

**NEOS**

**BOOST YOUR CLOUD  
FASTRACK PACKAGES**

# BOOST YOUR CLOUD SERVICES OVERVIEW

ASSESS	MIGRATE		BUILD & INTEGRATE		INNOVATE	MANAGE
Assessment pack up to 50 VM	 <b>LANDING ZONE</b> Landing zone build Basic	 <b>MIGRATION</b> Apps migration to OCI	 <b>DEVELOPMENT</b> DevOps automation package	 <b>ANALYTICS</b> Proof of concept – Data analysis in OAC  Analytics data platform – Cloud architecture setup	 <b>AI</b> GenAI Assistant	Managed Cloud
Assessment pack enterprise up to 100 VM	Landing zone build Enterprise  Basic Landing zone Build + VM provisioning	VMware migration to OCI  Oracle DB migration	Cloud Native development	 <b>INTEGRATION</b> App integration service	Data governance – Collibra hands-on & evaluation pack	Cloud Support
	 <b>SECURITY</b> Set up user management  Database security vulnerabilities assessments	 <b>CONNECTIVITY</b> Secure network enablement  FastConnect				Cloud Engineering
						Managed FinOps
						CloudVane



**ASSESS**



# ASSESSMENT PACK UP TO 50 VM

## SCOPE

Assessment of workload for building the migration blueprint

Discovery -> Assessment -> Analysis -> Blueprint

- OS: Windows / Linux
- DB: Oracle / MySQL / MS SQL / PostgreSQL
- Networking: On-premise network devices (Firewall, LB, WAF, Routers) configuration review (Subnets, Routing, VRF, LB rules, WAF Rules)
- Security: Security tools deployed and current security posture analysis
- Application dependency mapping

## PREREQUISITES

- Details of current network and security tools
- Workshops with customer teams for Migration Wave planning
- Network IP ranges to be used & communication with On-prem setup
- In case of VM's with dependencies (readiness state), there might be a need to discuss planning for OS update, DB update or application update with application vendor / application developers / client IT team
- Access to install discovery tool (if required)

## DETAILS



IMPLEMENTATION  
TIMELINE

10 mandays



ELAPSED  
TIME

2 weeks



PRICING

Pack pricing

# ASSESSMENT PACK ENTERPRISE UP TO 100 VM

## SCOPE

Assessment of workload for building the migration blueprint

Discovery -> Assessment -> Analysis -> Blueprint

- OS: Windows / Linux
- DB: Oracle / MySQL / MS SQL / PostgreSQL
- Networking: On-premise network devices (Firewall, LB, WAF, Routers) configuration review (Subnets, Routing, VRF, LB rules, WAF Rules)
- Security: Security tools deployed and current security posture analysis
- Application dependency mapping
- Compliance Mapping and Review (Technical Controls)

## PREREQUISITES

- Details of current network and security tools
- Workshops with customer teams for Migration Wave planning
- Network IP ranges to be used & communication with On-prem setup
- In case of VM's with dependencies (readiness state), there might be a need to discuss planning for OS update, DB update or application update with application vendor / application developers / client IT team
- Access to install discovery tool (if required)
- Compliance list & reports (old)

## DETAILS



IMPLEMENTATION  
TIMELINE

15 mandays



ELAPSED  
TIME

4 weeks



PRICING

Pack pricing





# LANDING ZONE



# LANDING ZONE BUILD BASIC

WITH STANDARD SECURITY | HUB/ SPOKE ARCHITECTURE

## SCOPE

Landing Zone Basic : Build using OCI Native Components

- Tenancy Creation
- Policies: Identity and access management
- Compartment creation
- Firewall Deployment & Configuration (OCI default)
- Load balancer and WAF setup (OCI default)
- Creation of VCN (Up to 5 subnet)
- Network and Connectivity establishment
- Internet gateway
- Dynamic routing group (if applicable)

- Service gateway (if applicable)
- Network Security Groups
- Setup of events & notifications
- Setup and configure key vaults
- Enable logging for LZ components
- Setup of Cloud Guard
- Setup of Bastion Services
- Vulnerability scanning

## PREREQUISITES

- Access for creating tenancy and setup of the LZ

## DETAILS



IMPLEMENTATION  
TIMELINE

3 mandays



ELAPSED  
TIME

3 days



PRICING

Pack pricing

# LANDING ZONE BUILD ENTERPRISE

## HUB/ SPOKE ARCHITECTURE

### SCOPE

#### Tenancy creation

- Policies: Identity and access management
- Compartment creation
- Firewall Deployment & Configuration (OCI default)
- Load balancer and WAF setup (OCI default)
- Creation of VCN (Up to 5 subnet)
- Network and Connectivity establishment
- Internet gateway
- Dynamic routing group (if applicable)
- Service gateway (if applicable)
- Network Security Groups
- Setup of events & notifications

