



PAIAN IT SOLUTIONS GMBH

PASOS

The Paian way
of getting what
you really need.

PASOS



PAIAN AZURE SPEND OPTIMIZATION SERVICE





155 Compute instance sizes

36 Regions

3 Purchase options

Regional replications

Availability zones

Storage location and performance

Linux and Windows OS





Complexity

- 01 More than 65.000 Azure options**
- 02 Complex Azure costs**
- 03 Demand & utilization of resources / rightsizing**
- 04 Old systems (old snapshots, unused resources, redundancies, overlaps ...)**
- 05 Actual times-of-use / net requirement**
- 06 Et cetera ...**

Companies today have to budget, buy and consume differently, but usually do not have the skills, tools or processes to do so effectively.





Reference

- 01 Minimize cost overruns by first understanding Azure costs**
- 02 Avoid under- or overarchitecting**
- 03 Capture requirements related to workload availability, performance and functionality**
- 04 Internally in a team that is equipped with the right cloud service expense management experiences who can automate the turning off of resources when not in use and regularly rightsize instances**
- 05 Monitor consumption – which starts with tagging**
- 06 Maximize savings and free up support personnel by evaluating options beyond basic IaaS**












PASOS

Consumption
Monitoring
with PASOS












-  **ELIMINATE**
-  SIMPLIFY
-  UTILIZE
-  STANDARDIZE
-  CENTRALIZE
-  AUTOMATE
-  RENEGOTIATE

Fundamentally eliminate cost from cost pool












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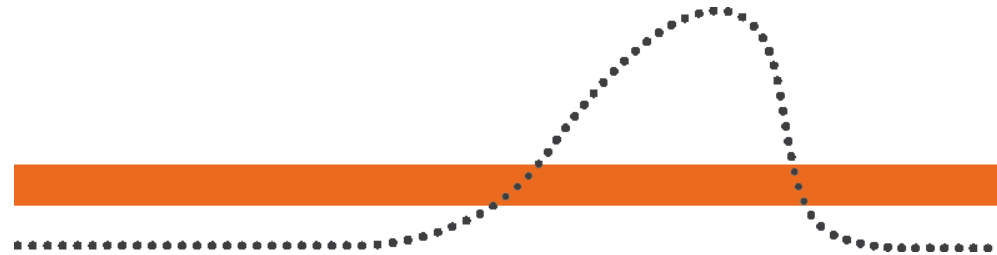
Remove all duplicates and redundancies; Combine process execution tasks












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Maximized asset utilization; Average out workload across assets / load balance












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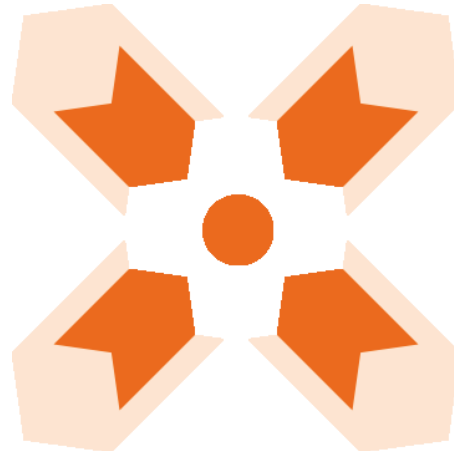
Avoid variability of workload / activities; Identify common performance attributes












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Seek economies of scale; Leverage highly skilled resources












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Eliminate manual and cumbersome procedures; Visualization/ Sharing of knowledge and know-how





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-  AUTOMATE
-  **RENEGOTIATE**

Rebalance portfolio between buyer, sellers and source; Competitively bid product /service or minimize increase





Tools // Service

01 Cloud scan and monitor software is great for measuring but not for a strategically spend management

Tool provides only a snapshot of the current situation • No service peaks and other business dependencies are included • Overarching analysis but without any explanation towards cost elimination or efficiency • Your business strategy can't be taken into account

02 Paian Services

Paian shows cost breakdown and gives detailed insights of which costs belong to which business unit and provide industry proofed guidance and consulting on a strategically base





PASOS

Advantage of
Services and
Consulting





The Paian way

01 Paian looks at usage patterns and sums up the right recommendation for

- . Service stack and dimension
- . Purchase option
- . Potential working hours
- . etc.

02 Looks beyond the pure service and works as an integrated partner that wins with you. Very much like a company within the company.





The Paian way

- 03 We plan for Azure cost optimization to be an ongoing process**
- 04 Support to consider purchase commitments, where predictable**
- 05 Evaluate options before adding new workloads**
- 06 Determine an initial baseline, then constantly monitor and rightsize your IaaS environment**
- 07 Institute management and prevention of orphaned resources and overdelivery**
- 08 Establish tools for cost and usage reporting**
- 09 Optimize your network**



Let's do it successful together.



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