Uniskai
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# 5-step cloud cost reduction and optimization program

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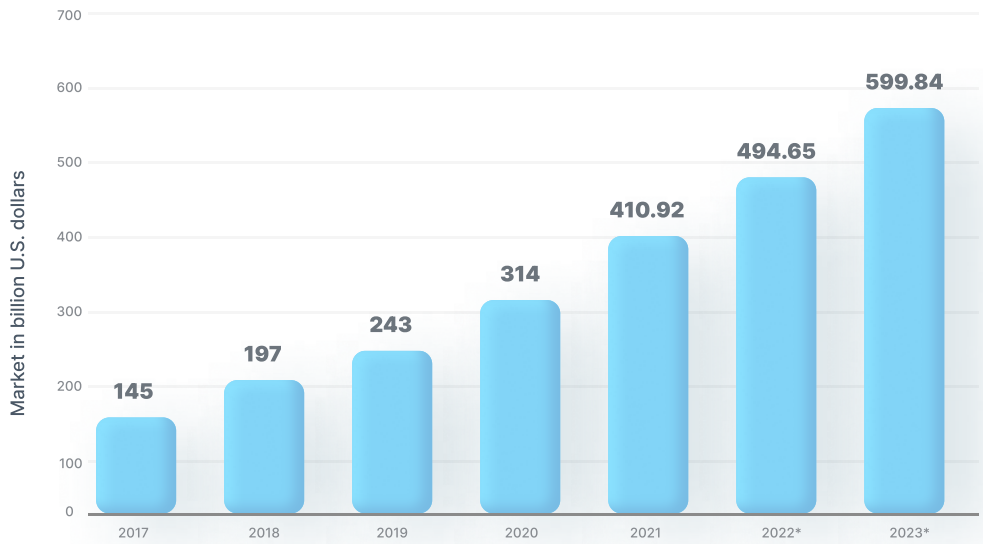
# Table of contents

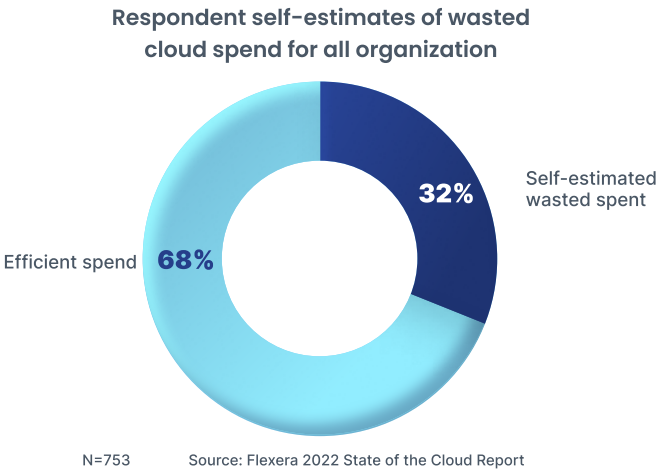
# A powerful solution to implement four pillars of cloud cost management

Cloud adoption is skyrocketing, and that fact is hard to shake. According to **Statista,** the global public cloud computing market is expected to reach approximately $495 billion in 2022.


**32% organizations waste of cloud spending, which is up from 30% in 2021**




However, the ultimate irony here is that the more clouds multiply, the more cloud expenses sprawl. **Flexer's** responders self-estimated that their organizations waste 32 percent of cloud spending, which is up from 30% in 2021, thereby highlighting the tendency of the cloud waste problem to increase.



**45% FinOps practitioners name a gigantic billion in cloud spending annually, uncovering**

Do cloud expenses rise? Nonsense! Clouds are supposed to lower the costs, right? It's true, but, ironically, according to a recent report, FinOps practitioners name a gigantic $45 billion in cloud spending annually, uncovering **"...a little secret about the clouds that the bill never goes down",** claims FinOps Foundation executive director.

STORY BEHIND

## Background Note: time-honored IT economics vs. cloud economics

Before clouds, we had on-prem-based infrastructures. And the process of getting the new hardware was pretty straightforward, pretty long, though. If you needed to add more services to your data center, you actually would go to your organization's Finance Department, and they would do the procurement for you. Basically, you usually follow a fixed cost model when you run an on-premises traditional data center for technical infrastructure.

When you move to use the cloud to host your technical resources, this pricing model changes. You will now work with a variable pricing model, meaning that your costs may be harder to predict, and you can influence your monthly cloud bill by changing the architecture.

Another significant shift is that the procurement model has changed, simply put, the procurement process was broken — any engineer could request a resource. Resource consumption appeared to be out of control. In most cases, companies cannot follow how much money they're spending. As a result, a need for organizations to involve Finance Literacy in the process of cloud management arrived.

