and your product visions for tomorrow. With 1,000+ new capabilities in the past year, you can build on the latest advancements in AI, blockchain, Kubernetes, containers, and databases to keep you ahead of the curve.

Our enterprise grade analytics solution outperforms the competition, costs less, and is fully compatible with your existing development, BI, and data-science tools.

Operate hybrid seamlessly

On-premises, in the cloud, and at the edge—we'll meet you where you are. Integrate and manage your environments with tools and services designed for hybrid cloud.

Enhance security, simplify access, and set smart policies across your different environments with a single-identity platform trusted by 90% of enterprises globally.

Build on your terms

You have choices. With a commitment to open source and support for all languages and frameworks, build and deploy how you want to. Take advantage of the full-featured, integrated development environments with built-in support Visual Studio and Visual Studio Code, the most popular IDEs trusted by 15M+ developers.

We embrace open source, drive innovation through collaboration, and contribute back to the community.

Trust your cloud

Get security from the ground up, backed by a team of experts, and proactive compliance trusted by enterprises, governments, and startups.

With a $1B+ investment in security R&D and 3,500 cybersecurity experts, security is foundational for Azure.

See what Customers are saying

"Prudential Thailand, has recently proven that by combining the power of their partnership with Tech Mahindra, the acceleration of their cloud capabilities and the strategic know-how and support of their Prudential regional counterparts, they have not only closed the gap created by InsureTech but very well on their way of becoming a disruptor themselves".

"

Jennifer Villalobos - Chief Digital and Technology Officer Prudential Life Assurance (Thailand) PCL

Microsoft Azure

Microsoft Azure is an ever-expanding set of cloud computing services to help your organization meet its business challenges. With Azure, your business or organization has the freedom to build, manage, and deploy applications on a massive, global network using your preferred tools and frameworks.

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