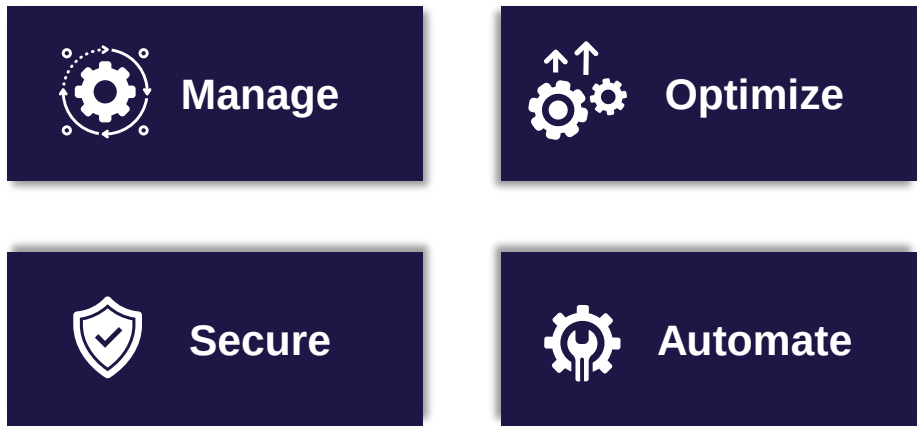
BrillioOne.ai FinOps (Cloud Analytics)

brillio one.ai™ FinOps Module powered by Centilytics - An Introduction



- **Centilytics** is a **Cloud Management** Platform that sits on top of public cloud to help **manage and control** the infrastructure
- **Centilytics** is an **All-in-One offering** that helps reduce operational overheads and drives business efficiency

Badges

aws partner network Select Technology Partner

ISO 9001:2015

ISO/IEC 20000-1:2011 ISO CERTIFIED

Information Security Management ISO 27001 Certified

Recognitions

Stanford

StartX

US Technology Elite Awards 2018 Business news

RED HERRING

Great User Experience 2018 Award Awarded by FinancesOnline

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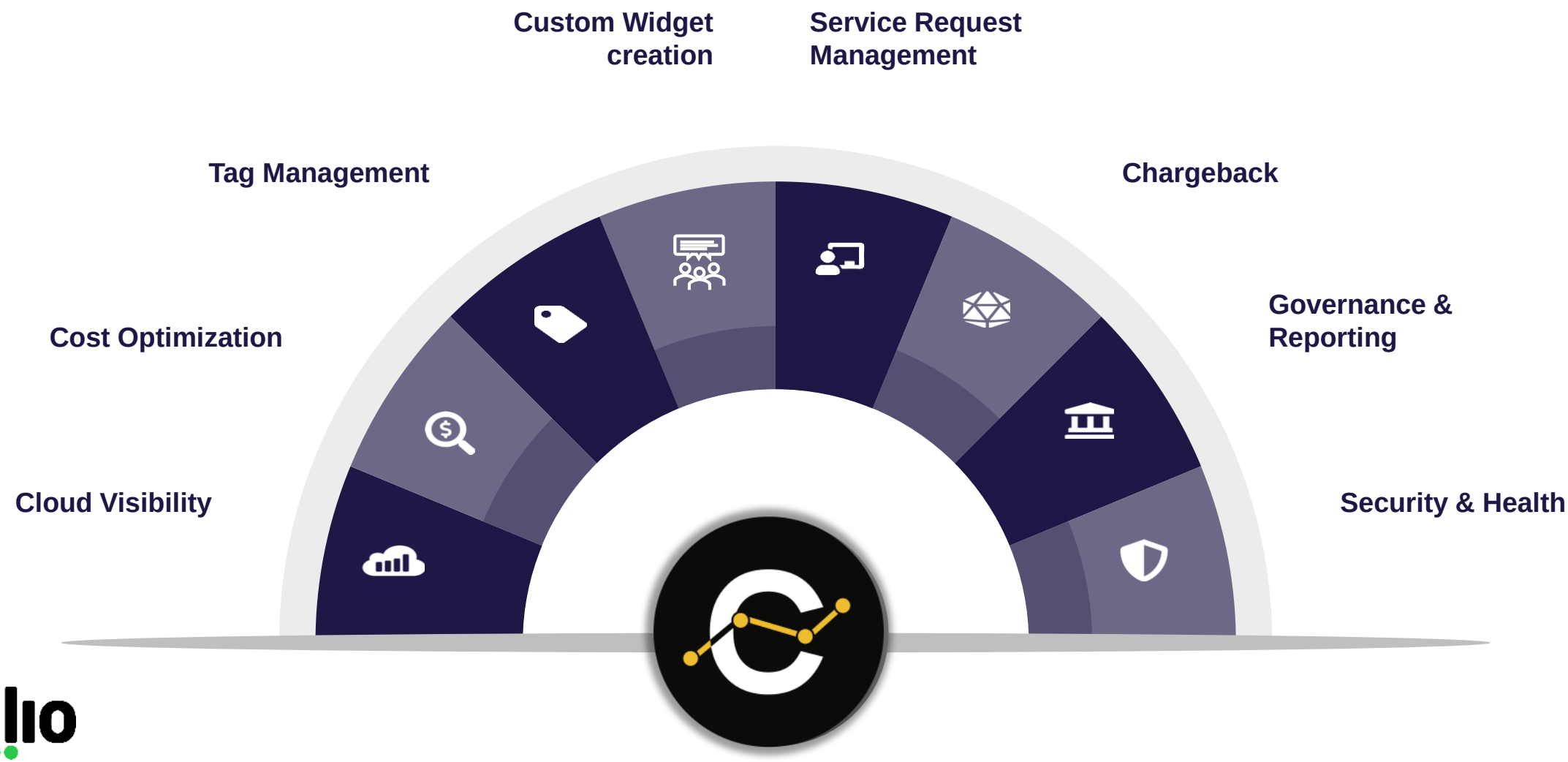
brillio one.ai™ Cloud Analytics Platform- An Overview (1/2)



