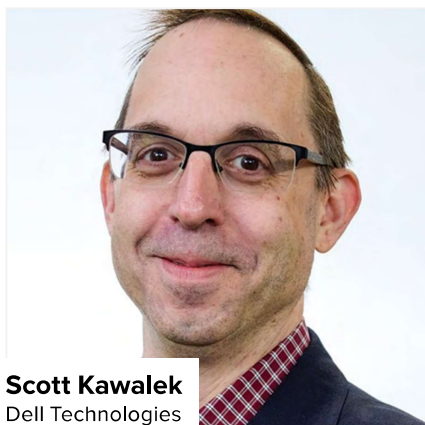# Optimizing multi-cloud capacity and costs

A key solution for multi-cloud management adjusts capacity
to meet user demands while keeping costs under control

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> "A WELL-EXECUTED PLAN WITH A COMMON TOOLSET AND PERHAPS A CLOUD MANAGEMENT SOLUTION WILL STREAMLINE OPERATIONS AND OFFER FLEXIBILITY NOW AND WELL INTO THE FUTURE."

The move to cloud environments has been a key component of IT modernization because the technology supports so many other aspects of modern systems. However, spreading data and workloads across a multi-cloud ecosystem can raise concerns about the confidentiality, integrity and availability of data and make it challenging to maintain security controls. In addition, a multi-cloud approach can introduce complexity in terms of calculating costs and ensuring appropriate capacity.

Therefore, it is imperative that agencies plan well in advance of making transformational multi-cloud decisions. For example, IT leaders must determine if a dataset or workload is governed by any regulatory requirements. They must also choose where applications will run and why, and understand the costs involved in each scenario.

Many organizations overlook the people and process side of this transformation. Building silos that separate traditional IT teams from their cloud counterparts unnecessarily creates a bimodal operating model. It's best to bring together all stakeholders and develop a common toolset and DevOps platform that serves IT, application and development teams and encourages a platform-engineering culture.

Adapting to changing cloud dynamics

A well-executed plan with a common toolset and perhaps a cloud management solution will streamline operations and offer flexibility now and well into the future as the agency continues to adapt to changing dynamics.

Applications and data use cases are evolving faster than ever, and the process of projecting and deploying additional compute and storage capacity grows in complexity every day. Compounding the challenge is the need to deploy solutions in days—not weeks, months or years. Delaying the timing of capacity updates is not an option because such delays often disrupt IT service, which leads to undesirable outcomes for agency employees and the public they serve.

Forward-thinking agencies understand the necessity of having elastic capacity to address a permanent growth in utilization or temporary spikes in usage. Many agencies attempt to over-provision capacity through the use of capital expenditures, but that approach often fails because the government's procurement process can't keep up with the pace of change. Even worse, agencies risk acquiring and paying for excess capacity long before it will be used.

Make the Move to Multicloud by Design

A flexible system that reflects actual usage

Dell Technologies can help agencies better manage the complexity of responding to ever-changing capacity demands. Specifically, Dell APEX Subscriptions allow agencies to access elastic capacity on premises or in designated co-location facilities. Agencies are charged only for the capacity they use, which doesn't include the buffer that has been installed in anticipation of projected future needs. With Dell APEX Subscriptions, an agency shifts the risk of unused buffer capacity to Dell.

Cost optimization and control are also easier to achieve with APEX Subscriptions. Usage is metered and paid for monthly under a single usage rate. There are no additional buffer capacity charges, fees, penalties or end-of-contract true-ups to reconcile discrepancies between estimated and actual usage. Instead, agencies can increase their committed capacity level and lower their usage rate during the agreement if justified by an actual growth in usage. Many Dell products also offer an 85% billing cap, which means usage above 85% will not be billed.

Available in 37 countries and used by organizations of all sizes, Dell APEX Subscriptions consistently deliver the high levels of IT service that the government demands, along with a cost-optimized process for ensuring that agencies have the cloud capacity they need to accomplish their missions. ■

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