

Bronze Sponsor



Cloudability and Apptio A Unified Approach to Cloud Cost Optimization

Your Guides:
Daniel Cunningham and Josh Roberto

Part I: Introduction

Introductions

- Take 5 Minutes
- Turn to a Person Near You
- Introduce Yourself
- Business Cards

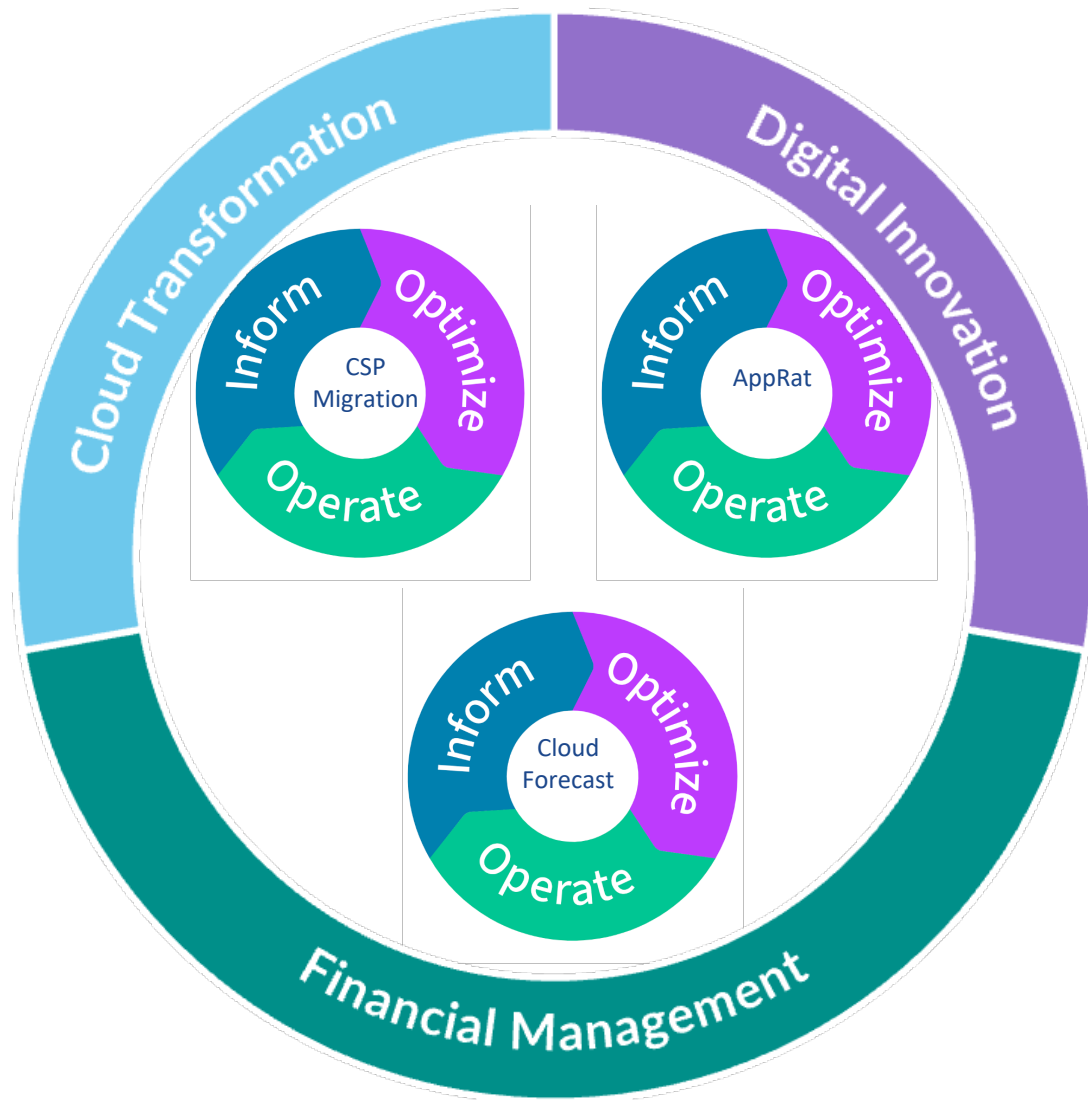
Agenda

- Introduction
- FinOps & TBM Together
- Cloudability + Cost Transparency
- Data Integration
- Use Cases Enabled