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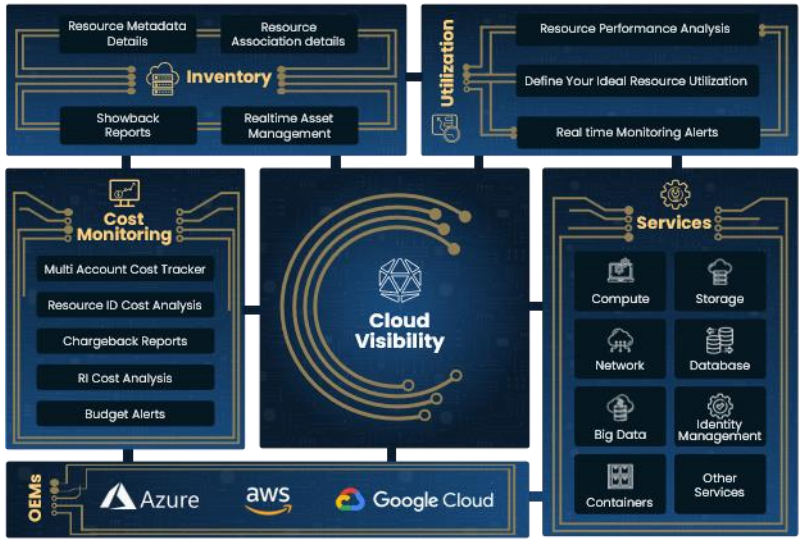
brillio one.ai™ Cloud Analytics Platform (2/2)



Cloud Visibility

Cost Monitoring
- Granular Resource ID level insights
- Actionable filters Easy reporting

Utilization
- Historic Utilization Data
- Multiple metrics

Inventory
- Live tracking of cloud assets.
- Single pane of glass
- Easy reporting

Cost Optimization

Wastage Tracker
- Eliminate orphaned and underutilized resources
- Setup waste alerts

Right-Sizing of resources
- No Restrictions on track-back period
- Best-fit actionable recommendations
- 10+ filter options to customize the recommendations
- Right size directly from platform at a click of a button

Reserved Instance recommendations
- Custom best fit RI and Savings Plan recommendations
- Track utilization of current reservations
- Create projections to make informed reservation decisions

Tag Management

Cost Allocation
- Dedicated Cost Allocation Page to create chargeback reports

Implement Tagging policies
- Create Tagging Conventions
- Track non-compliant resources
- Set-up alerting for non-compliant Tags
- Bulk Update Tags directly from platform using the UI or using an excel sheet
- Visualize Tagging on a single page

