



On-premise infrastructure costs have typically been 'sunk' with large capital outlays, so sizing of machines and services has not been critical for cost optimisation. Once organisations have moved to the public cloud however, the misalignment between usage and cost are laid bare.

CLOUD COST OPTIMISATION

Ultima's Azure Cost Optimisation Assessment gives you the definitive steps needed to reduce your Azure spend and provide longer term OpEx visibility, cost containment and overall control. We offer this either as a one time only engagement, or via one of our cost-optimisation and cloud management services.

ON PREMISE

~ 9% SOFTWARE LICENSING

Implementation
Hardware
IT Personnel
Maintenance
Training
Monitoring
Management

CLOUD

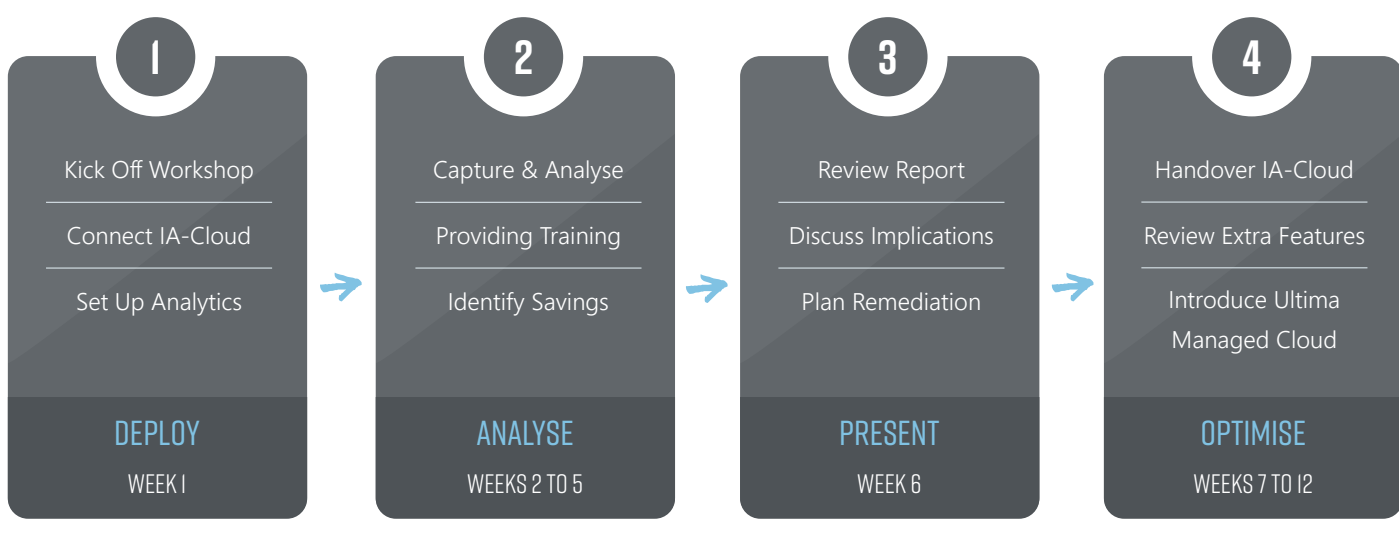
~ 68% SUBSCRIPTION FEE

Implementation
Customisation
Training

OUR OFFER

Ultima will run a fixed price engagement, where after an initial kick-off meeting, we will deploy IA-Cloud Optimise for 3 months, with zero on-going commitment. This requires a few simple resources to be deployed into your Azure environment to discover and monitor current spend and resource utilisation.