Part II: FinOps and TBM Together



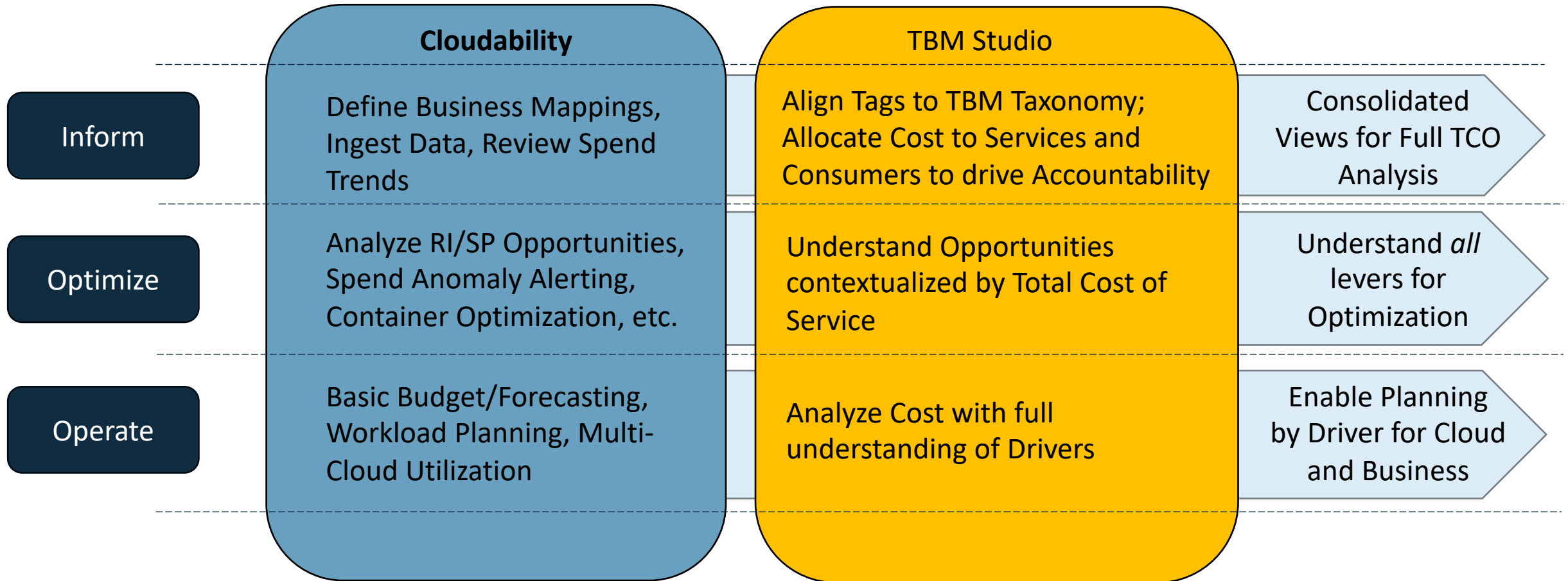
FinOps + TBM Together



- FinOps guides operational heart of Cloud Practices in support of TBM goals
- Each phase of TBM can engage the FinOps Cycle independently
 - Inform -> Assure Data Quality
 - Optimize -> Understand Utilization and Opportunities for Refinement
 - Operate -> Align People to enact the adjustments

From *Use Case* to *Use*

7



Discussion Point

- What does “FinOps” look like at your Organization today?
- How does your Finance organization approach planning for Cloud Spend?

