



PERFECTING CLOUD COST

DO YOU KNOW YOUR **COMPLETE COST PICTURE?**



Basic Azure Virtual Machine **9.6C/HR**

- STORAGE ACCOUNT** - \$60/Month
- TRANSACTIONS COST** - \$1/Month
- KEY VAULT** - \$4.25/Month
- ACTIVE DIRECTORY** - \$36/Month
- AZURE BACKUP** - \$40/Month
- AZURE MONITOR** - \$2/Month

20C/HR

How 9.6 cents per hour costs you 30 cents per hour!

ADVERTISED COSTS **9.6** CENTS/HR / **30** CENTS/HR **ACTUAL COSTS**

UNDERSTAND YOUR COST RESPONSIBILITIES

The shared responsibility Cloud model helps inform both your tasks and costs - what does your company want to buy from the Cloud vendor vs. provide for yourself. Some Cloud vendors take the "a la carte" approach with feature add-ons. Others bundle all or most features into one cost (ex:SaaS). Cloud vendors are amortizing costs such as physical security and operations on a broad scale - this reduces cost compared to traditional IT.

| | ON-PREM | IAAS | PAAS | SAAS |
|--------------------------------------|---------|------|------|------|
| RESPONSIBILITY | | | | |
| Data classification & Accountability | ■ | ■ | ■ | ■ |
| Client & end-point Protection | ■ | ■ | ■ | □ |
| Identity & access management | ■ | ■ | □ | □ |
| Application level controls | ■ | ■ | □ | □ |
| Network controls | ■ | □ | □ | □ |
| Host infrastructure | ■ | □ | □ | □ |
| Physical security | ■ | □ | □ | □ |

■ CLOUD CUSTOMER □ BOTH □ CLOUD PROVIDER

UNDERSTANDING NEEDS CAN LOWER COSTS THROUGH COMMITTED CLOUD RESOURCES

EXL CAN HELP LOWER YOUR COSTS BY ANALYZING THE WORKLOADS AND RIGHTSIZING YOUR CLOUD SERVICES

| PAYMENT OPTION | UPFRONT | MONTHLY | EFFECTIVE HOURLY | SAVINGS |
|----------------|---------|---------|------------------|---------|
| None | None | \$61.54 | 0.084 | 37% |
| Partial | \$352 | \$29.27 | 0.080 | 40% |
| All | \$689 | NA | 0.079 | 41% |

This example is for a single class of AWS Server – t4g.xlarge – there are almost 100 classes of server with options for OS, storage, etc.

Reservations can provide up to a 62% discount with a 3-year all prepaid option. Companies can choose between convertible or fixed reservation options.

Be prepared with your organizations usage needs before you reserve.

THE CLOUD IS RAPIDLY EVOLVING

As Cloud vendors deploy rapidly-evolving features, you may need to refresh your Cloud architecture to optimize value, incorporate new capabilities, or reduce costs. The traditional IT Economics model no longer works with the Cloud.

Pivot your mindset from cost to value.

STEPS TO REDUCE CLOUD COSTS

- 1 BUSINESS PLANNING
- 2 WORKLOAD ANALYSIS
- 3 DEPLOYMENT & STABILIZATION
- 4 CLOUD OPTIMIZATION

PARTNER WITH US

Contact us to learn more about our Cloud solutions and how we can provide your organization with access to improved capabilities and value.