

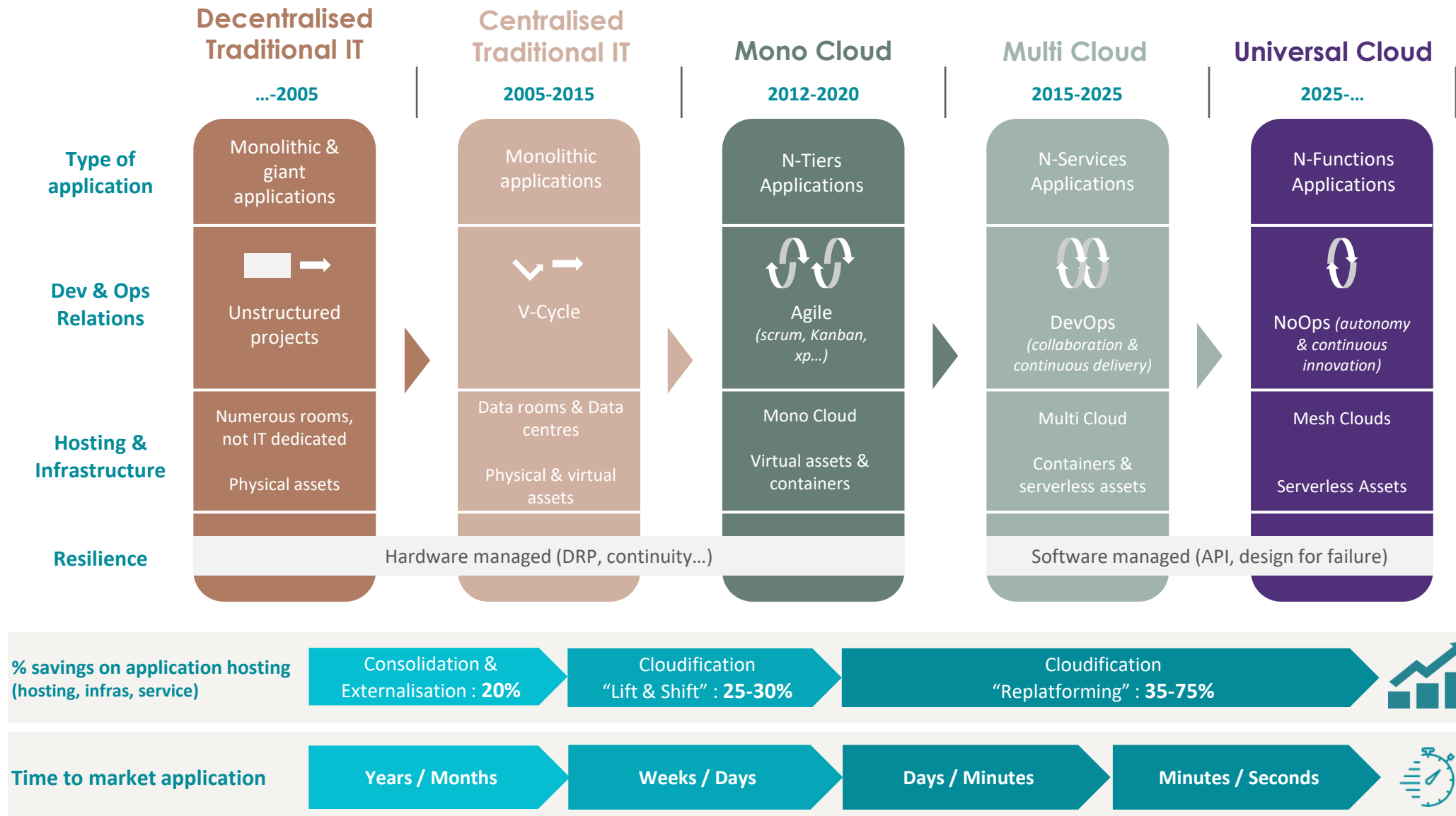


# Cloud Management and Optimization Advisory

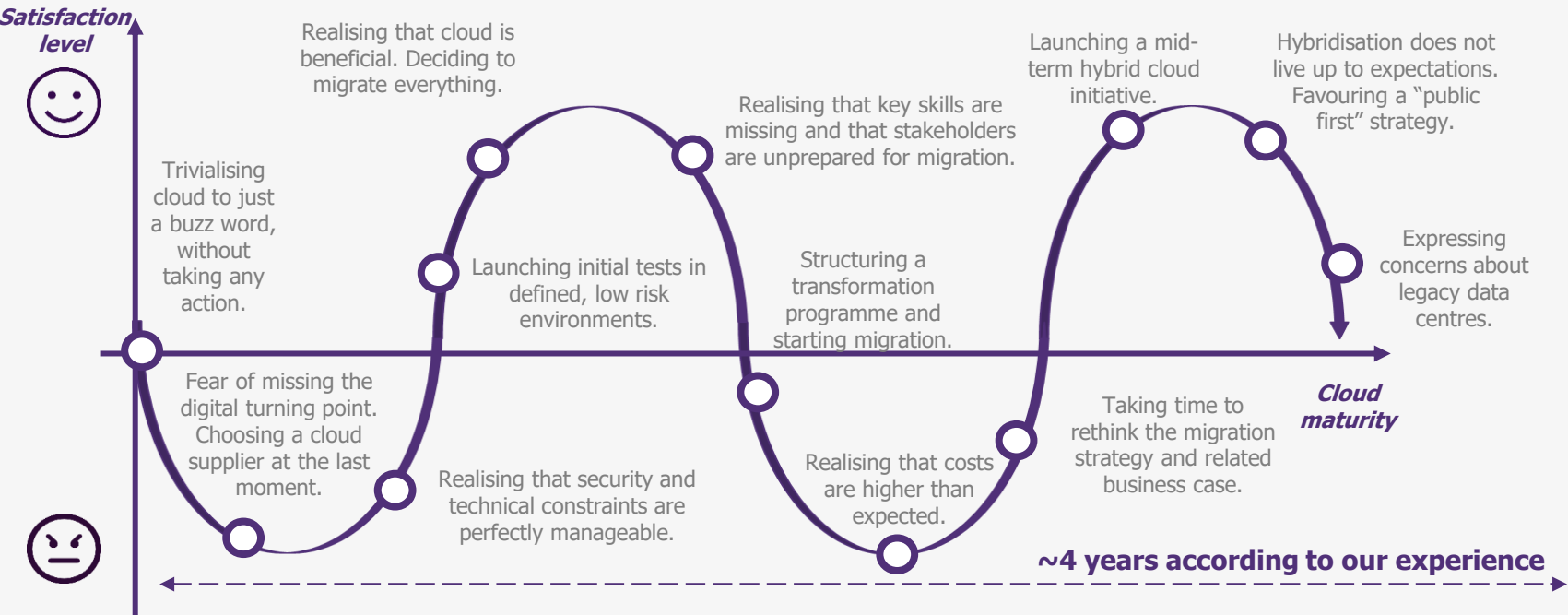
G-Cloud 13

April 2022

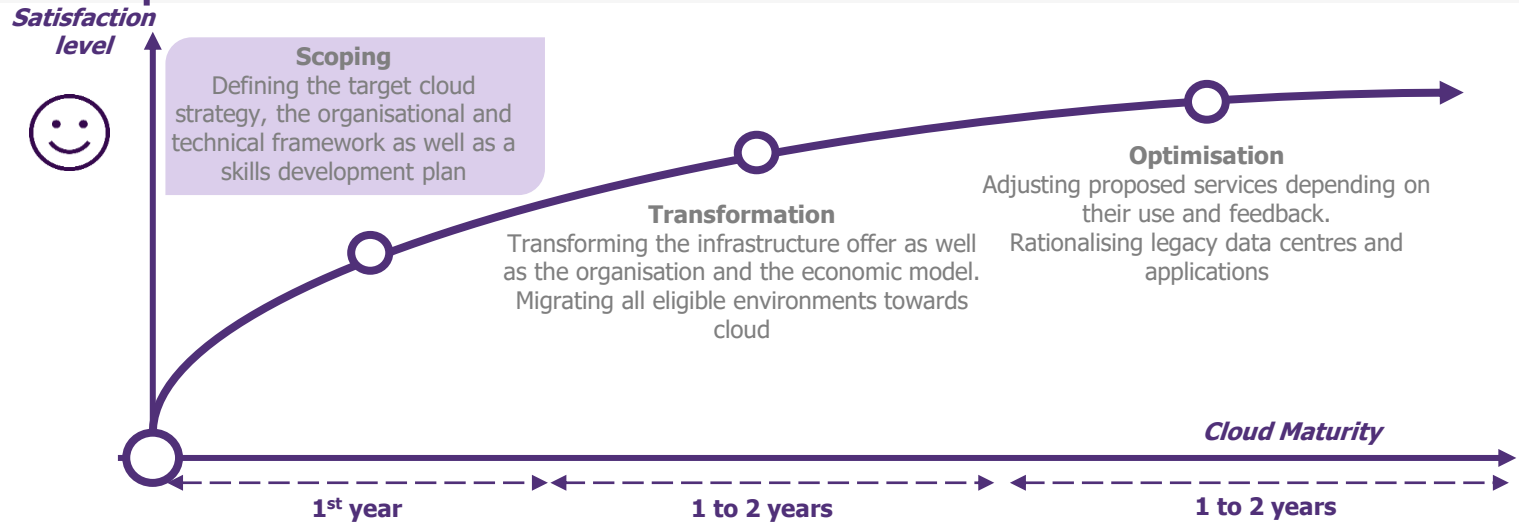
Wherever you are in your cloud journey, defining the appropriate organisation and operating model is key to realising the benefits of new technologies and...