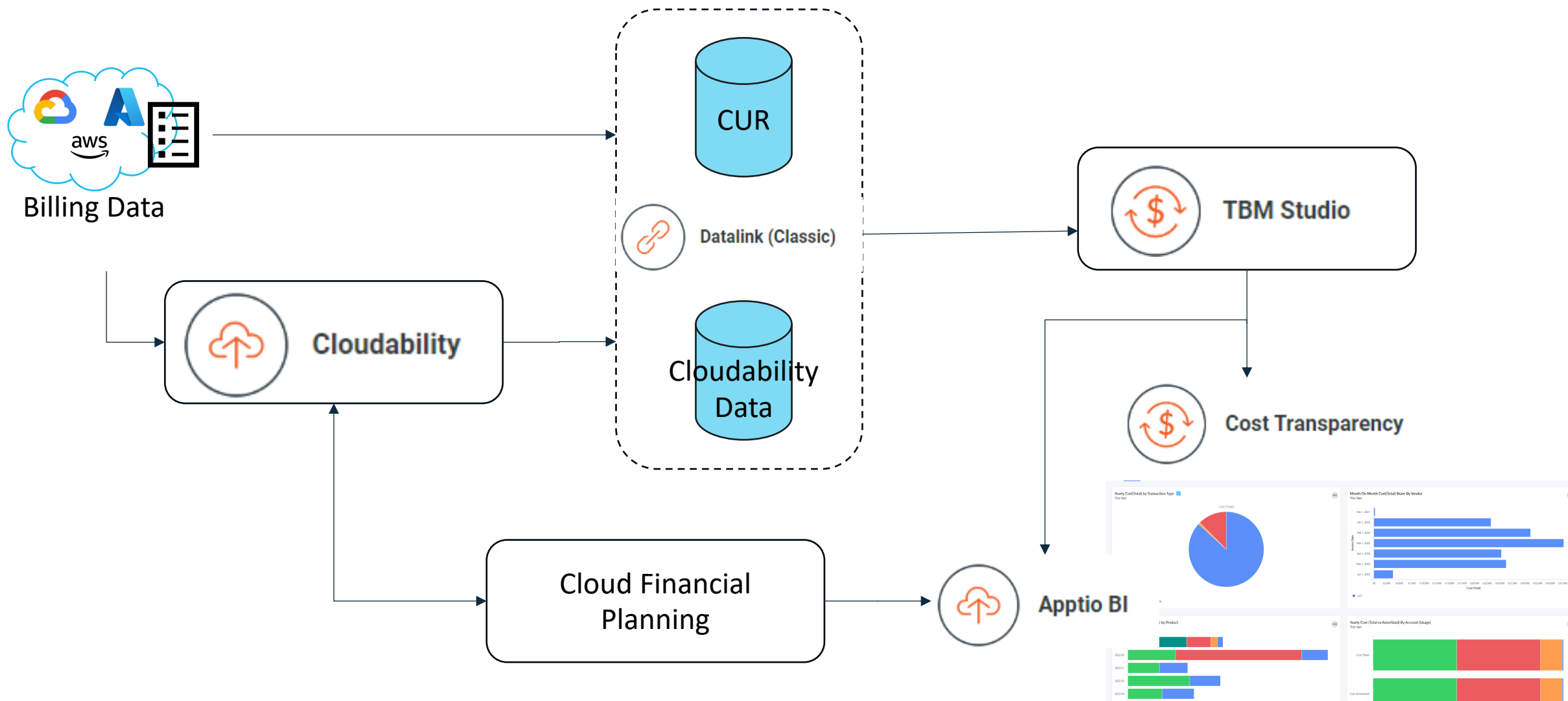


Example Use Cases Enabled

All the below drive iterative conversations - Monthly or Quarterly meetings with stakeholders **required** to reach outcomes.

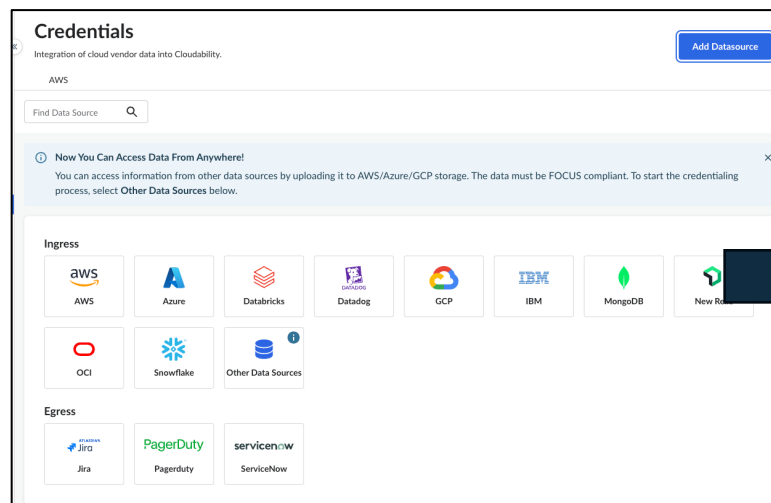
Theme	Use Case	Tool	Outcome
Actions Enabled	Resource Utilization and Rightsizing	Cloudability	Assess the utilization of your infrastructure footprint to make informed decision based on instance type/class, footprint
Strategy / Action	RI / Savings Plan / Spot Determination	Cloudability	Understand your cost basis based on payment type. Assess the scale and applicability of RI/SP as a means to renegotiate contracts or move to convertible RIs
Data Transparency / Strategy	Cost Allocation	Cloudability + TBM Studio	Leverage a meaningful tag strategy to associate cost back to the appropriate consumers. Moreover, drive alignment back to IT Resources (TBM) to inform benchmarking. TBM Studio allows for simple-to-complex allocations strategies to be defined and implemented in a straightforward manner.
Action	Anomaly Detection	Cloudability + Turbo	Manage observed unexpected cost overrun and quickly scaled down resources via <u>Turbonomic's</u> quick action dashboard. Alternatively, we can leverage internal communication to identify remove spend associated to erroneous usage.
Action	Resource Downscaling / Upscaling	Cloudability + Turbo	Ties back to the First line item, but leveraging Turbo allows for automation of the issue.
Strategy	Cloud Forecast / Budget	Cloud Financial Planning	Reliable forecasts based on fixed asset purchasing with an attributable breakdown of variable spend.
Action	Infra Waste Management	Cloudability + Turbo Cloudability + <u>Kubecost</u>	In a dispersed architecture such as <u>kubernetes</u> , there are instances in which resources are underutilized. Which can cause unnecessary cost incursion for resources.