**Organizations should involve Finance Literacy in the process of cloud management**

Existing controls and restrictions need to be changed to meet the cloud needs of the organization. Your existing design and management approaches may not be suitable for some of the new cloud use cases.

**Traditional IT vs cloud computing**

Create governance and guardrails that are specific to cloud usage and cost

Change engineering approach and processes to be cloud-specific for optimal effidency

CHAPTER 1

# FinOps: adopting a culture of efficient Cloud Financial Management

Knowing the key differences between traditional IT and the cloud, we must examine and adjust all IT cost management processes to support these changes in how resources are acquired and consumed.
This is a significant transformation for organizations accustomed to operating on a traditional model. Don't worry; however, we will share some strategies and best practices for successful cloud finance management implemented in a powerful cloud operating model called FinOps.

## What is FinOps?

> **FinOps as the operating model for the cloud — a combination of systems, best practices, and culture to increase an organization's ability to understand cloud costs and make tradeoffs**
>
> FinOps Foundation experts

**70% of respondents from large organization companies drive the adoption of FinOps**

FinOps is all about cloud cost optimization. And in general, a FinOps engineer or FinOps team is a must-have for IT organizations to deal with:

- resources budget planning;
- resources purchasing;
- resources operating;
- resources tracking;
- reporting the situation of resources consumption;
- resources forecasting,

and, more importantly, resources optimization strategy development, proposing a well-architected program of best FinOps practices and methods powerful enough to cure cloud enormous spending headaches.


Our findings indicate a trend that larger companies drive the adoption of FinOps: with nearly half of our respondents representinig companies with 10,000 or more employees, and 70% being over 1,000 employees.

Why so many big companies tred to be heavier adopters of FinOps? Due to the complexity of their cloud enviroments, reporting requirements and the sheer number of disparate teams requiring collaboration than found at smaller companies.

**The main idea of FinOps is to unite siloed teams in one seamless process of managing the cloud strategy**

FinOps brings a cultural change of financial accountability to the variable cost model in the cloud, enabling allotted engineering and business teams to balance between speed, cost, and quality in their cloud environment and investment decisions.

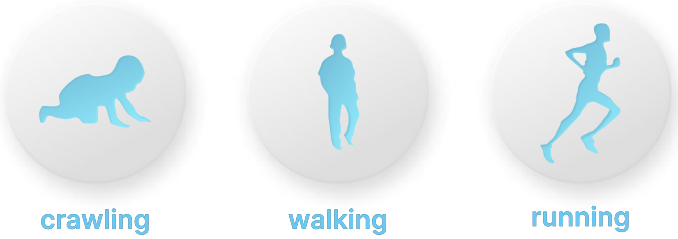
**If it seems that FinOps is about saving money, then think again. FinOps is about making money**

FinOps eliminates blockers, empowers engineering teams to deliver better features, applications, and migrations faster, and ensures cross-functional investment discussion. Whatever a business decides at this point, whether to accept a belt-tightening strategy or invest more, with FinOps, teams make such decisions very deliberately.



## FinOps Maturity Model

FinOps grows and undergoes three stages of evolution, including the crawling stage, walking stage, and running stage.



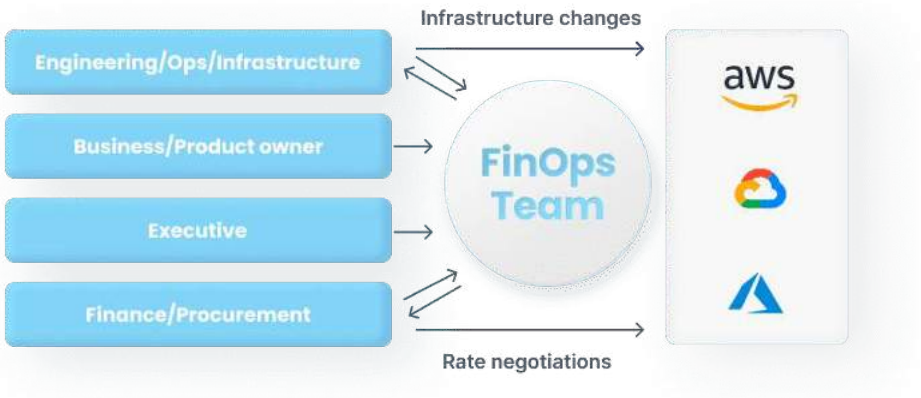

FinOps evaluation (maturity) stages vary dramatically, for example, during the Crawl stage organizations tend to troubleshoot the issues tackling them after they occur while the Run stage is characterized by proactive clod budget planning and forecasting involving mandatory integration cost into their architecture design choices and project life cycle.