...and building a structured approach to mitigate typical challenges with adoption



The traditional peak-and-trough journey



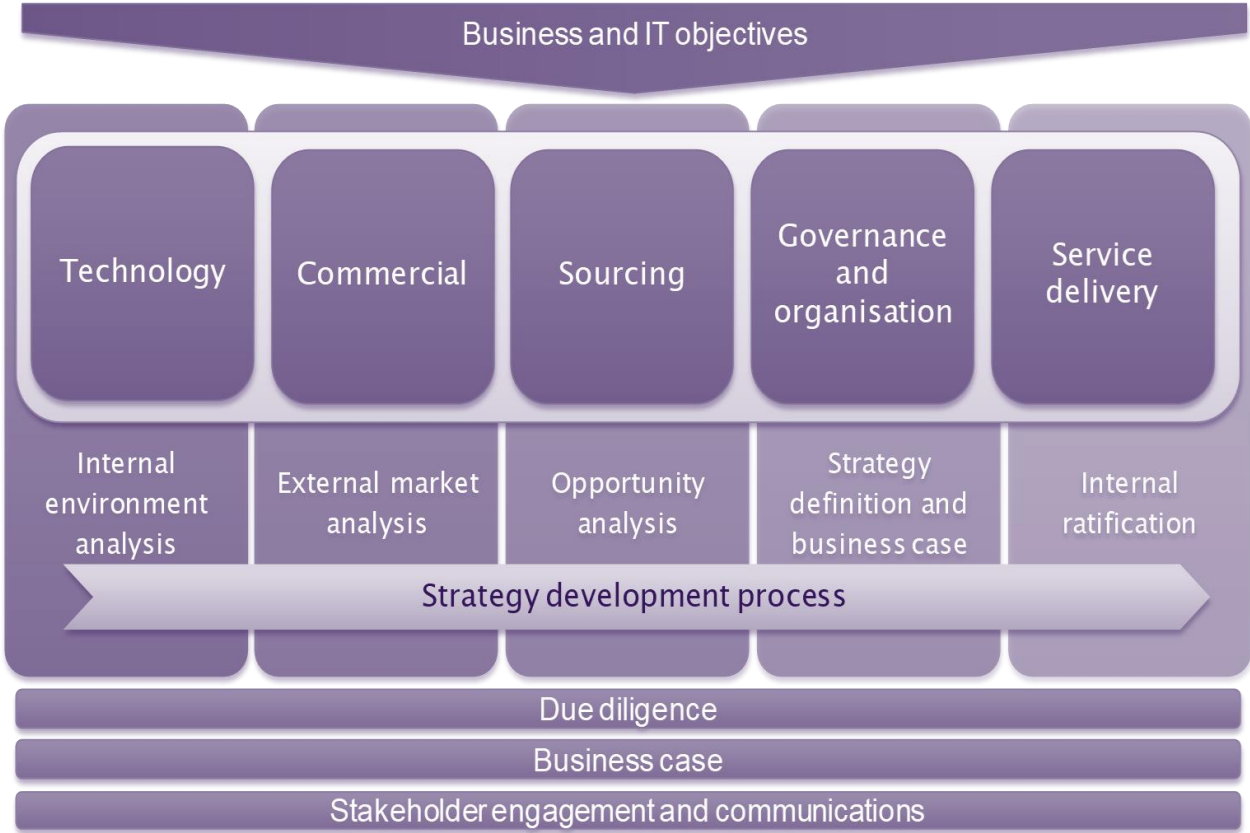
  
A quick, efficient and steady end-to-end process

Our strategy development framework enables you to think and plan your IT transformation to achieve business objectives by...

