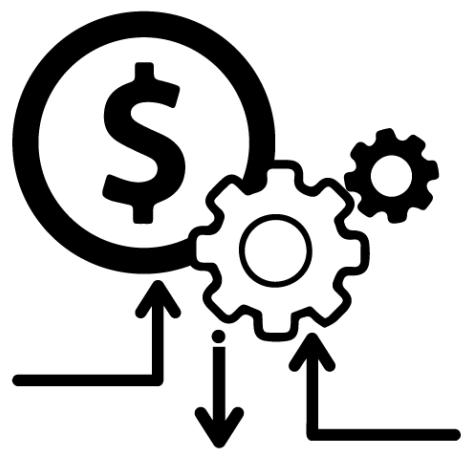


Solution Brief: **FinOps** Accelerator

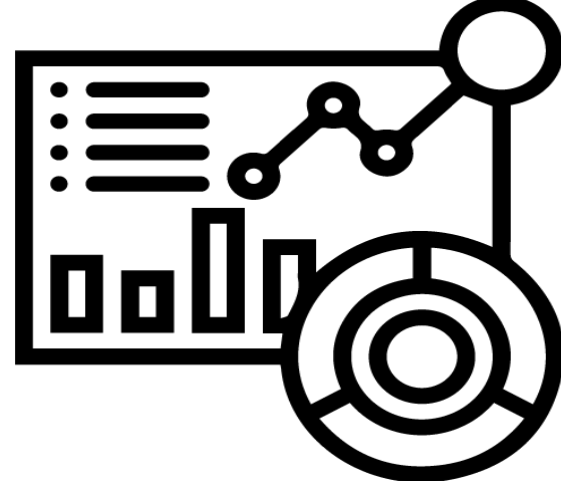


Cloud is critical to every business but is a fundamentally different consumption model...



Decentralized

Engineers siloed from Finance (and Procurement) are empowered to commit the company to spend



Variable

Variable cloud spend replacing data center/fixed cost spend



Scalable

Instant access to resources enables innovation but often results in overprovisioning

FinOps is an evolving cloud financial management discipline & practice that:



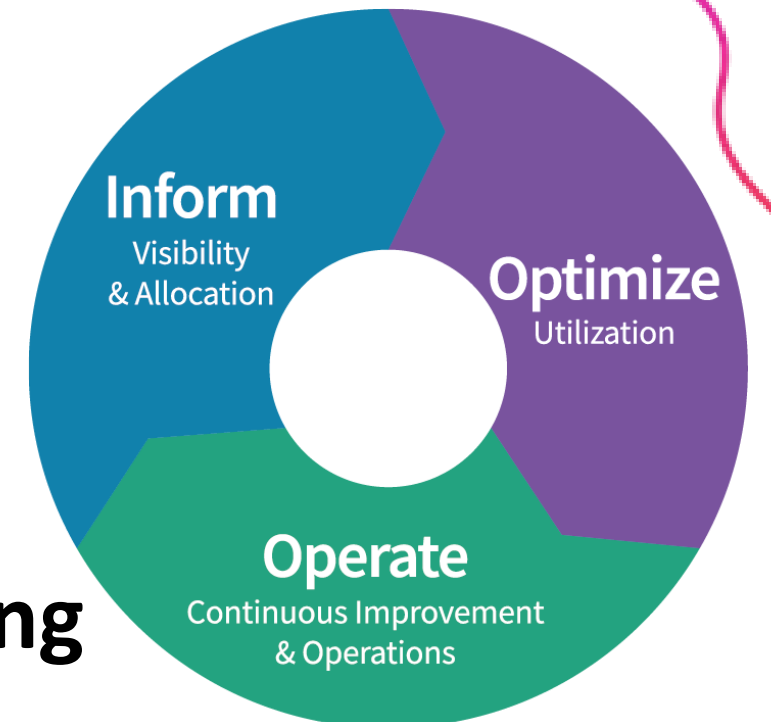
Enables organizations to get maximum business value



