



# HGS Cloud Services

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# HGS Cloud Practice

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For over a decade, HGS has supported large enterprises with cloud transformation initiatives. This has included delivering cloud readiness assessments, multi cloud and next gen AI strategy, migration road mapping and planning, while also migrating workloads to various major cloud platforms such as AWS, GCP, Azure and Private Cloud, and offering post migration and 24 x 7 managed services support.

We have a global team of skilled cloud certified engineers available to support across the varied requirements of cloud services work. We provide assessment driven roadmaps for cost efficient, resilient, secure, next gen AI and multi cloud environments, helping with cloud infrastructure design and architecture, application migration, 24 x7 managed services, automation/ IaC, CI/ CD DevOps and more.

HGS strongly believes 'learning is a continuous process', so we equip associates with next gen skills and advanced certifications. We partner with leading online learning platforms and take advantage of our alliance partners (AWS, Microsoft, Google, Hashicorp etc.) for special training requirements.



# Cloud Offerings

## PROBLEMS WE ARE SOLVING

- Complex & costly multi cloud migrations
- Security & compliance challenges
- Design resilient & multi cloud architecture
- Infrastructure as Code (IaC) implementations
- Inefficient cloud management
- High ongoing cloud operational spend

## HOW WE HELP



CLOUD STRATEGY &  
ARCHITECTURE



CLOUD MIGRATION &  
MODERNISATION



CLOUD SECURITY &  
COMPLIANCE



MANAGED CLOUD  
SERVICES



DEVOPS



FinOps – AI Cost  
Optimisations

## 15+ Years

High degree of  
customer satisfaction

Diversified industry  
experience across  
various domains

Solutions designed for  
regulatory compliance,  
uptime & security

# Cloud Offerings

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HGS builds comprehensive, highly customised cloud solutions, which are designed to support higher levels of AI and automation, and that ultimately help businesses innovate, optimise, and scale. Our offerings include:

- Assessments and strategy roadmaps
- Multi cloud migration, security and compliance
- 24x7 managed services
- DevOps infrastructure, app modernisation
- FinOps – AI Cost Modernisation

These are all tailored to meet the unique needs of our clients by balancing multi cloud and hybrid environments.

We're experts in platforms like AWS, Microsoft Azure, and Google Cloud, and we ensure seamless integration and continuous optimisation of cloud infrastructure for maximum efficiency and performance. HGS's agile and responsive service model allows us to quickly adapt to changing client needs and market conditions, providing a level of agility that larger firms may struggle to match.

# Why HGS

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- ✓ End to end outcomes
- ✓ Solutions driven by requirements
- ✓ AI driven continuous optimisation



## FULL LIFECYCLE SUPPORT

From design to migration to managed services



## CUSTOMER CENTRIC SOLUTIONING

Unique tailored solutions for each customer



## GOVERNANCE & COST OPTIMISATION

AI FinOps embedded solution

# Comprehensive Infrastructure and Cloud Management



## Designing a Robust and Secure Cloud Platform



# Services Overview

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**Cloud strategy & architecture:** We assess and address complex infrastructure design and application dependencies to help create cloud landing zone/architecture, cloud roadmaps, and select the right cloud services for secure and resilient infrastructure.

**Cloud migration & modernisation:** Our experts analyse the infrastructure design, application profile, integrations and performance, making sure the right cloud services are selected and classifying the application in groups based on the complexity or cloud readiness to migrate using Infrastructure as Code (IaC). Most importantly, we manage the security benchmarks at every step of the migration.

**Cloud security & compliance:** Our team of on-prem and cloud security experts will work diligently alongside your team to assess your data security and identify potential vulnerabilities.

**Managed cloud services:** With our managed services, we provide greater stability and efficiency in your cloud maintenance and lighten your infrastructure and application burden. We provide 24x7 monitoring, analytics, optimisation, root cause analysis, governance, and more.