This steady maturity process to performing FinOps allows businesses to start moving in baby steps gradually growing in scale and sophistication as a business value guarantees the transformation into functional activity.
Fast actions on a small scale and limited scope allow FinOps teams to evaluate the results of their actions and gain insight into the value of further actions in a more complex and more detailed way.

## Cloud Financial Management key role players

FinOps will bever work if done by one single person or even a team of FinOps Practitioners. The main idea of FinOps is to unite siloed engineering, finance, and business teams in one seamless process of managing the cloud strategy by leveraging best FinOps practices that the organization needs to follow to transform its business.

People at every organization's level and field can play different roles in a FinOps practice: Executives focus on ensuring accountability and transparency, FinOps practitioners bring together teams to enable near-real-time evidence-based decision-making to optimize cloud usage and drive business value, and Engineers/Ops teams focus on creating and maintaining services for the organization, including efficient resource design and utilization through actions like rightsizing instances, detecting and eliminating unused resources, and identifying expected cost anomalies.




The diagram above illustrates how, in FinOps organizations, a cross-functional team known as the Cloud Cost of Excellence (CCoE) team interacts with the rest of the business to drive business evolution.

CHAPTER 2

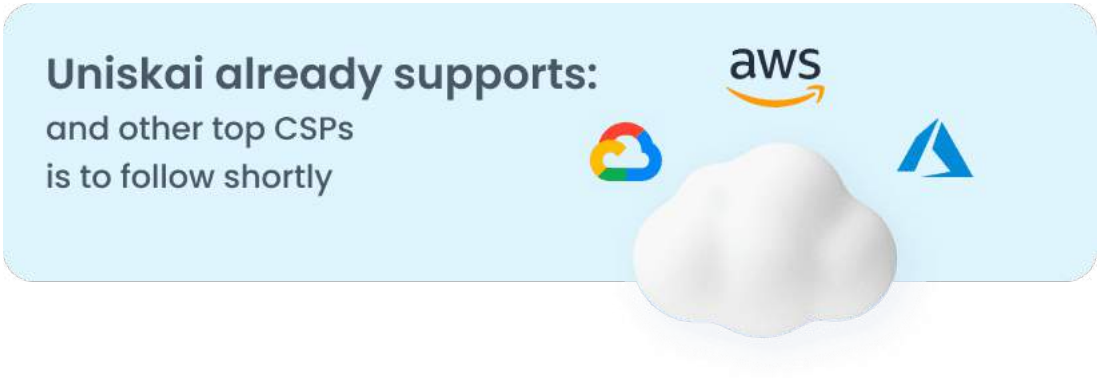
# Uniskai is all about FinOps

Gartner says public cloud spending is expected to exceed 45% of enterprise IT spending by 2026, which shows the unfortunate tendency for cloud expenses to grow yearly. In addition, since public cloud service providers are now ubiquitous and the market is overloaded with services, cloud service sprawl is causing total disorientation for cloud non-experts.

The market heavily needs the Unified DevOps/Cloud platform created by Finance-savvy experts; in a nutshell, a FinOps platform that makes it easy for organizations to understand, build, protect, and optimize their multi-cloud infrastructures. Given this market's growing expectation for widespread adoption of fully managed FinOps solutions, Uniskai has been designed by Profisea Labs experts to let the users visualize, govern, analyze, and optimize their cloud infrastructure to the highest possible level.

Uniskai by ProfiSea Labs is an AI-based multi-cloud platform that successfully combines a visual representation of all the company's cloud assets and well-rounded cost optimization automation that work together so customers can see all the wasted areas and make saving decisions quickly and safely.





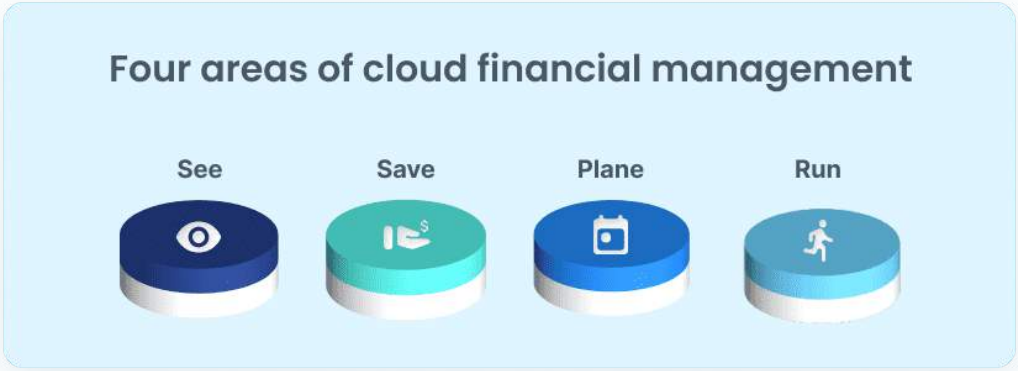

Powered by AI, Uniskai analyzes system utilization and user behavior patterns and provides unique recommendations to curb the cloud bills swelling and stay within the cloud budget.

