



FOUR THINGS

Cloud Service Providers Won't Tell You that Could Be Costing You Money



Navigate your digital business evolution **with certainty.**

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Four Things Cloud Service Providers Won't Tell You that Could Be Costing You Money

THE BOTTOM LINE Moving to the cloud requires a new way of thinking and managing services. Cloud adoption requires adopting a new mindset to provide a return on investment. Start with a clear goal, preferably a specific application or service, as you take your company to the cloud to minimize the cost of acquisition while your teams learn and grow in the new environment.

1 You are inventing, not completing a digital transformation

Transformation implies some of your old processes will still exist. You'll find more savings and efficiencies if you apply a "start from scratch" mindset versus if you just move servers and hardware to the cloud and call it a transformation. Shell gaming may not save you money, and might actually increase your spend. Your CFO will figure it out.

You want to do more than lift and shift. You must invent new processes, re-tool your people, and bring a new mindset for managing it to see true value for cloud adoption.

2 Develop differently for the cloud

Developers will want an infinite amount of space, don't give it to them. The on-premise mindset deals with a fixed asset. Cloud is renting and paying as you go. If you bring the "on-prem mentality," you'll pay way too much for the cloud. It's easy to spend more money, but developers need to optimize first.

PRO TIP: In developing a new cloud service for a client, a database was bumping up against capacity limits for the existing tier of service. The mindset from the development team was to provision more capacity because it's available – just a button click and a few more dollars per hour. However, the right mindset is to find where to optimize. Trility did this by understanding the database architecture and making adjustments to column types and time stamping.

Not all change has to be revolutionary.



NEVER LEAVE SECURITY TO THE END

Include security folks and behaviors from the beginning. If your security teams are not included from the beginning, you run the risk of them coming in at the mid-point or end and halting everything you've built. And if you wait until "later" to "salt and pepper" your deliverables with security, you're going to miss something.

Trility practices security-by-design from Day 1 by working with your in-house teams to automate compliance.

Regulatory compliance married together with Infrastructure as Code creates a powerful environment to ensure your security teams can actively participate as environments are deployed. This way, if your security teams join late in the project, you are already positioned to make adjustments and keep moving.



HYBRID CLOUD ADOPTION

If your company uses Windows, move your Active Directory to Azure vs. using AWS or another cloud service. Then simply authenticate access to the other service using Azure.

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3

Take advantage of the cloud's elasticity

Keep in mind you are renting space and you can rent by time of day. You can add resources to increase the power of the server, and you can add more servers to add processing power. These aspects of the cloud allow you to only pay for what you need and when you need it.

POTENTIAL SAVINGS: When was the last time you tore down your test environment? Unless someone is testing overnight, it should be torn down at the end of every business day. You can even automate it to shut down at night and spin up in the morning.

4

Start with one application, not your company

Don't try and move your entire company all at once. Start with one manageable target, like an application or service. Determine the scope, understand the costs, define what the outcome is, and translate all of this to your leadership.

If the CFO is surprised by a bigger bill for cloud adoption, it will be considered a failure.

Trility® is a business and technology solutions company. We are digital sherpas who help you navigate your journey, attain your desired outcomes, and prepare you for what's next.

WHAT WE DO

Cybersecurity. Governance, risk, and compliance strategies can no longer wait. Information security touches every aspect of our work – and we have the products to prove it.

Infrastructure & Cloud. Moving to the cloud is not a simple upload. Your strategies and practices must shift first to ensure cloud adoption saves time and money as promised.

Modernize Operations. Business strategy goes hand-in-hand when advancing end-to-end operating models. Building or changing applications must address business problems and your bottom-line.

Internet of Things. Start making the physical world talk and connect to your business. Leverage IoT to make the ever-growing network of devices talk to existing services or new products.

Strategy & Roadmapping. Our expertise comes from understanding business first and technology second. We've done it for organizations of all sizes – from enterprise to small and medium-sized companies.

Leverage Data. Dark data and data prisons hold you and each one of your employees back. Discover the right means and methods to empower your people to securely access the business data they needed yesterday.

Learn how other companies have realized a return on investment on their journey with cloud adoption.

→ **DISCOVER YOUR ROI IN THE CLOUD**