



Five Ways to Optimise Your Cloud ROI

WEBINAR
STARTING SOON

Wed 2 August | 15:00 - 16:00





Agenda

1. Define good goals and standards
2. Promote communication
3. Design for the cloud
4. Set your goals
5. Keep optimising

Q&A



Jonathan Bailey
Cloud Architect
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Konrad Koval
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Book a one-on-one complimentary session with Jonathan or Konrad

Exclusive offer for webinar registrants

Do you have problems with?

- Cloud bloat and spiralling costs
- A complex cloud monitoring setup
- Orphaned resources

Jonathan and Konrad can help you tackle these by advising on:

- Sources of your cloud bloat and how to reduce it for cost effectiveness
- Azure scripts and tools for efficient monitoring
- Tagging and resource grouping

Limited offer – [Click here to book](#) by 18 August



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Five Ways to Optimise Your Cloud ROI



Ekco Infrastructure Modernisation Survey 2023

- This was our second Ekco Infrastructure Modernisation Survey (previous survey was 2022)
- We asked IT Decision Makers in the UK and Ireland about their journeys or planned journeys to the cloud
- Our key finding:
 - Most businesses (85%) are moving to cloud/modernising their cloud infrastructure, but it's not meeting expectations

52%

Had to make **compromises** in their cloud projects



32%

Of cloud projects achieve all their **objectives**



19%

Feel their infrastructure is completely **optimised**





1. Define good goals and standards

When should optimisation enter the conversation?

Do companies believe their infrastructure is optimised for success?

