

# Hystax OptScale

## FinOps enablement

Easily navigate cloud cost management,  
engage your engineers in cost saving

# Hystax



Founded in 2016,  
**10+** years of cloud expertise



Cloud-related software, customers in  
43 countries

Airbus, Nutanix, Orange, Nokia, Burger King - some of **our customers**

# Cloud cost management issues.

## Why FinOps?

- **Engineers are not engaged in cost saving**

Getting a long list of optimization scenarios does not help as a few DevOps or Central IT folks cannot fix all the optimization issues without reaching resource owners who have other priorities.

As a result, only 20-30% 'low-hanging fruit' recommendations are implemented

- **No resource lifecycle management**

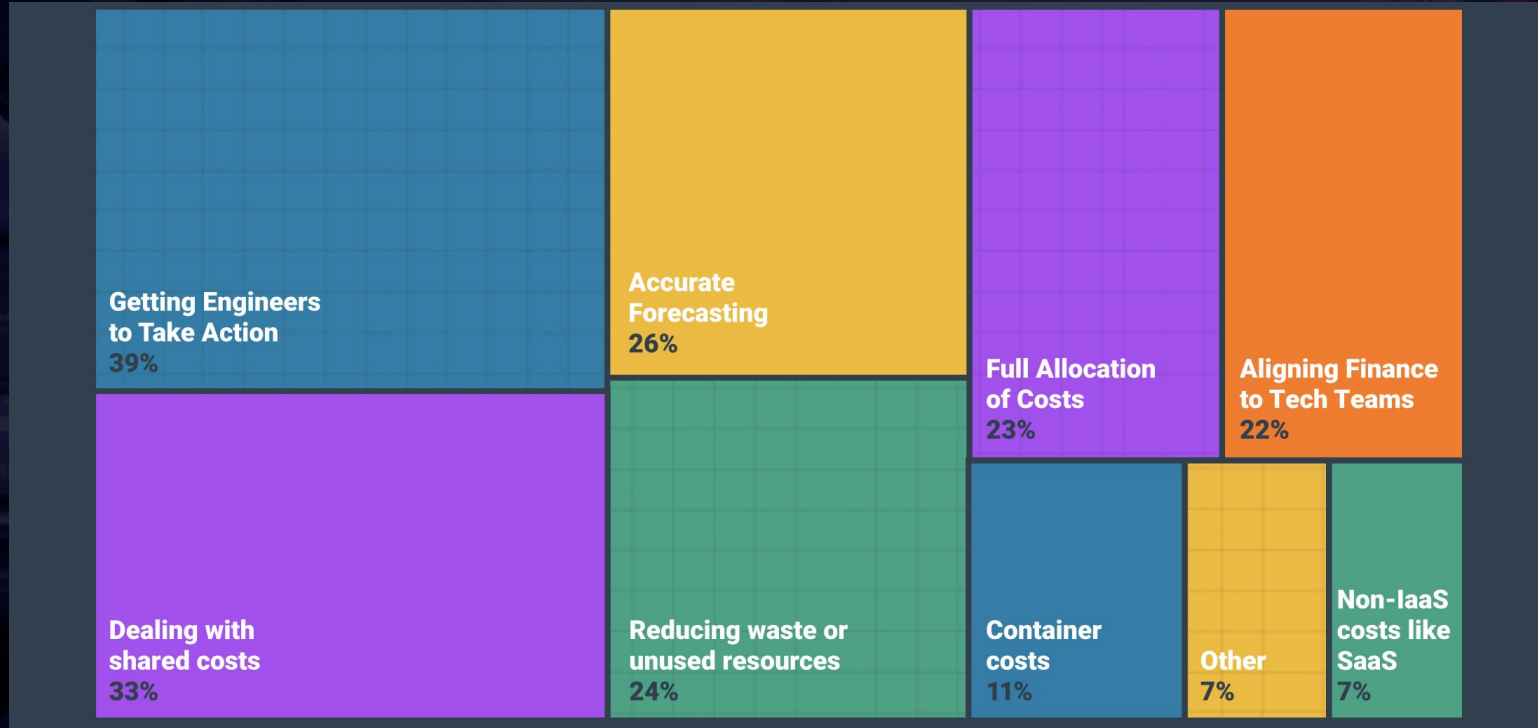
Cloud cost management tools don't give a way to manage resource lifecycle management