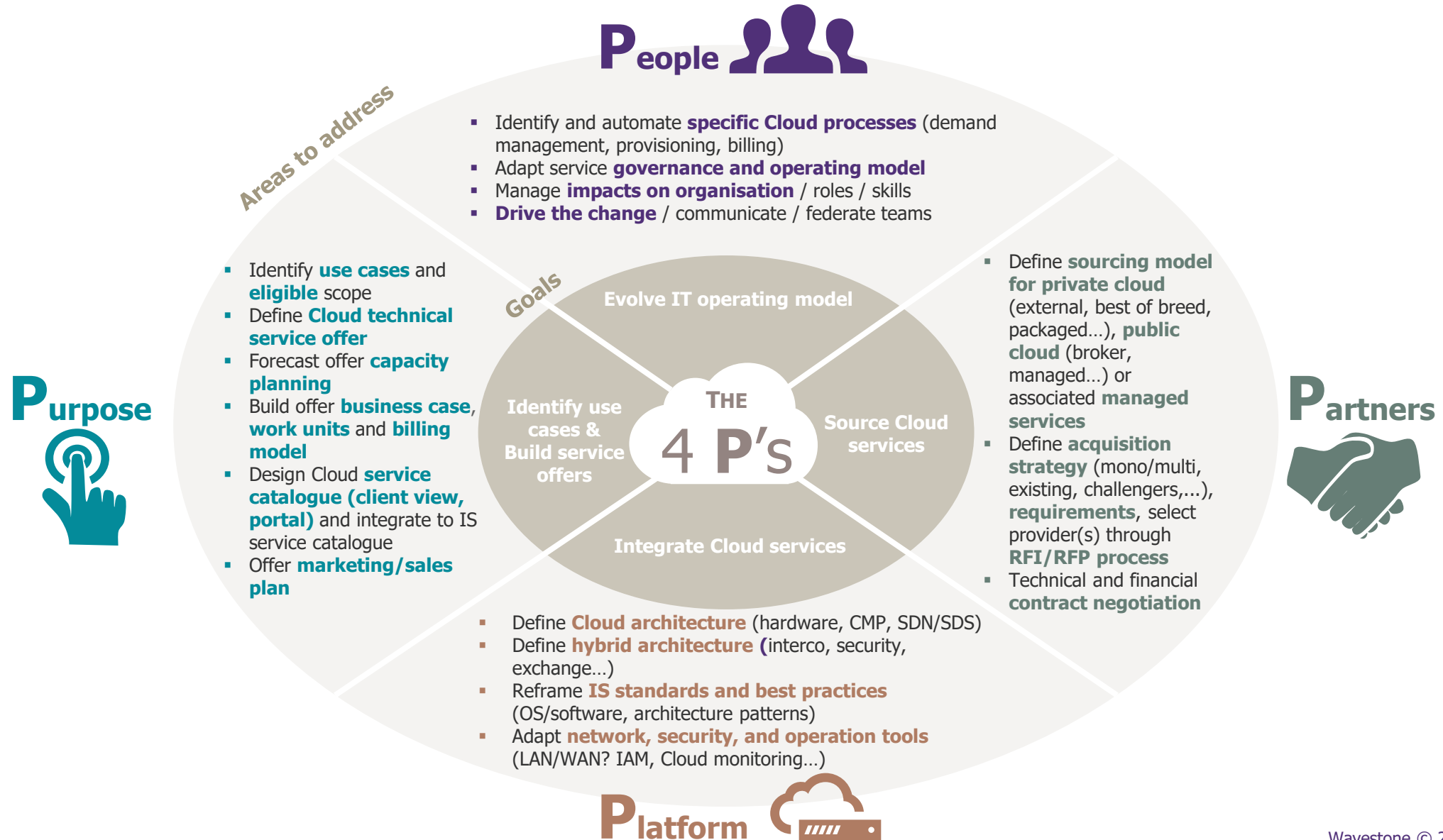


Think and plan

- ✓ **Hosting, infrastructure and Cloud strategy** definition
- ✓ **IT Master plan** (global and per technical domain)
- ✓ Technology **state of the art & market trends**
- ✓ **Business case & economic model**
- ✓ Cloud & Infrastructure **service catalogue** definition
- ✓ **Opportunity** studies
- ✓ **Cloud eligibility** analysis



...bringing together key areas of your organisation to achieve your goals



Irrespective of your target infrastructure maturity requirements, we help to define how public cloud adoption can accelerate your goals



### Target a fully integrated and automated infrastructure

- ✓ Make commonplace and rationalise the computing power using **x86 technology**
- ✓ Simplify the network and make it **service-oriented** to avoid routing & segregation complexity
- ✓ Create on-demand value added services:
  - Network - Load balancing, DNS, Firewall, security groups...
  - For operation services – Monitoring, backup...



### Switch from infrastructure asset vision to consumable services vision

- ✓ Propose **IaaS & PaaS offers** (middleware, DB...)
- ✓ Elaborate offers for complete **infrastructure products**:
  - Turnkey
  - Integrating operation services
- ✓ Publish those products & services in **self-service through a portal** and/or **APIs**



### Become a true infrastructure service factory

- ✓ Be able to draw **resources of different natures** (internal, public cloud...)
- ✓ Shape competitive and adapted infrastructure products (cost, environment, criticality and maturity)



