TSL FinOps Solution

Understand the cost mechanisms in your cloud environment, optimise costs and create a FinOps governance philosophy.

www.theserverlabs.com

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Introduction:

This document provides you with a description of TSL's FinOps service for the optimisation of cloud environments. What are the benefits of implementing a FinOps philosophy?

FinOps, what's possible: What TSL achieved at Genomics England Ltd

Genomics England Limited (GEL) uses AWS to support its genome sequencing work for diagnostics and research. GEL provides full genome sequencing for diagnostics for the UK National Health Service (NHS) and supports academic and commercial research.

Systems must cope with 100 petabytes of data storage and constant demand for rapid diagnostics alongside variable demand from research projects.

The Server Labs Ltd helped Genomics England save over £1 million by adopting and implementing The Server Labs' FinOps methodology, to optimise and reduce the operational costs of Genomics England's extensive use of Amazon Web Services (AWS).

The same approach that drove such significant savings at GEL can be applied to any organisation that uses DevOps/DevSecOps, or other agile development methodology in the cloud.

Optimise the cost of your cloud environment

Moving to the cloud allows a company to flex their computing and information ecosystem as their requirements change. Once your infrastructure is up and running, the next step is to map out how it's being used by different functions and departments.

Costs can be optimised by tailoring the cloud infrastructure to the behavioural model of the organisation.

This process, known as FinOps, brings together finance, technology, and business functions to create a sustainable cloud cost/performance optimisation process. The aim of FinOps is to create a closed loop cloud cost control governance ecosystem.

Why FinOps: Loss of financial control, through procurement on demand

Cloud delivers speed, scale, and innovation. But without proactive financial management, costs can spiral, visibility can disappear, and CFOs & CIOs can lose control.

Traditional procurement gates no longer apply, and alternative strategies are essential.

Cloud infrastructure is costed differently than on-premises data centres.

It's a world of OpEx instead of CapEx. DevOps and the cloud have changed the traditional procurement model — engineers are consuming IT budgets with few constraints and controls.

As a result, engineers make financial commitments affecting their organisations' bottom line while budget owners struggle to keep up with the pace and granularity of spend.

the SERVER LABS
cloud architects

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TSL FinOps Solution – a five step approach to cloud financial maturity

The cloud provides many benefits. It allows you to innovate rapidly by combining pre-built components. It gives you unparalleled performance and availability. It lets you scale instantaneously to match demand.

When used as intended, it can dramatically reduce costs. Cost savings also translate almost directly into improved environmental sustainability.

As with all products, that charge based on usage, it is essential to design and operate systems that are fully aware of the resources they use and actively manage their costs.

When organisations first move from capital investment programmes to the cloud, they often face common challenges:

1. New developments are made, and costs are incurred without traditional approvals
2. Practical budget management moves to teams that are not used to considering cost
3. The finance team find it hard or impossible to allocate cloud costs to business lines
4. Anxiety increases for both the CFO and the CIO as hard controls no longer apply

Attempting to reintroduce hard investment gates for all changes is impractical and counterproductive – constraining responsiveness, innovation and competitiveness. Alternative approaches are needed that instill a culture of cost awareness, incentivise cost management, and actively intervene, when necessary, informed by real-time cost data.

TSL Service Definition: – TSL Five phase approach to cloud financial maturity

TSL offers a managed change initiative to address all four of these key issues and generate sustainable success.

TSL's approach is not limited to tooling or technical change but combines these with cultural change, governance and financial controls that increase your competitive position and growth potential.

TSL provides a FinOps Solution to identify changes in systems, practices and culture that can save considerable OpEx budget and restore financial control. TSL provides a structured, managed transformation—not just tools, but a complete FinOps operating model that embeds financial discipline without stifling innovation: We take a holistic, five step approach that provides a complete FinOps Solution

Step 1 - Alignment and Ownership

Through structured interviews, a collaborative workshop, and joint planning, TSL ensures that executive and senior leadership have a common set of goals, a common understanding, and an agreed plan for delivering change.

Applying proven change management principles, TSL will generate an impetus for sustained change. Teams will actively strive to adopt new practices, understanding how they provide widespread benefits seen and understood by all key executives. We begin by moving the conversation from simply lowering costs to enabling growth, managing risk and improving competitive advantage.

This forms an essential basis for widespread, sustainable adoption. The collective agreement, clear ownership and a transparent plan provide the foundation for success.