Auto-Tagging
- Replicate Tagging across resources
- Improving engineering efficiency by implementing Auto-Tagging

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brillio one.ai™ FinOps Capabilities

“Simplifies customer’s digital transformation journey through efficiently managing single/multi cloud operations”

COST TRANSPARENCY

- Ensures deep operational visibility through aggregation of
  - Services utilization
  - Consumption
  - Operational expenditure
- Provides unified and multi-dimensional view through interactive dashboards

COST EFFICIENCY

- Assures cost efficiency to organizations through analysis of cloud services utilization
- Trending analysis of current vis-à-vis budgeted expenditure
- Enables IT Leadership to efficiently plan cloud budgets

USER EXPERIENCE

- Intuitive web-based design with multi-browser support to enhance user experience
- Dynamic dashboards that provide intuitive graphical reports
- Hassle free usage enabled by SaaS model

DATA SECURITY

- Deployment model ensures data security
- Utilization of internal cloud resources protects against data breach and security leaks

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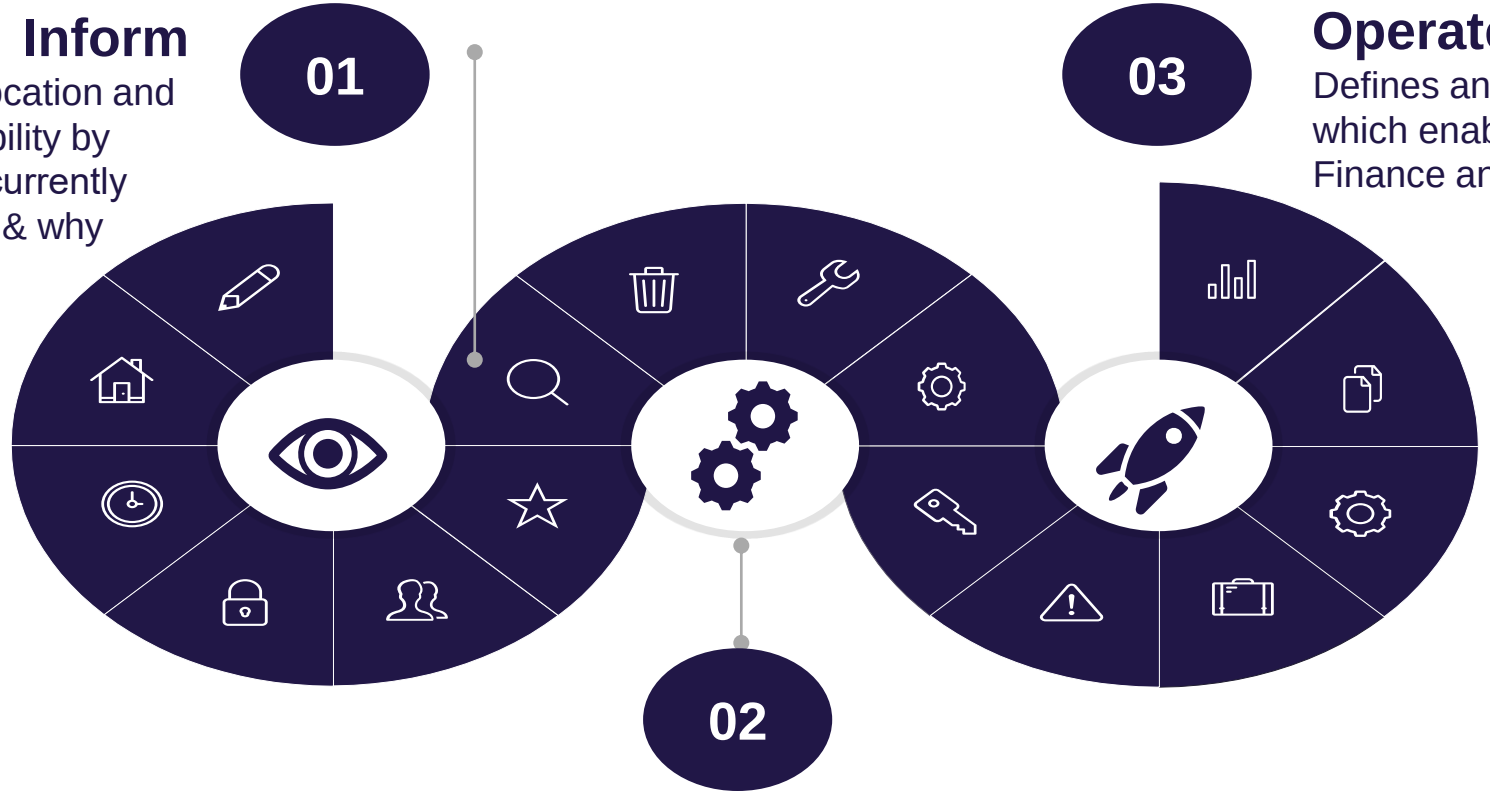
Implementation Methodology: Assessing customer cloud workloads using Cloud Analytics (FinOps) platform

