

HPE CLOUD COST AUDIT

EFFECTIVELY MANAGING CLOUD COSTS

HPE POINTNEXT SERVICES

Accelerating your success from edge to cloud

Edge-Centric

Internet of Things

Connect and incorporate existing infrastructures with IoT platforms.

Networks & Workplaces

Secure network connectivity across intelligent places.

Cloud-Enabled

Hybrid Cloud

Streamline your cloud transformation and empower your people.

IT Modernization

Modernize datacenters with container technologies.

Data-Driven

AI & Analytics

Accelerate AI adoption with a carefully curated ecosystem of partners.

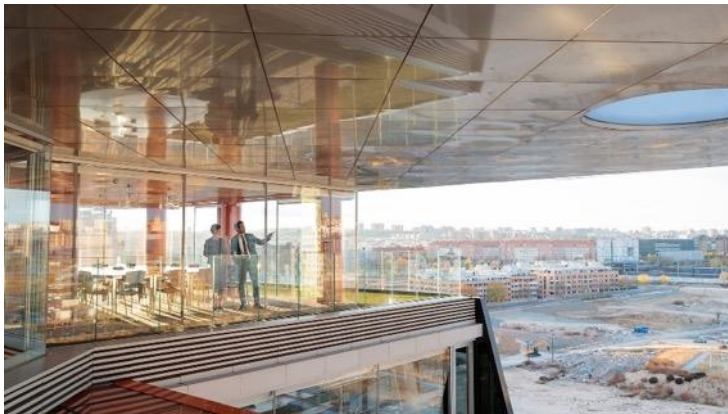
Secure Data Platforms

Migrate to unified and secured data platforms.

