CloudGenera FinOps Solution Overview

August 2024

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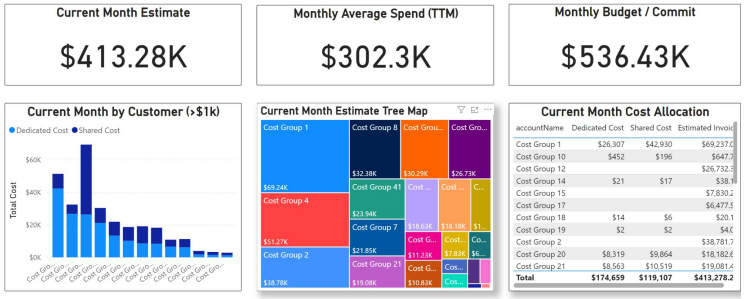
PROVEN OPTICS

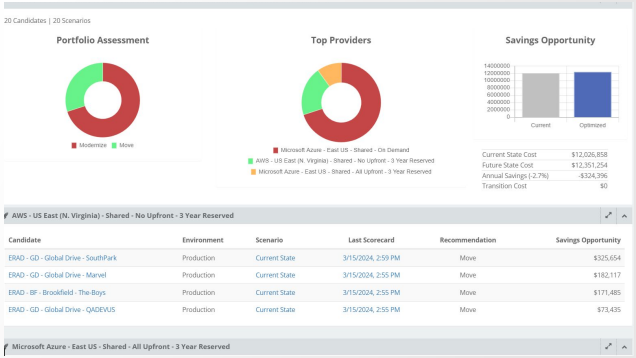
Observability (FinOps Inform)



Projection of current month expenses, visualization of trailing twelve month (TTM) spend average spend and view of monthly commit/budget.

- Billing (Cost Allocation)
- Budgeting
- Forecasting
- Commit Reconciliation

Planning (FinOps Optimize)



- Spend Optimization
- Migration Analysis
- Risk Mitigation (Modernization)
- Workload Placement

CloudGenera FinOps Planning Software

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Resize

Reduce or add capacity based upon workload utilization needs.

Rehost

Migrate the workload to a new IaaS or Paas execution venue.

Replatform

Upgrade legacy hardware and operating systems environments to enable cloud deployment.

Refactor

Repackage or re-architect the application workload to take advantage of containers and Platform as a Service (PaaS).

Retire

Eliminate application workloads no longer in use or duplicate in fashion.

Replace

Transition workloads better suited for Software as a Service (SaaS).

Rewrite (Reimagine)

Invest in the development of a cloud native application.

Retain

Leave application workload in current configuration and in its current execution venue.

CloudGenera FinOps Planning Software

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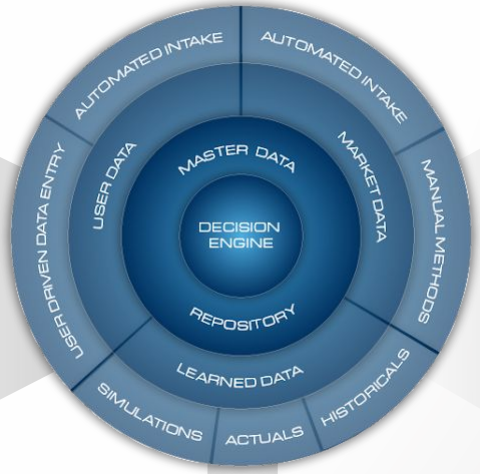
Migrations, Optimization and Transformation Algorithms

Workload Profiles

- User Demographics
- Service Level
- Security & Compliance
- Application Design
- Current Costs



Data Service

aws
vmware
Azure
ORACLE CLOUD
Google Cloud
Private Cloud
Alibaba Cloud

Scorecards

Agenda

1 What problems do we solve?

2 FinOps solution overview

3 What do our clients say?

4 Why Proven Optics for FinOps?

What problems do we solve?

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Cloud is now the fastest growing and the second largest expense (behind payroll) in most organizations' technology budgets.

The CFOs we serve are seeking both better confidence in their cloud budgets/forecasts and actionable recommendations to make cloud usage more efficient and cost effective.