- **No transparency and flexibility**

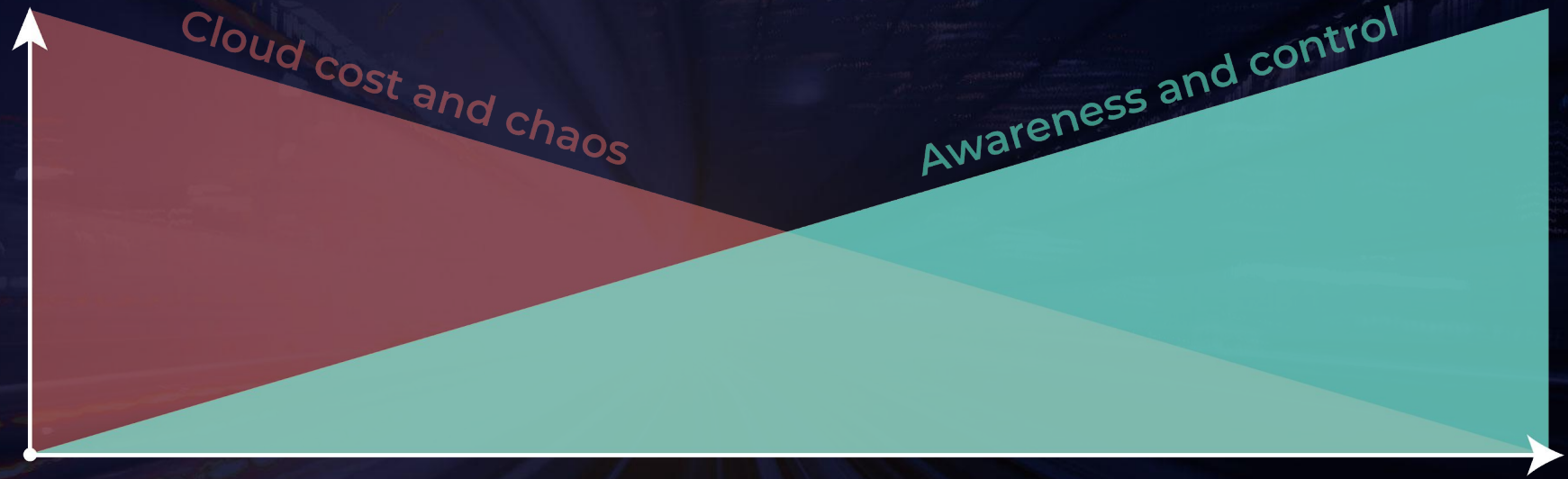
Cloud-native tools do not provide enough granularity and transparency across budgets, teams, clusters and applications



# FinOps adoption challenges



# Hystax OptScale



Cloud cost transparency  
and optimization

Full control and resource  
sharing & lifecycle mgmt

Engineer engagement in  
FinOps and cost saving

# Cloud cost management vs FinOps

## Cloud cost management:

- Focused on an IT guy who needs to chase R&D teams to tag and rightsize resources, remove unused
- Gives a report to help in a short-term, in a few months issues return
- R&D team is disconnected from the cost-saving process and has no responsibility

## FinOps:

- Focused on the whole FinOps team including engineers who generate the majority of costs
- Builds a cost-saving long-term process by engaging and educating the team
- IT guys are responsible for building best practices, engineers - for their own resources and TTLs, OptScale - for educating teams and delivering best practices

# FinOps enablement

- **Product to build FinOps process**  
Visibility, Optimization, Control and Collaboration
- **Engineer engagement**  
Team members are responsible for their resources, TTLs and cloud spending
- **No new tools onboarding. Just collaborate via Slack**  
Destroy, notify, notify & destroy scenarios
- **OptScale conforms with FinOps practices**  
Hystax leads one of the biggest FinOps communities



# Resource sharing and lifecycle mgmt

- **Resource grouping and sharing**  
Represent clusters, stacks, jobs but not just individual resources. Acquire, release and schedule shared usage
- **TTL rules**  
TTL rules for individual resources, groups and budgets
- **Tag policies and resource auto-assignment**  
Set and manage tag rules and automatically assign resources to groups or budgets
- **Ease of use**  
Manage TTLs and other resource parameters via Slack





