FinOps and Cloud Economics

Service Definition Document

Sopra Steria

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1 About Sopra Steria

1.1 Overview

About Sopra Steria

Sopra Steria, a major Tech player in Europe with 50,000 employees in nearly 30 countries, is recognised for its consulting, digital services and solutions. It helps its clients drive their digital transformation and obtain tangible and sustainable benefits. The Group provides end-to-end solutions to make large companies and organisations more competitive by combining in-depth knowledge of a wide range of business sectors and innovative technologies with a collaborative approach. Sopra Steria places people at the heart of everything it does and is committed to putting digital to work for its clients in order to build a positive future for all. In 2024, the Group generated revenues of €5.8 billion.

The world is how we shape it

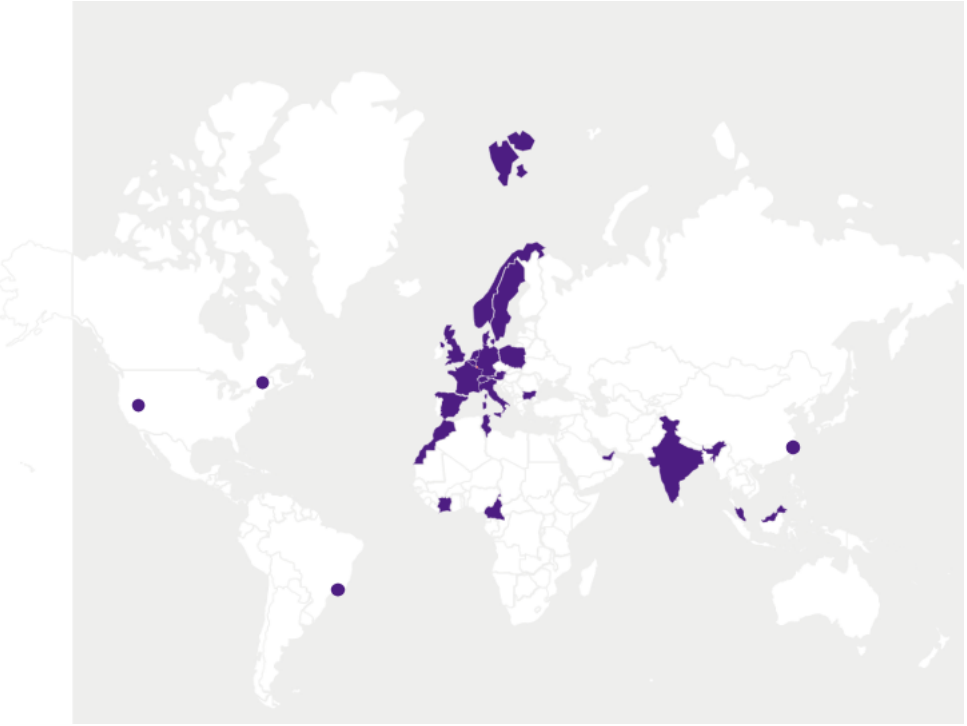
Sopra Steria (SOP) is listed on Euronext Paris (Compartment A) – ISIN: FR0000050809 For more information, visit us at www.soprasteria.com

50,000
employees

€5.8bn
2024 revenue

Top 5
European digital services companies

In nearly
30
countries



1.2 Our Cloud Capability

Sopra Steria Cloud Practice brings together leading digital, cloud and engineering expertise to accelerate transformation for our clients.

- Delivering comprehensive digital and cloud transformation, including strategic consulting, change management, large-scale migration, application modernisation, next-generation development and secure, optimised operations
- Integrating deep capability across applications, data, infrastructure, cloud platforms and security, supported by industrialised assets to enable solutions across Private, Public, Hybrid and Sovereign Cloud environments
- Using an end-to-end cloud delivery model that integrates business, engineering, security and operations, ensuring continuous innovation, strong governance, and measurable business value throughout the full cloud lifecycle.