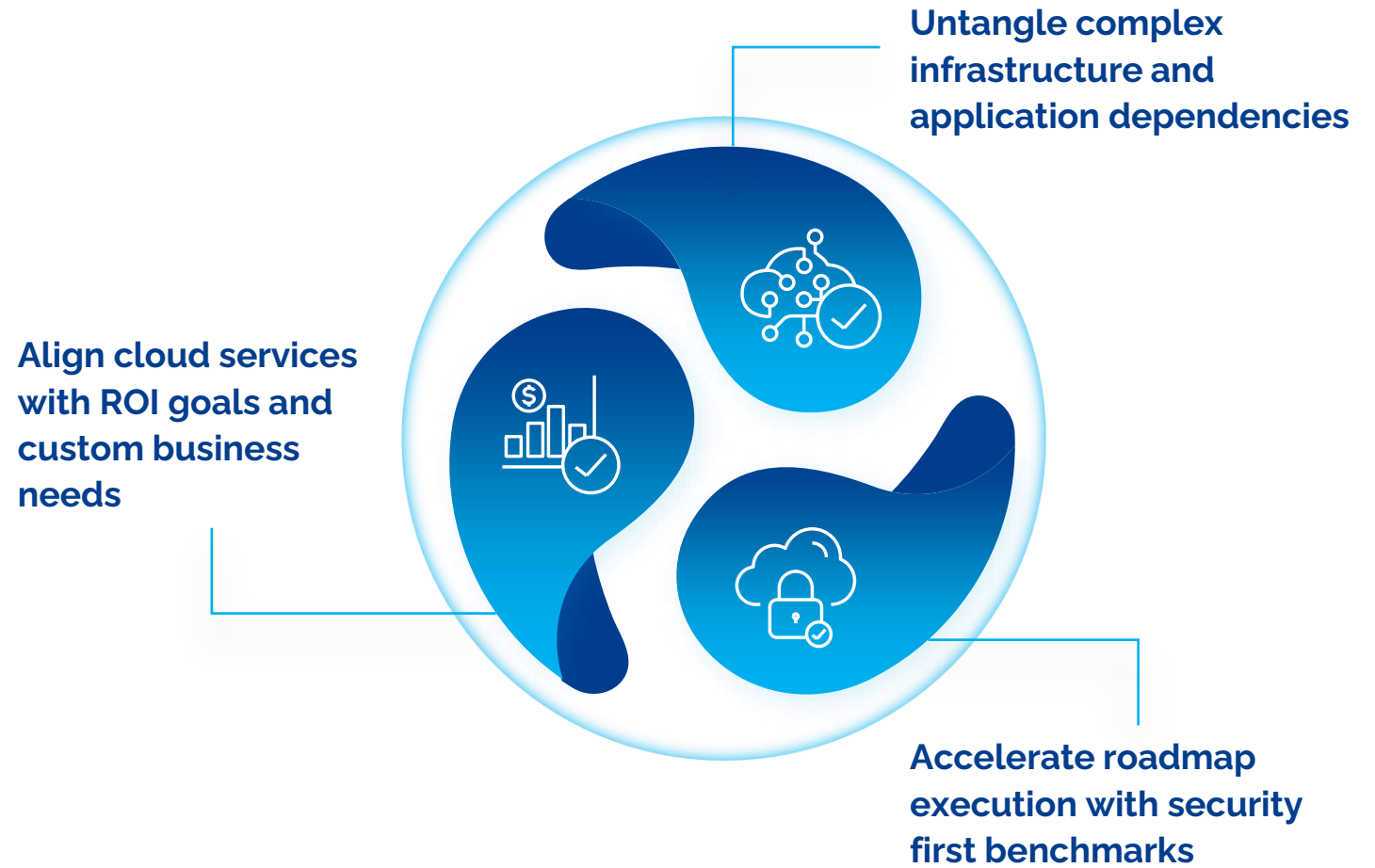
**DevOps:** DevOps is one of the main reasons our clients move to cloud in the first place, as it's a model that enables scalability, improved collaboration, and continuous integration/continuous deployment (CI/CD). Whether you're new to DevOps or need to address a DevOps challenge, our experienced team can step in and help.

**Cloud FinOps:** We help you make the most of your cloud infrastructure by containing and coordinating cloud expenditures and promoting higher levels of accountability for cloud usage across your enterprise.



# Cloud Strategy & Architecture

Tailored Cloud Journeys.  
Built for Your Business.



## How We Work

We collaborate with your team to define goals, assess applications, and build tailored cloud strategies. From roadmap to governance, security, and automation, we drive your cloud journey end to end

# Assessment & Strategy

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While many enterprises have already migrated their workloads into cloud, HGS recommends conducting diligent assessments to review the current design for resiliency, regulatory compliance & security, optimal spend & ROI, future ready next gen platform, multi cloud portability, and operational efficiency.