Data Integration Model

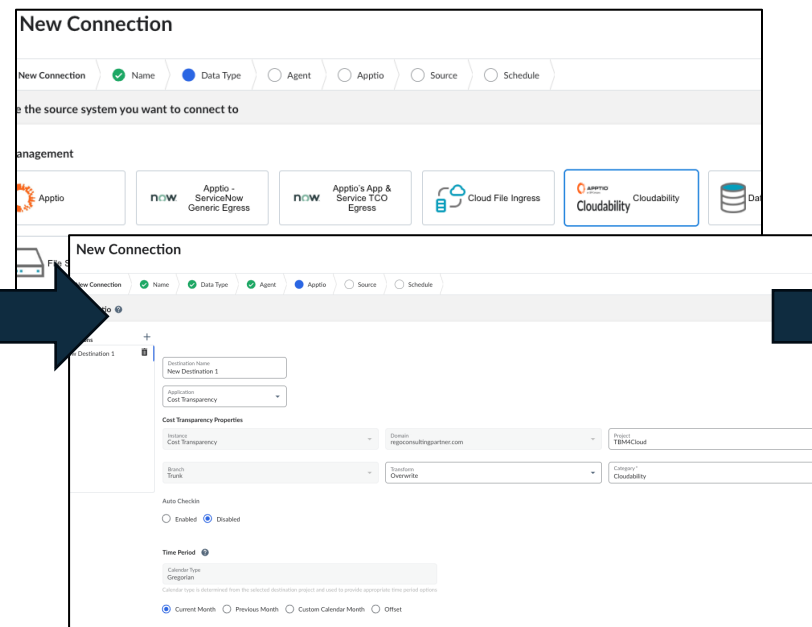


Setting up Data Transfer

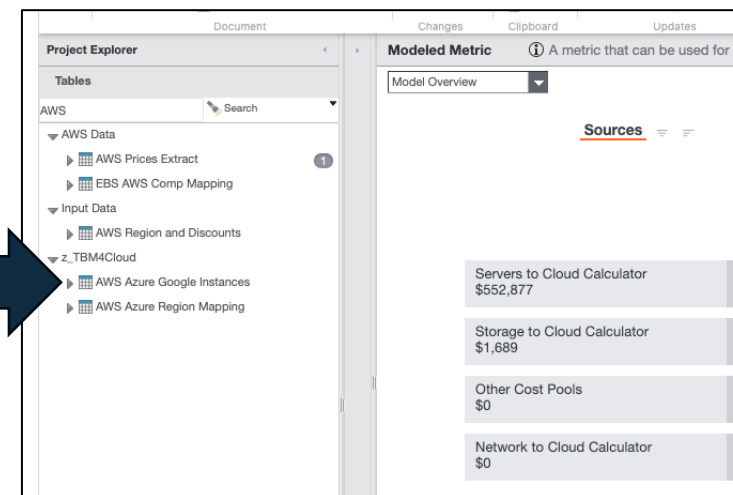
CSP Credentialling



Data Link Configuration



Data in TBM Studio



Required to Extract (varies by provider):

- ✓ CSP Account Information and permissions for access
- ✓ Billing Data Storage Path
- ✓ Relevant Mappings and Tags

Required to Transform:

- ✓ Active CT Project
- ✓ Set period (in arrears or current month based on use-case)
- ✓ Set timing of DL operation

Enable Use Cases:

- ✓ Clean Data and back Cloud Invoice Metric, or custom Metric
- ✓ Build Model Step and Reporting

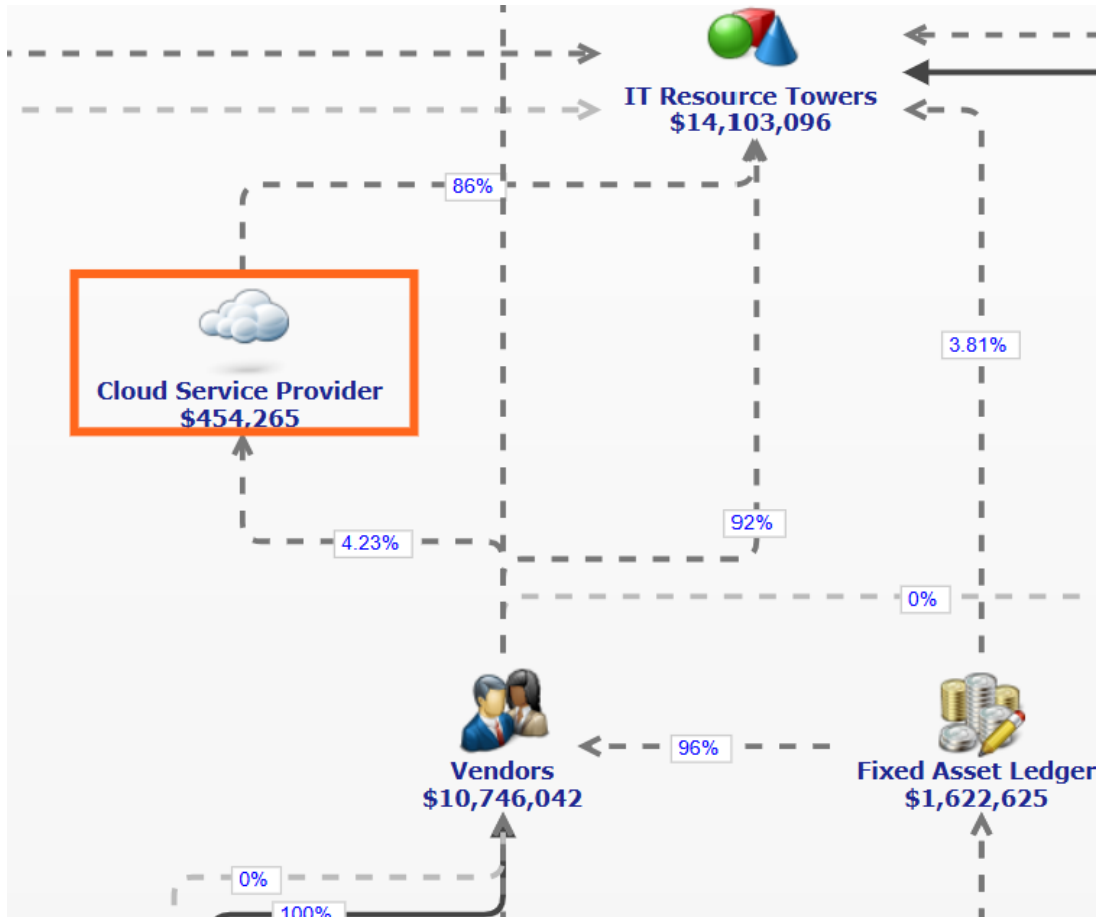
Discussion Point

- How is Cloud Cost Ownership assigned at your organization?
- Does spend sit within Cloud Ops, Finance, and/or other?
- What kind of Reporting is most requested of your FinOps/TBM Team?