CLOUD TRANSFORMATION FROM STRATEGY THROUGH OPERATIONS

Enabling your cloud transformation journey

Move to the cloud



Cloud Adoption

Follow a comprehensive and proven approach to cloud adoption

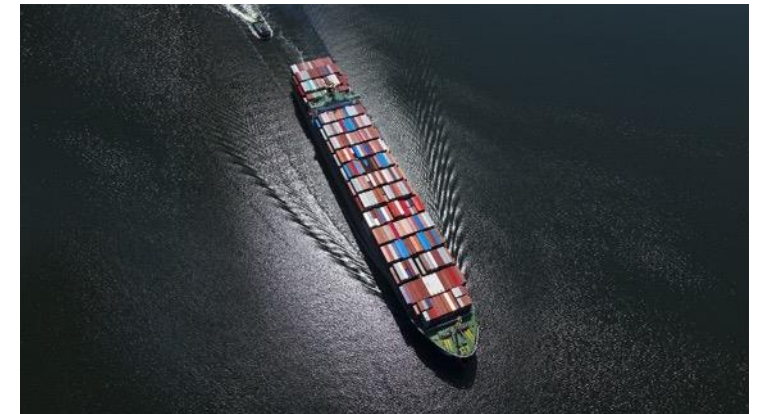
Innovate in the cloud



Digital Innovation

Design, build and run innovative, cloud-native applications and software

Run the cloud

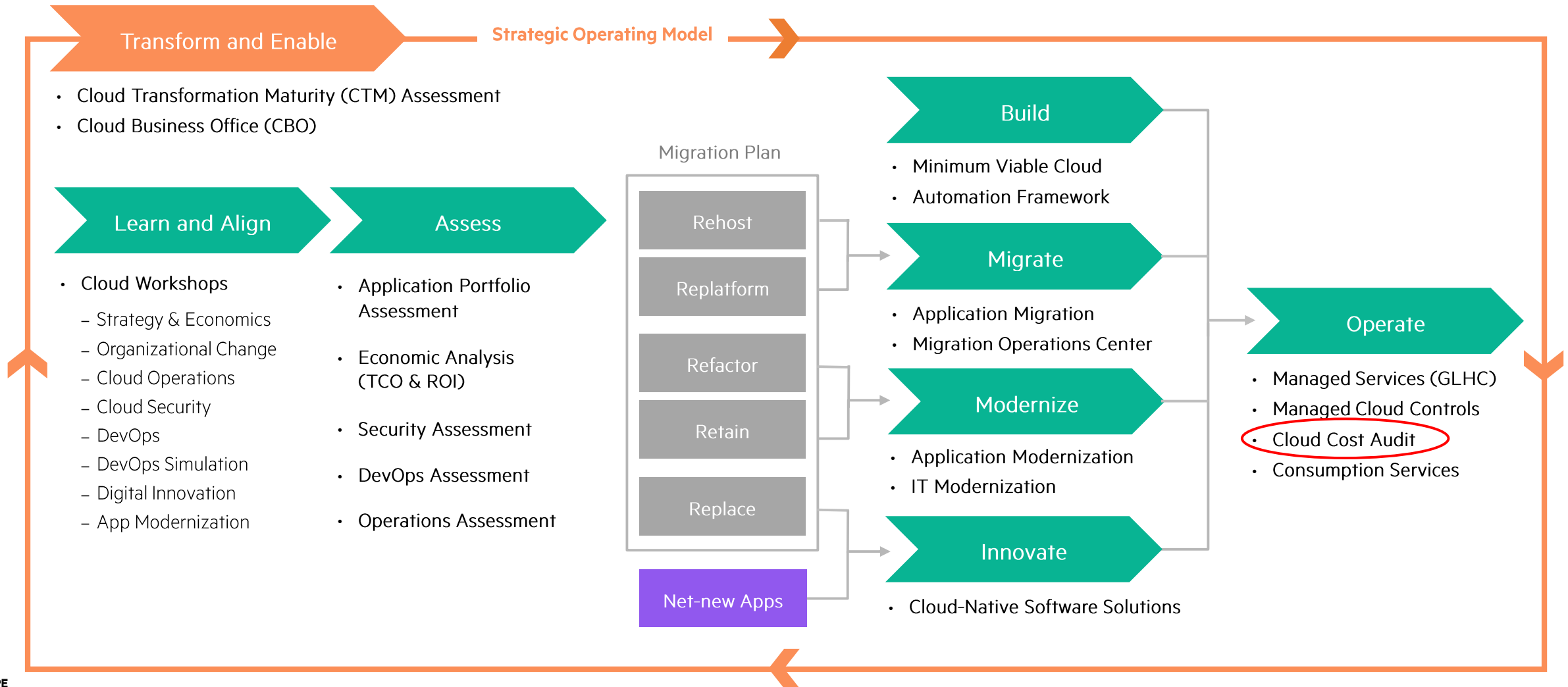


Operational Services

Offload the ongoing operations and maintenance of your cloud

HPE POINTNEXT CLOUD TRANSFORMATION SERVICES

Services for every step of your cloud transformation journey



CONTROLLING BALLOONING CLOUD COSTS

For most enterprises 27% to 35% of cloud spend is wasted

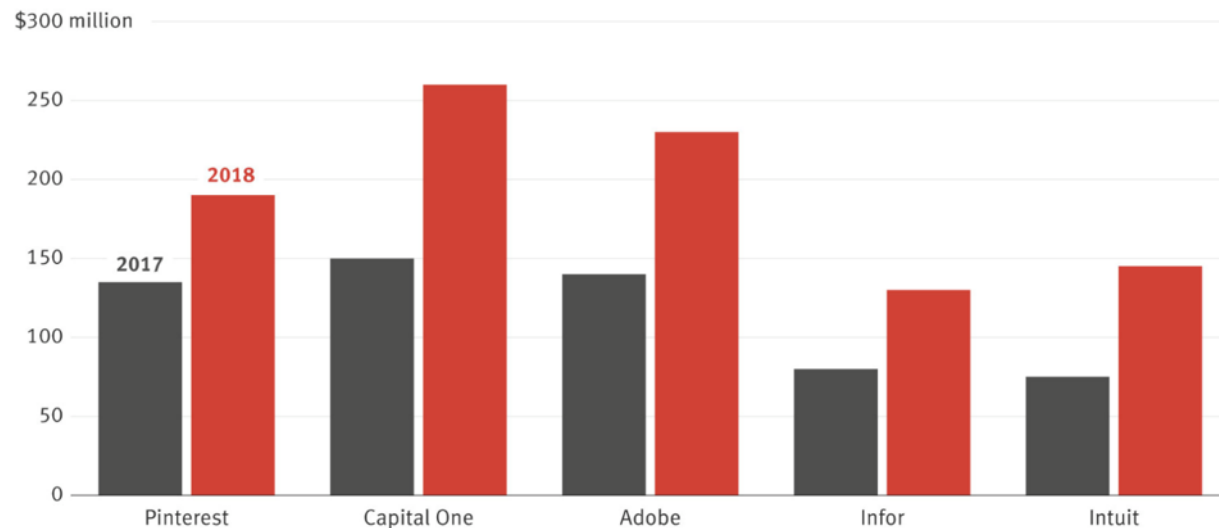
CIO Dive

With cloud costs spiraling, what's a business to do?