At HGS, we focus on various common pitfalls like lift & shift as-is & everything, selecting wrong fit/size cloud compute services, move fast to cloud with lack of business objectives, locking into one cloud eco system, missing future proof design, lack of performance & latencies, high operational costs by over sizing, idle resource, lack of budget controls leading overspend, continued/reoccurrence of vulnerabilities & risks defaulting compliance and data security, high availability design, etc.

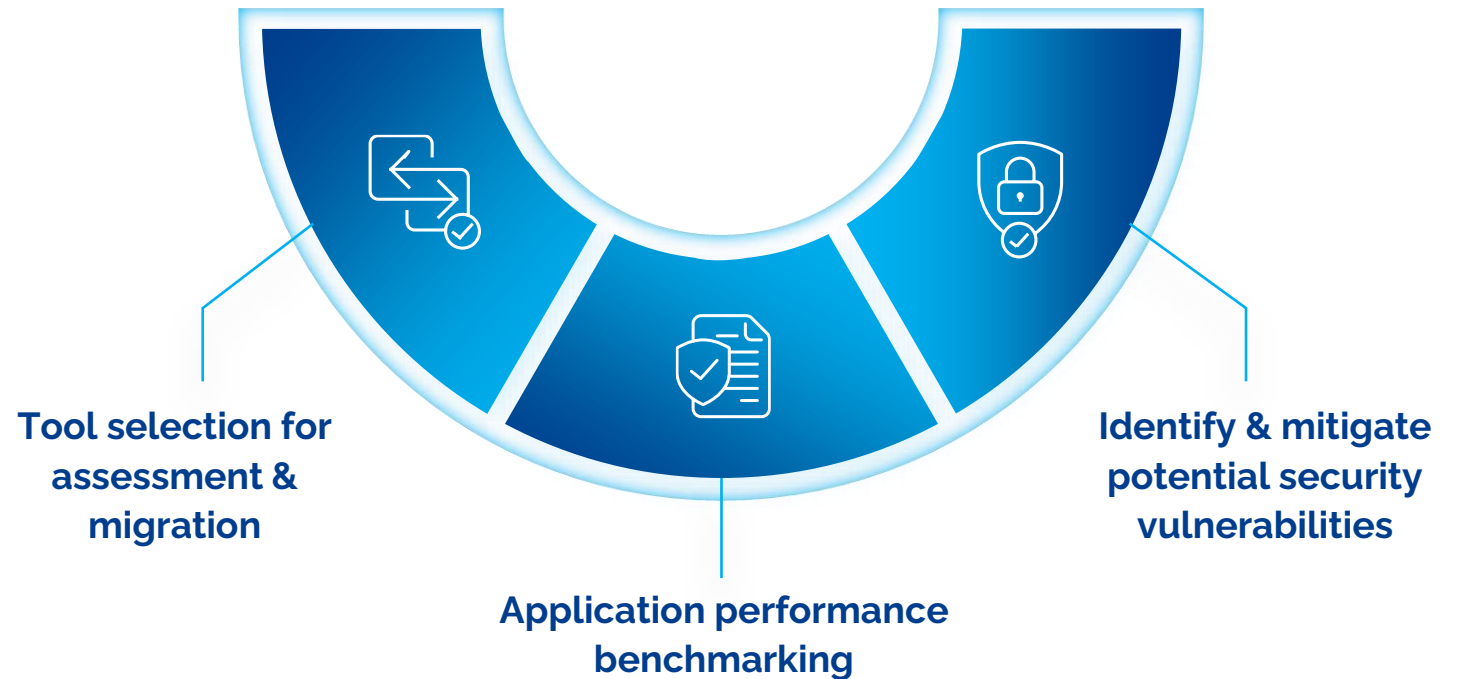
Our tailored assessment approach helps organisations to pick and choose specific focus areas (or) conduct holistic assessment to report the findings, then branch it tactical steps into a roadmap strategy to mature the overall cloud eco system.



