

FinOps

Technology Consulting Service

Agenda



- Who are we
- Addressing FinOps
- CI/CD
 - Pillars of CI/CD
 - Sorint's Tailored Journey
 - Experts Involved
 - Closer Looks
- Success Stories
- Bonus slide - Related by Sorintains
- Going Forward

17 Offices
3 Continents

EUROPE

Milan, Rome, Bergamo, Turin, Padova,
London, Madrid, Frankfurt, Paris,
Wroclaw, Brasov, Bologna, Lecce

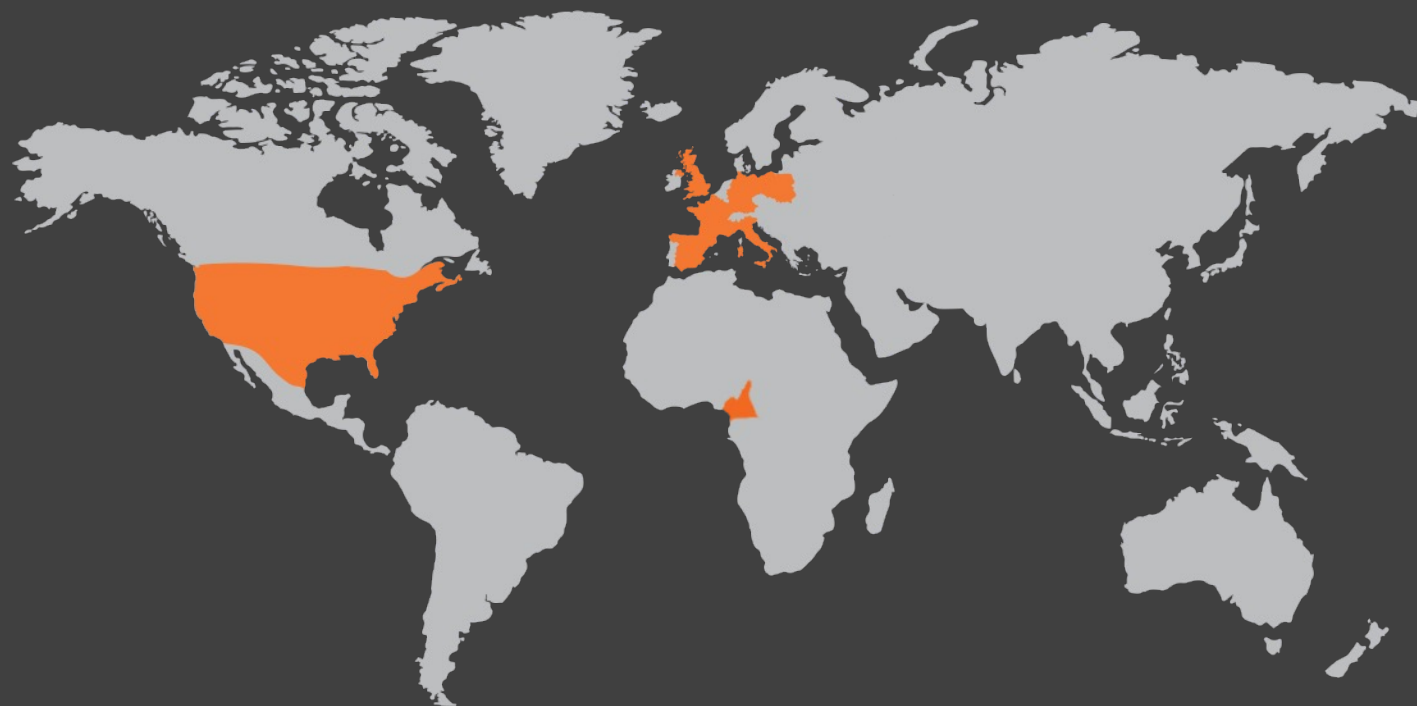
USA

San Diego

AFRICA

Douala

Other Business Units



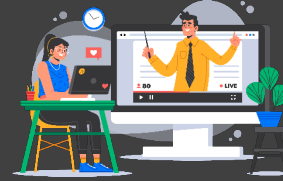
Facts on Sorintians

+900 Skilled People

Cloud Engineers
SREs
DevOps Engineers
Developers



+40K
Training
hours
per year



+50
Technical
Sircles



Methodology

ISO 27001
ISO 20000
ISO 9001
ISO 14001



PM Methodology

Prince2
PMI
Agile
SCRUM/UX



+35
Years of
experience,
with a
Startup mindset



+250
Large
Enterprise
Customers

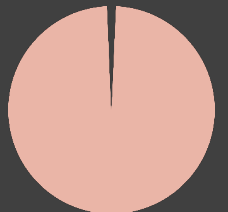


Industries

Finance & Insurance,
Utility & Telco,
Industry & Services,
Transport,
Public Administration



