CORESTACK®

CoreStack Helps Logicalis Turn FinOps into New Lines of Business

This global MSP turned NextGen FinOps capabilities into new business opportunities.

As a global technology service provider, Logicalis provides their customers with lifecycle services across cloud, connectivity, collaboration, and security. With headquarters in the UK, Logicalis now has more than 7,000 employees operating in 30 territories around the world.

With a globally connected network of specialist hubs, sector-leading experts, and strategic technology partnerships, Logicalis helps clients across a range of industry sectors create sustainable outcomes through technology. Offering solutions designed to help optimize operations, reduce risk, and empower employees, the company provides their 10,000+ customers with real-time visibility and actionable insights across their digital ecosystems, many of which include Microsoft Azure.

At a Glance

Challenges

- Giving customers visibility into their cloud consumption and costs

- Accurately forecasting cloud spend

- Identifying opportunities to optimize cloud resources

CoreStack Solution

- CoreStack NextGen Cloud Governance FinOps

Results

- Expanded MSP product offerings based on FinOps capabilities

- Seamless onboarding of multi-cloud customers

- Granular reporting, cost optimization, and forecasting via customer portal

Toward More Robust FinOps

When it comes to providing cloud services and cloud governance, FinOps is an important component because it provides a structured approach to managing cloud costs and usage – a framework for ensuring that cloud consumption is aligned with business goals and priorities. As more organizations move workloads to the cloud, they have a fundamental need for better visibility into and control over cloud consumption and costs to prevent overspending, enable accurate forecasting, and optimize resource utilization.

"In the current economy, there's a lot of pressure to do more with less," says Sonia Grozdanoska, Cloud Product Owner at Logicalis. "With global economic uncertainty, we've seen the tightening of budgets. It's increasingly important to give our customers transparency across their cloud spend and provide advisory services to help meet their need for cost optimization without compromising on performance."

Logicalis had long served their customers with in-house FinOps capabilities; however, as the company grew, they needed a solution that would help them scale. They set out to find a multi-cloud FinOps solution that would provide granular budget management through cost guardrails, enable forecasting based on usage trends, identify opportunities for cost optimization, and foster a culture of financial accountability.

"We had a cloud portal that was in-house developed and was fit for purpose, but we now have a global reach and needed a global solution – something that would help us to scale faster," says Sonia. "We needed a broader set of features and functions that could provide our customers with more insights and value than were available in our current platform. After evaluating a number of tools, CoreStack was chosen because of what it offered off the shelf and also what it allowed us to grow into."

A CoreStack-Powered Portal

Implementing the CoreStack solution and migrating users to the new portal was a multi-step process that started with initial deployment in a staging environment. After moving to production, the company had both portals running in parallel for a few months.

"To ensure a smooth transition and minimize interruption of service to our customers, we chose to have both portals running in parallel," says Sonia. "This gave our internal staff time to gain confidence with the new portal. We worked very closely with CoreStack to make changes during that initial phase, and they were very receptive to our feedback and recommendations for customising the product to our needs."

With the new portal, Logicalis is now able to offer new features and more robust reporting. For example, customers can see variance from previous months with a simple click, and they have access to forecasting data for the first time, in addition to leveraging a wide range of cost optimization options. Customers can also set up custom guardrails to help them keep costs down.

Logicalis customers primarily run workloads in Azure but a few use multiple cloud providers, and CoreStack has positioned the company well to accommodate this trend. "We recently onboarded a customer that has both AWS and Azure," explains Sonia. "The customer liked having the ability to see two different cloud providers in one platform. Having a portal with multi-cloud capability was one of the reasons we won the customer. It was great to be able to provide them this feature."

Growing the Product Suite

CoreStack's FinOps solution has had an impact on the way Logicalis operates as a managed services provider. Every customer has their own use cases and wants visibility into different things; as a result, Logicalis has decoupled the Production Ready Cloud (PRC) solution and now provides separate solutions for PRC FinOps and PRC SecOps, essentially expanding its portfolio. Both are powered by CoreStack.

"Our Production Ready Cloud or PRC Solution is all-encompassing," says Sonia. "PRC FinOps is designed specifically to help enterprises develop a culture of financial accountability and to realize the benefits the cloud has to offer by providing a set of features, tools, and capabilities that will help them gain predictability, prevent budget overruns, and promote data-driven business decisions."

As for where cloud is heading, Sonia believes the future is hybrid. "My team is focused on building out additional hybrid functionality into our solution offering, which will also include multi-cloud," she says. "We believe we're going to start seeing a lot more hybrid and multi-cloud services coming our way, and CoreStack has set us up for success."

The CoreStack NextGen Cloud Governance Portfolio

CoreStack FinOps is part of CoreStack Governance, a suite of NextGen Cloud Governance modules that leverage AI to provide continuous and autonomous governance for FinOps, SecOps, and CloudOps across multi-cloud. The CoreStack NextGen Cloud Governance platform is designed to be Continuous, Holistic, Autonomous, Integrated, and Nimble – what we call CHAIN.

CoreStack Governance helps enterprises mitigate risk, accelerate delivery, experiment more, optimize performance, and innovate rather than just improve. It gives enterprises the capabilities and confidence to accelerate their digital ambitions, enabling them to more quickly and easily capitalize on the opportunities that matter.

To learn more about CoreStack Governance or to schedule a demo, visit www.corestack.io or reach out to us at contact@corestack.io. To learn more about Logicalis, visit www.logicalis.com.

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Sonia Grozdanoska, Cloud Product Owner, Logicalis

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CoreStack is an AI-powered NextGen Cloud Governance platform that enables enterprises to embrace cloud with confidence, rapidly achieving continuous and autonomous cloud governance at scale. CoreStack helps 750+ global enterprises govern more than $2B in annual cloud consumption. The company is a Microsoft Azure (Legacy) Gold Partner, Amazon AWS Technology Partner with Cloud Operations Competency, Oracle Cloud Build Partner, and Google Cloud Build Partner.