19% believe their IT infrastructure is truly optimised

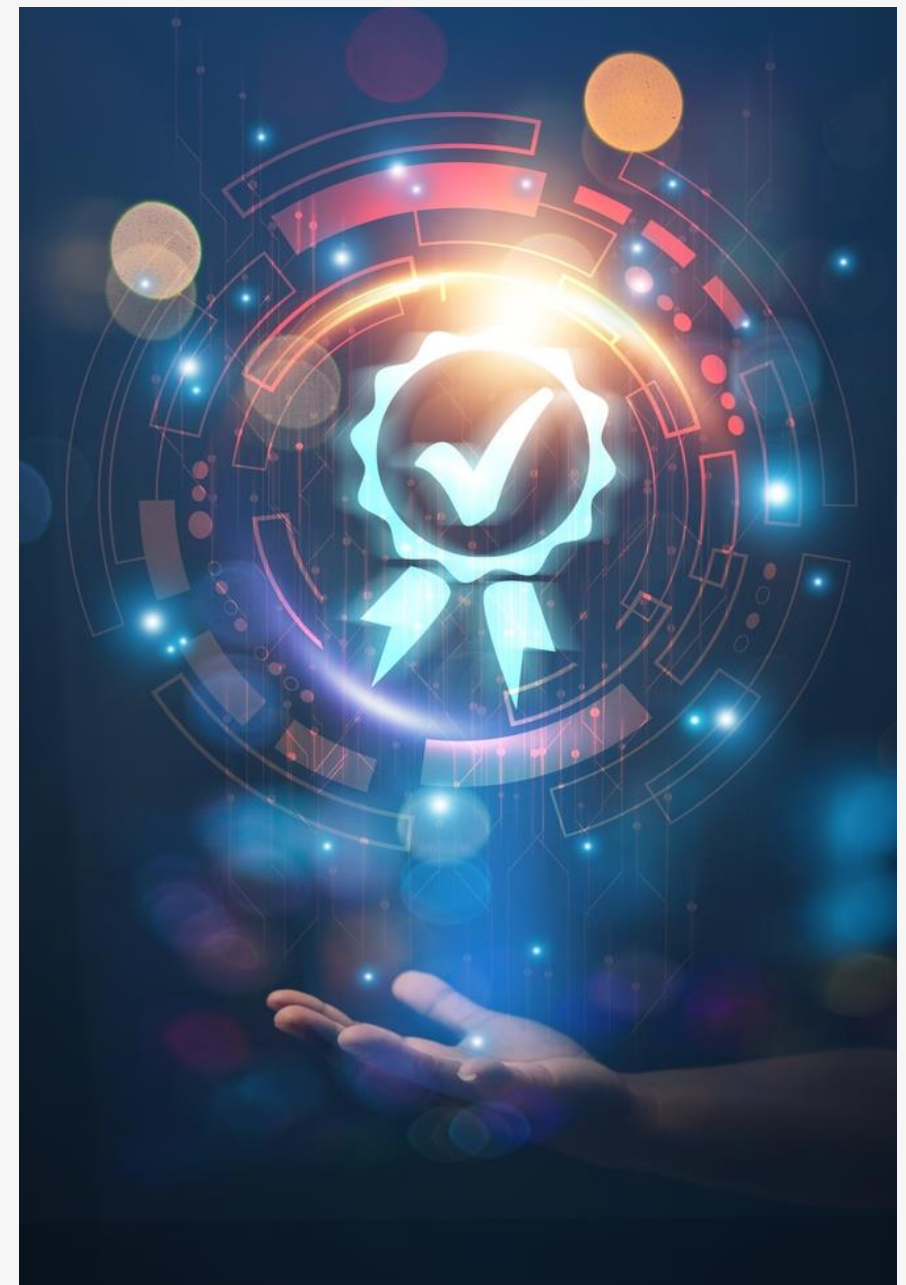


Top 4 areas lacking optimisation

- 1 Security
- 2 Cloud Monitoring
- 3 Speed
- 4 Risk of Shadow IT

How do you tackle optimisation?

- Optimisation requires operational data – monitoring, baselines, and benchmarks.
- Defining security optimisation means agreeing and adopting a standard.
- Right SKU and service decision for solution. Well-architected, right-sized, scalable.
- Risk of Shadow IT is greatly reduced by good monitoring, management, and security.





2. Promote communication

Assume nothing

A seemingly successful conversation can often mask key missing data

- Adopted standards provide good prompts for mutually agreeable deliverables
- Adopt specificity and expect it of your MSP
- Day 1 of BAU –revisit decisions made with a critical eye
- Project Team and Operational Support Team should be on same page
- Changing mindset from CapEx to OpEx





3. Design for the cloud

From on-prem to cloud environment

From static (on-prem) to dynamic (cloud) environment

A Tale of Two Clouds

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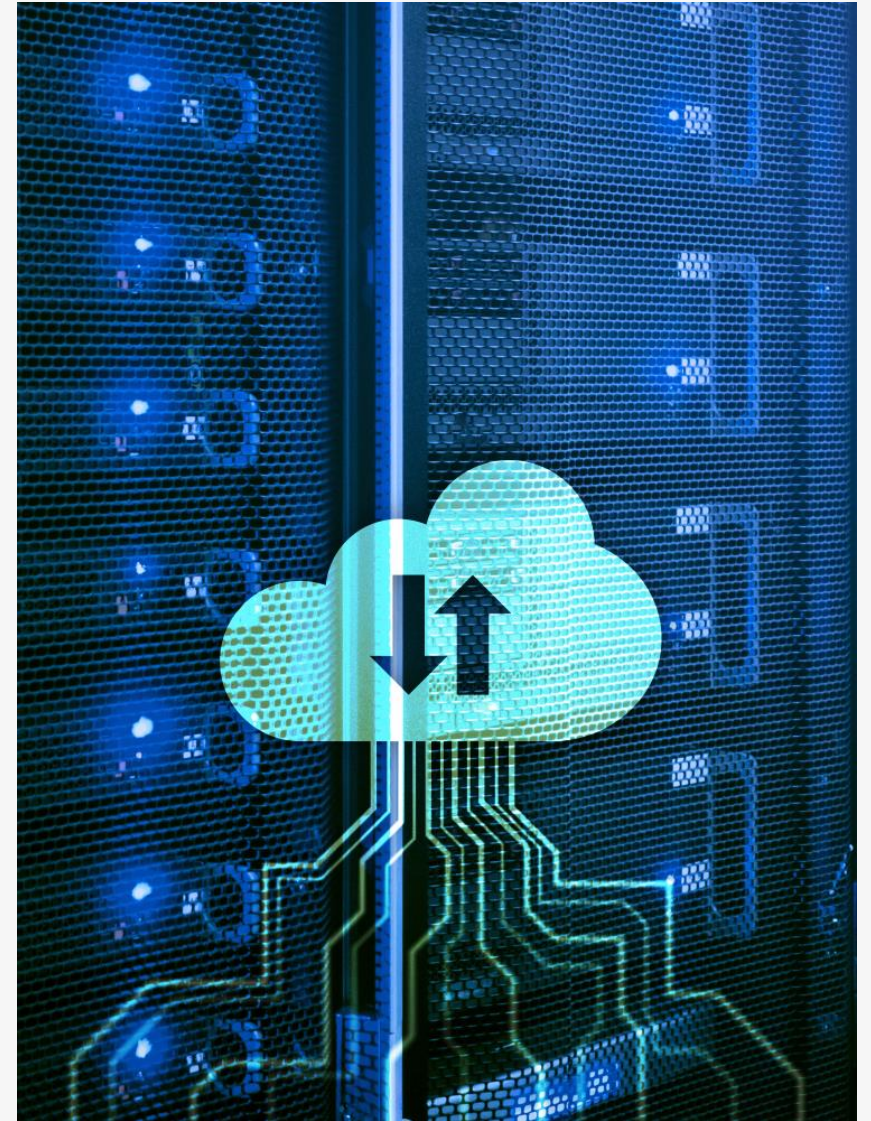
- Finance, 300 staff, mainly Microsoft house
- Significant in-house development
- Public cloud just happened
- 'It is just another datacentre' approach
- Using public cloud in on-prem