98%
Customer
Retention
Rate



Addressing FinOps

- 
-  Lack of organizational awareness on cloud provider's billing models & pricing
 -  Extreme granularity/ambiguous in cloud providers bills
 -  Complex price lists across different silos/regions
 -  Constant change in cloud provider offerings
 -  Complex deployment models across multiple public clouds
 -  Ease of resource provisioning
 -  Lack of standardization between different cloud providers
 -  Complexity in forecasting, demand, and managing capacity

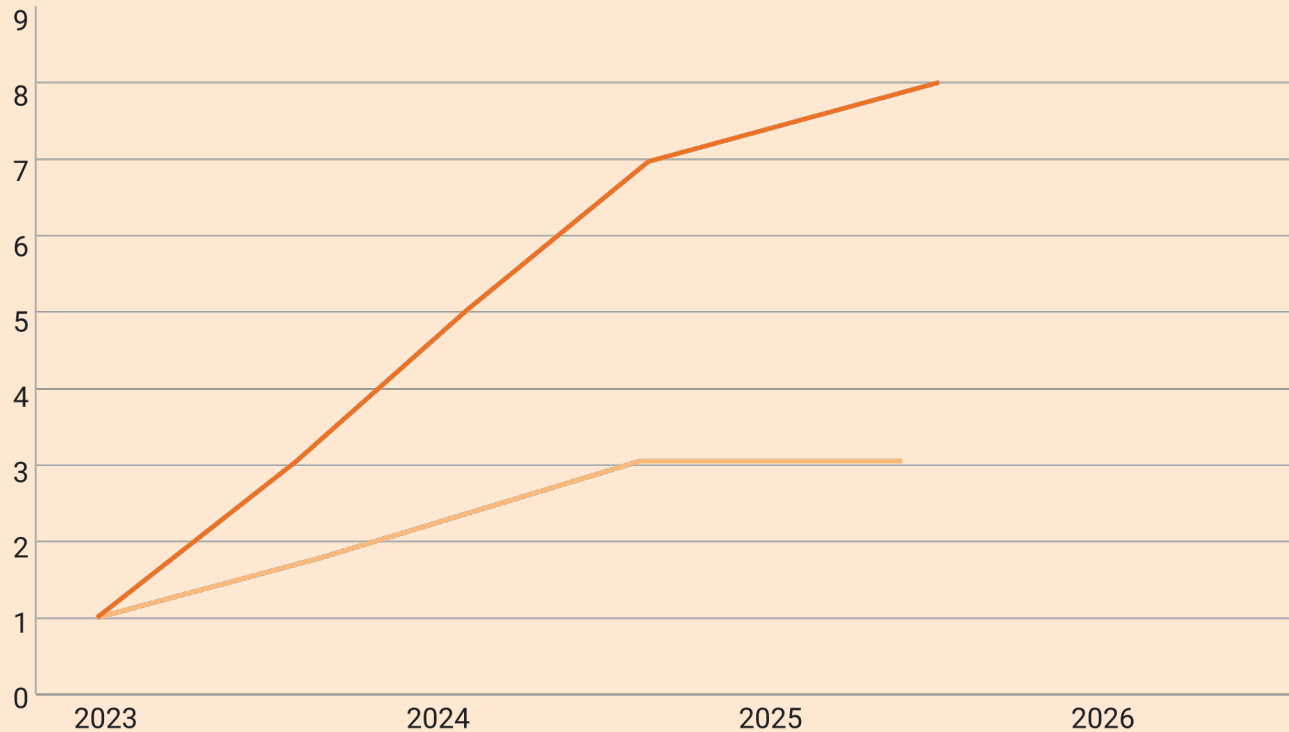
97%

Had experienced cost optimization challenges in the cloud.

*Couldability – Financial Management Tool

Addressing FinOps – Why?

CapEx vs OpEx



By 2025
80%

A prediction that organization who don't adopt FinOps services will overspend by **40% or more**, on public cloud environment.

Gartner – Management Consulting Company



Addressing FinOps – Why?

The new operating model introduced new complicated factors



Decentralization

~~Finance &
Procurement~~
vs
All IT teams

A lot of variables

~~Fixed:~~
Variable spending
became the norm

Very difficult to
forecast budgets

On-demand

Overprovisioning

The question becomes:

Techniques to control and utilize consumption of resources in the cloud?