FinOps is the operating model for the Cloud – A combination of Systems, best practices, and culture to increase an organisation's ability to manage and forecast cloud costs.

Inform

Gives you the visibility for allocation and for creating shared accountability by showing teams what they're currently spending and going to spend & why



Operate

Defines and executes processes which enable the goals of technology, Finance and Business to be achieved

Optimize

Empowers IT teams to Identify and measure efficiency optimizations, then make goals based on those Opportunities. Validation of well architected framework to align cost management baselining

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brillio one.ai™ FinOps framework introduces the right set of attributes to provide visibility of cloud assets and enable a self-optimizing operating model

01 INFORM

UNDERSTAND FULLY LOADED COSTS

- Tag strategy and compliance
- Showback and chargeback reporting
- Map spending data to business
- Define budget and forecast

BENCHMARK PERFORMANCE

- Create scorecard, metric and KPIs
- Benchmark internally and against industry peers
- Trending and variance analysis

02 OPTIMIZE

ENABLE REAL TIME DECISION MAKING

- Find and remove underutilized services
- Provide timely and consistent spend/usage data to stakeholders
- Identify anomalies

OPTIMIZE USAGE

- Right sizing
- Workload management
- Automation

03 OPERATE

OPTIMIZE RATES

- Utilize marketplace
- Licensing optimization
- Balance use of rate types
- Select discount that match your flexibility
- Pre-purchase capacity
- Custom and volume discount

ALIGN PLANS TO THE BUSINESS

- Mini business cases
- Communication strategy
- Develop framework for decision making that align with business drivers
- Tracking and trending

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INFORM component focuses on visibility of every aspect of cloud - from cost to resource utilization to asset status

For systems already on cloud, architecture should be addressed retrospective

ARCHITECTURE & DESIGN

- Ingrain cloud economics in technology blueprint
- Design right taxonomy, chargeback strategy, telemetry for cloud services
- Design for scenarios (what-if) and dashboard

TOPOLOGY

- Understand the complex architecture of cloud resources via easy-to-understand network graphs
- The graph helps to understand the relationship between two or more resources deployed in the cloud
- Developing processes for cost reporting, chargeback labelling, simulation procedures

UTILIZATION

- Track utilization of every resource running in cloud infrastructure
- Visibility into metrics (such as CPU, Memory, Network, IOPS) to help analyze the average, minimum and maximum utilization of resources

INVENTORY

- Enhances resource visibility by eliminating the complexities in analyzing infrastructure across multiple regions and accounts
- Asset discovery & Point in time resource analysis

COST MONITORING

- Single pane of glass view providing actionable insights into cloud usage and cost
- Correlations among accounts, subscriptions, services, regions, resource tags etc.
- Providing visibility of forecasted cost with detailed analysis and recommendations
- Analyze multi-account infrastructure and provide chargeback reports

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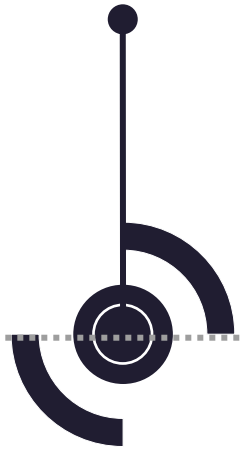
OPTIMIZE component focuses on data analysis and automation to minimize cost of cloud operations

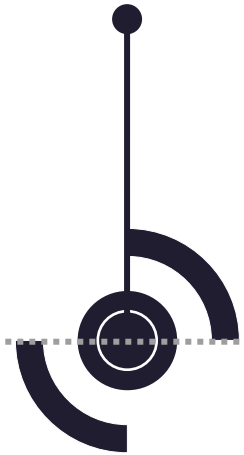
Avoid under- and over-utilization of resources with our actionable insights and relevant recommendations on how to better optimize resource utilization, purchase reserved instances, and reduce the wastage