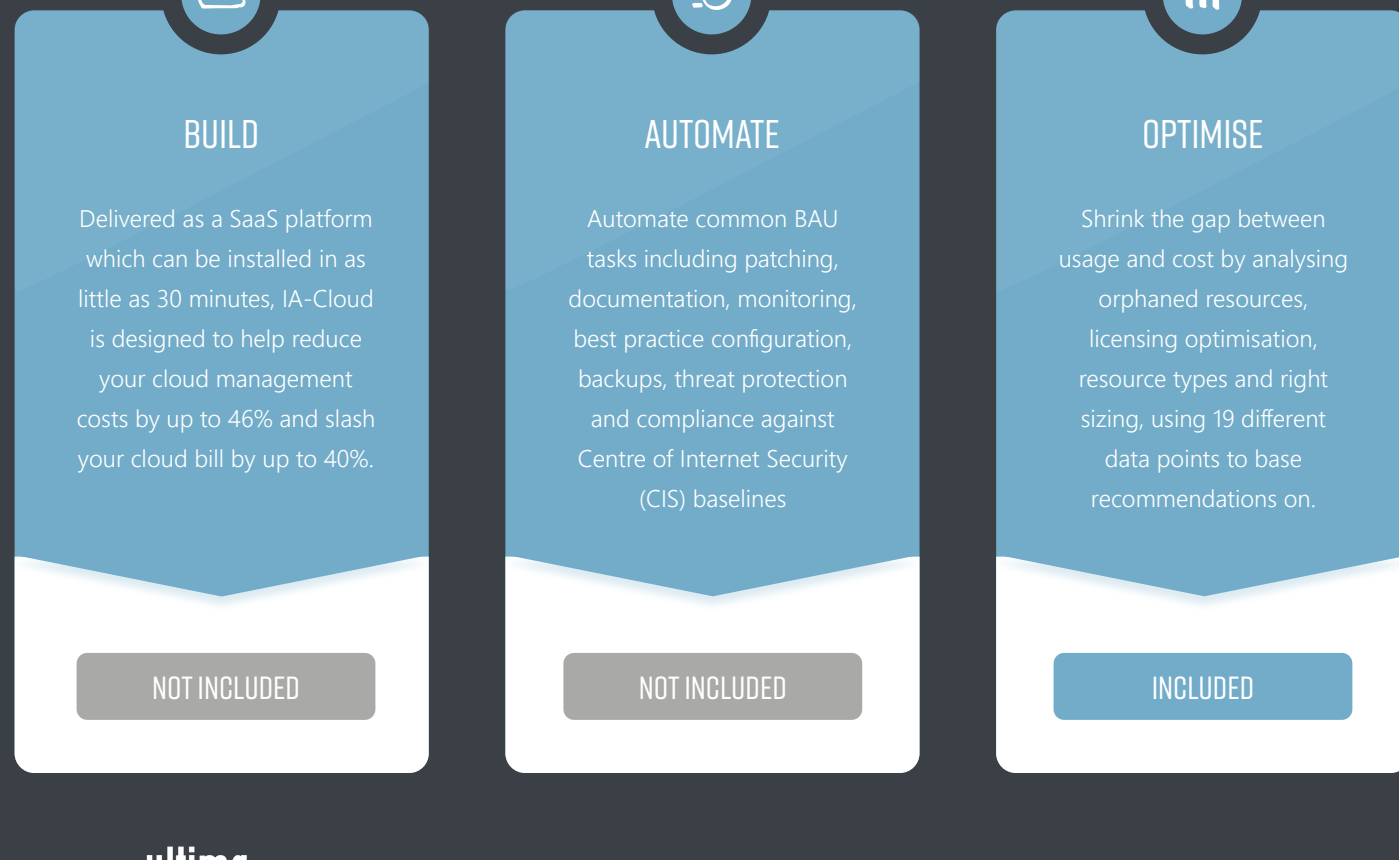
At the end of the evaluation period, you will receive a detailed report on the services running in Azure and where potential costs savings can be made and how by much, itemised by resource and savings type.