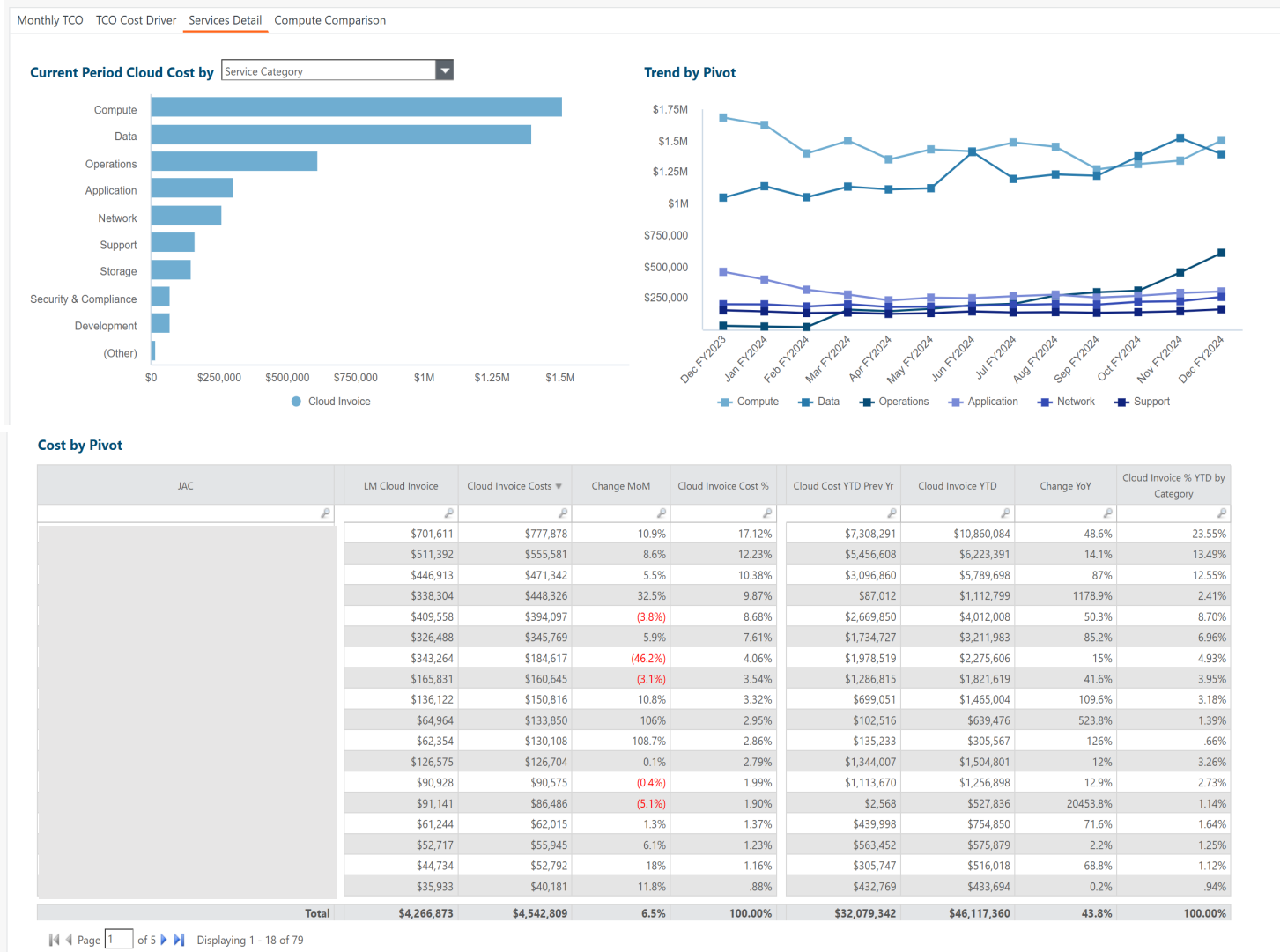
Cloud Data + ATUM

Example of General Application:



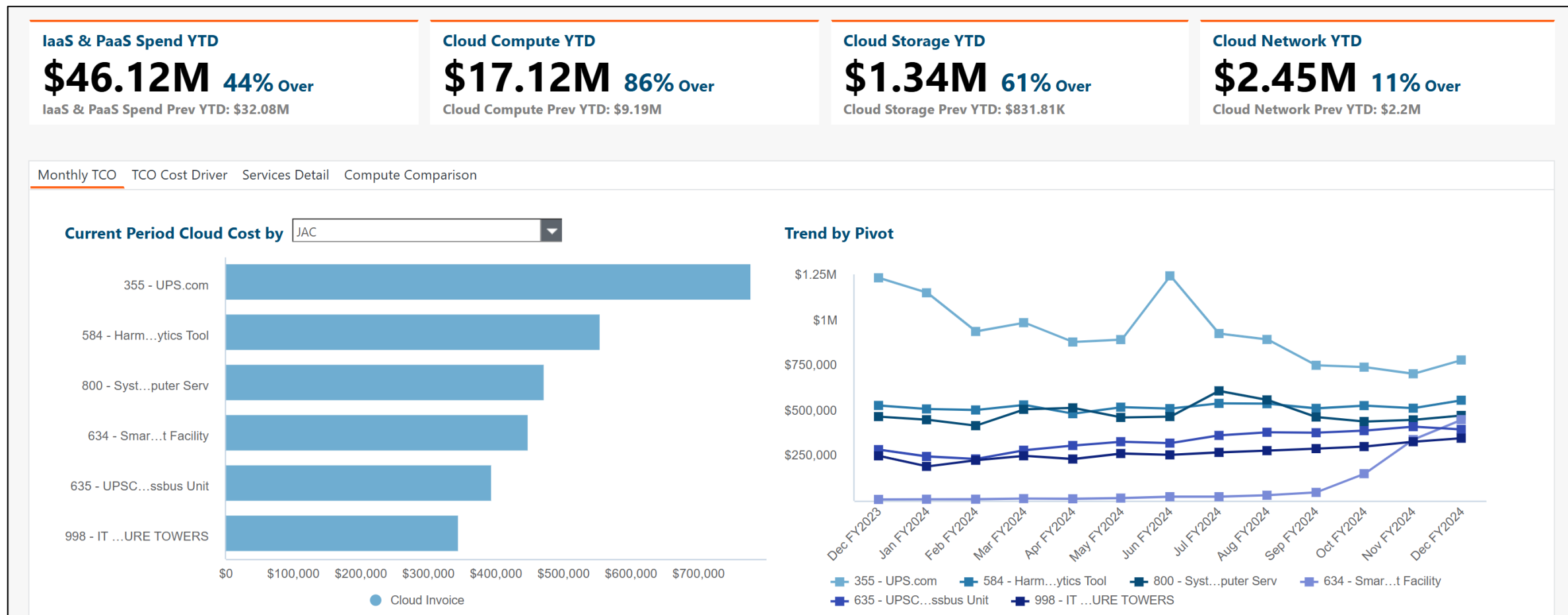
- Highlights Cloud Spend with the ability to efficiently analyze by Vendor and Tower
- Contributes to total benchmarkable Compute, Storage, etc., spend.
- Applicable to Cost as well OOTB Cloud Specific Metrics

TBM and Cloud Reporting



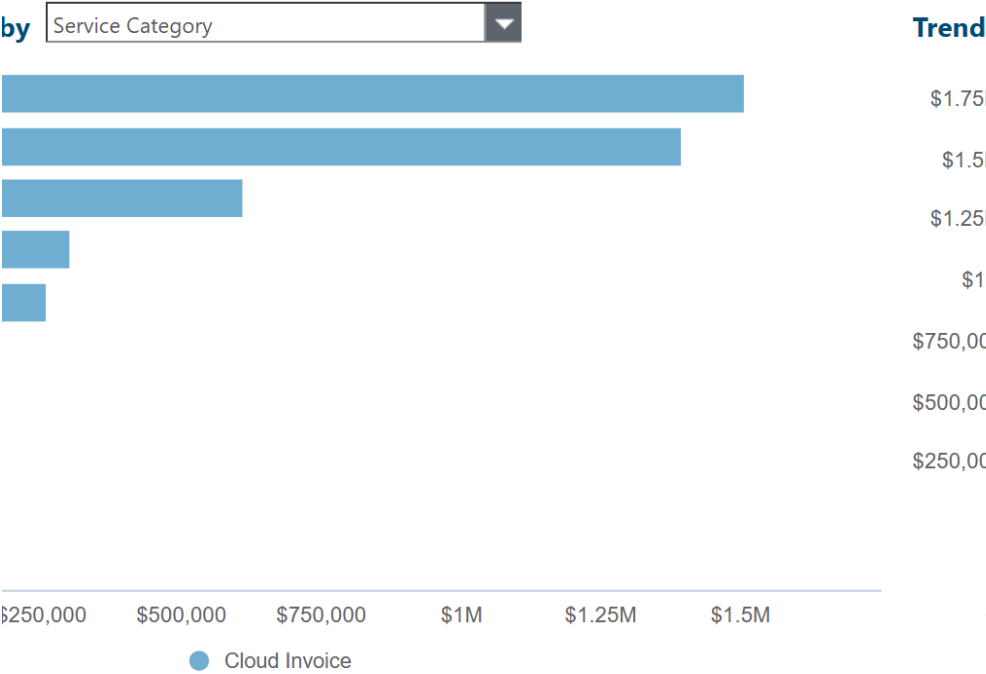
- Single pane Cloud Cost reporting contextualized by TBM
- Reporting directly enabled by populating Cloud Service Master Data Tables

