

PYTHIAN SOLUTIONS

# FinOps Cost Management & Optimization



## The shift to the cloud as “the new normal” has materially changed not just the technical but also the financial landscape of computing.

Centralized purchasing and price/volume negotiations have given way to ad hoc purchases of cloud resources throughout the organization, making control and price negotiations challenging at best. Even worse, the shift from fixed price to a variable cost utility-style usage model makes it hard to predict, analyze, contain, and allocate costs. Couple this with the extreme complexity of the technology — over a million SKUs with tens of thousands added regularly — and a continuing dearth of skilled cloud operatives, and it's a recipe for waste and inefficiency. Enterprises desperately need the ability to control, forecast and optimize cloud cost and usage on the fly.

The cloud has helped businesses improve costs in customer acquisition and customer service, reach new markets, push out new products, and minimize procurement and supply chain costs. However, without cost optimization, they could be overspending by more than 70 percent<sup>1</sup>.

## Maximize the Value of Your Cloud Investment

Pythian's FinOps service offers fully managed, multi-cloud cost optimization and management that uses a powerful combination of advanced data analytics, AI/ML tools and deep human technical and business expertise. These tools can offer

**Without cost optimization, businesses could be overspending by more than 70 percent<sup>1</sup>.**

organizations immediate, and often substantial, cost savings by identifying, interpreting and enacting cloud savings opportunities and architectural efficiencies that maximize the business value of their cloud spend.

Pythian's FinOps Cost Management & Optimization service identifies, interprets, and enacts cloud savings opportunities that maximize the value of an organization's cloud spend while offering immediate and often substantial cost savings. The offering is designed to ensure that companies of all sizes have access to the tool, and expertise to maximize the value of their cloud spend and to help build a culture of financial accountability within each customer.

<sup>1</sup> Gartner, "Your 90-Day Action Plan to Control Public Cloud Spend", 2019



## Solution Highlights

### Data Collection

Collect and consolidate finely grained cost and usage information, billing information, and basic health and status metrics about the various deployed resources (e.g. CPU, RAM, storage, and network uptimes and load factors).

### Visibility into Cloud Costs

Get granular visibility into cloud environment(s), enabling the tracking and visualizing cost and usage patterns.

### Cost Optimization

Leverage AL/ML-based recommendations with human expertise to maximize cost savings, capacity reservations, volume discounts and other advanced procurement methods.

Drive out waste while increasing performance through rightsizing and workload modernization.

**Cost optimization can generate 20 to 35 percent average monthly cloud cost savings.**

## Benefits

- Maximizes the value of an organization's cloud spend while generating an average monthly cloud cost savings of 20 to 35 percent.
- Comprehensible, predictable bills that hide unnecessary complexity.
- Offers multi-dimensional visibility into cloud costs and usage, providing insight into cloud usage and simplifying decision-making by grouping and analyzing your assets by lines of business, project or team.
- Governs and optimizes cloud costs through the setting and monitoring of customized technical and budgetary thresholds, as well as the automatic detection of anomalous spending patterns.
- Delivers a unified, multi-cloud approach to cloud cost management across all major cloud providers, including Azure, AWS and Google.
- Improves cloud cost analysis and forecasting by comparing current and past spending. With accurate current month-to-date analysis, view your budget and trends against previous trends, and identify current and seasonal spending drivers.
- Helps build a culture of financial accountability through increased stakeholder access and visibility into costs and usage data as well as by enabling cost allocation through showbacks and chargebacks.
- Provides a named Dedicated Cloud Advisor to help manage, report and interpret customers' cost and usage data to help ensure that savings are maximized and continuity of care is maintained, all while ensuring business goals are met.

### Governance and Compliance

Automatically monitor and enforce technical and budgetary thresholds, and prevent spending surprises through ML-based anomaly detection. Customized monitoring coupled with automatic notification helps ensure adherence to both corporate and regulatory requirements.

### Financial Accountability

Build a culture of financial accountability through increased access to customized reporting and analytics. Drive awareness of business metrics. Ensure common goals by allocating and/or sharing costs among stakeholders through the use of chargeback and showback reports.

### Expert Advice and Interpretation

Pythian's FinOps Cost Management & Optimization service provides access to a dedicated cloud advisor who helps manage, report and interpret the data to maximize cost savings while ensuring business goals are met.

## Why Pythian for FinOps?

### Unmatched Expertise

Pythian has two decades of proven expertise in database and data warehousing architecture, development and migration both on-premise and in the cloud. This is coupled with deep expertise in artificial intelligence, machine learning, and other advanced analytical and data sciences, as well as

**The real challenge in cost optimization is less in providing visibility into the cost and usage data than in the ability of stakeholders to properly interpret and act upon that data.**

functional expertise across a wide array of industries. The depth and breadth of our technical and business expertise makes Pythian uniquely suited to help you turn data and technology into innovative and impactful business solutions.

### Exceptional Support

Your dedicated cloud advisor is your single point of contact at all times, ensuring the highest quality support and continuity of care. They offer expertise in cloud technology and architecture as well as in the business applications of these technologies. And, as a dedicated resource who understands the big picture of your particular use of technology and business goals, they are uniquely able to help maximize the business value of your cloud solutions.

### Comprehensive Service Portfolio

Pythian offers an unmatched collection of services to help you at every point on your cloud journey. From migration planning to data warehouse design and implementation, from managed DBs to AI-powered data analytics, from business and data strategy to DevOps, from on-premise to hybrid to cloud to multi cloud, Pythian services can help you at every point on your cloud journey.

### Unrelenting Focus on Business Outcomes

The core of Pythian's DNA is ensuring that all projects are centered around clear business outcomes and with a clear emphasis on operationalization.

### Accelerated 'Time to Value'

Pythian's offers an extensive collection of tools, solution accelerators, design patterns, process diagrams and models, and other assets that help accelerate the cost-effective development of impactful, data-driven business solutions while reducing cost and risk.

## Get Started with Pythian

**Contact us** and learn how Pythian can maximize the value of your cloud spend while generating an average monthly cloud cost savings of 20 to 35 percent. Email us at [sales@pythian.com](mailto:sales@pythian.com) to get started.



[linkedin.com/company/pythian](https://www.linkedin.com/company/pythian)



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Contact us at +1-866-798-4426 or [info@pythian.com](mailto:info@pythian.com)

### ABOUT PYTHIAN

Founded in 1997, Pythian is a global IT services company that helps organizations transform how they compete and win by helping them turn data into valuable insights, predictions and products. From cloud automation to machine learning, Pythian designs, implements and supports customized solutions to the toughest data challenges.

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