1. Build the commitment required for sustainable change through a proven methodology of structured interviews and a facilitated workshop to agree on a targeted plan.
2. Define a clear plan for change using best practice for objectives, governance, analysis of opportunities, KPIs, resources, operating model, and rapid tool deployment.
3. Generate financial returns by implementing the identified initial changes, training teams, establishing an internal champions' network and introducing DevFinOps practices.
4. Scale FinOps across your organisation through enabling teams to adopt FinOps best practice, focusing on benefits and margins and enabling reinvestment of savings.
5. Create sustainable FinOps, with ongoing strategic support, managed service for tooling, independent audit, and specialist financial planning and enforcement practices.

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Step 2 - Baseline for Success

Understanding progress requires clear knowledge of the baseline and an ability to see the impact of changes made. Most organisations lack the granular reporting needed to unpick their cloud costs, attribute them to specific products/services and enable reasonable allocation of shared resource costs. Organisations often rely on invoices received long after charges are incurred, and teams do not generally see their specific costs or understand what is driving them.

Motivated individuals, driven to make improvements, generally exist in the organisation but struggle to be heard. Enabling these motivated individuals to deliver savings in agreed areas where the data shows significant waste demonstrates value. Celebrating these individuals drives momentum.

In this phase, we agree on the scope, the team, the objectives and the operating model to set everyone up for success. We build an engagement and communication strategy to show working in the open.

Step 3 - Pilot and iterate

In this phase, we deliver the initial work. TSL will embed highly experienced individuals to work alongside your internal teams and deliver the agreed changes. TSL will include both training and hands-on delivery, ensuring value is achieved and knowledge is shared.

We apply the most appropriate techniques to drive immediate value and share more advanced techniques to be used later to continuously improve. We work across the disciplines of finance, product, technology and governance, putting in place the right steering committees, oversight and reviews to deliver and demonstrate value.

We identify the next most advantageous scope to build a roadmap for growing change and benefit, socialising the benefits and approach to the wider audience.

Step 4 - Scale and Mature

In this phase, we roll techniques out more broadly across the organisation, working in waves to involve additional motivated teams, prioritising by available benefit. We also deepen understanding within teams who have already adopted FinOps, adding skills and capabilities to help them tackle the more challenging problems.

We embed practices in the development life cycle to move from resolving issues in production to preventing them from ever happening. We work with finance and governance professionals to strengthen controls. We work with product managers to help them prioritise opportunities. We work with engineers and architects to design for cost and to know when to rearchitect and when to optimise.

We map changes to the TSL maturity model and provide an assessment of progress to the Executive Steering Committee.

We put in place a wider roadmap for continuing to mature in both skills and coverage.

