



## Optimize Cloud Spend

As the cloud becomes a larger part of the IT budget, stakeholders also need to be able to ensure that the promised savings of leveraging the cloud aren't eclipsed by uncontrolled expenses or under-utilized resources.

Cloud Academy is the only training platform that empowers organizations with the knowledge, skills, and experience they need to optimize technology and architecture decision-making.



### ASSIGN PROVEN LEARNING PATHS

to assess, develop, and optimize your workforce's cloud computing skills.



### SCENARIO-BASED LEARNING PATHS

deliver experiential training, enabling your team to actually operate in the cloud.



### SKILL ASSESSMENT

verifies your organization's ability to build, deploy, and operate in the cloud.



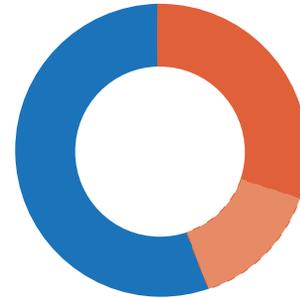
### HANDS-ON LABS

deliver training on the leading cloud infrastructure platforms in secure, live working environments.



### SCENARIO-BASED LABS

are designed to build critical problem solving skills.



30% Self-Estimated Wasted Spend

15% Additional Wasted Spend Measured by RightScale

30-45% of a company's cloud spend is wasted, on average.<sup>1</sup>

**Visibility on what's driving costs is just one part of the equation.** To optimize your cloud spend, teams need deep knowledge of your infrastructure, an understanding of the complex pricing models across cloud providers, and the technical expertise to overcome any challenges that might be impeding progress.

Achieving a return on cloud investment means building resource optimization and agility into the culture of your organization. This means teams:

- ✓ **Understand how resources are consumed,** how costs are incurred, and how to manage fragmented resources to prevent over-provisioning and under-utilization
- ✓ **Establish robust deciding making frameworks** to determine which workloads and applications can be migrated as-is, which should be re-architected, and when to replace or retire expensive features or applications
- ✓ **Constantly seek optionality,** discovering new and more efficient ways of achieving availability across multiple public cloud providers



Wasted cloud spend could top \$10 billion in 2018 if unchecked.<sup>2</sup>

<sup>1</sup> 2017 RightScale State of the Cloud Report

<sup>2</sup> [www.marketwired.com/press-release/rightscale-estimates-companies-waste-more-than-10-billion-cloud-spending-over-next-year-2240474.htm](http://www.marketwired.com/press-release/rightscale-estimates-companies-waste-more-than-10-billion-cloud-spending-over-next-year-2240474.htm)

Cloud Academy's training curriculum is key for keeping teams up to date with cloud technology advancements. *The platform is the most effective learning tool* for helping us meet our tight turnaround times and busy schedules."

Marino Sperandeo  
Technologist at DXC.technology

It's far more cost effective and less disruptive than sending someone to a week (or weeks) of training. *People can learn just what they need, when they need it, at a time and in a place that is convenient for them."*

Mark Nichols  
Director, Infrastructure Engineering at ProQuest

## CHALLENGE

*Many enterprises rely on multiple technologies to migrate and manage their data in the cloud.*

*Training on rapidly changing technologies can quickly become outdated.*

*Changes aren't just technical, but cultural.*

*Managers need to be able to customize the learning materials.*

*Training employees can be surprisingly costly and disruptive.*

*Distributed workforces and teams with multiple competency levels require a more efficient approach.*

*Training often is decoupled from the reality of work. It pulls employees away, and then isn't integrated into their day when they return to their desks.*

*Managers don't have insight into employees' training progress.*

*Employees aren't engaged or motivated to complete training.*

*Enterprise training and technology requirements are constantly evolving.*

## SOLUTION



Cloud Academy offers courses, hands-on labs, and skill assessment across all major providers and for relevant cloud infrastructure tools.



Cloud Academy continuously produces new content and keeps existing content up to date. Your team can learn knowing that the content reflects the latest information and technology.



Cloud Academy helps our customers understand the cultural and strategic impact a shift to the cloud can have on your organization.



Managers can create customized learning paths, incorporate their own materials with Cloud Academy content, and define the structure of their training program.



Cloud Academy content is all online, negating the need for costly and distracting travel.



Cloud Academy is a self-paced learning platform that can be customized to meet the needs of teams and individuals in any company.



Cloud Academy learning can be completed on an as-needed basis without interrupting your team's daily workflow.



Employees and supervisors have intuitive dashboard tools that allow them to track progress toward real-world goals.



Cloud Academy uses gamification and leaderboards to motivate and engage your teams.



Cloud Academy is built to support self administration. New users can join at any time, and existing users can access content that meets their evolving needs.

## Enable Cloud Expertise

Cloud Academy customers are training their teams on AWS, Microsoft Azure, and a variety of other technologies in the ecosystem. Learn more at [www.cloudacademy.com/enterprise](http://www.cloudacademy.com/enterprise)