Organizational public cloud spend is expected to increase 24% this year, but cost optimization and governance continue to present the great ...

Climbing Cloud Costs

AWS bills for several big customers increased significantly in recent years



Source: The Information reporting

“In 2018 Capital One's spend increased more than \$100 million compared to 2017.”

2019 Rightscale State of the Cloud Report

Sources:

2019 Rightscale State of the Cloud Report

CIO Dive, February 28, 2019

The Information Reporting, February 25th, 2019

QUESTIONS YOUR ORGANIZATION MAY BE ASKING

- What are the strategies to reduce our costs in the cloud?
- What are my current direct and indirect costs?
- How do I effectively monitor costs and ensure I am not overspending after migration?
- What policies can I put in place to limit spending?
- What data should I use to evaluate how efficiently I'm running in the cloud?
- How can I evaluate the costs associated with all my business units?



CHALLENGES YOUR ORGANIZATION MAY BE FACING

- Understanding economics of the cloud
- Lack of skills to monitor and manage costs in the cloud
- Emerging shadow IT in the cloud – cost governance
- Creating charge-back and show-back reporting
- Understanding best practices for evaluating cloud cost and usage reports



HPE CLOUD COST AUDIT

Optimal cloud adoption requires periodic economic assessment post-migration



Features

- Analyze costs of running the cloud
- Utilize best-practices for cloud cost management derived from expertise with cloud economics assessments
- Use existing client third party tooling or cloud-native billing and usage data

Outcomes

- Cost reduction opportunities specific to client's cloud
- Strategies to optimize post-migration cloud spend and minimize unnecessary future costs

CLOUD COST AUDIT

Controlling and optimizing costs

Activities

Analysis of cloud costs:

- Connect to or make use of existing third-party cost analysis tooling to gather raw billing data for most recent period (last 12 months ideally)
- Analyze data for savings opportunities and areas of focus for managing cloud platform costs

Deliverables

Cloud Cost Reduction Recommendations

- A set of actions that can be executed immediately to reduce monthly cloud costs

Cloud Cost Control Recommendations

- A set of changes to the environment and resource use that will form a set of “guardrails” to prevent unnecessary costs in the future



Kickoff meeting, data request & alignment



Data collection & interviews



Analysis & recommendations report



Executive readout

BENEFITS

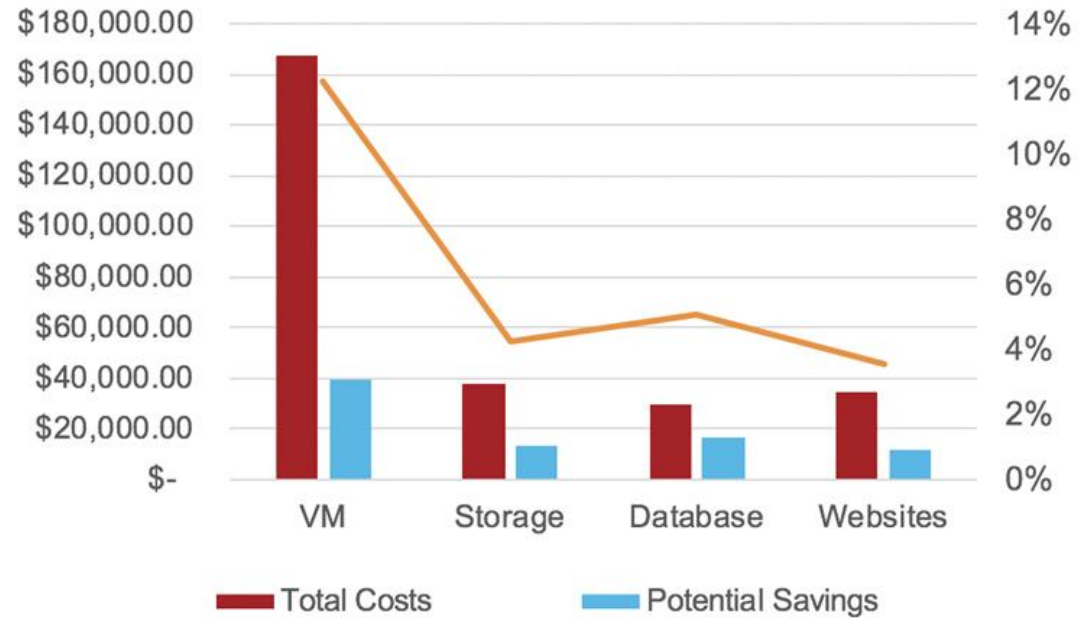
- Comprehensive, vendor agnostic, and custom to each client's cost situation
- Greater accuracy in the information used to measure the financial impact of cloud adoption
- Targeted optimization opportunities for cloud costs
- Recommendations for governance and policies to manage costs in the future
- Ability to extend service to Managed Cloud Controls for continuous cost evaluation