1.3 Our Credentials

Capacity

More than 15,000 cloud experts in 30 countries (Vision, Ops, Design, Scale)

Market recognitions

- **Large account** (best category>$250m) **in the "Public Sector Industry Cloud Landscape"** (Forrester)
- **Leader "Cloud public in Europe" & " Next Gen Private & Hybrid Cloud"** (ISG)
- **Leader "Cloud Infra Brokerage"** (NelsonHall)
- **Best in Class "Azure" & "SAP" & "Service Now"** (PAC Radar)
- **Leader "Cloud Native Application" & "Application Transformation Services"** (Quadrant)
- **Major Contender "Cloud Services" & "Cloud Native Applications" & "Services on AWS Azure & CGP"** (Everest)

Key partners

NumSpot, Google Cloud, Oracle Cloud, IBM Cloud, Scaleway, vmware, aws, Microsoft Azure, Visa, OVHcloud, redhat, OUTSCALE

Main market recognitions

2nd in IT Services in France and 10th in EMEA*

Cybersecurity	Digital	AI	IT for Green	Cloud
• **Leader "Cyber resiliency services"** (NelsonHall) • **Leader "cybersecurity" in France & Germany** (ISG) • **Top 5 "cybersecurity" in France** (Markess)	• **Leader "Application Transformation Services"** (Quadrant) • **Leader "Digital Banking"** (NelsonHall) • **Leader "Digital Banking Services"** (ISG) • **Major Contender "Digital twin Services"** (Everest) • **Innovator "Digital Manufacturing"** (NelsonHall)	• **Leader AI Services & Gen AI** (PAC Innovation Radar) • **Leader AI Services** (Quadrant) • **Leader "Intelligence Process Automation"** (Quadrant) • **Major player "European Professional Services for Data-Drive"** (IDC) • **Major contenders "AI services" & "Intelligent Process Automation services"** (Everest)	• **Leader "ESG for Banking Services"** (NelsonHall) • **Best in class "consulting and digital services for sustainable development"** (PAC Innovation Radar) • **Major Contender "NetZero Consulting Services"** (Everest)	• **Large account (best category>$250m) in the "Public Sector Industry Cloud Landscape"** (Forrester) • **Leader "Cloud Infra Brokerage"** (NelsonHall) • **Best in Class "Azure" & "SAP" & "Service Now"** (PAC Radar) • **Leader "Cloud Native Application" & "Application Transformation Services"** (Quadrant) • **Leader "Cloud public in Europe" & " Next Gen Private & Hybrid Cloud"** (ISG) • **Major Contender "Cloud Services" &"Cloud Native Applications" & "Services on AWS Azure & CGP"** (Everest)

PAC, IDC, ISG, Quadrant, Everest Group PEAK MATRIX, NelsonHall, FORRESTER, exægis

* Source PAC 2024

2 Service Overview

2.1 Service Description

This service from Sopra Steria helps you get your cloud costs under control, identify the cost drivers and reduce overuse. The services cover everything from simple cost reports to extensive consumption analyses from a dedicated consultant. Proactive methods for continuous reduction of overuse through utilisation of limit values, scheduling of instances, optimization of non-utilised resources as well as recommendations for capacity reservation.

2.2 Features

- **Cost Estimation and Forecasting:** work with client resources to provide and maintain estimates and forecasts based on planned cloud deployments
- **Real-time budgetary control:** setting of budget alerting based on the estimates and forecasts providing early warning of actual and predicted spend against thresholds. Continuous optimisation of alerting in line with revised forecasts.
- **Governance enhancement:** reporting of spend against deployed services providing clear insight into the services deployed
- **Access to cost reports:** access to cost reports to provide detailed breakdown of Cloud Spend including monthly reports and costs up to previous working day
- **Custom cost reports:** ability to define custom reports on Cloud Spend including filtering for focussed analysis
- **Dedicated Resource:** access to named cost analyst / consultant from our FinOps teams
- **Cost Optimisation Services:** Consulting for cost reduction / optimisation activities including capacity reservation, instance rightsizing, resource scheduling and decommissioning of unused or orphaned resources