RIGHT SIZING



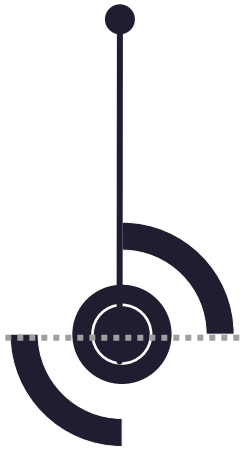
- Upgrade or downgrade recommendations based on a combination of CPU, Memory, Disk and Network utilization.
- Set own average, peak or other thresholds to get the best cross-family recommendations as per infrastructure

SCHEDULING RECOMMENDATION



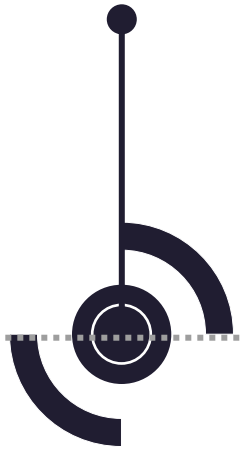
- Shutdown non-production workloads to avoid recurring cost for idle instances.
- Cost Optimizer analyzes usage pattern to provide recommendations for scheduling every workload

LONG TERM SAVINGS



- ~30% cost savings by switching from on-demand to reserved instances.
- Get cross account RI recommendations based on normalized usage for standard & convertible types.
- Cross-account and cross-instance view helps to Identify under-utilized RIs

WASTAGE TRACKER



- Eliminate cost leaks incurred from orphaned resources lying unnecessarily in infrastructure
- Get actionable insights to identify and remediate resources with consistently low utilization

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OPERATE component focuses on institutionalizing the core elements of cloud operation like budgeting, forecasting, asset tagging

6

FORECASTING

- Setting budgets and forecasting IT spend is a well-established practice
- Identify biggest spend drivers, how they compare to the previous month.

5

BUDGETS

- Set budgets on cloud costs by setting an escalation metric based upon different thresholds.
- Notifications of the budgets can be received on various third-party integrated applications.

4

ALERTING

- Alerting helps in identifying anomalies and unauthorized actions in cloud infra.
- Can set alerts on BrillioOne.ai platform and receive alert notifications on various third-party integrated applications

1

RESOURCE ALLOCATION

- Not only can see and configure all resource tags right from our console but also identify and tag resources that are left untagged or have been mis-tagged.
- Allows to add/update/delete tags on infrastructure directly from the console.

2

AUTO TAGGING

- Offers the ability to tag all the resources (Like Load Balancer, Images, Volumes etc.) associated with the selected resource (Like an Instance ID) automatically.
- Users choose the tag that is required to be configured on a resource, and BrillioOne.ai auto-tags the resources associated with it.

3

REPORTS

- Save and download over 1500 reports, scheduled on daily, weekly, monthly basis
- Receive reports on various channels like slack
- Send a report by name with our G-suite and O365 integrations

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FinOps Use Cases (1/2)

Multi Cloud Cost Management

Obtain insights regarding resource utilization across mutil clouds with full cost transparency across major CSPs. Enables easy access to cloud metrics and ensures cost control

Cost Per Customer Analysis

Understanding of cost sustained per customer to comprehend supporting cost for clusters, infra and resources. Helps in strategic decision making with opportunities for margin and sales optimization