FinOps



- An essential financial management discipline and cultural practice that allows organizations:

- get maximum business value
- to collaborate (engineering, finance, technology and business teams)
- on data-driven spending decisions.

- This involves

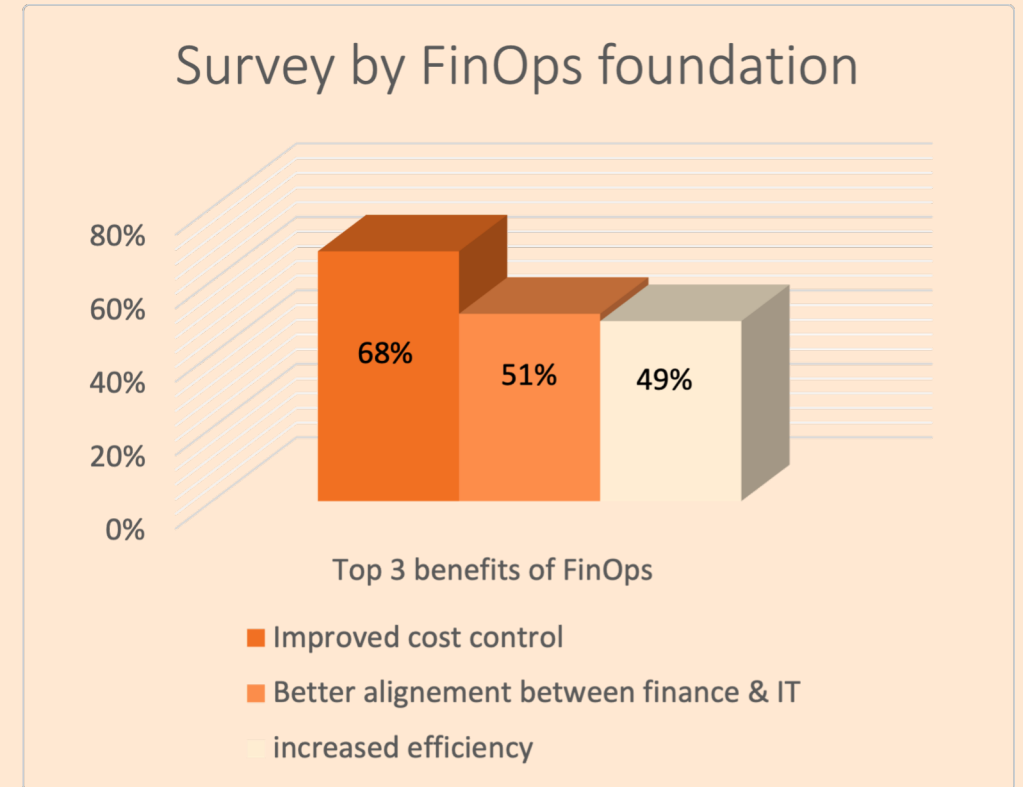
- Implementing processes and tools to track, analyse, and manage cloud costs
- Educating stakeholders on best practices for cloud cost optimization.

FinOps



● This collaboration ensures:

- Alignment with business objectives
- Cloud usage is optimized
- Overall cloud services is reduced



Optimizing cloud costs without sacrificing performance or functionalities

Stakeholders shall speak the same language

Pillars of FinOps



Accountability and enablement

Focuses on establishing a centralized cross-functional team whose responsibility is to set governance and standards to manage cloud costs.



Cost optimization

Identifying key cost drivers, providing visibility, and making it a continuous process to constantly optimize cloud costs.



Tools and Accelerators

Using the right cloud cost tools to properly allocate and effectively track cloud spend.



Measurement and realization

Developing KPIs and business value metrics to track success of cloud transformation.



Planning and Forecasting

Cloud costs and deciding on a proper showback or chargeback mechanism

FinOps - Journey

High-level overview



Awareness Inform

Identifying cost inefficiencies, tracking cloud spend, and understanding the business impact

Optimization Optimize

Implement cost management strategies and tools to optimize their cloud usage. This may include rightsizing resources, leveraging reserved instances, and implementing cost allocation and chargeback mechanisms.

Governance Operate

Governance policies and processes to ensure compliance, security, and cost optimization. This may involve setting up cost centres, defining roles and responsibilities, and establishing policies around resource usage and access.