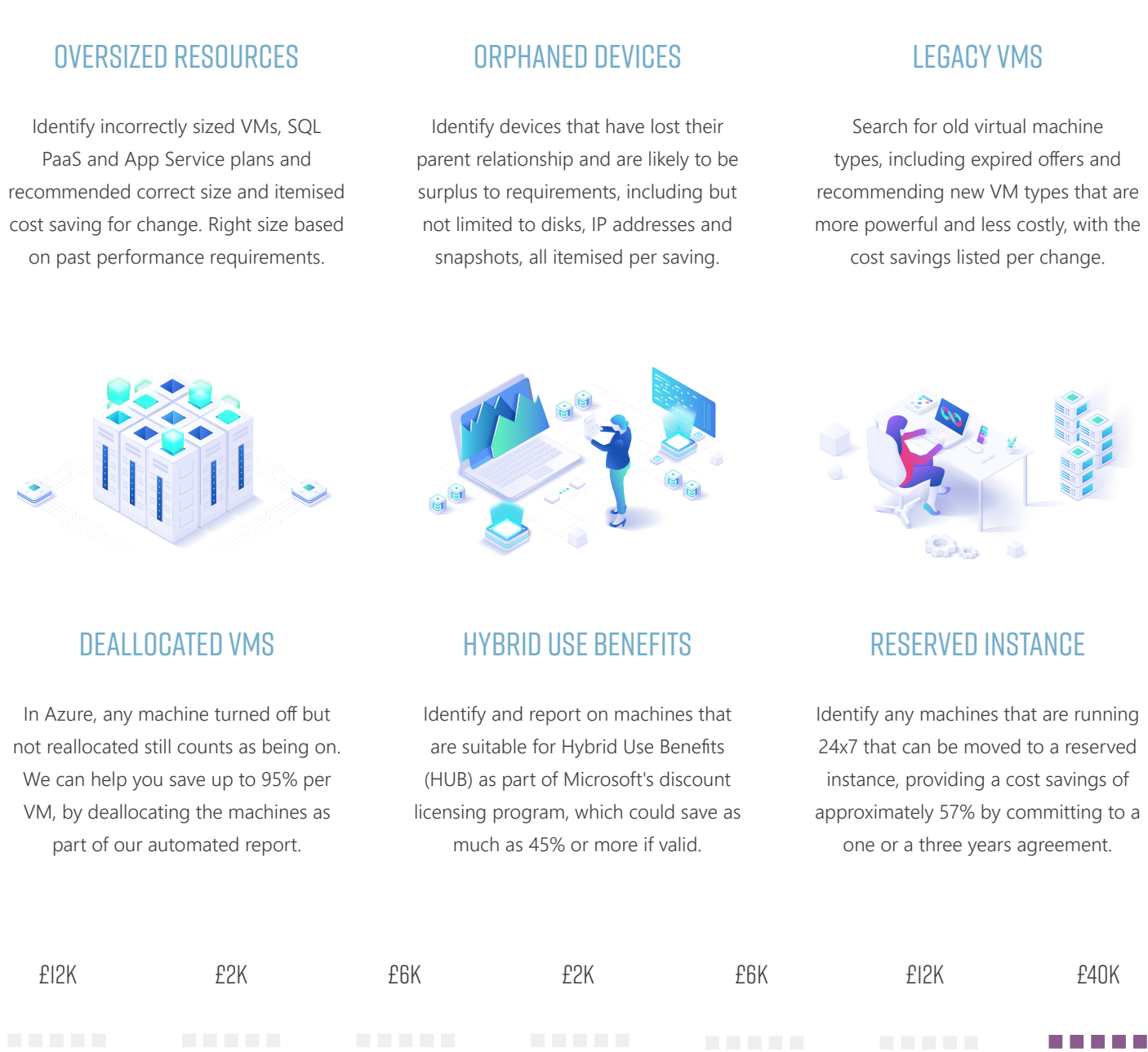
WHAT IS IA-CLOUD & HOW CAN IT HELP?

Ultima Labs was founded at the start of 2020 with one mission in mind - to help organisations to adopt automation more easily. IA-Cloud is a suite of products built to address common challenges organisations are facing with public cloud, providing solutions around Migration, Automation and cost Optimisation.

Utilising our Azure optimisation tool IA-Cloud Optimise, we can identify a range of immediate cost savings and provide an itemised list of remediation actions. This on average saves our customers up to 40% of their operational expenditure each month, all for an initial investment of £5,000.



AREAS OF OPTIMISATION



IA-CLOUD IN THE REAL WORLD

SAMPLE CUSTOMER

Our customer had over 300 virtual machines in Azure (~60 prod and 270 non-production), with an ACR of around £87k per month. The resultant savings were delivered as part of a fixed-price engagement, with the following headlines automatically highlighted as part of our IA Cloud Optimise report.

21% OPEX REDUCTION

As a result of right sizing production virtual machines, where CPU was found to be regularly below the 10% threshold