# Cloud Migration

Accelerate Your Move to the Cloud with Confidence

Solving critical aspects of your migration journey:

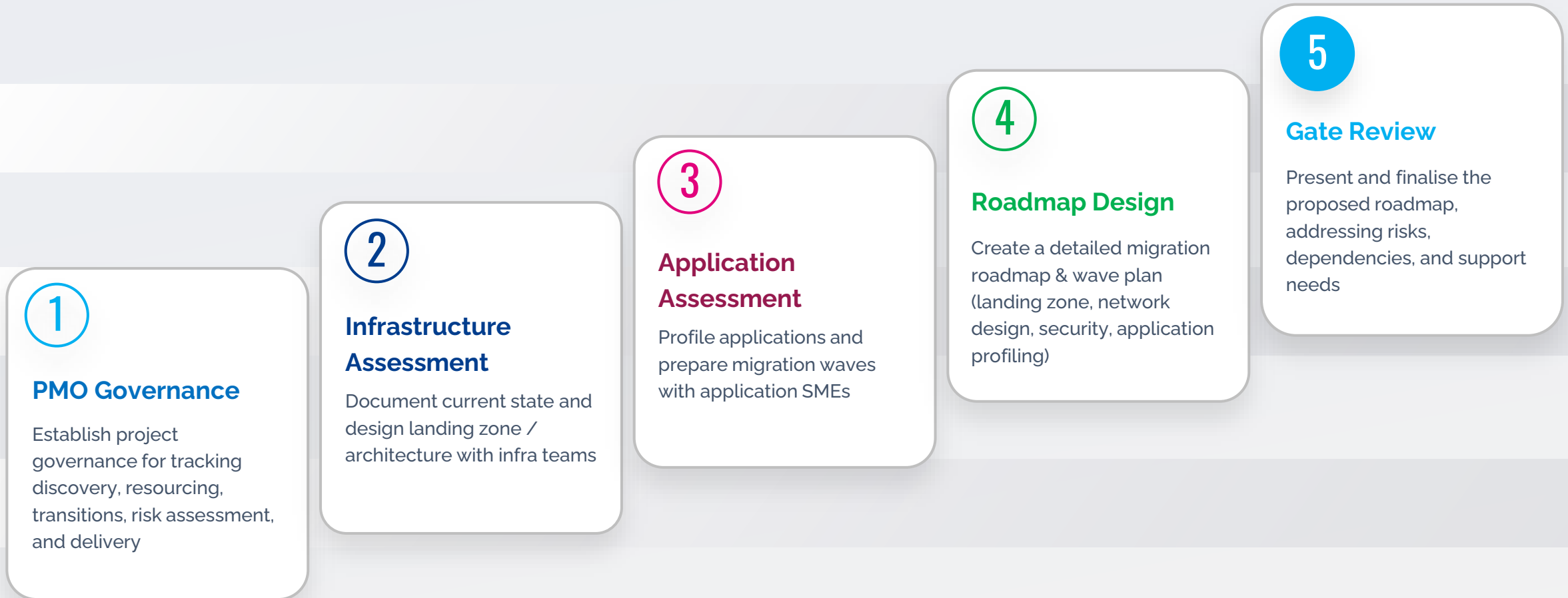


## Over 15+ years of cloud migration expertise

We design and deploy cloud landing zones, CI/CD pipelines, and infrastructure code, bridging local and global environments for scalable success.