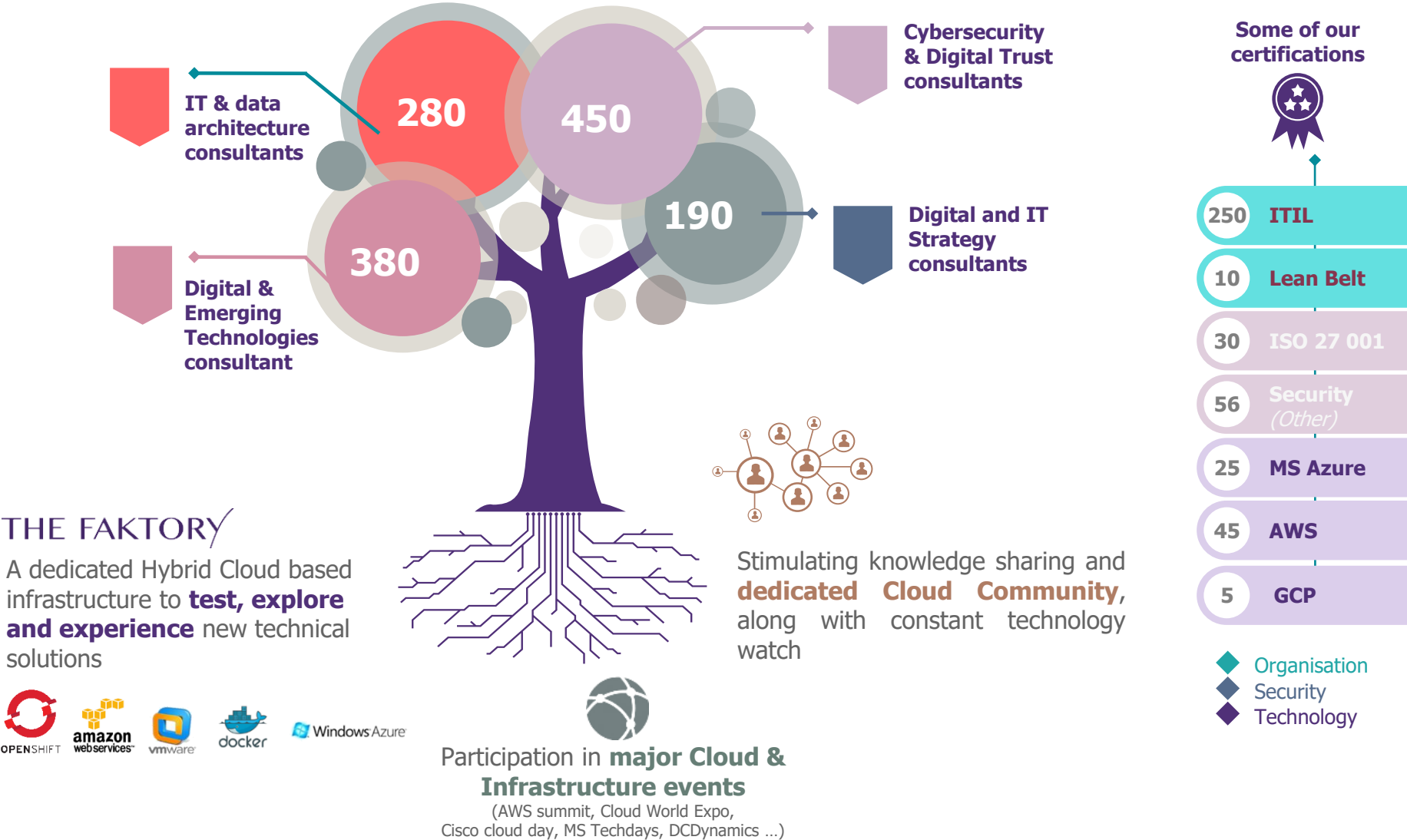
### Integrate infrastructure management at the application level

- ✓ Consume infrastructure products with a culture of ephemeral environments
- ✓ Aim at **infrastructure as code**:
  - The infrastructure is described by the application
  - Infrastructure is trivialised through containers (OS agnostic)
  - Infrastructure is integrated in the DevOps pipeline (delivery chain automated from end-to-end)



**Public Cloud is a potential accelerator regardless of the target maturity level**

Cloud & Infrastructure topics are at the heart of our competencies with 1,300+ consultants...



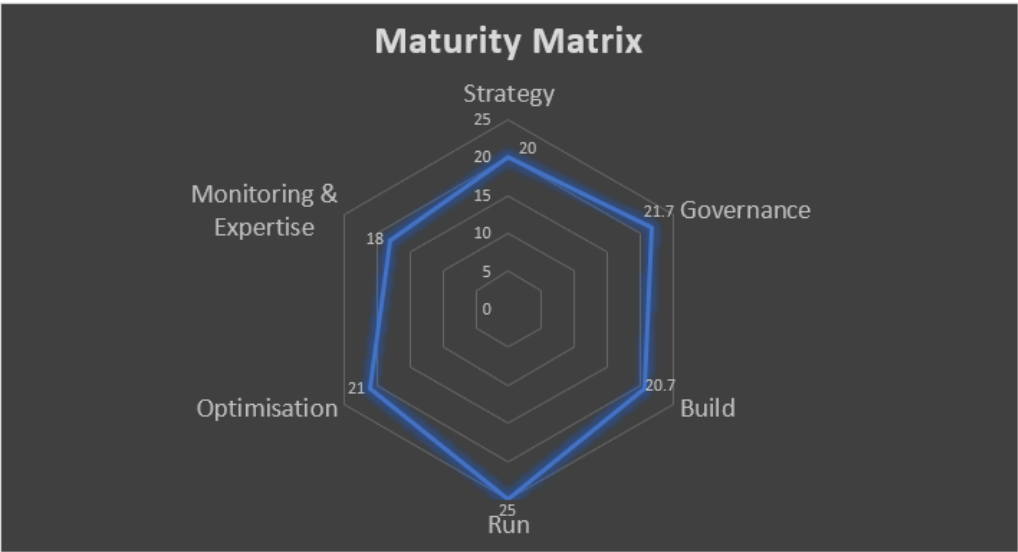


Wavestone’s FinOps maturity assessment covers 6 key FinOps topics, enabling to understand how mature their FinOps organisation is, and highlights areas that may need improving

Strategy		
Level	Stages	Questions
Level 1	Assign lead roles	Has a Cloud Centre of Excellence (CCoE), responsible for the developments of cloud computing strategy and practices, been established within the organisation
		Have roles been set up within the organisation to be responsible for cloud activities, aware of a FinOps practice?
Level 2	FinOps competency management	Does a FinOps team consisting of a Lead FinOps, a Lead Architect, a Lead DevOps, a Lead R&D and a Finance Controller exist in the organisation? (Bearing in mind. The title of the roles is not important; it is the missions they are responsible for that matter).
		Has a competency matrix been implemented within the organisation?
	Definition of objectives and KPIs	Has an evaluation process been put in place within the organisation to challenge and observe different areas of improvement of the FinOps practice? Have KPIs been defined?