£32K PER MONTH SAVED

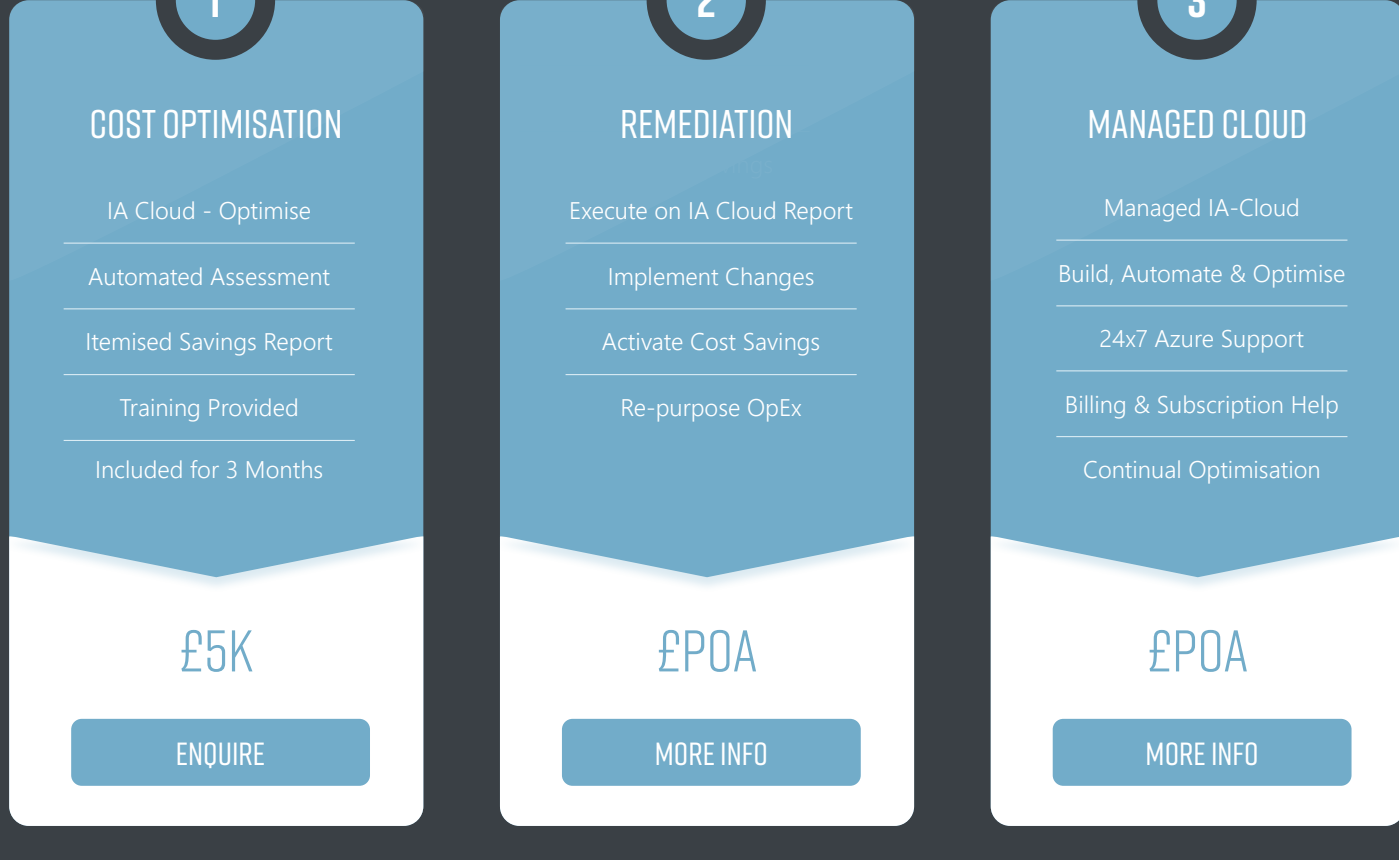
By enabling Azure Hybrid Use Benefit (AHUB) for 75% of virtual machines where found to be not turned on

28-49% SAVINGS ON PAYG PRICING

Through recommending reserved instances in year 1, increasing to 49% of potential PAYG savings over 3 years

NEXT STEPS

As part of our Cloud Cost Optimisation service, we'll give you IA Cloud - Optimise for 3 months, so you can understand your Azure usage and subscription commitments. Based on the cost optimisation report produced, you can opt to engage our cloud specialists to remediate issues found or implement our recommendations, so you can realise those savings and even re-purpose the excess OpEx into an innovation fund. Finally, you can outsource Azure workloads to Ultima as part of our Managed Cloud service.



Gold Application Development
Gold Cloud Platform
Gold Cloud Productivity
Gold Collaboration and Content
Gold Communications
Gold DevOps
Gold Enterprise Resource Planning

Gold Security
Gold Windows and Devices
Gold Small and Midmarket Cloud Solutions
Gold Datacenter
Gold Data Analytics
Gold Enterprise Mobility Management
Gold Messaging

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