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- Insurance, 200 staff, Microsoft-only house
- Limited in-house development
- Decided on public cloud after careful consideration
- Embraced new way of developing and consuming IT services and applications

From static (on-prem) to dynamic (cloud) environment

- Do not copy-paste on-prem datacentre to the cloud
- Take full advantage of cloud-specific solutions, technologies, and features
- Consider SaaS and PaaS before IaaS
- Change your mindset – embrace the cloud evolution





4. Set your goals

Optimisation goals

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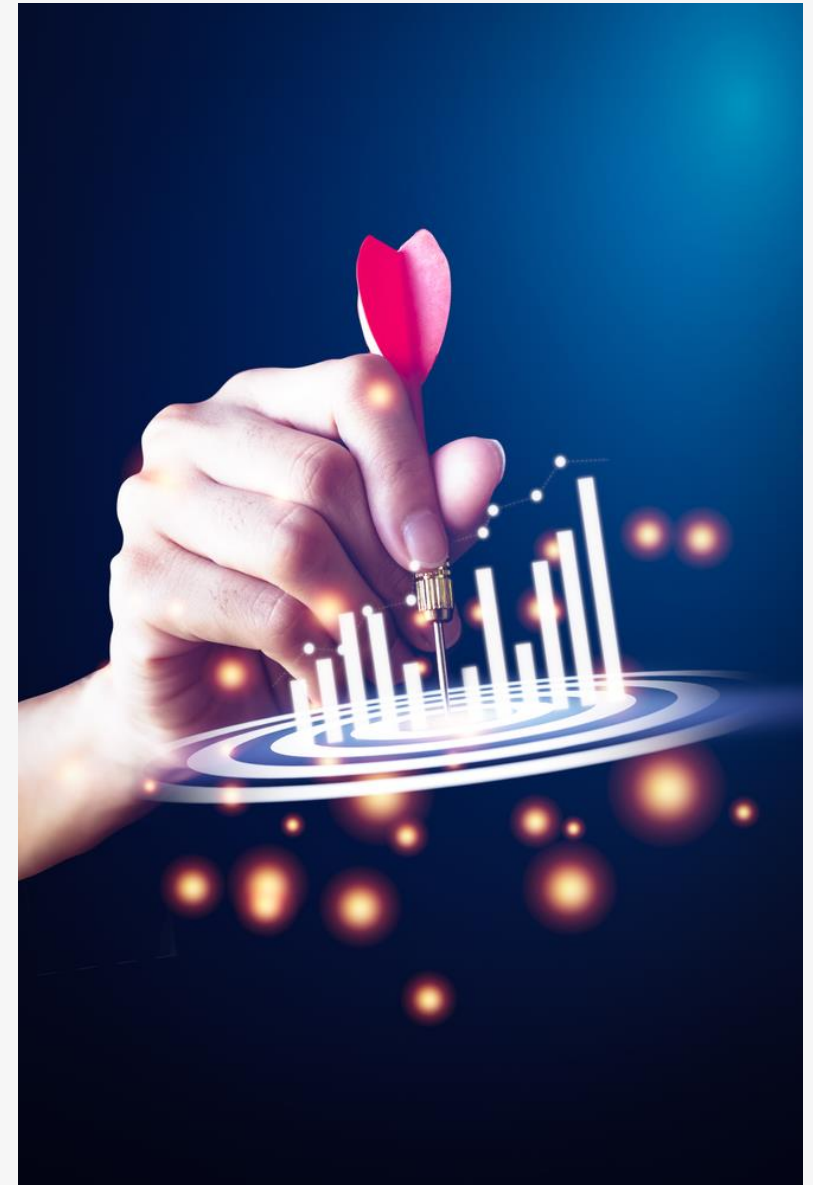
- Second public cloud attempt
- Set of initial, project specific goals
- Goals not translated into standards or policies
- ROI drops with time

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- Set of optimisation goals
- Overarching high-level cloud policy
- Low-level policies and standards for the cloud environment