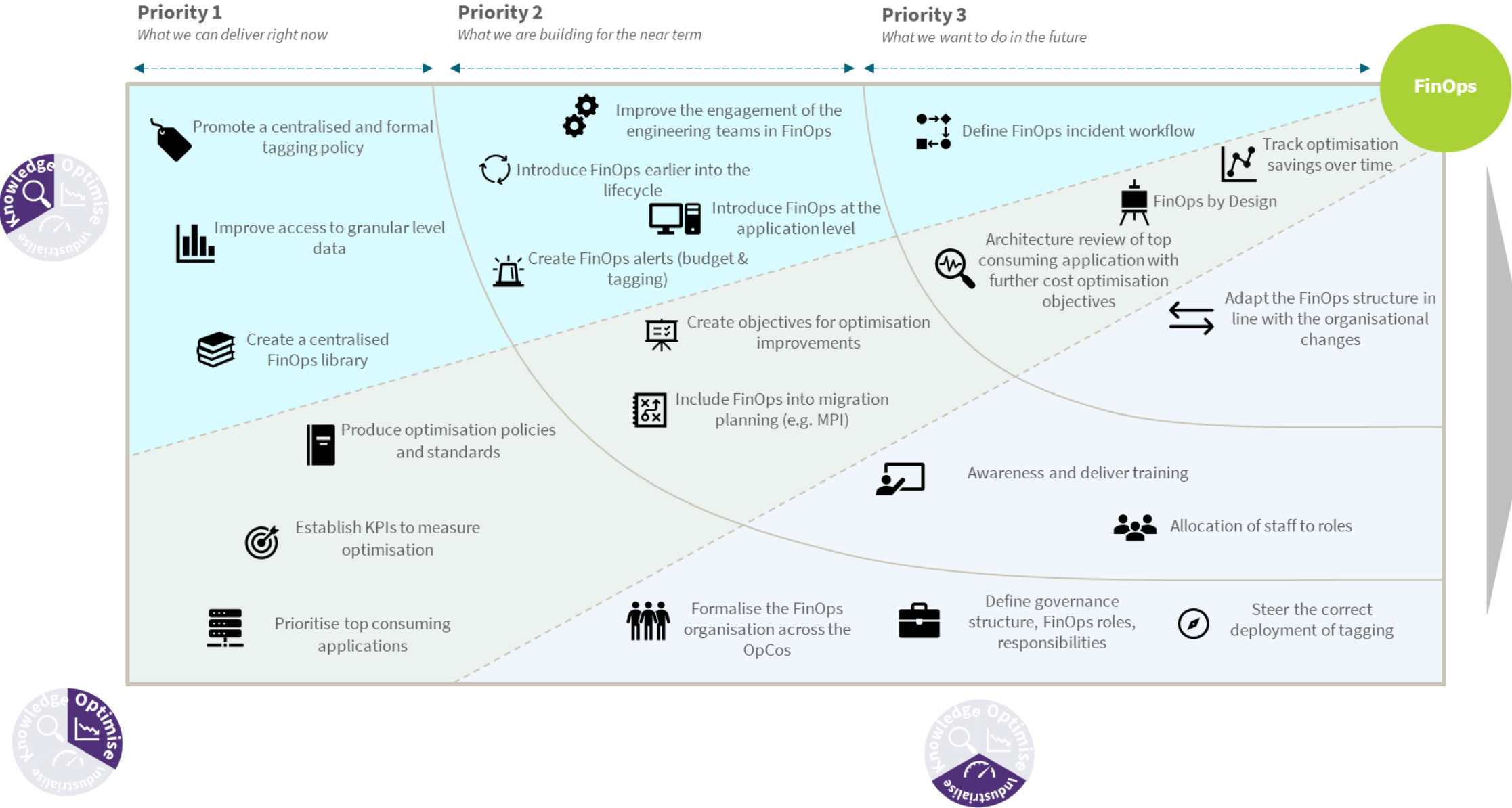
	Overall Score
Strategy	20
Governance	21.7
Build	20.7
Run	25
Optimisation	21
Monitoring & Expertise	18

		Score by level	Overall score
Strategy	Level 1	6	20
	Level 2	9	
	Level 3	5	
Governance	Level 1	8	22
	Level 2	7	
	Level 3	7	
Build	Level 1	8	21
	Level 2	8	
	Level 3	5	
Run	Level 1	10	25
	Level 2	8	
	Level 3	7	
Optimisation	Level 1	8	21
	Level 2	5	
	Level 3	8	
Monitoring & Expertise	Level 1	4	18
	Level 2	6	
	Level 3	8	