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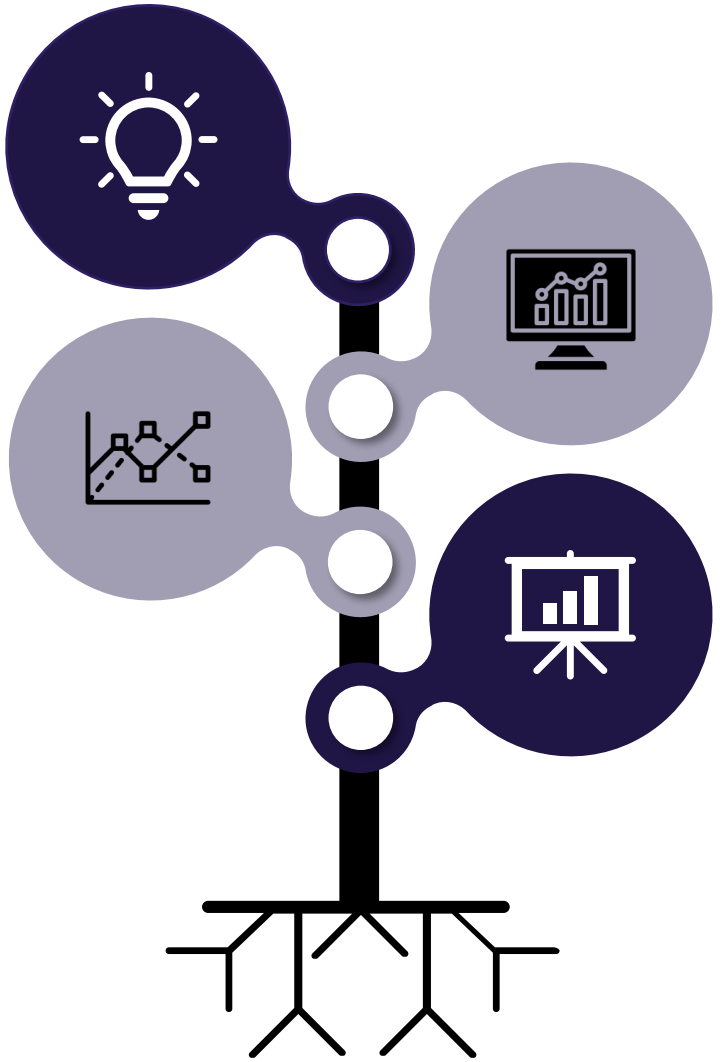

Unit Cost Analysis

Overview of business value of spending through revenue earned per unit of business and cost incurred in service. Ensures cloud spend is aligning to overall business growth

SaaS COGS Measurement

Sum of all types of cost spend to create the product giving a high-level view on margin which impacts company valuation and finances going forward

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FinOps Use Cases (2/2)

Cloud Cost Optimization

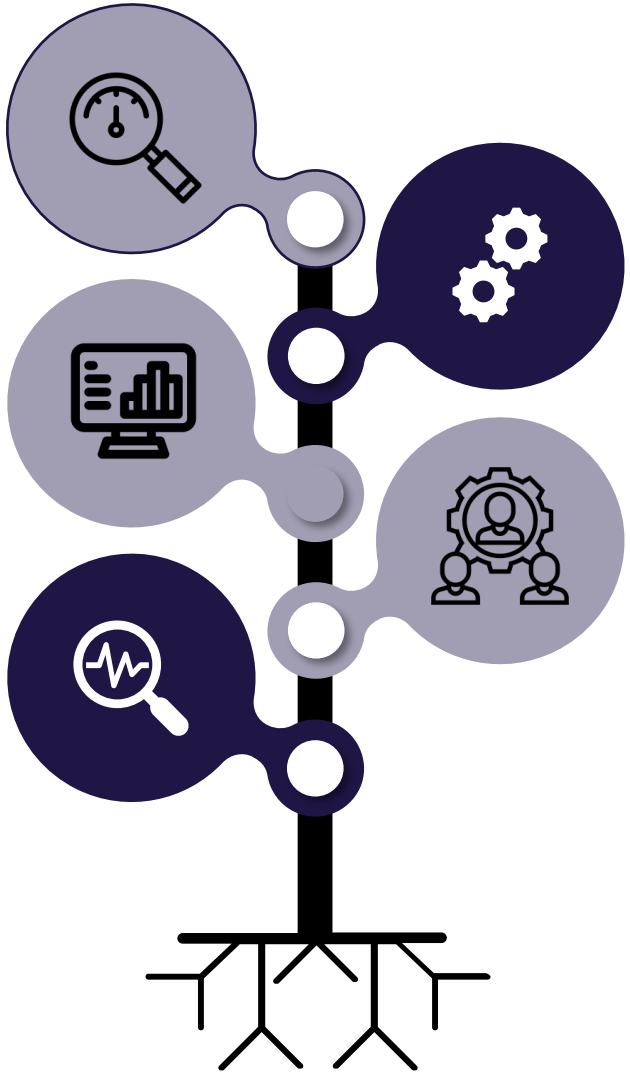
Optimize cloud costs by measures like instance reservation and scheduling, resource rightsizing, under utilized resources identification and orphan resource termination