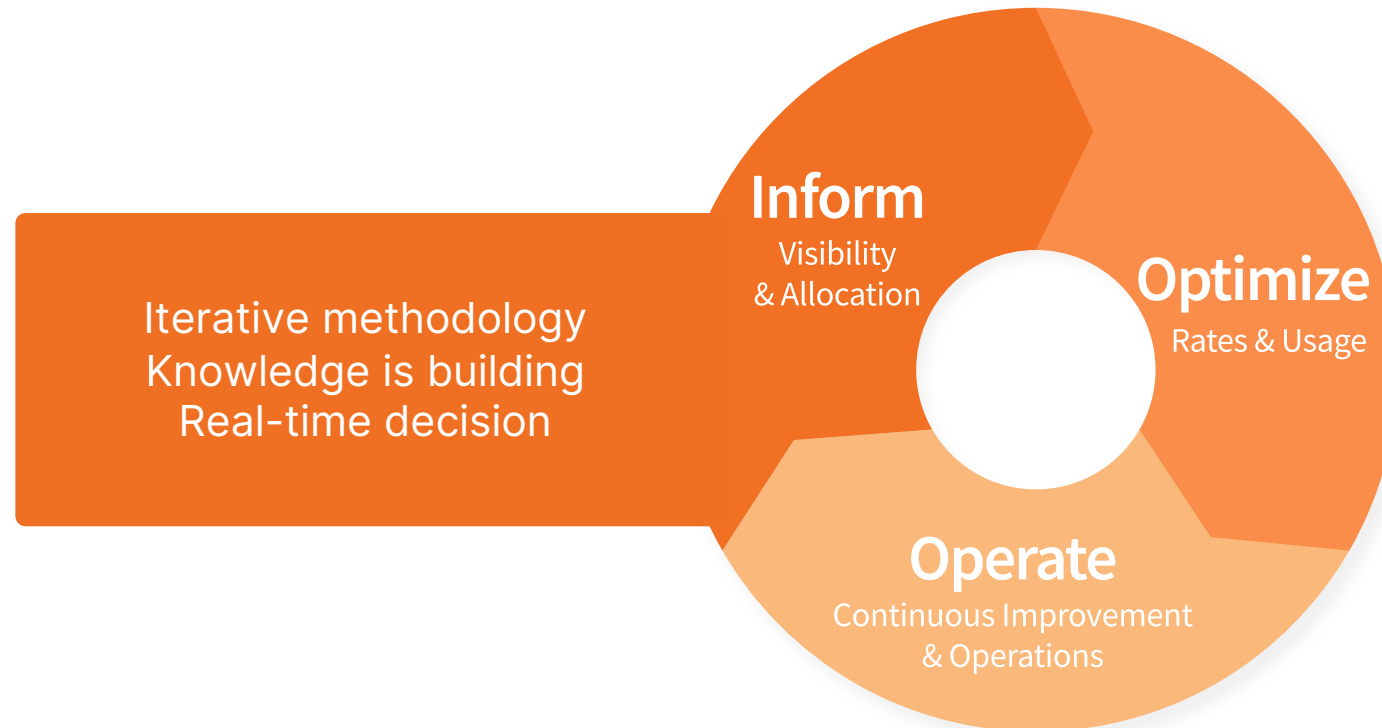
Culture Operate

A culture of cost optimization and accountability within the organization. This may involve educating stakeholders about cloud costs, incentivizing cost optimization, and fostering collaboration between teams to drive efficiency and innovation.

It's not a one-time activity, but rather an ongoing process of continuous improvement

FinOps - Journey

High-level overview



Sorint Tailored Journey



Tagging policy
creation and
implementation

Mapping of costs
divided by cost
center / application
/ workgroup



Creation of
consolidated
reports

Sharing of cost
reports with
various work
groups



Identification of
anomalies



Workload
Management
Automation



License
optimization



Check discounts
suitable for the
flexibility of the
system.

Advance purchase
of some resources



Monitoring metrics
and KPIs



Internal benchmark
and against
competitors

Definition of a
continuous process
that allows the
evolution of Cloud
installations with
respect to business
objectives



Experts Involved



FinOps



AWSome



Next Enterprise X Team (Next)



