Unlocking Cloud Savings with lessons learned from the field

By

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Elkhan Yusubov | Microsoft MVP & MCT RL

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Jason Keplinger
Innovative Tech Executive |
Chief Technology
and Innovation Officer

@jason-Keplinger

Jason Keplinger serves as the Chief Technology and Innovation Officer (CTIO) at T-Rex Solutions. With a strong background in technology strategy and innovation, he leads T-Rex's advanced technology solutions, focusing on cloud modernization, data analytics, and cybersecurity.

In 2021, Jason received WashingtonExec's Chief Officer Award for Private Company CTO. He has been instrumental in driving the company's technological advancements, including T-Rex's role as the Technical Integrator for the U.S. Census Bureau, where the company developed a multi-cloud infrastructure to support the first-ever online response option in U.S. history.

Jason also holds multiple certifications in FinOps, Cloud, and Agile SAFe.

Elkhan Yusubov

Speaker | Author | Director

Founder @ #CloudMarathoner

@ElYusubov

ElYusubov

Elkhan is a Director of Cloud Infrastructure, Chief Architect, Microsoft Azure MVP and 15+ MCT with experience in cloud solutions, enterprise healthcare systems and healthcare data, and API standards (HL7 FHIR, EDI X12).

He is an active Microsoft Tech Community Contributor, Cloud Lunch and Learn Co-organizer, Microsoft Learning expert and MCT Community Lead for the US region, and as well as a LinkedIn instructor with interests in Architecture, GenAI, DevOps & Security.

He is a frequent speaker at tech events and has volunteered for Give Camps, Code Camps, Azure Data Fest, SQL Saturdays, DC MCT Symposium, Community Days and Microsoft community events, like this one.

Please, check out his #LinkedIn and #CloudMarathoner posts to elevate your cloud learning journey.

https://theCloudMarathoner.com 🌥️ 🏃 🏃

What we will cover

Why and What of FinOps

How of FinOps

FinOps in Azure

AI agents + FinOps

Demo

T-Rex Solutions

▶ **IT Engineering Services**

Agile Transformation
Cloud Adoption &
  Infrastructure Optimization
Cybersecurity
Data Engineering & Analytics

▶ **Customer Experience**

Technology Adoption
Release Management
Communications Management
Change Management

▶ **Health IT**

EHR Strategy & Management
HIPAA Compliance
Healthcare System Integration & Testing
Patient Experience Enhancement

Defense Health Agency

ICE

Intel Community

USAF

US TRANSCOM

DISA
Defense Information Systems Agency

General Services Administration

Education

IRS

Treasury

United States® Census Bureau

Company Info

- **Established:** 1999
- **Legal Structure:** LLC
- **Headquarters:** Bethesda, MD
- **SDVOSB Joint Ventures**
- **CMMI-DEV & SVC Level 3 v2.0**
- **ISO 9001; ISO27001; ISO20000**

Prime Vehicles/BPAs:

- GSA MAS HACS SIN
- GSA MAS Cloud SIN
- GSA MAS IT Svcs SIN
- COBRA OTA
- CIO-SP3 Small Business
- 8(a) STARS III via MPJV
- GSA MAS HACS SB & Cloud SIN SB via MPJV

Silver
Microsoft Partner

Silver Datacenter
Silver Data Analytics
Silver Data Platform
Silver App Dev
Silver App Integration

aws partner
Select Consulting Partner

bsi

CMMISVC/3
CMMIDEV/3

TOP WORK PLACES 2023-2024
The Washington Post

Top Cloud Vendor 2017-2019 GovWin Federal Market

#1 Bloomberg Government Cloud Government Support Services PROVIDER 2016-21

T-REX Cares

T-Rex has donated **over $3.5M** in support of underserved youth, veterans, and local organizations.

T-REX

Why and What of FinOps
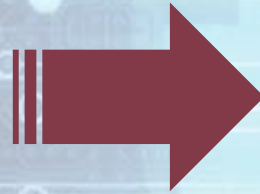
Why is it Important?

Cloud allows for variable cost
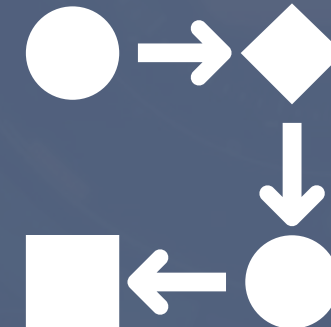
Immediate procurement of resources
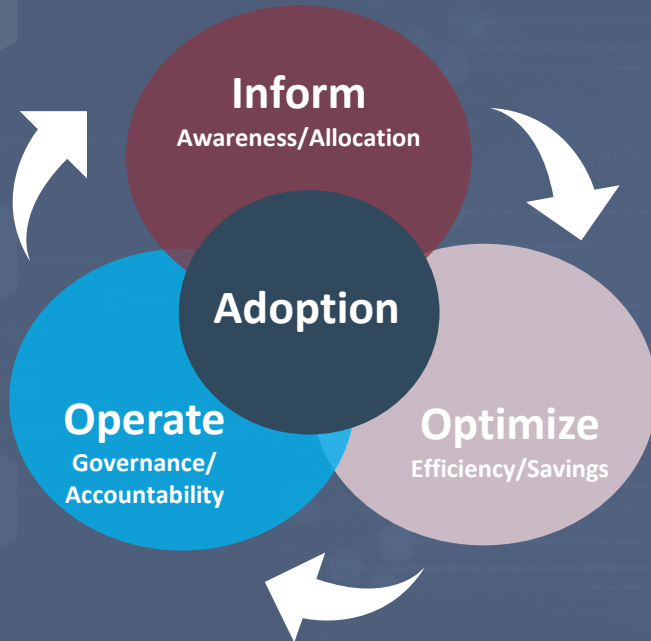
Micro allocation of costs