**Intelligent schedluled spots — up to 90% saving**


CHAPTER 3

# How Uniskai implements four pillars of cloud cost management

Effective cloud finance management starts with an active partnership between finance and technical teams. This partnership should cover activities in the following four areas of cloud financial management:




Let's take a closer look at these pillars to get a better idea of how Uniskai can quickly implement each pillar's model in a unique AI-powered strategy of intelligent scheduling, spot management, and many other features.

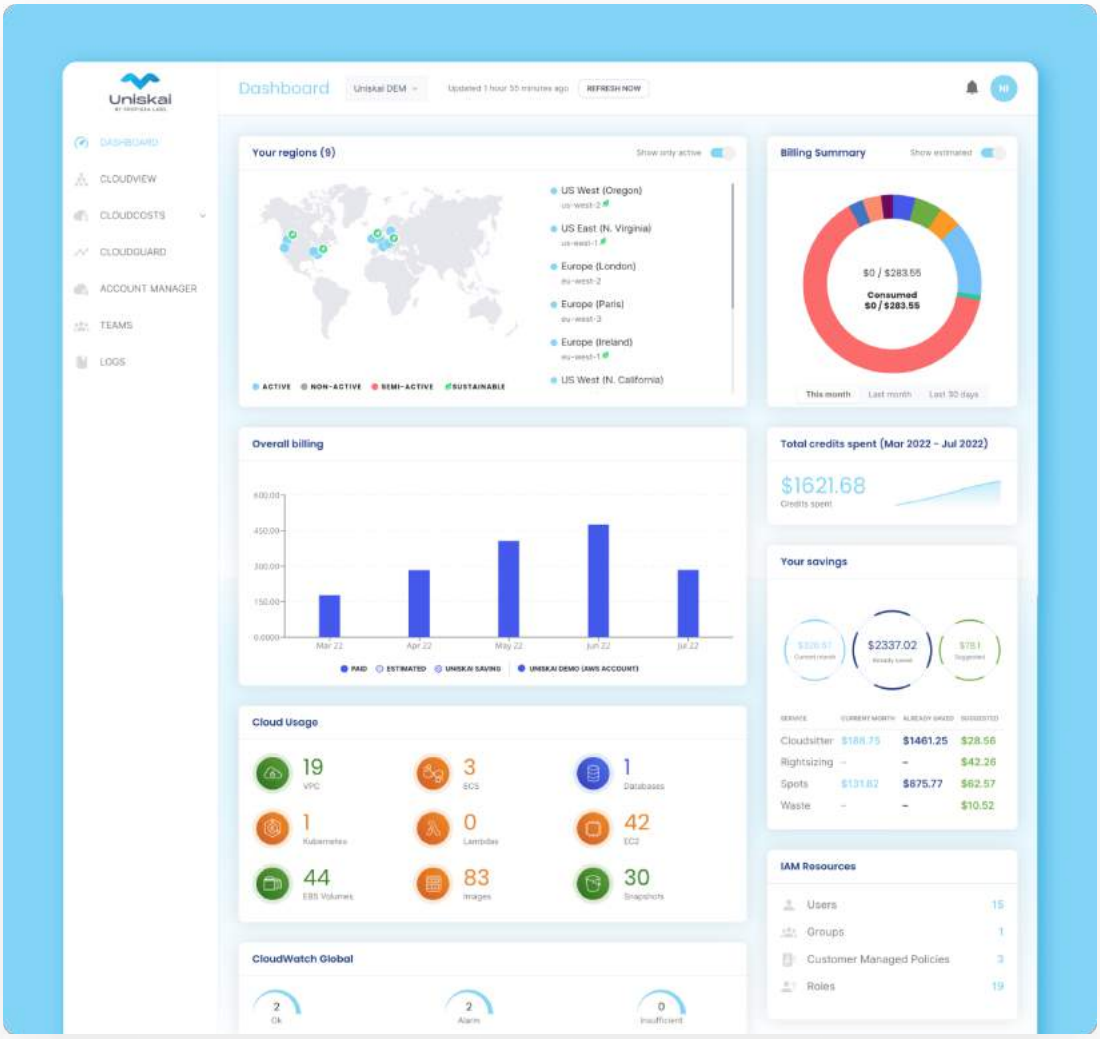
## See: the first pillar of cloud management

Cloud visualization empowers you to understand each element of your systems, processes, and solutions needed to avoid/fix issues quickly. Visualization tools significantly lower your expenses on infrastructure maintenance as they are predictable and easily manageable.