# Example of a Roadmap and priority of FinOps activities to be implemented



# We see varying levels of FinOps maturity across our clients

First FinOps quick wins  
Opportunistic use of  
CSP FinOps tools  
No FinOps authority



**FinOps beginner**

Optimisation of existing  
IaaS oriented  
Reinforcement of the  
FinOps tooling  
Implementation of a  
FinOps authority



**FinOps junior**

Evolution to cloud Native  
PaaS oriented  
Industrialisation of the  
FinOps tooling  
FinOps relays in addition to  
the authority



**FinOps master**

Integration of a FinOps  
process throughout the IT  
life cycle  
Financial efficiency from the  
first Go-live  
Audit and remediation plans



**FinOps king**

Industry Sector	Tagging & tooling	Organisation & processes	Level of maturity
Transport Oil & Gas	Use of the Power BI tool to provide consumption data in the cloud with optimisation recommendations FinOps report by application	FinOps Authority: management, consolidation and validation of action plans with application owners and architects Product teams empowered by the application owners Monthly cloud consumption committee	 FinOps master
Bank	AWS Tools Architecture pattern including FinOps	FinOps Authority: review of optimisations with the platform team and close monitoring of cost evolution Product teams empowered via application owners Monthly report sent to app owners FinOps Monthly Committee	 FinOps master
Transport	Use of the Power BI tool to provide consumption data in the cloud with optimisation recommendations Custom tooling based on automation runbooks : AHB activation check, auto shutdown tags check for coherence between defined and applied strategy, etc. Power App for alerting FinOps Authority and notifying customer	Central FinOps Team integrated within the Design authority monitors and optimises the costs while sharing and validating action plans with the business 1 FinOps Monthly Committee with platform layer team and project architects and app owners 1 FinOps Quarterly Committee with Business Unit: global review + cost show back + pain point and success communication	 FinOps master
Real Estate	AWS Tools Architecture pattern including FinOps	A FinOps role integrated into the CCOE FinOps activities centralised on the platform teams	 FinOps junior
Industry	Use of the Power BI tool to provide consumption data in the cloud with optimisation recommendations Tag policy but no verification of their correct application	Central chargeback and booking A "FinOps referent" role at central level + a FinOps referent in all mature BUs	 FinOps junior
Insurance	Use of the Power BI tool to provide consumption data in the cloud with optimisation recommendations (multi-tenant & multi-cloud) Uniform tagging, same policy for everyone but is not enforced	Early stages of a cross-functional FinOps team leading activities at the cloud Authority level Management and communication of best practices, and the creation of a FinOps community with local relays Centralised cost reporting and rebilling by OpCo	 FinOps master



## Appendix

# Stimulated by solving challenges and driven to succeed



# A unique ability to combine in-depth industry expertise, business functions know-how and technology mastering

## BUSINESS FUNCTIONS

---

Strategy

Innovation management  
& funding

Marketing, sales &  
customer experience

People & change

Finance, risk &  
procurement

Operations & supply  
chain

## INDUSTRIES

---

Financial services

Telecom, media &  
entertainment

Consumer goods & retail

Manufacturing

Energies & utilities

Transportation & travel

Real estate

Public sector &  
international institutions

## TECHNOLOGY

---

Digital & IS strategy

Digital & emerging  
technologies

IT & data architecture

Cybersecurity & digital  
trust

# Wavestone, a fast-growing company



**Pure-play**  
consultancy



**€470m**



**15 offices**  
in 9 countries



**3,500+**  
employees



**Wavestone supports leading organisations shape and deliver their most critical transformations**

**In the UK we are the “go to” organisation for our senior executive clients for technology advisory. Our client focused approach allows us to bring deep business and technology expertise to add value to an organisation’s agenda**