# Cloud cost transparency and optimization

- **Budgets and resource auto-assignment**

Track every BU, team, user or app expense

- **Cost optimization insights**

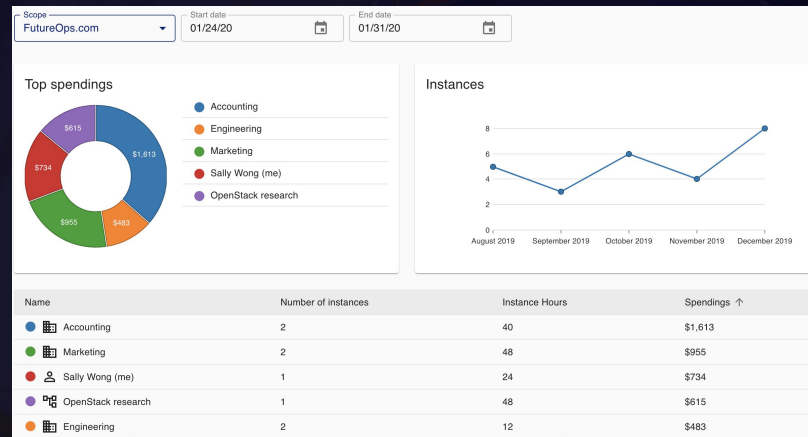
Hundreds of real-time scenarios

- **In-depth cost analysis**

Budget and resources expense history

- **Budget forecasts, thresholds & insights**

Get analytics, forecast and optimization insights



# Cloud expense prevention

- **Expense prevention. API for new resources**

Intelligent resource provisioning guidance, based on usage patterns, types of resources and AZ score

- **Cloud usage pattern analysis**

Resource usage and provisioning patterns

- **Cloud health monitor and AZ score**

OptScale tracks cloud performance, capacity, price, etc., and builds AZ score

- **Insights for existing resources**

Real-time insights to get optimal price and performance



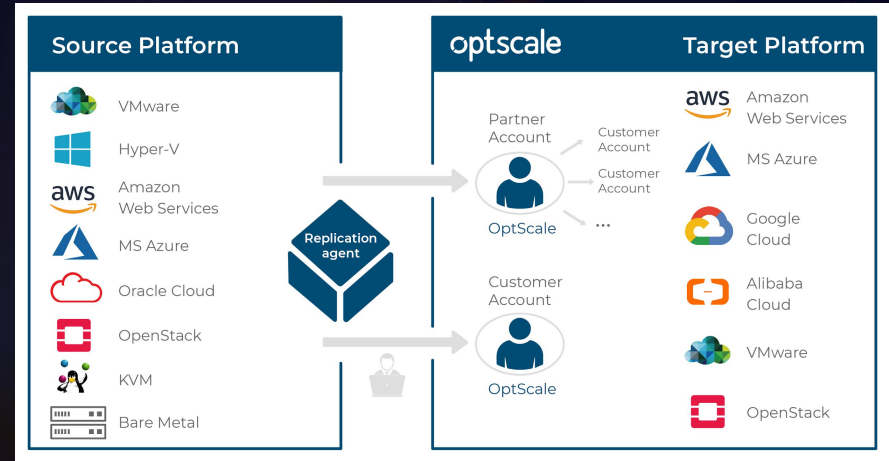
# OptScale onboarding

- **UI and API**  
UI to manage settings and view reports, API to integrate with jobs and pipelines
- **Ease of use. Slack integration**  
Your team doesn't need to learn a new tool. 90% of the functionality is available via Slack
- **SaaS or private deployment**  
The product is available in two options
- **20 minutes to first results**  
No long configuration and deployments



# Improved workloads mobility

- **Free any-to-any cloud migration**  
Unlimited number of test migrations
- **Migration simulation and forecast**  
Simulate migration, forecast new cloud costs
- **No vendor lock-in**  
No ties to one cloud platform
- **Automated tasks**  
Automate your workloads migration tasks



# Other capabilities

- **Cross-cloud disaster recovery**  
Best-in-class RPO & RTO, continuous data protection
- **Multi-cloud resource filtering**  
Filter resources and perform tasks (delete)
- **IT Asset management**  
Auto-assign resources to an asset pool



# Contacts

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# BACKUP SLIDES

# Spot Instance Price Variation

## Spot Instance pricing history

Your instance type requirements, budget requirements, and application design will determine how to apply the following best practices for your application. To learn more, see [Spot Instance Best Practices](#)

Graph

Availability Zones

Instance type

c3.large

Platform

Linux/UNIX

On-Demand price

\$0.105

Sep 12 2020, 02:47

\$0.105

Average hourly cost

us-east-1b

\$0.0294

Sep 12 2020, 02:47

\$0.0294

Average hourly cost

72.00%

Average savings

us-east-1c

\$0.0299

Sep 12 2020, 02:47

\$0.0294

Average hourly cost

72.00%

Average savings

us-east-1d

\$0.0298

Sep 12 2020, 02:47

\$0.0295

Average hourly cost

71.90%

Average savings

us-east-1e

\$0.0294

Sep 12 2020, 02:47

\$0.0294

Average hourly cost

72.00%

Average savings