### You connect your cloud accounts to Uniskai and:

- Uniskai's dashboard is the first to see. Here you get access to a complete, transparent, real-time visual representation of everything inside your cloud infrastructure to keep up to date with the used resources and all cloud costs. You can make expense reports, quickly saving data to an Excel file. Cloud-non-experts can use user-friendly UI for independent cloud infrastructure interpretation and management.





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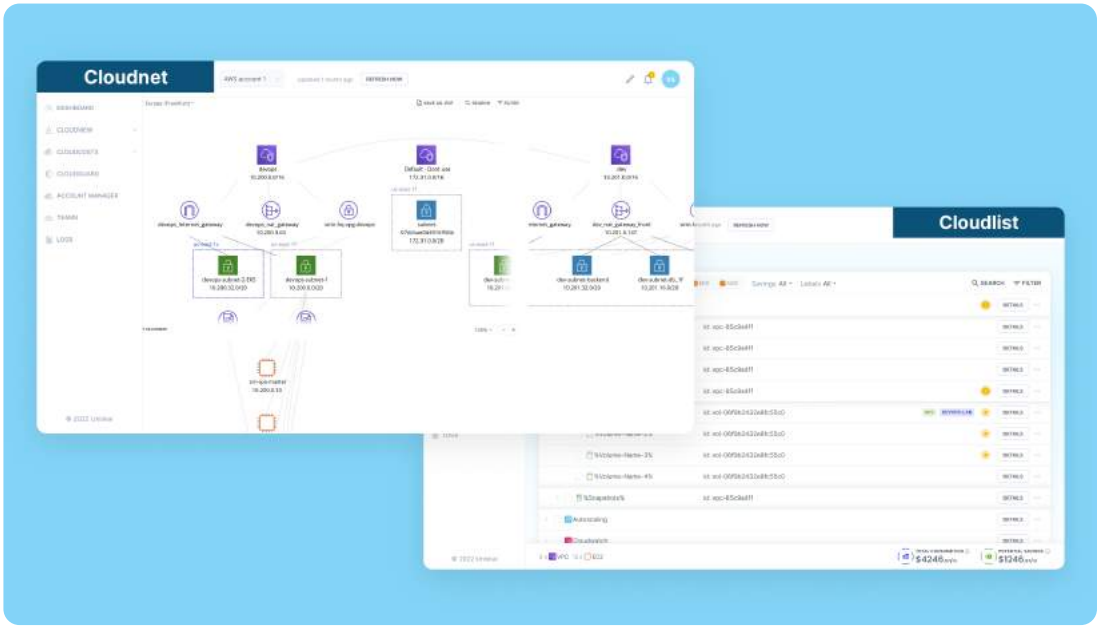
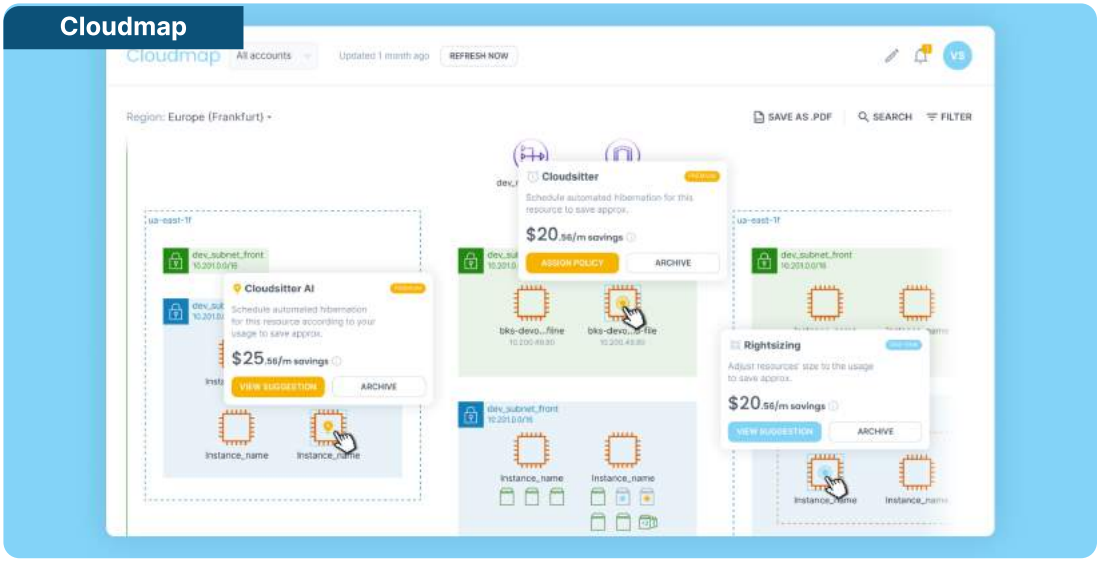
Clicking on Cloudview gives you a fully-displayed depiction of your cloud-based production environment presented in three forms: **Cloudlist, Cloudmap, and Cloudnet** for experts to keep an eye on all the used resources, understand their place in the infrastructure, and grasp all the dependencies between the machines. Here users can get all the details about each instance with a click and manage instances right inside the diagrams, including downloading information in PDF form from diagrams or Excel form from Cloudlist.