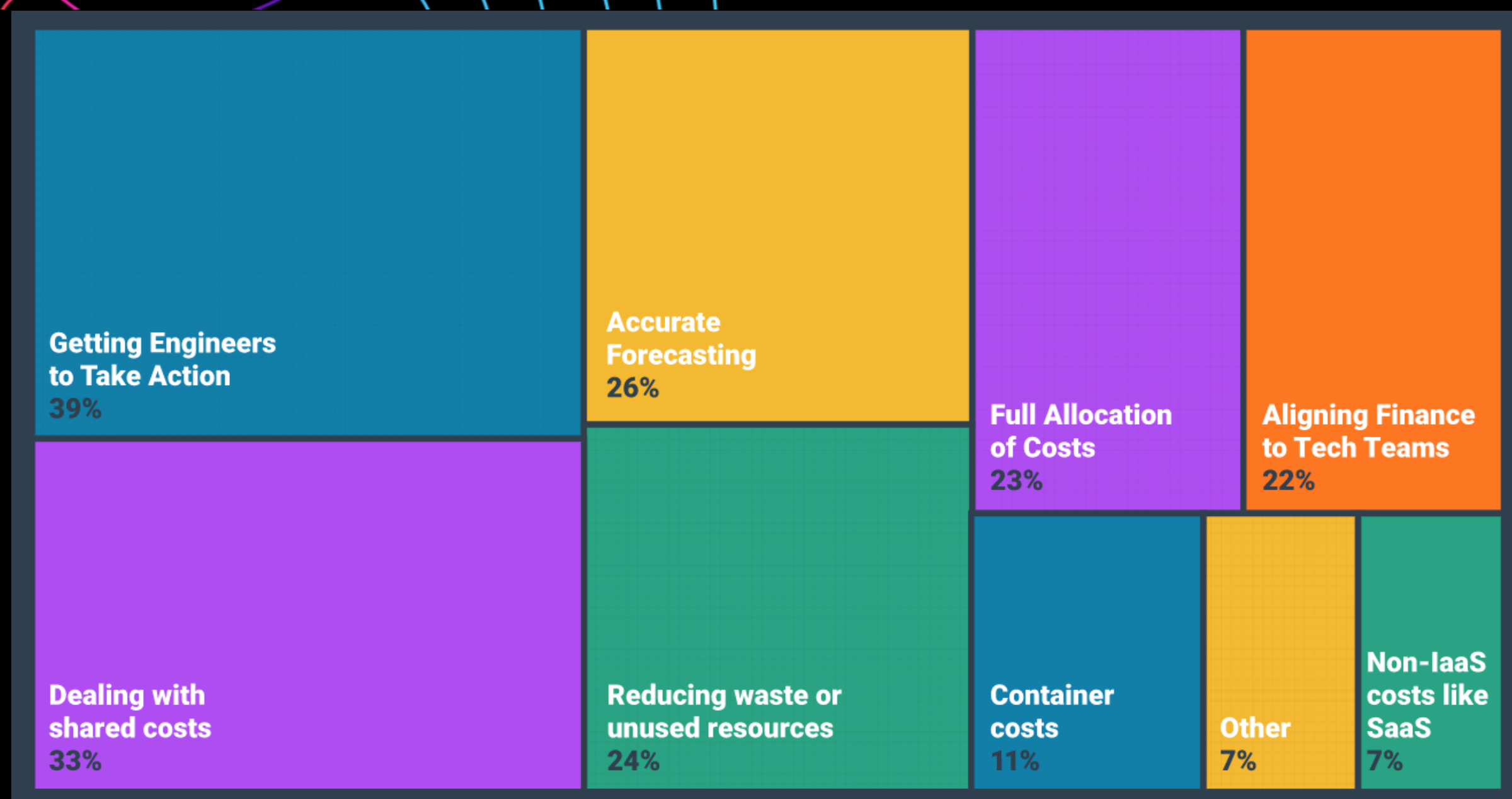
by helping technology, finance and business teams



to collaborate on data-driven spending decisions

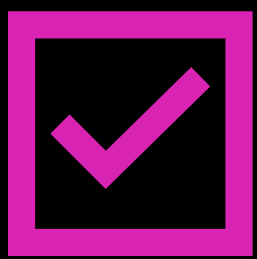


Top Challenges Businesses Face with **FinOps**

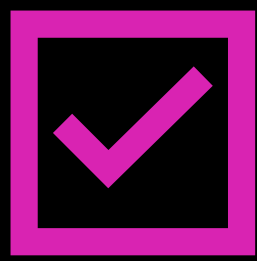


Report from Data.FinOps.Org 2021

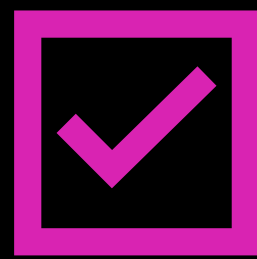
EPLEXITY's **FinOps** Accelerator Program Will Help you