Optimisation goals

- Monitoring – how much does it cost to run a service?
- Speed – service performance and agility
- Security
- Shadow IT
- Translate the goals into policies and procedures to make them stick





5. Keep optimising

Optimisation is an ongoing task, and not a once-off exercise

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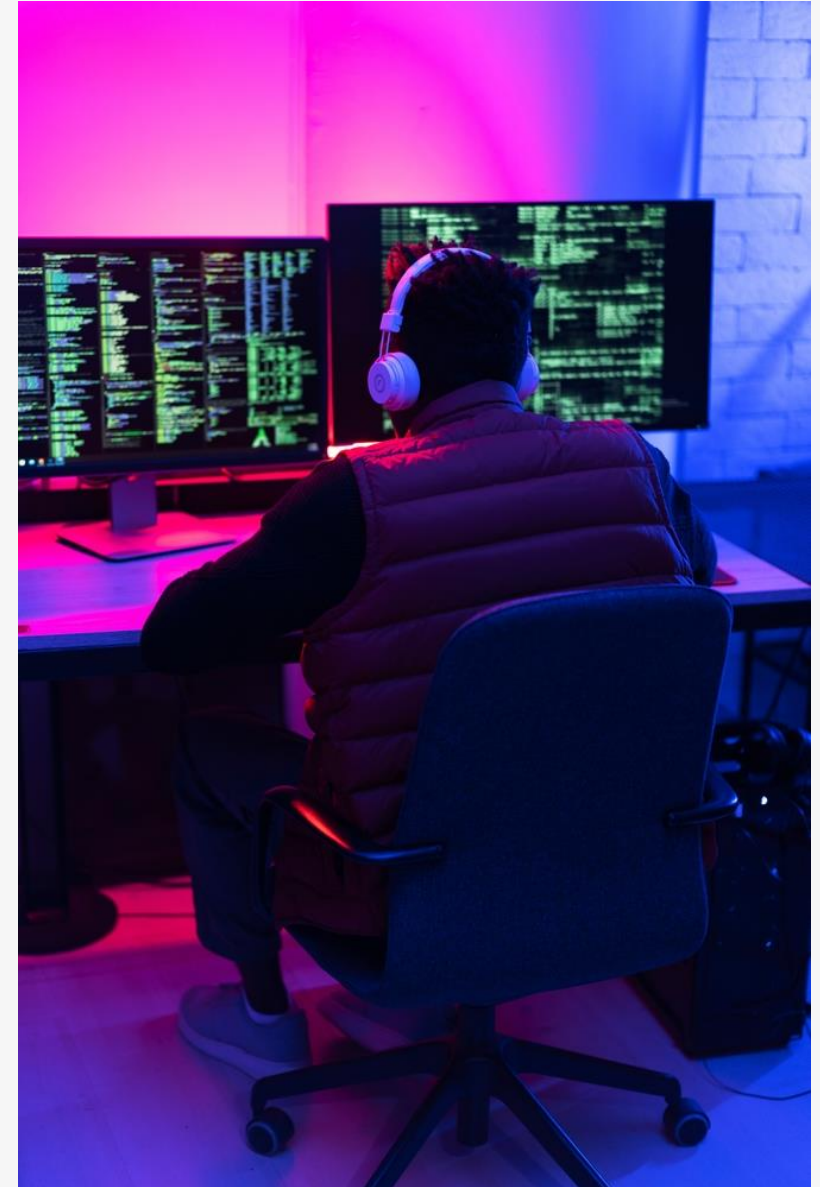
- Optimisation exercise
- Set of quick changes can lead to lowering public cloud cost by 26% - in this case, £20,000 per month
- Further saving opportunities possible, but require changes to the cloud architecture
- Need to set public cloud policies and procedures, or cloud bloat will return

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- No major fluctuations in ROI
- Adherence to policies and standards and constant monitoring keeps cloud environment lean and cost effective
- New services deployment process ensures value for money
- Regular adjustments and modifications to keep with cloud evolution and realise saving opportunities

Optimisation is an ongoing task, and not a once-off exercise

- Monitor the s**t out of your cloud environment
- Inertia costs you; every minute, every kilobyte
- Run lean but well-designed environments
- Hunt for new saving opportunities





Key takeaways from our case studies

Key takeaways from our case studies



Set your goals and agree your standards



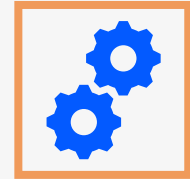
Communicate expectations and challenges



Think Cloud First



Set and realise your goals: project milestones should be set against your targets



Optimise, Optimise, Optimise



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