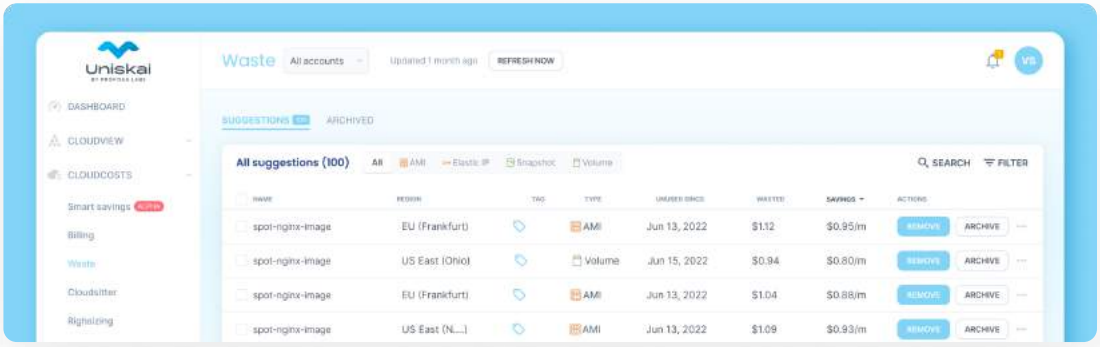



## Save: the second pillar of cloud management

Let's move to the Cloudcosts features. Uniskai's innovative approach is built around a visual representation of all the company's cloud assets, coupled with AI-based well-developed cost optimization automation, so users can see all the wasted areas and make saving decisions easily.

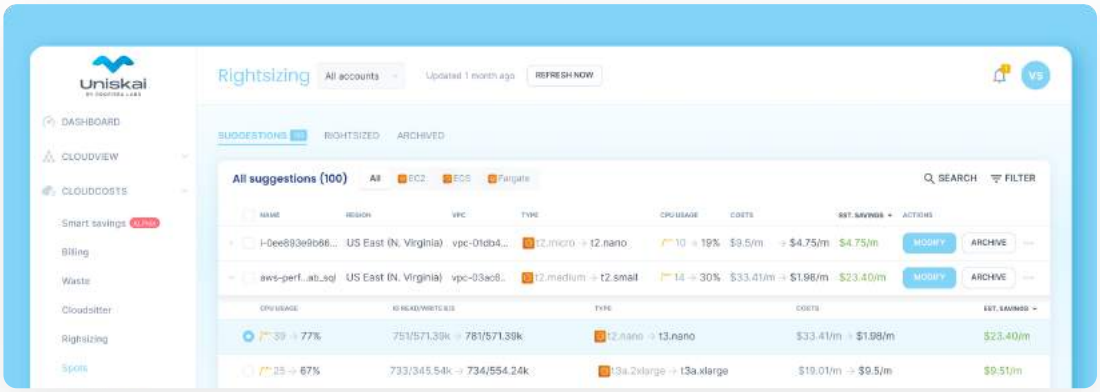
**save up to 30%**
**of cloud costs**

We approach a **Waste manager.** The Waste manager detects unattached/doubled/wrong-sized resources and checks their creation time. If they are n+ days old, the Waste manager marks them as waste. You'll have them all listed in the Waste manager with all the details, including where this volume or wrong-sized instance to find, attached. The cleaning process takes minutes, but as a result, you save hundreds or even thousands of dollars.