- Setup and configure key vaults
- Enable logging for LZ components
- Setup of Cloud Guard
- Setup of Bastion Services
- Vulnerability scanning
- Advance compliance Setup (3rd Party Tools)
  - 3rd party virtual appliances
  - Firewall
  - Load Balancer & WAF
  - Setup and configure SIEM
  - HBSS / PIM Services / PT For Public IP
  - Firewall configuration review
  - Setup of MFA

### PREREQUISITES

- Access for creating tenancy and setup of the LZ

### DETAILS



IMPLEMENTATION  
TIMELINE

5 mandays



ELAPSED  
TIME

7 days



PRICING

Pack pricing

# BASIC LANDING ZONE BUILD + VM PROVISIONING

GREENFIELD

## SCOPE

Basic Landing Zone Build +

New VM Provisioning up to 20 vanilla VMs + up to 5 DB creation on VM or PaaS for Oracle / MySQL

- OS Supported: Windows / Linux
- DB Supported: Oracle / MySQL / MS SQL / PostgreSQL

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy Admin Access granted to the implementation team
- Details and Naming convention for Compartment, Subnet, VM will be provided

## DETAILS



IMPLEMENTATION  
TIMELINE

5 mandays



ELAPSED  
TIME

1 week



PRICING

Pack pricing

A stylized icon consisting of a blue cloud outline with a blue upward-pointing arrow inside it, representing cloud migration.

# MIGRATION



# VM MIGRATION

## SCOPE

Basic Landing Zone Build +

- VM Migration assessment and planning for migration
- Basic Landing Zone Build
- VM Migration up to 15 VM's (DB / Application)
- Security Review: Cloud Guard, Data Safe, VSS, IDAM

Supported OS / DB

- OS: Windows / Linux supported on OCI
- DB : Oracle (single Instance/ /DBCS/Compute/Baremetal/ExaCS) / MySQL / MS SQL / PostgreSQL)

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy Admin Access granted to the implementation team
- Details and Naming convention for Compartment, Subnet, VM will be provided

Assumptions:

- No upgrades of Application or DB for VM's
- Post migration testing will be performed by the client

## DETAILS



IMPLEMENTATION  
TIMELINE

10 mandays



ELAPSED  
TIME

3 weeks



PRICING

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*Additional VM Migration will be charged 500 per VM  
Additional DB Migration will be charged 700 per DB  
NOTE: The cost includes the basic landing zone build.  
In case of enterprise landing zone, 15K extra will be charged*

# MOVE APPS TO OCI - NON-PROD

## SCOPE

Basic Landing Zone Build +

Network and connectivity setup  
VPN/FastConnect

Base J2EE platform provisioning  
(MP Image/OKE/Manual)

Up to 3 Non-Prod environments  
(1 x HA, if required)

Provision Load Balancer/Web  
Application Firewall

SSL certification configuration

- Security Review: Cloud Guard, Data Safe, VSS, IDAM, WAF

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect  
Connection successfully tested
- Tenancy Admin Access granted to the implementation team

Assumptions:

- Customer is in charge of custom J2EE app deployment(s) and testing
- Weblogic Foundation deployment will be standard and without customizations for deployed applications
- Any DR related activities and Kubernetes cluster resources are out of scope

## DETAILS



IMPLEMENTATION  
TIMELINE

15 mandays



ELAPSED  
TIME

3 weeks



PRICING

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# MOVE OTHER CUSTOM ORACLE DB APPS TO OCI

1 NON-PROD & 1 PROD

## SCOPE

Basic Landing Zone Build +

- Network and connectivity setup VPN/FastConnect
  - Up to 1 Non-Prod & 1 Prod environments
  - Provision Load Balancer/Web Application Firewall
  - Base instance deployment in case of Webcenter
  - Base instance and up to 5 (Blended complexity) SOA or OSB hosted integrations or BPM flows
  - Up to 5 Forms and Reports
  - Up to 2 iterations of technical post migration review
  - SSL certification configuration
- 
- Security Review: Cloud Guard, Data Safe, VSS, IDAM, WAF

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect  
Connection successfully tested
- Tenancy Admin Access granted to the implementation team

Assumptions:

- AS-IS deployment – No enhancements or re-factoring will be in scope
- Customer owns testing of migrated artefacts
- Any Database related activities are out of scope, e.g. upgrade or patching
- Any DR related activities and Kubernetes cluster resources are out of scope

## DETAILS



IMPLEMENTATION  
TIMELINE

15 mandays



ELAPSED  
TIME

3 weeks



PRICING

Pack pricing

# EBS NON-PROD & PROD MIGRATION

## SCOPE

Basic Landing Zone Build + Migration using cloud manager or xPlatform

- 1 Prod environment with up to 2 trials
- 2 Non-Prod environments
- Security Review: Cloud Guard, Data Safe, VSS, IDAM etc.