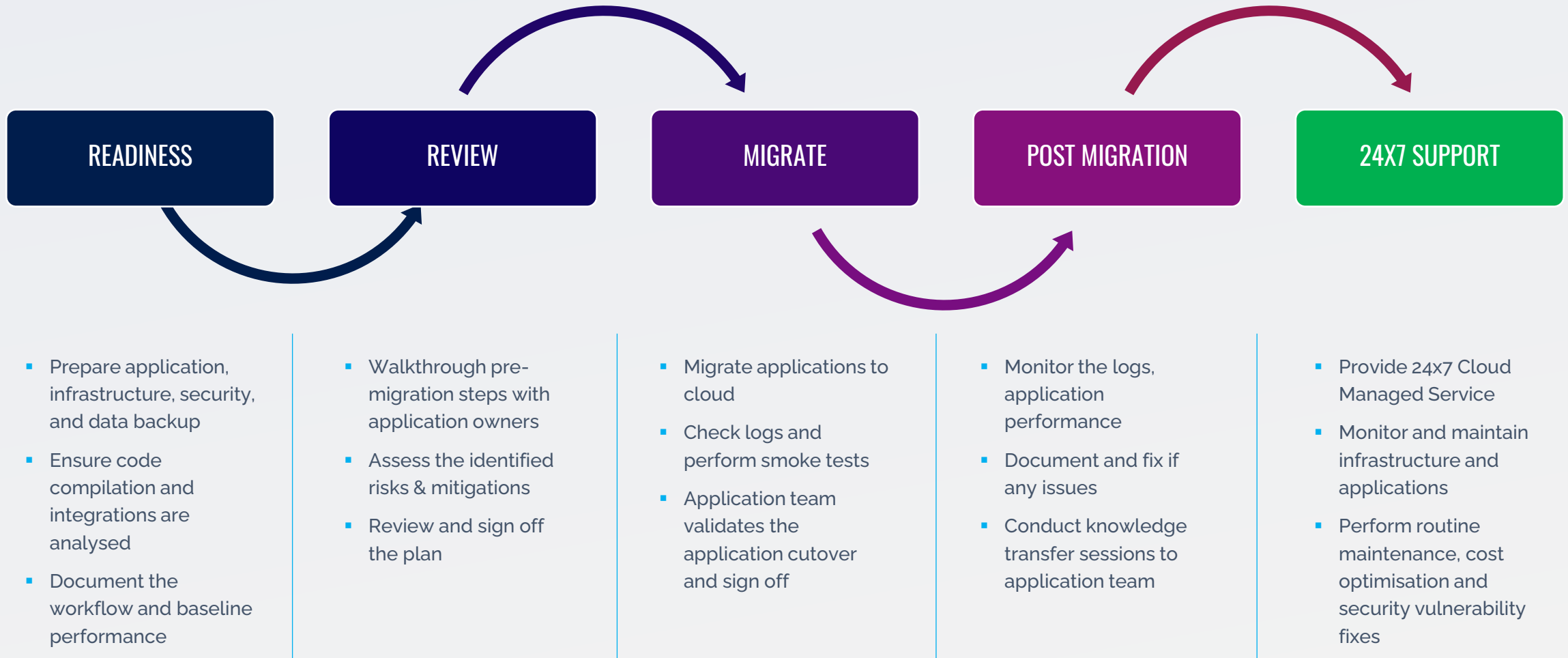
# Approach: Migration Plan Design

Clear Steps for a Smooth Migration Plan Execution



# Process: Migration Factory (Wave Model)

Multi-Wave Migration Strategy for Efficient Application Transition





# Cloud Security

Secure Your Cloud. Simplify Compliance. Offload the Risk.

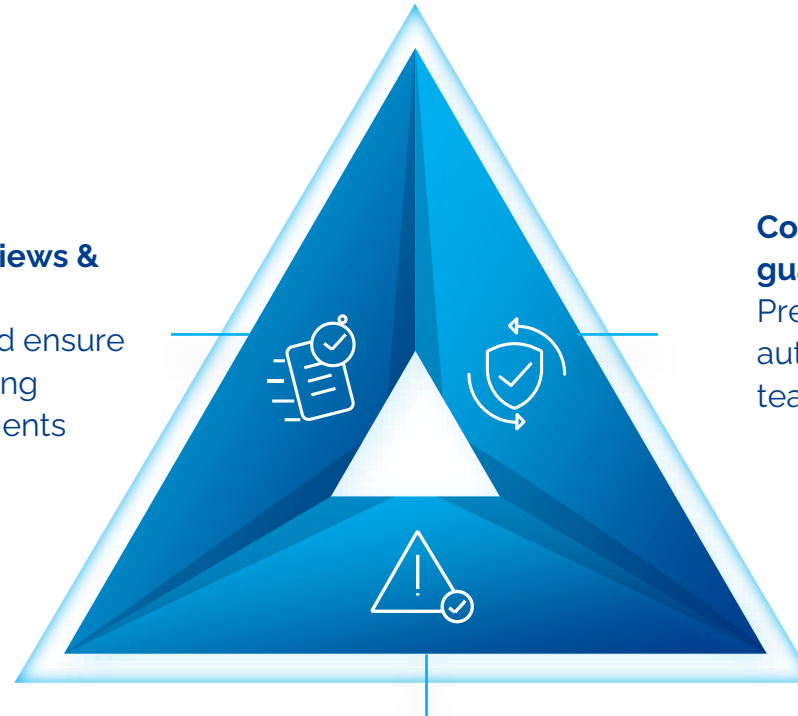
Tailored to fit your specific needs, our security teams supplement your security resources to minimise risk – solving three problem areas:

## Periodic security reviews & audits

Refresh principles and ensure alignment with evolving compliance requirements

## Comprehensive security guardrails

Pre-built templates and automation to reduce internal team workload



## Unified dashboards & alerting

Real-time visibility and breach prevention across environments

### What We Deliver

- Custom security blueprints and policy enablement
- Secure infrastructure catalogs and terraform modules
- KMS, secrets manager, SSL certificate and audit log configuration
- End to end monitoring, alerting, and governance setup

# Compliance & Security

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Cloud Security Services protect cloud environments by embedding security, risk management, and compliance into every layer of the cloud lifecycle. Through a combination of cloud native controls, automation, and security best practices, we help organisations reduce risk while enabling secure innovation at scale.