**Cybersecurity**

**Technology  
Advisory**

**Operational  
Resilience**

**100+ UK Employees  
and growing**

**Deep subject matter capability  
and practical experience**

**Independent and  
impartial advice**

---

**Underpinned by our Attitude | Approach | Adaptability**





# **Multidisciplinary approach**

---

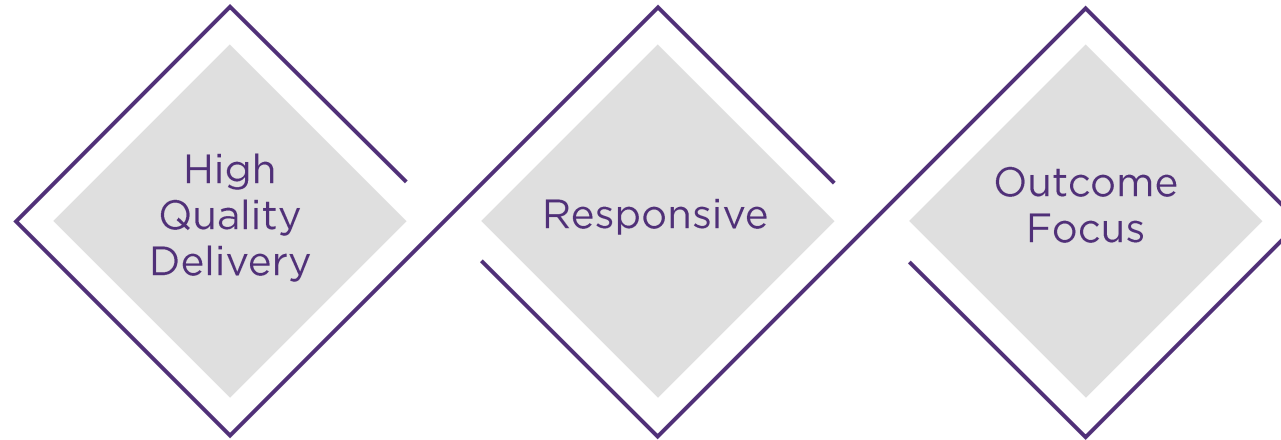
# **Collaborative consulting style**

**Blend different  
skillsets  
from breadth of  
expertise**

**One Global company,  
flat structure,  
no silos**

**Account  
Manager as  
single point  
of contact**

# How our culture drives the best outcomes for our clients



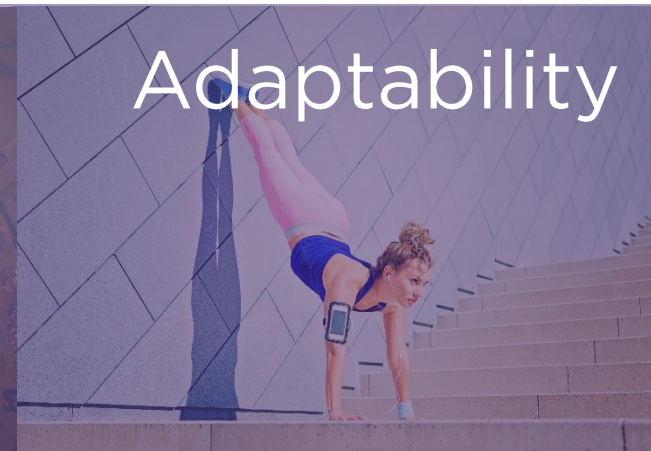
## Attitude

Based on **teamwork** and **enthusiasm**, which drives the mentality to succeed with our clients



## Approach

Transparency drives **honesty** and **intimacy** to create an environment of trust. Leave a legacy.



## Adaptability

Always bring the best capabilities, with **flexibility** to change, delivered from a single point of contact

# Here's what our clients say....

*I find there is masses of **energy and enthusiasm** and work alongside us effortlessly... through our partnership and **honesty**, we ended up in a position where we got the **outcome** we all wanted.*



COO | Global Investment Bank

*Wavestone provided programme management expertise at a very critical and sensitive time in the project. Your team was **always at our side** even through the toughest of times. Our engagement always felt like a **deep partnership**.*



US COO | Global Bank

*It has been a pleasure with working Wavestone. You have brought some much needed **expertise** and thinking to the work we have undertaken and I appreciate both the **professionalism** and **collaborative nature**.*



Head of Department |UK  
Regulator



# Here's some of our recent work

## Investment Bank



A Cloud Security review to recommend a unified cloud solutions in a secure way, with cost-effective approach



## UK Government Entity



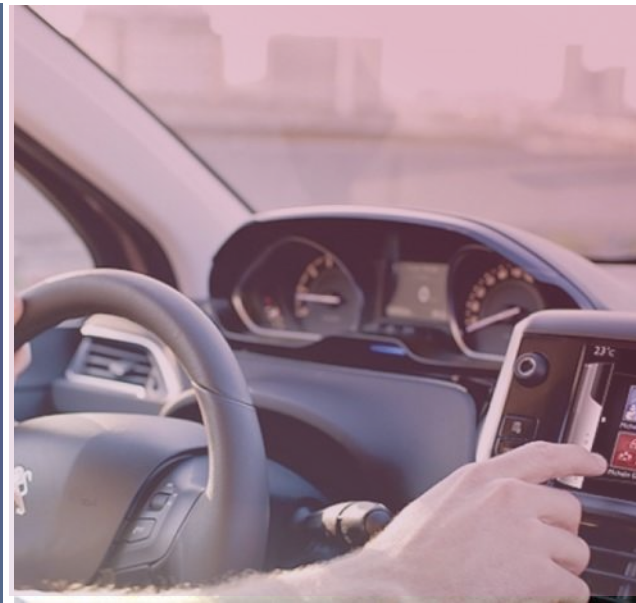
Established an effective go-to-market strategy for the future procurement of WAN services, with advisory on improving performance and reducing circuit costs



## UK Regulator



Review of cyber recovery capability to ensure preparedness for recovery from a Cyber-Attack



## Large Government Department



Technical Debt discovery exercise to help provide centralised view of IT Estate

The Positive Way

# WAVESTONE

**Mike Newlove**  
Partner



**Jim Hennigan**  
Partner



[uk.wavestone.com](https://uk.wavestone.com)

@wavestone\_UK