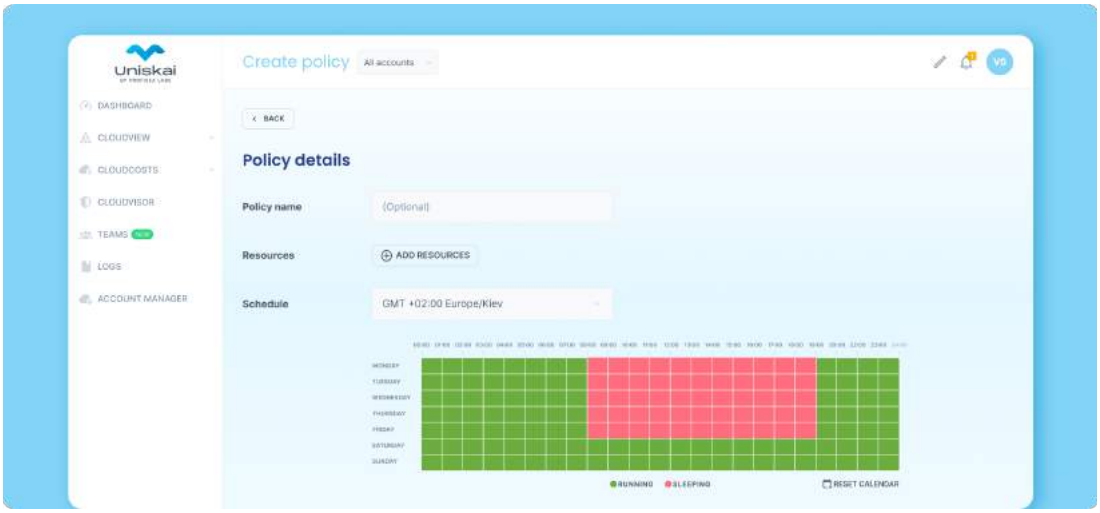

**save up to 75%**
**of your cloud expense**

Clicking on **Rightsizing,** you get all the necessary information in one dashboard, including name, tags, region, type, and usage details.
You see the current price and the recommended change, making it easy to decide because everything you need to know is right there. And the best part is that you can modify your instances right in the dashboard once you consider all the details (also presented there) to make a well-balanced decision and save up to 75% of your cloud expense.



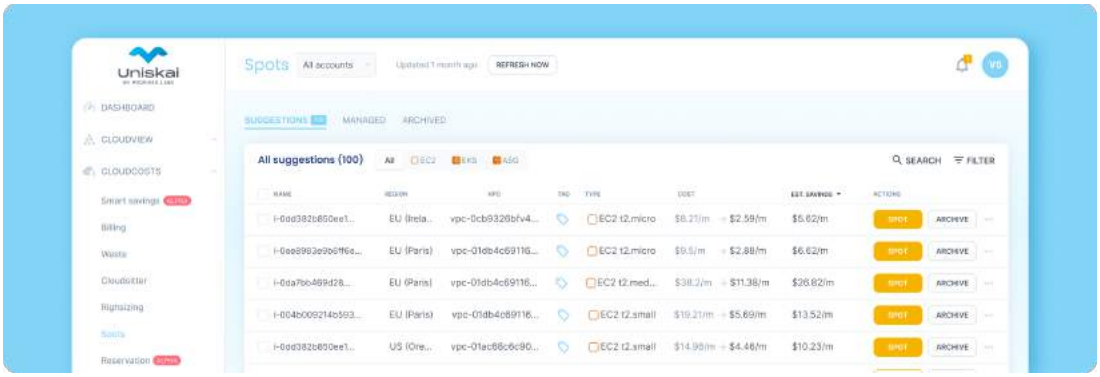
**save up to 60% of cloud computing costs**

Designed to handle cloud costs, Uniskai helps customers save up by utilizing a unique AI-powered strategy of rightsizing, reservation, spot management, and many other features, including intelligent **multi-service scheduling** of Databases, EKS, and Autoscaling groups with Cloudsitter. With Cloudsitter on your hands, you can schedule automated hibernation for your assets and follow AI-powered smart suggestions tailored to your use case to create the most optimal hibernation policy and save up to 60% and more cloud computing costs.




**save up to 90% of cloud costs**

Uniskai by Profisea Labs can effectively manage **spot instances** and maintain the required availability owning to its hazard assessment technology and proactive steps taken before any termination takes effect. The machine-learning solution applied to be prepared for spot instance abrupt termination combined with spot pricing monitoring resulted in a powerful Spot Instance Management Strategy by Uniskai you can utilize to save up to 90% of cloud costs.



