

Service Offering 2.0

Azure 3D assessment – Governance - Security - FinOps in 3 days

Jan Claes

+32 3 543 75 00 – xylos@xylos.com

Noorderlaan 139, BE-2030 Antwerpen

Inspired by technology, atypical by nature.



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1 Common information

1.1 Title

Azure **3D** assessment – **Governance** - Security - FinOps in 3 days

Commented [CS1]: 3 dimension in 3 days !

Commented [CS2]: Waarom geen split van de 3?

1.2 Summary

We offer three distinct assessments:

- **Azure Governance:** Utilizing the Azure Well-Architected Framework to ensure a robust and efficient cloud infrastructure
- **Azure Security:** Implementing a Zero Trust Architecture to fortify your digital assets and enhance cybersecurity measures for comprehensive protection
- **FinOps:** Crafting a Cost-Optimized Tenant to maximize efficiency and financial benefits, ensuring your cloud resources are both effective and economically streamlined

1.3 Pricing

€3.500 for the full package

€1.500 for each if ordered separately

2 Detailed information

2.1 Headline

Our Azure assessments provide a comprehensive review of your tenant, delivering findings and recommendations aligned with **Microsoft best practices** and **our expertise**. The main value proposition lies in enhancing your Azure environment through tailored insights, collaborative workshops for in-depth discussions, and a clear design document outlining optimized solutions to elevate your overall cloud performance, security, and financial efficiency.

2.2 Introduction

What does keep you awake?

- **Security Concerns:** *Inadequate governance can lead to security vulnerabilities and risks.*
- **High, Unrecognized Azure Costs:** *Poor governance may result in unexpectedly high Azure expenses.*
- **Potential Security Breaches:** *Inadequate controls increase the likelihood of security breaches.*
- **Lack of Control and Visibility on Changes:** *Insufficient governance (Azure policies and RBAC) can lead to a lack of insight into system changes and processes (DevOps).*
- **Unintentional Data Exposure:** *Data may be exposed externally without detection.*

2.3 How it works

Customers have the flexibility to choose the **full package** or **select specific assessments** based on their needs.

For existing customers, these assessments provide an opportunity to enhance their posture within the tenant. Meanwhile, new customers can leverage our workshops and design sessions to establish a solid foundation across all three pillars.

For new customers it is valuable for the following reasons:

- **Identify Gaps and Risks:** *Assessments reveal gaps and potential risks in governance, security, and financial operations. Identifying these early allows for proactive remediation and risk mitigation.*

Commented [CS3]: What's the problem?

Commented [JC4R3]: there is insufficient oversight and monitoring of modifications made within the Azure environment. This lack of visibility can result in challenges such as unauthorized changes, security vulnerabilities, and compliance issues.

Commented [JC5R3]: Azure Policy, RBAC, DevOps/laC

Commented [CS6]: Uitgangspunt marketplace -> new customers, dus meer in depth uit te werken

Commented [JC7R6]: @Carlo Schot, een assessment gebeurt meestal op een bestaande omgeving, dewelke nieuwe klanten misschien niet hebben. Of bedoelen we met nieuwe klanten als in nieuwe Xylos klanten?

Commented [CS8R6]: De propositie richt zich uitsluitend tot klanten die Azure gebruiken, los van het feit of dit Xylos klanten zijn of niet

- **Enhance Security Posture:** Security assessments provide insights into vulnerabilities, misconfigurations, and potential threats. Addressing these issues early on enhances the overall security posture of the Azure environment.
- **Ensure Compliance:** Assessments help ensure that Azure configurations align with industry regulations and organizational compliance requirements, reducing the risk of non-compliance.
- **Cost Control:** FinOps assessments contribute to effective cost control by establishing budgets, identifying cost drivers, and implementing strategies to minimize unnecessary expenses.
- **Optimize for Scalability:** Assessments provide insights into how well the Azure environment is prepared for scalability. Recommendations from assessments guide organizations in optimizing their infrastructure for future growth.
- **Maximize ROI:** FinOps assessments contribute to maximizing return on investment (ROI) by identifying opportunities to optimize costs without compromising performance or security.

(Each of these assessments involve a detailed review of your tenant, offering findings and recommendations based on Microsoft best practices and our expertise. This is followed by an interactive workshop to discuss these insights, culminating in a concise design document that outlines all proposed optimizations.)

Task	Duration
Assessment	1 – 2 days
Customer workshop	0.5 – 1 days
Design document	1 -2 days

2.4 Target Audience

The target market for deploying an Azure governance framework is typically any organization or enterprise that utilizes Microsoft Azure as its cloud computing platform:

- *Retail*
- *Utilities*
- *Production*
- *Local regional governments*
- *Logistics*

With this offer we don't address challenges that are industry specific.

When positioning this offer to non-IT decision makers, it is important to highlight the value proposition of the assessment in terms of addressing their specific business pains and challenges.

Some examples:

- Control risk and enhance compliance
- Faster time-to-market and increased revenue enabled by Devops
- Improved customer experience and efficiency through scalable performance
- Unlock new opportunities and drive innovation with new technology such as AI without having to make large upfront investments
- Shift from CAPEX to OPEX
- Better cost-effectiveness through ability to scale-out depending on demand
- Less environmental impact by scalability of cloud computing (CSR, CO2 emissions reduction)

Commented [CS9]: Welke specifieke business pains lossen we op?

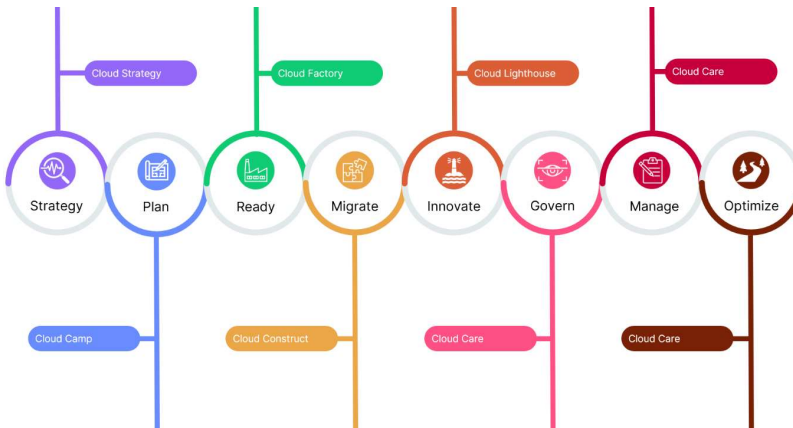
Commented [CS10]: Is er een reden waarom we op specifieke verticals willen werken, de oplossing is generiek

Commented [CS11R10]: In deze verticals is Xylos al actief, behoudens public. Logistics ook toe te voegen

2.5 Reference logos or case studies



2.6 Visual elements



2.7 Contact Information

Carlo Schots Business Unit Manager Gsm: +32 478 32 46 69 E-mail: carlo.schots@xylos.com	Jan Claes Practice Lead Azure Gsm: +32 473 68 98 70 E-mail: cloud@xylos.com
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