Kubernetes Cost Monitoring

Control the Kubernetes cost through correct autoscaling of resource, correct choice of cloud instance with resource management and labelling

Migration Cost Monitoring

Realize overall migration expenses and forecasted cloud spend in short run by estimating infrastructure costs involving compute, storage and network requirements



DevOps and Engineering Cost Awareness

Optmize each step of SDLC to reduce cloud spend by leveraging a data driven roadmap, budget adjustment to reduce unexpected spend, adopting a cost-effective architechture and reassessing cost by business initiatives

Tagging and Cost Allocation

Enable cost allocation through visualized tags in dashboard, tagging nomeclatures, identification of incorrect tags and auto correct tags for different clouds, accunts and services

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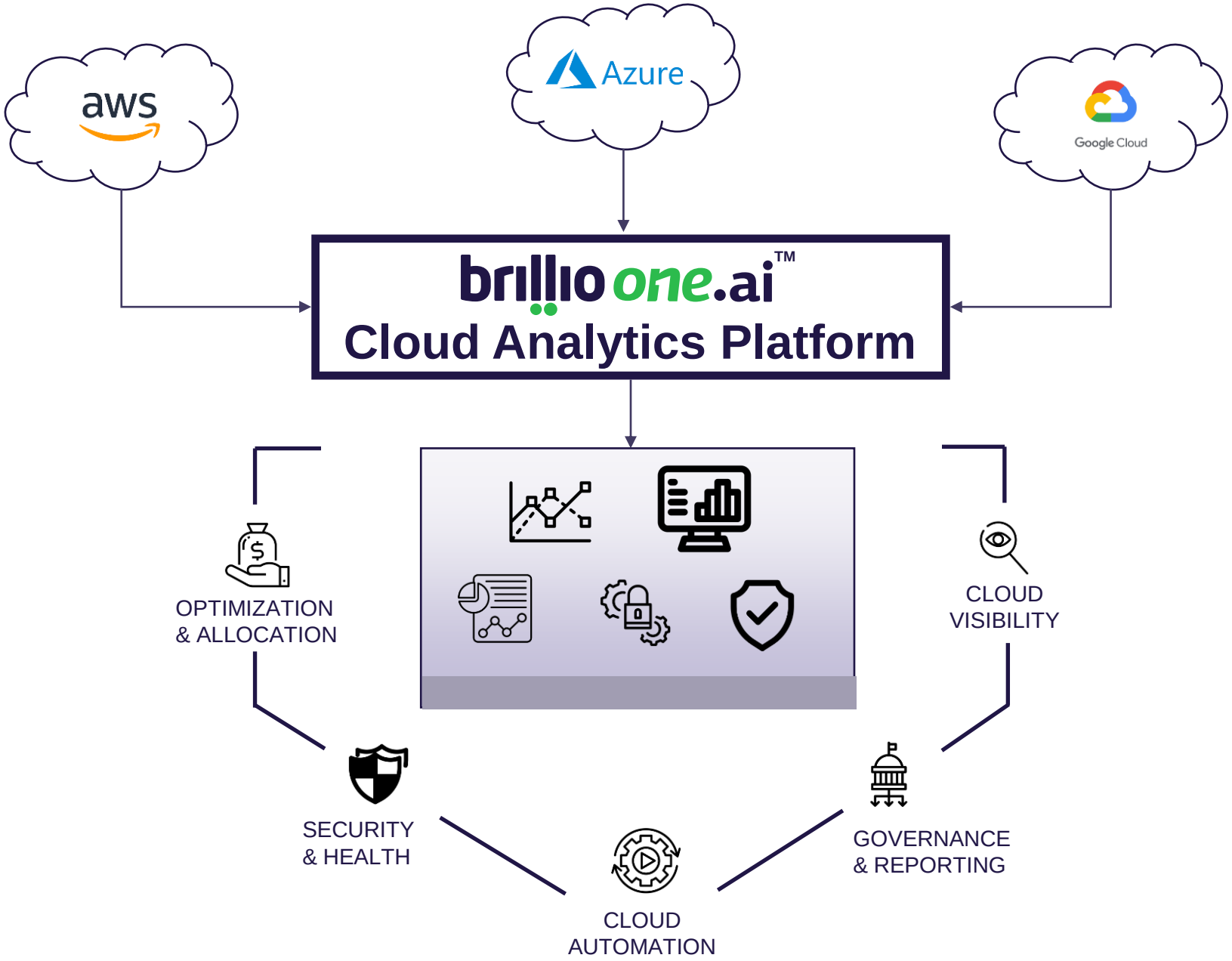
In a nutshell..



