Unlock Opportunities
Key Questions to Ask

Leverage Flexential services to modernize and optimize your customers' cloud environments and help them on their IT journey.

Meet your customers where they are

Customer is already in the public cloud

Key questions to ask:

- Are you satisfied with your current cloud spend?
- Do you feel in control of your cloud costs?
- Do you have full visibility into your total cloud spend, and is it staying within budget?

Tools: FinOps Assessment

How it helps:

- Evaluates the customer's current public cloud spending
- Identifies cost optimization opportunities to improve efficiency
- Aims to deliver guaranteed monthly cost savings

Outcomes:

Drive savings through **Public Cloud Cost Optimization**, unlocking opportunities for future **DevOps for Public Cloud Management**.

Key talking points

- **Meet the customer where they are:** The Flexential approach is tailored to their existing infrastructure and cloud maturity

- **Focus on value:** Emphasize cost savings, improved efficiency, and enhanced business continuity

- **Leverage data-driven insights:** Live Optics provides concrete data to support our recommendations

- **Drive results:** Offer customers a clear, structured path to cloud adoption and management
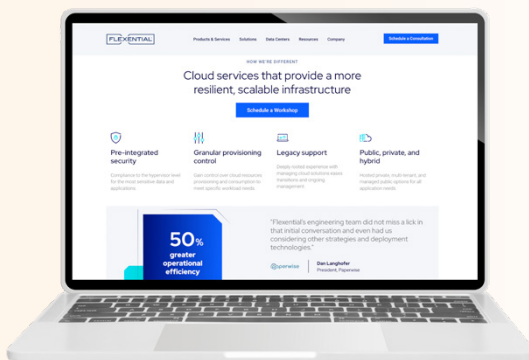
Customer lacks adequate cyber resiliency

Key questions to ask:

- How confident are you that your business is protected from downtime during a cyber incident?
  (Very confident, somewhat confident, unsure)

- How confident are you that your DR runbook is up to date?
  (Very confident, somewhat confident, unsure)

- Have you done a DR test in the last 6 months, and was it successful?

Tool: Fast-Track DR Assessment (powered by Live Optics)

How it helps:

- Evaluates the customer's current disaster recovery strategy and identifies gaps
- Identifies a cyber-resiliency strategy tailored to achieve key business objectives around application availability
- Delivers a custom cyber-resilience program for continuous protection

Outcome:

A roadmap to **Disaster Recovery Program Management** and ongoing DR Management. This ensures compliance for the customer and reduces downtime/costs.
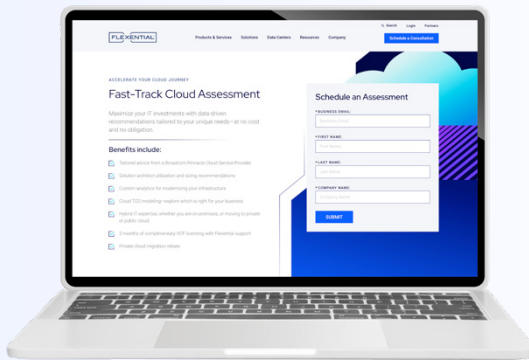
Customer with an existing private cloud

Key questions to ask:

- Do you have an upcoming VMware renewal, and are you looking for a way to optimize (save)?
- Do you need to refresh your hardware?
- Do you have workloads that won't work in the public cloud?

Tool: Fast-Track Cloud Assessment (powered by Live Optics)

How it helps:

- Analyzes the customer's private cloud environment to identify efficiencies
- Provides a cost comparison for re-platforming to a public cloud environment
- Demonstrates the ROI of migrating to the cloud with real-world data

Outcome:

Clear recommendations for optimization and **cost-effective cloud migration**.

Next steps

1. **Identify** which of these three scenarios best describes your customer's current state

2. **Engage** your Regional Partner Manager to strategize how Flexential can support your customer engagement

3. **Schedule** a joint meeting with the customer and a Flexential Cloud Sales Specialist