Microsoft & Azure

Fabio Zanchi

Database & Cloud Architect | FinOps Specialist | Ercole PM

+20 years of experience. DB infrastructure and cloud



Raffaello Ferrari

Database & Cloud Architect | FinOps Specialist

+7 years of experience. DB infrastructure and cloud



Luca Pedrazzini
MD and FinOps enthusiast



Some prestigious certifications



Architecture – Closer Look



Understanding Fully Loaded Costs

Map spending data to the business

Set tag strategy and compliance

Create showback and chargeback reporting

Define budgets and forecasts

Dynamically calculate custom rates and amortization metrics

Enable Real Time Decision Making

Provide timely and consistent spend / usage data to all stakeholders

Identify Anomalies

Find & Remove underutilized services

Benchmark Performance

Trending & Variance Analysis

Create Scorecards, metrics & KPI's

Benchmark internally and against "industry" peers

Optimize Usage

Rightsizing

Workload Management

Automation

Optimize Rates

Balance use of various rate types

Select discounts that match your flexibility

Pre-purchase capacity

Custom and Volume Discounts / Sustained Usage

Utilize Marketplace

Licensing Optimization

Align Plans to the Business

Mini-Business Cases

Tracking and Trending

Communication strategy

Ongoing reviews with stakeholders on optimization opportunities

Develop a framework for decision making that aligns with the business drivers

Leading to

Manifestation of success



Secure Design and
Culture



Threat Modelling



Secure Implementation



Secure Verification



Production Security Monitoring



Incident Management

Success stories



Delivered by: Sorintians



Confidential

Large multinational enterprise Start a FinOps Journey

Challenge

Introduce FinOps

- Oracle cloud & Azure platform.
- 3 months evaluation.

Going forward

Understanding and engaging stakeholders.

Tags and reporting became the primary focus.

Accepting the challenge - Solution and Implementation

Client had resources classified as “high variables”. Business units are subject to updates in their denomination.

- Adopted a tool for reading tags of resources.
- Real-time

Over a period of 30 days. A conducted analysis was in-hands. Avg. of CPU, memory, storage, and on recurring peaks.

Result & delivery (UTD)

- For 3 different applications. Actionable saving reports of, 26.7%, 9.5%, and 50.5%.
- New tagging strategy.
- Submitted reports. On environment, cloud provider, company. Etc
- Introduced periodic reports.
- Forecasting future cost.

Success stories



Delivered by: Sorintians



Confidential

European Biomedical Research Foundation (FERB) Migration to Oracle Cloud. Applying FinOps

Challenge

Low performance datacenter premise.

- Hardware and software - performance issues.
- Increase security measures - cyber threats
- Supply to other hospitals – requirement.

Going forward

Proposed 2 scenarios:

- Renovate the on-premise datacenter.
- Migrate to Oracle cloud.

Simulated a 5 years study which clarified:

- Oracle cloud up to 35% lower cost vs new hardware infrastructure.
- Oracle opportunity to update OS servers (Windows and Linux) latest compatible version.
- A significant upgrade to security measures. E.g. Separated networks, dedicated VPN, and Infrastructure level.
- Advantages in scalability, security, flexibility, and integration.

Accepting the challenge - Solution and Implementation

FinOps methodology-driven analysis and implementation to redesign the infrastructure's performance, and have estimate costs. In Which, opened opportunity to optimize the allocation of VMs to support the various applications.

Result & delivery (UTD)

- Data-driven decisions and implementation.
- Control and successful migration.
- 10% more saving vs expected.
- Invested in Disaster Recovery Environment.

Bonous Slide

Related Solutions and Tools by Sorintians



Ercole

Proactive Software Asset Management

A service and an open source software product that tracks database licenses for optimization and compliances. Ercole can help you improve database performance, capacity and security level.

ercole.io

Going Forward



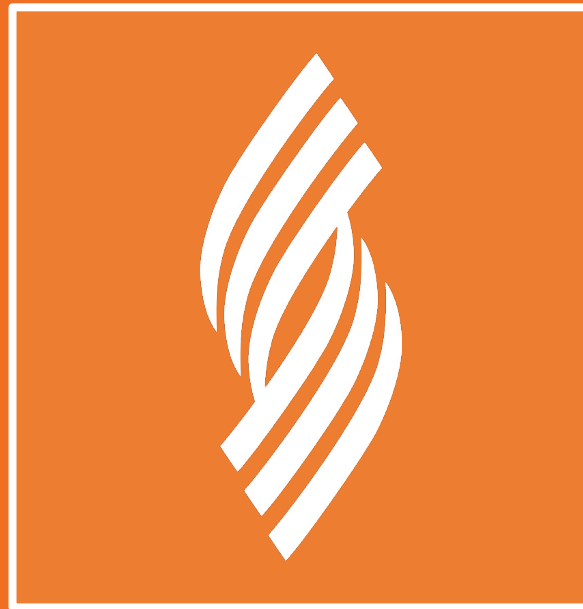
How we can move from here

One hour
workshop

Read more on:
[/sorintLab](#)



Alternative
approach



BUILDING GREAT
TECHNOLOGY



IT | ES | UK | DE | US | FR | PL | CMR | RO