2.3 Benefits

- **Improve Cloud Estate efficiency:** Analysis of cloud spend will enable you to rationalise and identify inefficiencies within your cloud architecture and help to reduce TCO (Total Cost of Ownership)
- **Cost Savings**: Environments are continually analysed based upon the cloud cost and usage to optimise solutions and quickly get control of cloud costs and produce a business case to extract savings
- **Improved Visibility and Predictability**: Full insight into cloud costs as well as optimising usage to meet the peak and troughs as demands and business challenges change
- **Reduce Environmental Impact**: Optimising and thereby reducing cloud usage as well as ensuring a sustainable development process of the cloud environment can reduce power consumption helping support environmental targets for organisations
- **Proactive Alerting**: Responding quickly to Cloud Spend threshold alerts ensures that you keep on top of Cloud Spending and avoid any unexpected bills

2.4 Our Approach

The Sopra Steria FinOps and Cloud Economics Service is broken down into several phases.

Phase 1 – Scoping

- Scope of the cloud economics discovery and recommendation
- Tailoring of the discovery to fit the infrastructure and scope
- Production of Statement of Work

Phase 2 – Initial Review

- Deploy agreed tools
- Gather / import data sources
- Review & analyse collected data
- Create initial reports
- Produce initial recommendations: Idle resources, over specified resources etc.

Phase 3 – Detailed Analysis

- Develop Estimation and Forecast Models
- Define Budget Alerting in line with Estimates and Forecasts
- Refine Initial Reports following feedback and develop additional reports
- On-going Recommendations

2.5 Inputs

We would expect the following inputs from you as part of this service:

- Access to Detailed Cloud Provider Cost and Usage data
- View of Account Structure
- Tagging Strategy and Values

This is a high-level list and is not exhaustive. If you cannot provide all these inputs, then we can discuss altering our approach to accommodate your situation.

2.6 Outputs & Deliverables

Some of the outputs and deliverables generated from the service are identified below:

- Phase 1 – Statement of Work
- Phase 2 – Initial Reports and recommendations
- Phase 3 – Financial Models, Budget Alerts, Agreed Reports and Recommendations

This is a high-level list and is not exhaustive.

2.7 Certifications & Skills

At a corporate level Sopra Steria holds a number of Partner based certifications related to this service:

- AWS Managed Services Provider
- AWS Migration Consulting Competency

- AWS Financial Services Competency
- Azure Expert Managed Service Provider

3000+ personal certifications related to this service are held by Sopra Steria employees within the following skills categories

- Solution Architecture
- DevOps Engineering
- Cloud Developer
- Cloud Administration
- Data Administration
- Data Analytics
- Machine Learning and AI (Artificial Intelligence)
- Cloud Networking
- Cloud Security
- Identity and Access Management

This is a high-level list and is not exhaustive.

2.8 Case Study

Client:

National Traffic Information Service, August 2023 - Ongoing

The challenge:

During the development of the solution Azure costs were spiralling out of control. The project needed to regain control of these costs.

What we delivered:

Through application of the Sopra Steria FinOps and Cloud Economics service several initial recommendations were made to tidy up the existing environments; application of power schedules for resources which did not need to be powered on 24x7, etc. Recommendations were applied and costs brought back into budget.

Outcome:

- Through application of the recommended actions the monthly Azure costs were reduced by over 30%.

3 Pricing

Please refer to the Pricing Document for this Service.

4 Next Steps

4.1 Contact

Please contact us if you would like to know more about any of our listings on G-Cloud.

Email: sector-support@soprasteria.com

As all of our G-Cloud enquiries initially come into a single contact, please remember to tell us:

- Your name, your organisation name and contact details

- Which service you are enquiring about
- A brief summary of your requirements or problem statements that you would like support to address.

4.2 More Information

More information about our services and capabilities can be found on our website here.