What is it?

A Framework to provide:
- Collaboration/ Optimization
- Accountability (Cost Visibility)
- Real-Time Decision-Making
- Standardization
- Governance

How of FinOps

FinOps Model

Inform
Awareness/Allocation

Adoption

Operate
Governance/
Accountability

Optimize
Efficiency/Savings

Where to start?

Azure FinOps Assessment
- Understand your maturity
- Identify gaps
- Build a plan to advance your FinOps approach

Where T-Rex can help?

- Assessment of FinOps Maturity
- Automate FinOps Process
- Accelerate your FinOps Journey
- Optimize your cloud/datacenter

FinOps in Azure

- Accountability
- Visibility
- Cost management
- Governance and Azure Policy
- Monitoring and tracking
- Cost Optimization

FinOps Principles

AI agents & FinOps use cases

- Automated Cost Anomaly Detection
- Dynamic Resource Optimization
- Smart Forecasting and Budgeting
- Policy Enforcement via Agents
- Cost Optimization

AI Agents and FinOps Use Cases

What Are AI Agents?
Autonomous systems that perceive, decide, and act in dynamic environments

Key FinOps Challenges
- Unpredictable cloud spend
- Resource waste and overprovisioning
- Manual reporting and tagging inconsistencies

AI Agent Use Cases in FinOps

Automated Cost Anomaly Detection
Detect and alert on unusual cloud spending patterns in real-time

Dynamic Resource Optimization
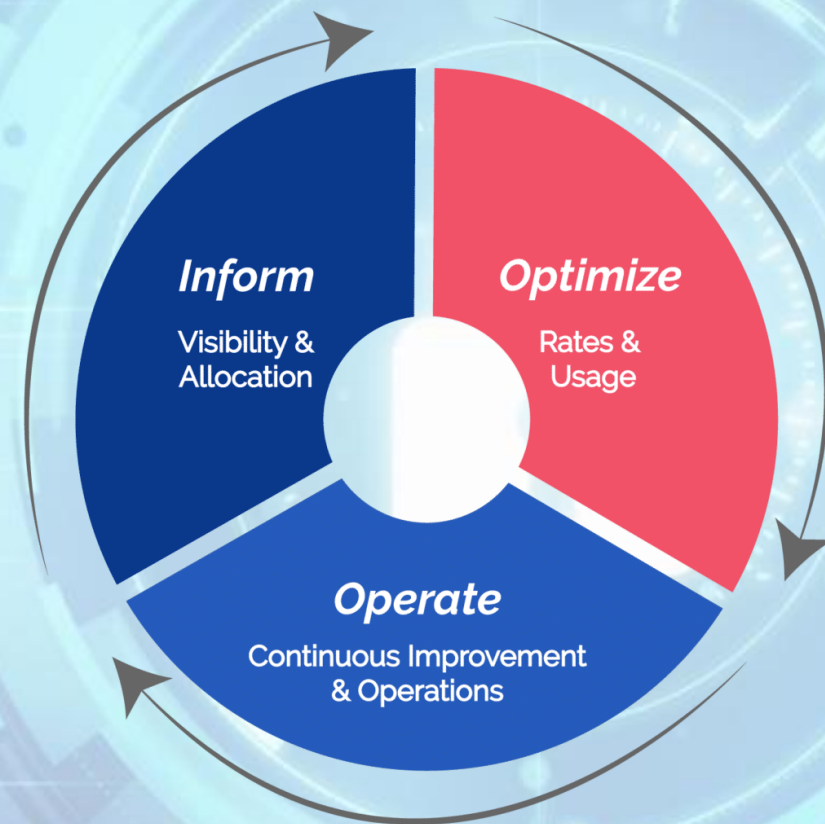Auto-rightsizing, scaling, or shutting down unused resources

Smart Forecasting and Budgeting

Policy Enforcement via Agents

Demo

- Cost Management
- Smart Views
- Customizable View
- Spend by Groups/Tags
- Budget Alerts
- FinOps + CoPilot

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Thank you !

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https://gimmecloudtalks.github.io

https://theCloudMarathoner.com ☁️ 🏃 🏃