Cloud Invoice Metric and OOTB Reporting



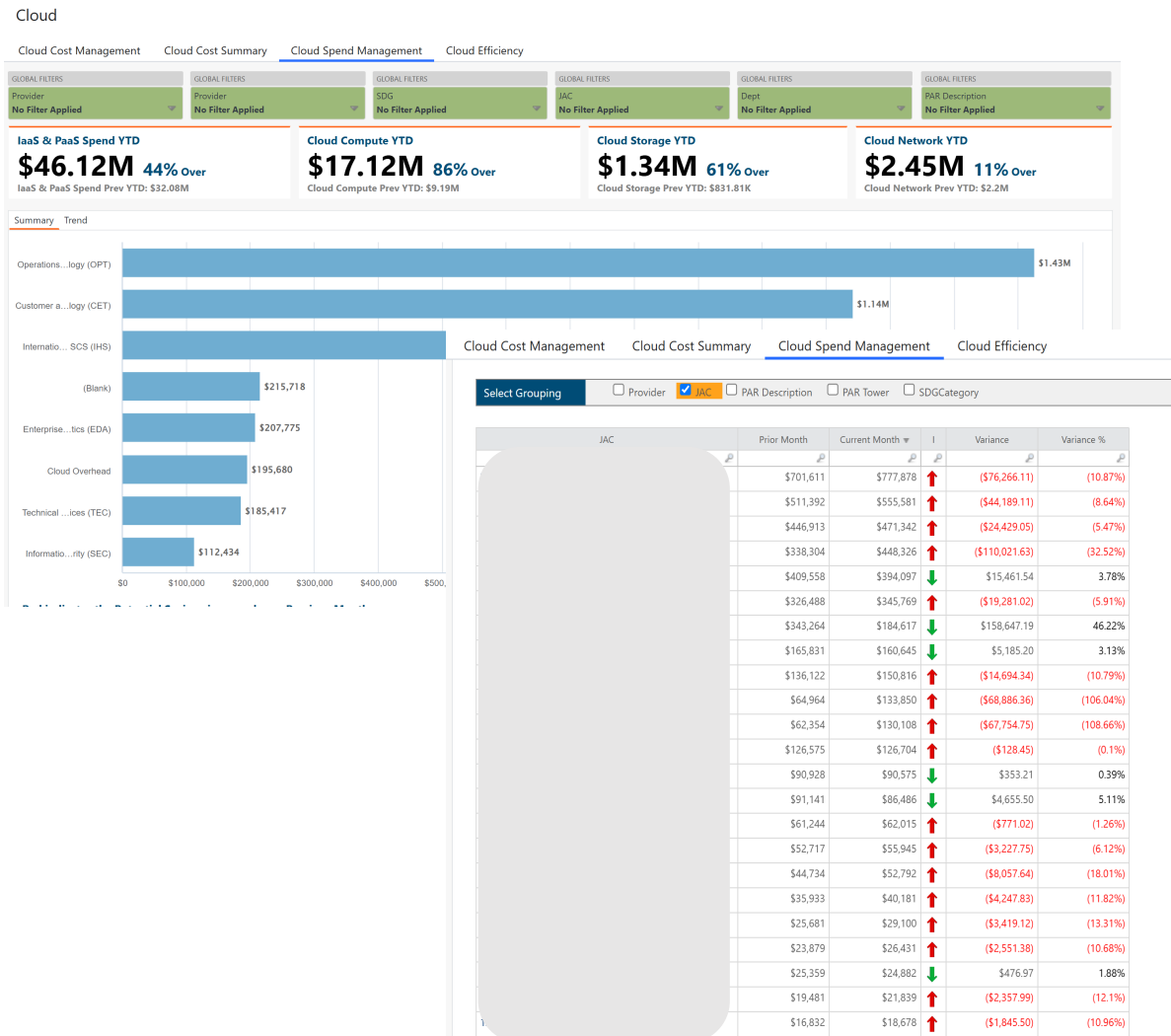
Associating data to the Cloud Invoice Model populates the OOTB Public Cloud reports with no additional effort required.

Services Detail Compute Comparison



Cloud Invoice	Cloud Invoice Costs ▼	Change MoM	Cloud Invoice Cost %	Cloud Cost YTD Prev Yr	Cloud Invoice
\$701,611	\$777,878	10.9%	17.12%	\$7,308,291	\$10
\$511,392	\$555,581	8.6%	12.23%	\$5,456,608	\$6
\$446,913	\$471,342	5.5%	10.38%	\$3,096,860	\$5
\$338,304	\$448,326	32.5%	9.87%	\$87,012	\$1
\$409,558	\$394,097	(3.8%)	8.68%	\$2,669,850	\$4
\$326,488	\$345,769	5.9%	7.61%	\$1,734,727	\$3
\$343,264	\$184,617	(46.2%)	4.06%	\$1,978,519	\$2
\$165,831	\$160,645	(3.1%)	3.54%	\$1,286,815	\$1
\$136,122	\$150,816	10.8%	3.32%	\$699,051	\$1
\$64,964	\$133,850	106%	2.95%	\$102,516	:
\$62,354	\$130,108	108.7%	2.86%	\$135,233	:
\$126,575	\$126,704	0.1%	2.79%	\$1,344,007	\$1
\$90,928	\$90,575	(0.4%)	1.99%	\$1,113,670	\$1
\$91,141	\$86,486	(5.1%)	1.90%	\$2,568	:
\$61,244	\$62,015	1.3%	1.37%	\$439,998	:
\$52,717	\$55,945	6.1%	1.23%	\$563,452	:
\$44,734	\$52,792	18%	1.16%	\$305,747	:
\$35,933	\$40,181	11.8%	.88%	\$432,769	:
\$4,266,873	\$4,542,809	6.5%	100.00%	\$32,079,342	\$46,