## Plan: the third pillar of cloud management

**discounts of up to 72%**

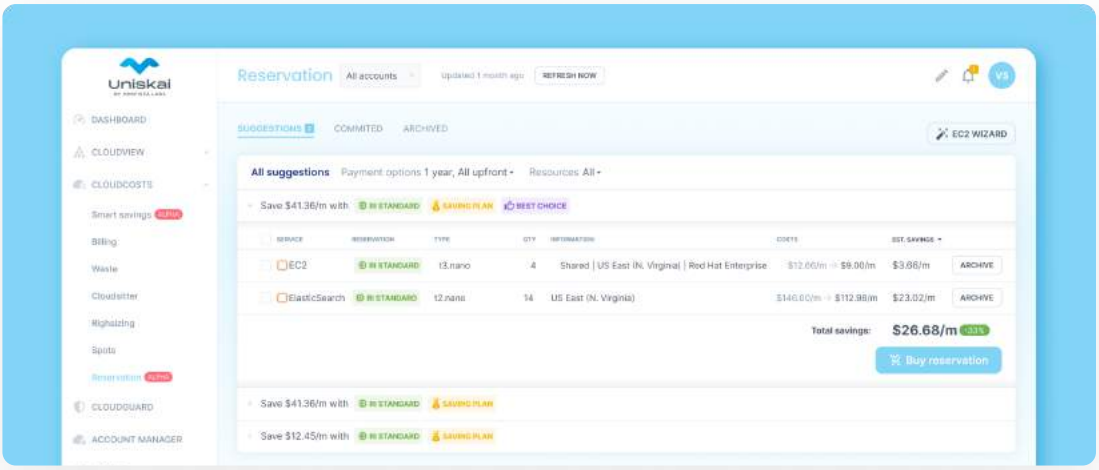
The Plan pillar consists of creating a cloud budgeting and forecasting process. That is how you can understand cost drivers more deeply, develop short-term and long-term forecasts of cloud computing consumption, estimate costs by creating and deploying proofs of concept for your products, and then monitor those costs in real-time instead of theoretical pricing calculations.

Get complete control over your billing segments and explore transparent, easy-to-navigate illustrations of cost structure for all accounts in a single dashboard. Control, forecast, and prevent credit overspend.

Plan your cloud budget considering Uniskai's AI-powered recommendations, set a limit for your cloud spending, and get notifications to prevent waste.

Convert machines into low-cost instances using advice and Saving Plans.

Reserved Instances can provide **discounts of up to 72%** when compared with on-demand pricing. So, get intelligent recommendations for reservations and purchase the most optimal Saving Plans and Reserved Instances package in one click.




**Purchase reserved instances and saving plans**

Purchase now

## Run: the fourth pillar of cloud management

In this regard, you should ask yourself: what operational processes and tools will you use to manage your cloud costs, and who is leading these efforts? To ensure successful financial management and business strategy, you must ensure that people, processes, and management are considered.

**Establish FinOps expert/team/department**



**Create a partnership between IT and Finance**

**Invest in people, governance, and tools**

The most effective here would be inviting a FinOps specialist into the team or investing in a talented Financial analytic/DevOps expert to develop cloud financial management skills. And it's a good idea to build partnerships between financial and technology stakeholders to leverage the cloud for the groups to collaborate more closely on tasks such as deciding on pricing models, reducing unexpected costs, and budgeting and scheduling in the cloud. And finally, you should invest in people, management, and solutions like **Uniskai,** which is built to automate the time and energy-consuming, when done manually, cost optimization processes at the highest possible level.

## With Uniskai, you easily:

- add your team members with the appropriate rights allocated to share your cloud architecture insights in Teams;
- monitor and track every change made in the cloud in Logs;
- operate and control your accounts in Account Manager;
- benefit from automated security vulnerabilities monitoring and get alerts when your attention is required in Cloudguard.

# Wrapping things up

The market needs a Unified FinOps platform, which will make it easy for every organization to understand, build, optimize, and protect their multi-cloud infrastructure. FinOps is an emerging trend that aims to ensure that the benefits of the cloud continue unabated without any loss of control over cloud expenses.

Uniskai by ProfiSea Labs' solution was designed to allow its users to visualize and optimize their cloud infrastructure and gain control over their cloud. This new-generation FinOps platform helps the customers visualize and save up to 90% by utilizing a unique AI-powered strategy of intelligent scheduling, spot management, rightsizing, waste elimination, and many other features. If you want to control and save your cloud costs, get your hands freed from toil, and focus on business-critical tasks, **Uniskai** by ProfiSea Labs is a perfect solution for you.

Contact us if you want to learn more about the Uniskai platform and its features that help visualize cloud assets, maximize cloud utilization, reduce waste, and lower cloud spending in keeping with business goals.