**Secure Architecture & Zero Trust** – Cloud native, secure by design foundations

**Identity & Access Management** – Least privilege, MFA, privileged access

**Threat Detection & Response** – Continuous monitoring and incident response

**Data Protection** – Encryption, key management, data privacy controls

**Compliance & Governance** – Policy as code, posture management, audit readiness

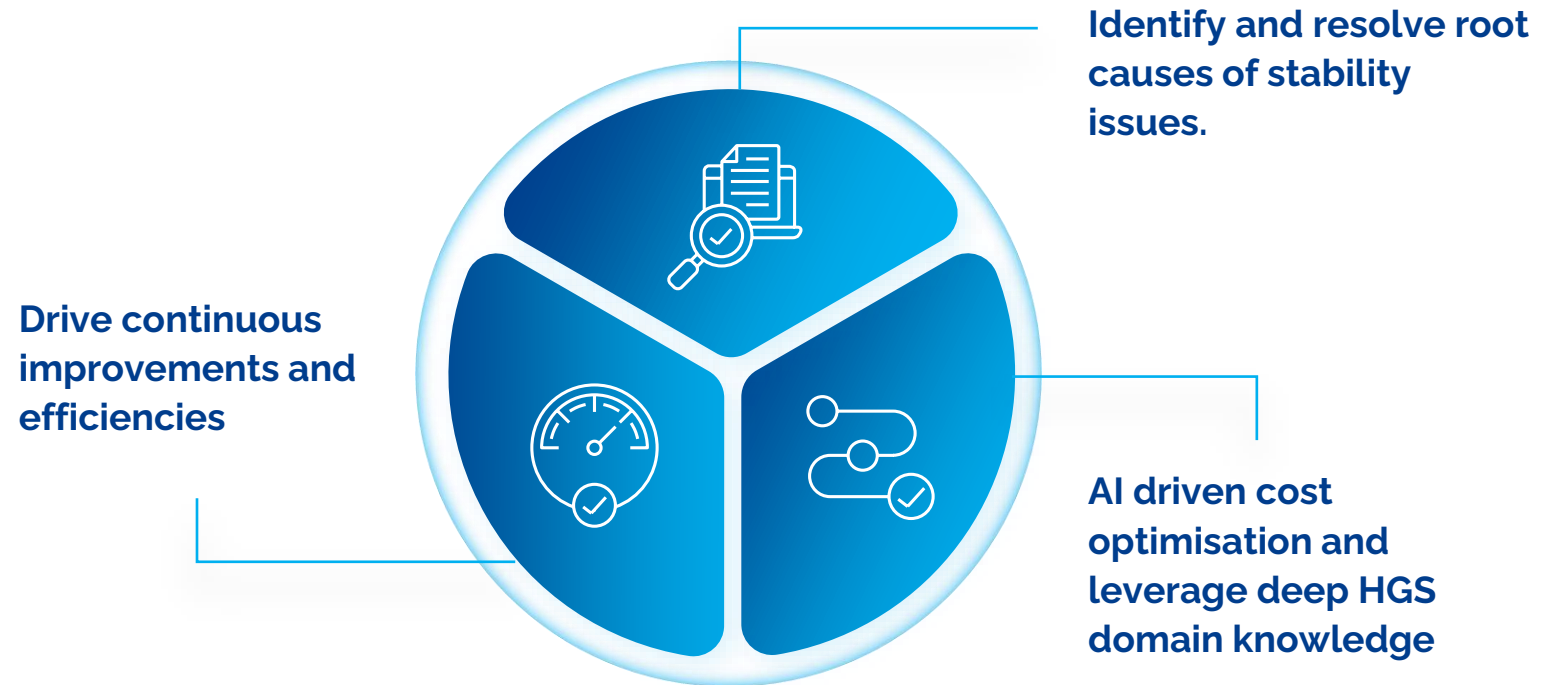
**DevSecOps Automation** – Security embedded into CI/CD pipelines



# Cloud Managed Services

Proactive Support. Lower Costs. Higher Stability.