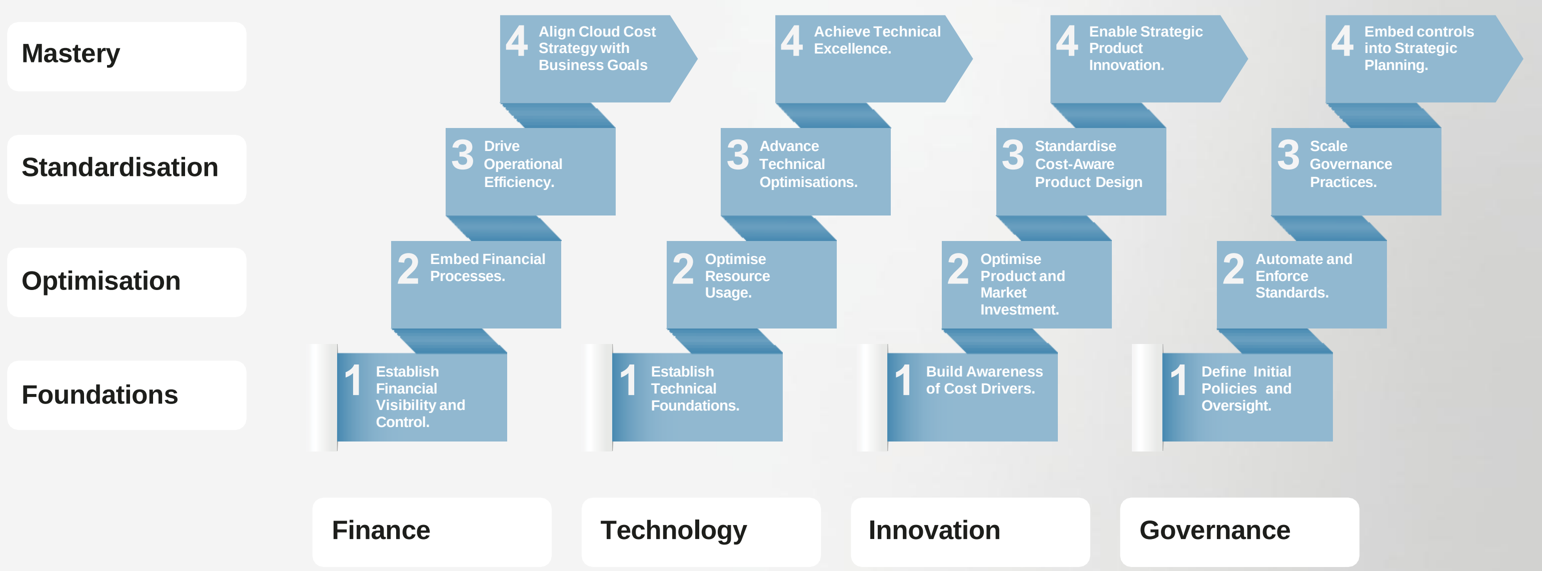
Step 5 - Monitor and Sustain

In this phase, we act as your strategic partner. We continue to provide the tooling and reporting needed to embed FinOps within everyday prioritisation. We act as your strategic partner, horizon scanning for new ideas in a rapidly evolving discipline.

We provide regular assessments of maturity to help you understand progress and focus support where needed. We provide operational support when needed as teams evolve, are created or divide.

We support you through major changes such as internal reorganisations or mergers, ensuring practices endure and knowledge is shared widely.

FinOps Maturity Model



Why choose TSL to create your FinOps governance culture?

More than just tools:
We deliver a lasting FinOps culture.

Expert-led transformation:
Blending technical, financial, and governance expertise.

Proven roadmap:
Customer projects delivering cost efficiency without innovation trade-offs

Sustained partnership:
Ensuring continued cloud financial excellence.

The TSL approach is a closed cycle methodology, incorporating platform, people and process.

There are a number of FinOps software platforms on the market, but a software platform alone will not fix the problem.

For example, having a dashboard telling you how much you are spending does not help identify the root causes and spend mechanisms that are generating the spend.

Neither does it help build the processes and educate your staff to think in a FinOps manner. Fundamentally, change only happens if you build a closed loop platform/people/process culture in the organisation. That is what The Server Labs FinOps methodology does.

Seven areas where TSL have driven down cloud cost

The following are seven specific areas TSL have identified in FinOps projects where costs can be reduced, this is not an exhaustive list, but shows the kind of areas that can be optimised:

- Tooling and Monitoring
- Chargeback and Show-back
- Rate Optimisation
- Workload Optimisation
- Optimising through Development
- Architecture Optimisation
- SaaS Licences and Product Optimisation
- Kubernetes Optimisation

TSL Company Profile

Founded in 2004, TSL are cloud architects and integrators. We offer a full range of lifecycle cloud solutions and services, from consultancy, software/application development, to cloud architecture design, and integration, to fully managed services.

Our specialisations are High Performance Computing and AI/ML deployed in a best practice security environment in the cloud.

Our clients include a broad range of private and public organisations, with an emphasis on those processing large amounts of data in the Lifesciences, Utilities, Banking, Space, Metrology and Telecoms sectors.

The Company's mission is:

- To provide **expert services** in the field of cloud architectures, High Performance Computing, and advanced cloud software engineering
- To **improve radically the cloud software development in the cloud process**
- To help organisations **achieve better business results through the correct use of cloud technologies**
- To create high quality **innovative cloud software solutions**, providing added value to our customers

The specific value, experience and expertise that The Server Labs can provide are:

1. **Technical excellence** and capability to act as lead on architectural decisions and as technology expert in software and system subjects.
2. **Architecture experience** at software and system level.
3. **Proven experience** in implementing HPC, FinOps, Cloud Security and Big Data Projects.
4. **Cloud computing experience,** at IaaS, PaaS and SaaS levels, and for both compute power as well as storage solutions in different clouds.
5. **Cloud migration:** Proven track record in migrating large, complex and sensitive dataset from on-premise to cloud environments and from legacy to target cloud.
6. **AWS MAP and WAF certified:** TSL have achieved AWS MAP competence, which is a rigorous and demanding standard to achieve and few boutique consultancies like TSL have achieved this.

All our architects and engineers are experts with an average of 10 years' experience in the planning, design and development of complex software systems.

Our multinational team has been a pioneer in Java technologies, Object Oriented Analysis and Design and distributed architectures, and has the required hands-on experience in many state of the art technologies.

The Server Labs is a leader in cloud computing solutions and services, helping organisations to move to the cloud at all levels.

To start your FinOps journey now, contact 'sales@theserverlabs.com, call us on one of the numbers below or find out more at our website **www.theserverlabs.com**

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