SAMPLE DELIVERABLES

CLOUD COST AUDIT

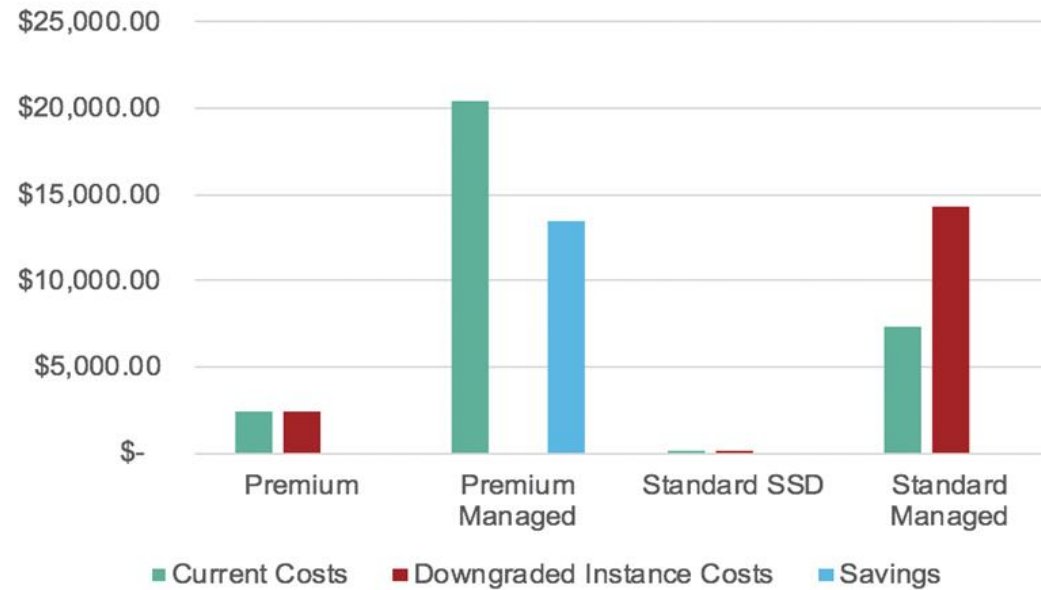
Current Cost vs Savings



	# Instances	Total Costs	Potential Savings	Savings % of Category Cost	Savings % of Total Cost
VM	2909	\$ 167,391.77	\$ 38,929.99	23%	12%
Storage	10328	\$ 37,361.63	\$ 13,441.10	36%	4%
Database	243	\$ 29,236.77	\$ 16,012.15	55%	5%
Websites	1879	\$ 34,110.60	\$ 11,277.26	33%	4%
Total	15359	\$ 268,100.77	\$ 79,660.50	-	25%

CLOUD COST AUDIT

Cost Audit Recommendations



Managed OS Disk	Premium	Premium Managed	Standard SSD	Standard Managed
Current Costs	\$ 2,430.65	\$ 20,464.31	\$ 23.37	\$ 7,333.66
Downgraded Instance Costs	\$ 2,430.65	-	\$ 23.37	\$ 14,356.87
Savings	-	\$ 13,441.10	-	-
Total cost for storage				\$ 16,810.89
% Savings on Storage Costs				36%
% Savings on Total Costs				4%

THANK YOU