

## CLOUD ADVISORY AND OPTIMIZATION SERVICES

Zones provides 24x7 support, proactive monitoring, and management for SaaS, IaaS, and on-premise environments across multiple cloud platforms like Azure, AWS, and GCP. Customers benefit from optimized performance, cost efficiency, enhanced security, and reduced multi-cloud complexity.

### Business Challenges:

- **Complexity:** Enterprises often deal with the complexity of managing multiple cloud environments, leading to inefficiencies and integration challenges.
- **Overspending:** Unchecked cloud spending can drain resources without delivering proportional value, a common issue for enterprises.
- **Compliance:** Navigating the complex web of compliance regulations, like GDPR and HIPAA, can be extremely difficult and expensive for companies.

### Zones Offering:

- **Strategy Development:** Tailor a cloud strategy that fits into objectives and sets a clear adoption pathway.
- **Design & Build:** Establish a strong cloud foundation with custom-built infrastructure for optimal performance.
- **Migration & Modernization:** Move and upgrade systems to the cloud with ease, boosting agility and resilience.
- **Cloud Governance:** Oversee cloud operations with tools for cost-efficiency, security, and seamless automation.

### Business Benefits:

- Detailed Cloud Insights for Risk Management.
- Comprehensive Cloud Security and Compliance Analysis.
- Accurate ROI Calculation for Cloud Transformation.
- Modernization of Cloud Workloads and Reduction of Technical Debt.
- Scalable Cloud Solutions for Demand Fluctuations.

### Why Zones:

- Zones Optimization Services can yield up to - 25% to 30% on current consumption.
- Zones, being a CSP, is better positioned to help customers navigate their journey to the cloud with their proven processes.
- Gain share model for cloud savings through optimization where customer has consumption costs benefits.
- Comprehensive cloud management encompassing risk management insights, security and compliance analysis, ROI calculation for cloud transformation, workload modernization.
- MBE status paired with other characteristics make Zones a great overall choice.

### Case Studies:

- Zones partnered with a consulting firm to optimize their cloud environment, addressing inefficiencies, high costs, and governance challenges. **By implementing workload rightsizing, real-time monitoring, and a cloud governance framework,** Zones reduced monthly cloud spend by **30%**, enhanced application performance, and established a scalable, compliant architecture for future growth.
- **Zones implemented a transformative IaaS cloud solution** for a U.S. telecommunications provider, replacing aging systems and reducing maintenance costs by modernizing over 7,000 devices. This solution delivered a **40% ROI**, saved \$6,700 per workload, and established a hybrid cloud strategy for future scalability and flexibility.