

# Fact Sheet: Cloud Investment Services

Companies have been rapidly moving workloads to the cloud for over a decade, and cloud migration is not slowing. Gartner forecasts 2022 worldwide public cloud spending at just under USD 500 billion and 20% YoY growth.<sup>1</sup> Information Technology Decision Makers (ITDM) surveys show strong trends toward continued:

1. Migration of applications to new (cloud) IT environments
2. Deployment of multi-cloud strategies
3. Operation of hybrid cloud platforms<sup>2,3</sup>



## A journey to cloud

Moving to the cloud significantly benefits businesses by making IT departments more agile and innovative and helping companies focus on business growth instead of infrastructure management. A journey to the cloud offers significant reward – and risk, too. Consumption inefficiencies and waste must be identified and managed.<sup>3</sup> Cloud strategy must address many potential opportunities and predicaments, such as:

- What are the options and implications for moving workloads to Oracle Cloud?
- Where do I find details on how my usage is billed & understand my cloud contract?
- How do I ensure cloud investments are adding value & optimize cost?

## How can Oracle help?

### Oracle Global Licensing Advisory Services (GLAS) team

Oracle's GLAS team provides Cloud Investment Services to facilitate your journey to the cloud. We focus on data-driven insights to bring visibility, manageability, and governance to your journey.

Our team of experts will help you with comprehensive enablement on Oracle clouds, both in Oracle datacenters and on-premises, through cloud intelligence. GLAS provides recommendations to customize your cloud migration roadmap & license implications. We provide extensive education on cloud policy and programs to enhance your cloud strategy. Once you determine a cloud model best suited to your needs, GLAS can provide clear guidance on aligning service consumption to business metrics.

## Cloud Investment Services (CIS)

CIS is a practice dedicated to helping you wherever you are in the cloud adoption process:

- Embarking on a cloud journey?
- Need to determine best investment choices?
- Already on a cloud and want to align consumption to business value?



## 1. Embarking on a cloud journey? – cloud mobility

Learn how Oracle protects your investment in the cloud. Migration to the cloud from your on-premises environment can happen in many ways. GLAS is here to help you make the right choices and streamline your journey to the cloud.

### *Identify the best cloud options for your business*

- Make the correct call on what to move while embarking on a cloud journey
- Understand the paths available and opportunities to lower TCO
- Make more-informed decisions on the cloud journey and overall strategy
- Leverage our insights to help develop your business case for the cloud

Start by exploring suitable cloud mobility options with our experts. Maximize your choices by leveraging your existing Oracle investments.

### *How can we help?*

- ✓ Listen to what factors are essential to your business about your cloud journey
- ✓ Help you explore the different paths open to your business
- ✓ Introduce relevant cloud mobility programs, support spend reward programs, and right product-metric mapping
- ✓ Also, help you identify what could, or should be moved, the cost implications, and the ideal way to structure licenses

## 2. Need to determine best investment choices? – Cloud Knowledge Transfer

Make the best investment choice for your business through customized knowledge transfer on cloud subscriptions and possible migration options.

### *Develop a fit-for-purpose cloud subscription strategy*

- Understand cloud subscriptions and the policies that apply
- Know the options for moving existing workloads to the cloud
- Identify best practices for the cloud services that you are running
- Understand the implications behind any proposed change

### *How can we help?*

- ✓ Provide customized knowledge transfer on cloud subscriptions and migration options that align with your business needs
- ✓ Support you in making informed decisions around cloud migration options
- ✓ Review and help optimize your cloud investment
- ✓ Enable you to implement best practices

### 3. Already on a cloud and want to align consumption to business value? – FinOps in Oracle Cloud Infrastructure (OCI)

Already on Oracle cloud and/or other CSP platforms? Make data-driven decisions, bring accountability to cloud spending, and align consumption to business value.

#### *Cloud cost management*

- Spend transparency and visibility through reporting and alerting
- More predictable manageability through forecasting and trend analysis
- Improved operational discipline through governance & quotas
- Improved cloud economics and optimized utilization through best practices

#### *How can we help?*

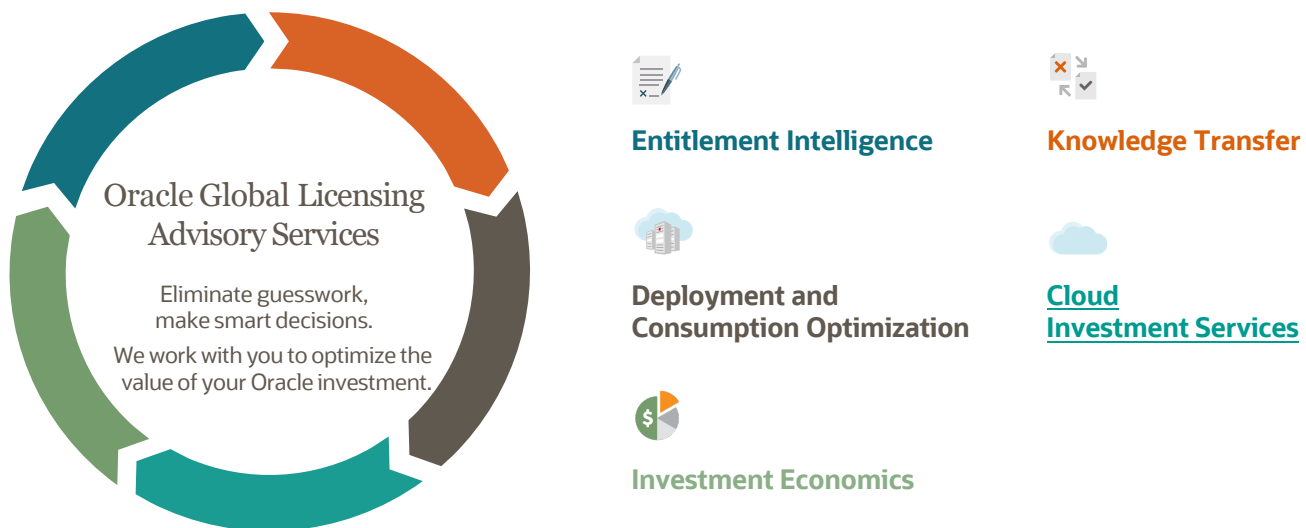
- ✓ Improve visibility and align OCI consumption to business metrics
- ✓ Train teams on OCI budgeting, forecasting, spend analysis, and cost reduction programs
- ✓ Train engineers on how to identify and optimize utilization and improve governance across OCI consumption, including automated scheduling
- ✓ Support of multi-cloud and hybrid platforms through coverage of other CSP partners



## It's time to begin your journey

Whether you are starting your cloud journey or managing a mature multi-cloud, hybrid platform, GLAS is ready to help. Innovate a culture of agility in the cloud – incorporate visibility, manageability, and governance into your cloud cost (and business value) management practices. We're here every step of the way to ensure your move to the cloud is right for your business.

## A complete lifecycle of services for Oracle customers



References:

<sup>1</sup> <https://www.gartner.com/en/newsroom/press-releases/2022-04-19-gartner-forecasts-worldwide-public-cloud-end-user-spending-to-reach-nearly-500-billion-in-2022>

<sup>2</sup> <https://www.nutanix.com/enterprise-cloud-index>

<sup>3</sup> <https://www.flexera.com/blog/cloud/cloud-computing-trends-2022-state-of-the-cloud-report/>

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