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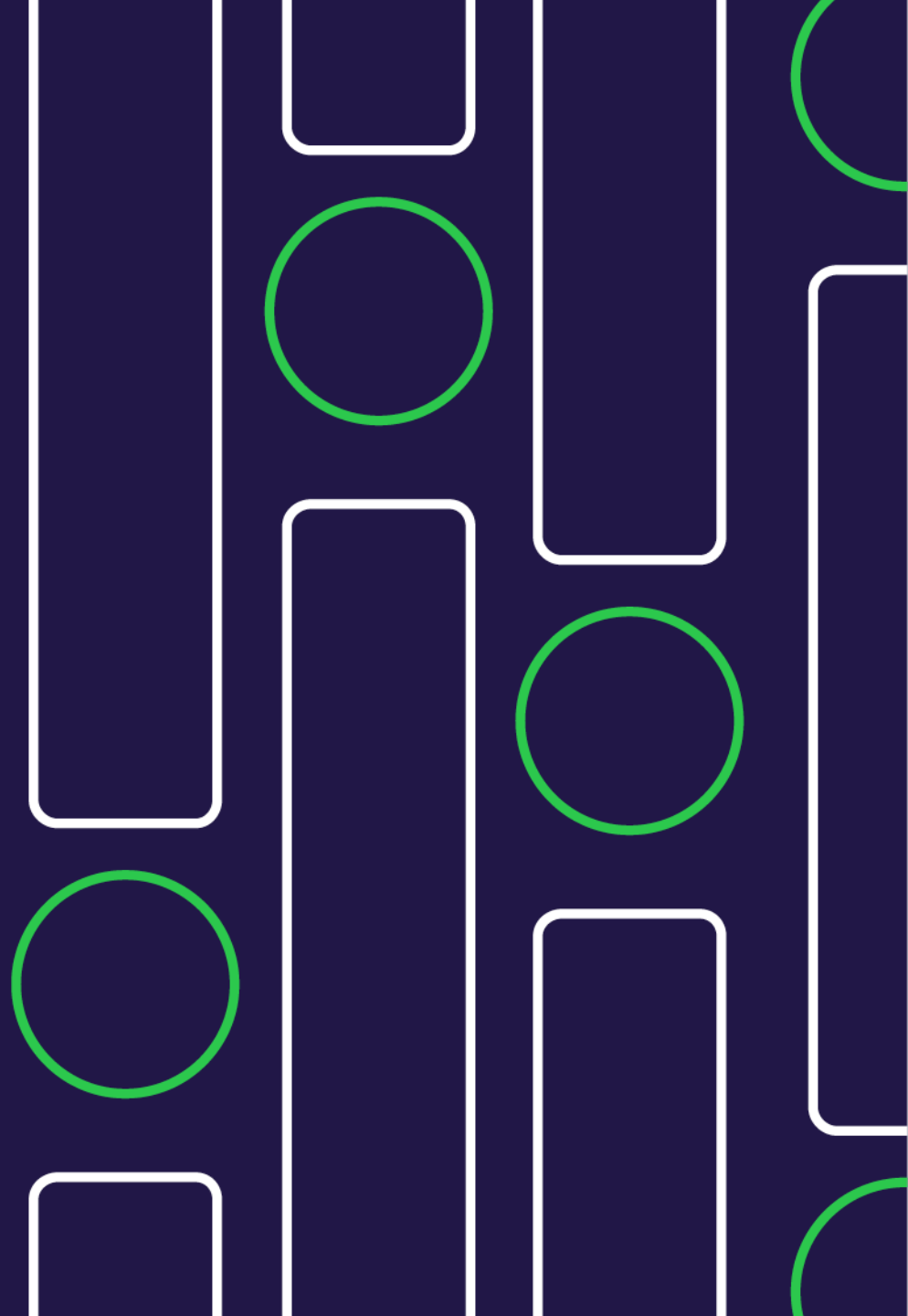
Thank you



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