A proper, in-depth analysis of your bill, tooling and your process for managing AWS costs



Recommendations to optimize costs that speak to how your business and underlying AWS work



Actionable next steps for your team to discuss and your engineers or our consultants to implement

Next Steps

Start your FinOps journey and start saving. Schedule a review with a FinOps Specialist.

We have accelerated our clients FinOps journey saving them time and money...



\$276,000 In Annual Savings



\$336,000 In Annual Savings



\$1,800,000 In Annual Savings

Solution Brief: Scope of Services



Scope

Cloud FinOps Accelerator – Eplexity to conduct a discovery and assessment of customer’s current cloud usage and Financial Operations (FinOps) processes and procedures. This assessment precedes and shapes the potential next phase for reducing costs associated to the customer’s current cloud usage and implementing a FinOps cultural best-practice.

Expected Outcomes

- Understanding of customer’s business objectives, key priorities, and cloud usage challenges
- A documented report detailing all findings, with recommendations towards reducing customers’ cloud costs and implementation of a new Cloud FinOps Model
- Proposed scope, investment, delivery team, and schedule to reduce customer’s current cloud costs and implementation of a new Cloud FinOps Model, aligned to customer’s business and technical objectives
- Customer leadership alignment on relevant business strategy drivers, the FinOps strategy, current state, and the required tactical work

Desired Attendees

- Executive sponsor
- Cloud program manager or executive
- CEO
- CTO or Chief Architect
- CIO
- CFO / Finance lead
- Managing director
- Escalation or incident manager
- Business unit owners
- Security leader
- Network leader
- App development leader
- Infrastructure leader
- Operations leader

Delivery Approach

- ✓ Step 1. Eplexity to send out pre-requisites, including instructions on granting Eplexity the required access to perform the Cloud FinOps Assessment (1-2 days in advance of workshops)
- ✓ Step 2. Eplexity to lead workshops with customer engineering teams or individuals to review the following (1-2 weeks):
 - Account structure, including any guardrails applied to existing or new accounts
 - Infrastructure supporting all customer applications
 - Application technical and business requirements
 - Processes and procedures for deploying new resources
 - Processes and procedures for decommissioning of resources
 - Change or modifications approval and implementation processes
 - Application criticality and available maintenance windows for changes
- ✓ Step 3. Eplexity to perform in-depth technical review of cloud costs, associated resources, usage, initial cost savings analysis and areas of improvement aligned with Eplexity’s Cloud FinOps Framework (1-2 weeks)
- ✓ Step 4. Eplexity to present Cloud FinOps Assessment readout to customer with recommendations on post-assessment cost savings and FinOps improvements, and provide a Statement of Work (SOW) for implementation and on-going Cloud FinOps management (1-2 hours)

Project Management

- Phase-0. Work Initiation. Eplexity project setup (file storage, resourcing, project planning. Gather “Suggested Prerequisites” (see below).
- Phase-1. Kickoff. Project team introductions, scope review, timeline review, communication cadence, initial assessment and questions, setup discovery sessions. Process Milestone #1 invoice
- Phase-2. Discovery and Design. Scheduling and executing meetings and workshops. Capture topics, feedback, and action items. Distribute regular status updates.
- Phase-3. Presentation of recommendations. Capture customer feedback and schedule a final review when necessary. Process Milestone #2 invoice.
- Phase-4. Completion. Acquire customer approval of deliverables. Process final milestone invoicing. Conduct a Continual Improvement project review. Close the project.

Suggested Prerequisites

- Customer should provide Eplexity with any relevant diagrams, applications, infrastructure and network summaries, and documentation two business days before the workshops
- Customer should involve the relevant members of its internal teams, including security, IT infrastructure, development, service delivery, finance and application owners from lines of business, as needed
- Customer should grant Eplexity read-only access to all accounts prior to workshops
- Customer’s executive sponsor should plan to attend all meetings