These goals are challenging because…

- Cloud costs are highly variable and difficult to predict
- Allocating dedicated and shared cloud expenses to consumers and associated budgets is not easy with existing tools
- Moving from cost reporting to actionable insights that make cloud usage and rates more efficient is a capability outside the scope of most FinOps programs today

CloudGenera FinOps Observability Software

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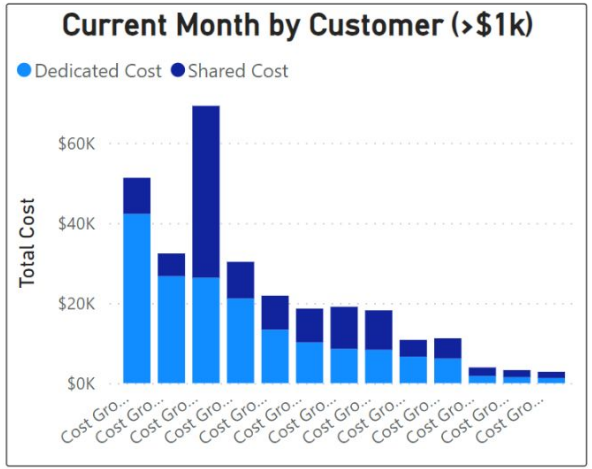
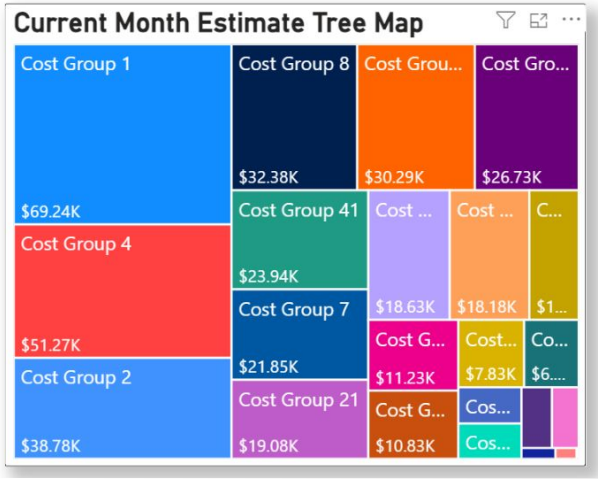
Multi cloud and multi tenant cloud cost reporting in single view with support for GCP, Azure and AWS.





Current Month Cost Allocation

accountName	Dedicated Cost	Shared Cost	Estimated Invoic
Cost Group 1	$26,307	$42,930	$69,237.0
Cost Group 10	$452	$196	$647.7
Cost Group 12			$26,732.3
Cost Group 14	$21	$17	$38.1
Cost Group 15			$7,830.2
Cost Group 17			$6,477.5
Cost Group 18	$14	$6	$20.1
Cost Group 19	$2	$2	$4.0
Cost Group 2			$38,781.7
Cost Group 20	$8,319	$9,864	$18,182.6
Cost Group 21	$8,563	$10,519	$19,081.4
Total	**$174,659**	**$119,107**	**$413,278.2**

CloudGenera FinOps Observability Software

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Multi year budget, forecasting and cloud contract commitment reconciliation

July 2021 - June 2022					
$2,003,526	$0	$2,003,526	$1,866,483	$137,043	$0
Commit	Previous Year Rollover	Total Commitment	Total Cloud Spend	Rollover Amount	True Up Amount
July 2022 - June 2023					
$5,300,000	$137,043	$5,437,043	$5,160,382	$276,661	$0
Commit	Previous Year Rollover	Total Commitment	Total Cloud Spend	Rollover Amount	True Up Amount
July 2023 - November 2024					
$6,150,000	$276,661	$6,426,661	$7,947,060	($1,520,399)	$0
Commit	Previous Year Rollover	Total Commitment	Total Cloud Spend	Rollover Amount	True Up Amount

What do our clients say?

PROVEN OPTICS

JOIN THE SUCCESS

Don’t Just Take Our Word For It

"CloudGenera's solution has revolutionized our approach to cloud billing management. It has empowered us to promptly invoice both internal and external cloud customers, while predicting future costs with remarkable accuracy."

Mark Thomas | MRO Corp

Chief Technology Officer

Why enterprises select Proven Optics for cloud

- ✔ Better budgeting and forecasting functionality (support for logarithmic , exponential, custom forecasting rules to establish and track budgets aligned to business aware grouping of cloud costs)
- ✔ Ability to track and reconcile cloud service provider commitments (makes FinOps cloud cost reporting immediately actionable)
- ✔ Control over your billing data (deploys in your tenant) and choice of presentation layer (PowerBI, Looker, and/or ServiceNow)
- ✔ Ease of deployment and configuration (low maintenance, low cost Kubernetes app and SaaS deployment options)
- ✔ 80% lower cost when compared to competition and consistent 10X return on investment

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