

# sailor

Simplifying Cloud Journey



Google Cloud



Azure



**AI-Driven** multi-cloud **orchestration** platform that enables **self-service** using **well-architected** blueprints from **day0**

# sailor | What's the Need – Analyst Speak

## The Adoption Reality

90%

Organizations will be running  
Containerized Applications by 2027  
- Gartner 2022

89%

Organizations Have Multi-Cloud Strategy  
- Flexera 2022

## The DevSecFinops and Developer Complexity Gap



80%

Enterprises realised cloud spend management  
is challenging  
- Mckinsey 2022



80%

Cloud customers across all segments have been impacted  
by a cloud security incident  
- Snyk 2022



95%

Enterprises will fail to scale Devops initiatives if shared  
Self-service platform approaches are not adopted  
- Gartner 2022

# sailor | What Gap did we find



FinOps

- Lack of Cloud Spend Visibility and Granularity
- Increase in cloud sprawl



SecOps

- Lack of Compliance and Governance
- Cloud Shared Responsibility is blurred



DevOps

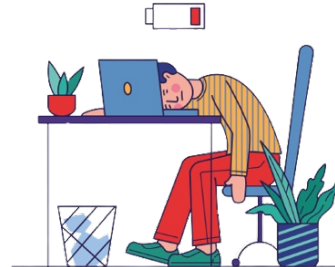
- Overwhelming Tools Ecosystem
- Lack of Automation & Orchestration across Infrastructure and application



CloudOps

- Invisible infrastructure across multi-cloud
- Availability and Disaster Recovery

**46%** of the projects are **delayed**  
during the digital transformation



VISION 2025

*Globally Most Trusted Cloud Orchestration Platform for Digital Transformation*

Using AI – Driven  
Governance Engine

Unified Control Plane Across  
Development Lifecycle



Security



SecOps



Cost



FinOps



Speed



DevOps



Productivity



CloudOps



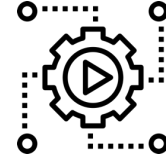
## Environment as a Code

Single-Unified control plane to design, manage, automate and govern entire environments



## Platform Orchestrator

Self Service Developer Platform that brings single layer of Integration across SDLC



## Hyper Automation

Strengthens all your existing tooling and tech Out-of-the-box interoperability and advanced AI driven 'super automation' capabilities

# sailor | Features

# sailor



Identity Management



Security Drift Detection



Cost Optimization



Low code Provisioning



Architecture Blueprint



Compliance as Code



Internal Charge back & Show Back



Automated Application Workflow



Asset Discovery



SecOps



FinOps



DevOps



CloudOps



Marketplace



Custom-Notification



Recommendation Engine



Analytical Reporting

# sailor | Features – Detailed

## SecOps

- ✓ Compliance as Code
- ✓ Security as Code
- ✓ Identity & Access Management (IAM)
- ✓ Compliance identity reports
- ✓ Audit ready infrastructure



SecOps

## FinOps

- ✓ Infra cost estimate
- ✓ BU level granular cost visibility
- ✓ Budget Management
- ✓ Optimization recommendation
- ✓ Cost Forecasting
- ✓ Chargeback management



FinOps

## DevOps

- ✓ Workflow as a code
- ✓ Service Now integration
- ✓ Application catalogue
- ✓ Kubernetes Deployment



DevOps

## CloudOps

- ✓ One-click environment cloning
- ✓ Battle tested modules
- ✓ Standardized Templates
- ✓ Approval Workflows
- ✓ Ticketless provisioning



CloudOps

# sailor | Outcomes



No Cloud Vendor Lock-in



1500+ security policies as code for HIPPA, PCI, ISO, SOC, FedRAMP, RBI and more



Codify Existing Infrastructure

**Day 0 Audit**  
compliant environment

**99% reduction** in provisioning and change tickets

Along with simplifying cloud Sailor has delivered

**30% reduction** in TCO

**2X faster** speed to market

**100%** visibility



# Thank You!

## sailor

Simplifying Cloud Journey



Google Cloud



Azure



Let's keep in Touch



+91 9600013739



[hello@sailorcloud.io](mailto:hello@sailorcloud.io)



[www.sailorcloud.io](http://www.sailorcloud.io)