Our managed services address key challenges:



## HGS provides full-stack MSP services including:

- Cloud hosting, operations, and 24/7 monitoring
- Issue detection, alerting, and failure prevention
- Cost governance, audits, and compliance controls
- Security guardrails, process automation, and right sizing for year over year savings

# Managed Service – What We Deliver

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We manage the day to day operations and continuous improvement of your cloud platform, covering:

## **24x7 Operations & Monitoring**

Proactive monitoring, incident management, performance optimisation, and disaster recovery support.

## **Security & Compliance**

Identity and access management, security monitoring, patching, and compliance alignment (e.g., ISO, SOC 2, PCI, HIPAA, GDPR).

## **Cost Optimisation (AI FinOps)**

Cost visibility, budgeting, forecasting, and continuous optimisation to reduce waste and improve financial predictability.

## **Platform & Infrastructure Management**

Secure landing zones, network administration, server patching, IAM and Infrastructure as Code operations.

## **Automation & DevOps Support**

CI/CD pipeline support, automated provisioning, and scalable cloud operations.

# 24x7 Managed Service

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HGS Cloud Managed Services provide end to end 24x7 operational management of your cloud environments, enabling organisations to focus on business outcomes while ensuring their cloud platforms remain secure, reliable, always on and cost optimised.

Our managed services cover the full cloud lifecycle, from day to day operations, perform routine infra maintenances, backups, patching, vulnerability scan, security fix, AI FinOps for cost optimisations and continuous improvement, aligned with industry best practices and cloud provider frameworks.

HGS believes in ***'transparency in execution'*** and ***'be partner than a vendor'*** to provide our services. To achieve this, HGS PMO, Program Governance, will track the milestones, deliverables, reports, KPI/SLA, identified risks & mitigations, lessons learnt and ensures the standard operating procedure (SOP) and project run book documentation are always most current and knowledge shared with client teams..



# DevOps

## PROBLEMS WE ARE SOLVING

- Slow release cycles and deployment times
- High operational costs and inefficiencies
- Security vulnerabilities and compliance issues
- Lack of collaboration between development and operations teams
- Difficulty scaling infrastructure and applications

## HOW WE HELP



IMPLEMENTATION &  
CONSULTING



CI/CD  
CONTINUOUS INTEGRATION &  
CONTINUOUS DEPLOYMENT



MANAGED DEVOPS  
SERVICES



DEVSECOPS &  
SECURITY INTEGRATION

## CLIENT RESULTS

**75%**

Deployment time  
reduction

**ZERO**

Security breaches  
from automated  
vulnerability scanning

**100%**

Configuration  
consistency  
across environments

# DevOps – What We Deliver

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Our Cloud DevOps services establish and operate modern, automated delivery pipelines across cloud environments, including:

## **CI/CD Pipeline Engineering**

Design, build, and manage automated pipelines for continuous integration, testing, and deployment.

## **Infrastructure as Code (IaC)**

Automated provisioning and management of cloud infrastructure using standardised, version controlled templates.

## **Cloud-Native Automation**

Automated scaling, configuration management, and environment consistency across development, test, and production.

## **Security by Design (DevSecOps)**

Integrated security scanning, policy enforcement, and compliance controls embedded directly into pipelines.

# Managing Cloud Spend

## PROBLEM STATEMENT

Cloud costs are unpredictable. Finance often lacks a clear view, and complex IT environments can leave behind unused resources with no audit trail. Even with data, teams struggle to find actionable insights.

## CURRENT LANDSCAPE

- IDC estimates that **20-30%** of all cloud spending is wasted. Rapidly rising budgets, staffing challenges, inflation, and stubborn technical debt costs combine to create significant financial challenges.
- Top causes include unused resources, overprovisioning, incorrect resource sizing, outdated instance types, and systems running during off hours
- Organisations struggle to see substantial ROI on cloud investments, with more than half not realising expected value after migrating to cloud platforms

# 73%

IT departments that report flat or negative 2023 budgets compared with 2022

# 50%

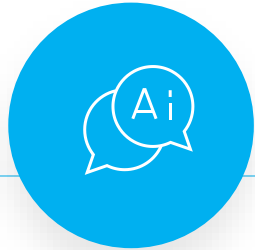
CEOs very or extremely concerned about growing expenditures on cloud

# #1

Cloud is the #1 area for IT cost reduction, according IDC Infrastructure

# Our Cloud FinOps Intelligence

What sets our Cloud FinOps apart from the competition?