Cloud Spend Management



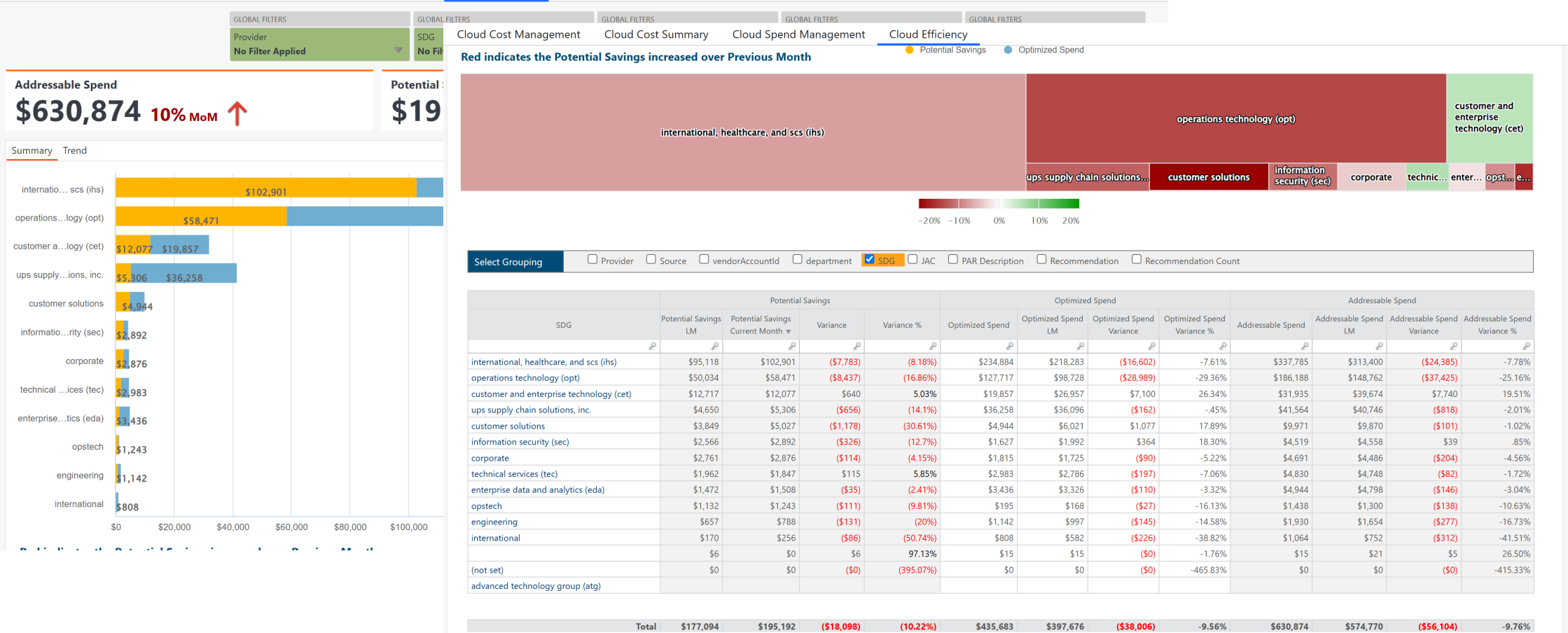
- Drill into Cloud Spend based on Tags or Mappings defined in your CSP, Cloudability, or TBM Taxonomy
- Associate reporting back to the respective owner and drive accountability

Cloud Efficiency

Optimize your Cloud Footprint in terms of TCO.

Cloud

Cloud Cost Management Cloud Cost Summary Cloud Spend Management Cloud Efficiency



Red indicates the Potential Savings increased over Previous Month

Potential Savings

Optimized Spend

international, healthcare, and scs (lhs)

operations technology (opt)

customer and enterprise technology (cet)

ups supply chain solutions, inc.

customer solutions

information security (sec)

corporate

technical services (tec)

enterprise data and analytics (eda)

opstech

engineering

international

-20%

-10%

0%

10%

20%

Select Grouping

☐ Provider

☐ Source

☐ vendorAccountId

☐ department

☒ SDG

☐ JAC

☐ PAR Description

☐ Recommendation

☐ Recommendation Count

Discussion Point

- Where do you see the most opportunity for improvement in relaying Cloud's contribution to TCO within your organization?



Questions?



Surveys

Please take a few moments to fill out the class survey.
Your feedback is extremely important for future events.



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- Course **Description**
- Date Started = **Today's Date**
- Date Completed = **Today's Date**
- Hours Completed = **1 PDU per hour of class time**
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Let us know how we can improve!
Don't forget to fill out the class survey.



Phone

888.813.0444



Email

info@regoconsulting.com



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