The **Natural Language Chat Assistant** lets you ask questions about your cloud spend, and delivers instant, intelligent answers powered by large language models.



**Specifically created** to analyse and provide recommendations for each resource.



Utilising **HGS industry expertise** and experience managing multiple cloud infrastructures for numerous clients.

## Rosie Intelligence

Resource Analysis & Cost Optimization

**You:**  
Explain: i-04a759d30c11121b6

### AI Assistant:

**AI-Powered Resource Analysis:** i-04a759d30c11121b6

**Resource Analysis:** EC2 Instance ID i-04a759d30c11121b6

#### 1. Resource Overview

- **Type:** EC2 Instance
- **Instance Type:** r5.large
- **Region:** us-west-1
- **Name Tag:** Internal pen tests
- **Technical Contact:** vcarli@teamhgs.com

**Purpose:** This EC2 instance appears to be designated for internal penetration testing, likely used for security assessments within your organization's infrastructure.

#### 2. Utilization and Cost Efficiency

- **Monthly Cost:** \$10,080.35
- **Utilization:** 0.31% CPU

**Analysis:** The cost of maintaining this instance is significantly high, especially considering the extremely low CPU utilization of only 0.31%. This indicates that the instance is not being used effectively, leading to poor cost efficiency.

#### 3. Recommendation Rationale

- **Current Recommendation:** Terminate (Underutilized)

The recommendation to terminate this instance stems from its underutilization. With such low CPU usage, it suggests that the resources allocated are not necessary for the current workload, making it an unnecessary expense.

#### 4. Recommended Actions

- **Action:** Terminate the EC2 instance.

#### Impact:

- Immediate savings on the monthly bill of \$10,080.35.
- Potential yearly savings of \$120,964.2, which can be redirected towards more critical resources or projects.

Ask about costs, resources, or recor

 Send

# Case Studies

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## CASE STUDY

# Complete End to End Cloud Architecture & Migration Strategy

**Client:** Large US healthcare insurer

**Industry:** Healthcare

## Solutions



- **Collaborative Migration Strategy**  
Partnered with internal teams for strategic roadmap planning, focusing on application selection and comprehensive risk management.
- **Automation and Frameworks**  
Efficient & reusable automation for infrastructure deployments and migration
- **Ongoing Solution Development**  
Consistently enhancing solutions and DevOps to streamline application migrations.
- **On-Demand Architectural Support**  
Architectural review and design review/optimisations

## Results

- **2000+ Workloads Migrated to Two Cloud Platforms**  
Achieved enterprise wide cloud first strategy
- **Accelerated Migration**  
Using HGS automation and frameworks.
- **High ROI**  
From enhanced performance and efficiency of migrated applications.
- **Multi Cloud Strategy**  
Partnered to design multi cloud eco system and help to migrate into GCP



## CASE STUDY

# Data Centre Migration

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**Client:** Global Social Media Company

**Industry:** Technology

## Solutions



- **Data Migrating & Isolation between two Geographies**  
Large volume of data migration between two geographical cloud regions to comply local data restrictions and regulations
- **Data Security & Automation**  
Robust security guardrails, automated patching & vulnerability scans
- **Server Health Dashboard**  
Centralised dashboard to track server health in real time
- **Commitment to Continuous Improvement**  
Continually enhancing SRE service to secure the US based cloud infrastructure
- **Rapid & Expert Team Deployment**  
Deployed 120 senior experts in cloud, DevOps, big data, and security

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2.5

**Weeks**

To ramp-up core team

120+

**Resources**

Onboarded within 2.5 months

1B

**Users**

Supported globally

## CASE STUDY

# Cloud Transformation – GCP Migration

**Client:** Large Caribbean Bank

**Industry:** Banking & Financial

## Business Objectives



- Ensure seamless IT infrastructure transition from on-prem data centre to GCP
- Provide support to IT staff migrating applications to GCP
- Provide strategic guidance to IT staff with application deployment and monitoring strategies

## Solutions

- Provide a customer-specific migration plan for each application
- Utilise battle tested HGS migration strategies
- Provide 24/7 migration support

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## Results

- Complete successful migration and go-live of on-prem applications in GCP
- Migrated applications adhere to all customer uptime requirements
- Assist IT staff with ongoing maintenance and support to ensure uptime requirements continue to be met

Thank you.

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