\*\*\* DB upgrade based on DB Version, if environment is on non-supported version, DB would be upgraded \*\*\*

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy Admin Access granted to implementation the team
- Customer to Perform Level 0 backup of On-Premise E-Business Suite Application stack and Database (using V4 Transportable Tablespace method)

Assumptions:

- All source patching and upgrades at the database (min version 11.5.x or later) and EBS application (12.2.x) will be completed by the customer
- Any new or existing Customization development, modifications and support are out of scope
- Any SSO and Identity Management linked Integrations are out of scope
- Load, performance testing and tuning are out of scope

## DETAILS



IMPLEMENTATION  
TIMELINE

40 mandays



ELAPSED  
TIME

8 weeks



PRICING

Pack pricing

# VMware MIGRATION TO OCVS

## SCOPE

Basic Landing Zone Build +  
OCVS installation and Configuration  
VM Migration assessment and  
planning for migration

- Basic Landing Zone Build
- OCVS Installation and Configuration
- VM Migration up to 15 VM's (DB / Application)
- Security Review: Security Review : Cloud Guard, Data Safe, VSS, IDAM

Supported OS / DB

- OS: Windows / Linux supported on OCI
- DB: Oracle (single Instance/ /DBCS/Compute/Baremetal/ExaCS / MySQL / MS SQL / PostgreSQL)

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect  
Connection successfully tested
- Tenancy Admin Access granted to the implementation team
- Details and Naming convention for Compartment, Subnet, VM will be provided
- Migration methodology and Tools need to be agreed on (Rackware or VMware SRM)

Assumptions:

- No upgrades of Application or DB VM's
- Post migration testing will be performed by the client

## DETAILS



IMPLEMENTATION  
TIMELINE

15 mandays



ELAPSED  
TIME

3 weeks



PRICING

Pack pricing

*Additional VM Migration will be charged 500 per VM  
Additional DB Migration will be charged 700 per DB  
NOTE: The cost includes the basic landing zone build.  
In case of enterprise landing zone, 15K extra will be charged*

# ORACLE DATABASE MIGRATION

1 NON-PROD & 1 PROD

## SCOPE

Basic Landing Zone Build +

- 1 Non-Prod Database with average size of 500 GB
- 1 Prod Database with average size of 500 GB
- Downtime-based migration
- Single iteration
- Target is VM DB Systems DBCS VM/ExaCS
- Security Review: Cloud Guard, Data Safe, VSS, IDAM etc.

NOTE : In case if DB size is higher and bandwidth for migration is lesser than the scope, there will be direct impact on implementation timelines

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy Admin Access granted to the implementation team
- AS-IS Migrations Source version 11gR2 and later

Assumptions:

- Source database servers have sufficient resources (CPU/memory/storage) to perform extracts/exports within the stipulated duration
- No Characterset Conversion
- No Database Consolidation

## DETAILS



IMPLEMENTATION  
TIMELINE

15 mandays



ELAPSED  
TIME

4 weeks



PRICING

Pack pricing



**SECURITY**



# SET UP USER MANAGEMENT

## SCOPE

### Basic Landing Zone Build +

- Configured Single Sign On (SSO) federation with Identity Cloud Service (IDCS)
- Synchronise identities and groups between on-premise Active Directory and IDCS
- 1 Non-Prod environment
- One standard instance, mapped and synchronized to AD for Admin Users and one standard instance, mapped and synchronized to AD for Applications
- Security Review: Cloud Guard, Data Safe, VSS, IDAM etc.

NOTE: Based on feasibility, will support in integrating the SSO with standard SaaS products

## PREREQUISITES

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy Admin Access granted to the implementation team

### Assumptions:

\* For SaaS integration, we might need access to the test environment for testing and commissioning in the production environment

## DETAILS



IMPLEMENTATION  
TIMELINE

20 mandays



ELAPSED  
TIME

4 weeks



PRICING

Pack pricing

# DATABASE SECURITY VULNERABILITIES ASSESSMENTS

WITH REMEDIATION ADVICE

## SCOPE

- Configured Oracle Data Safe for up to 5 supported databases
- Review assessment output
- Identified next steps and recommendations

## PREREQUISITES

### Oracle Cloud Databases

- Autonomous Database on Shared Exadata Infrastructure
- Autonomous Database on Dedicated Exadata Infrastructure
- Exadata DB systems
- Database Cloud Service on Virtual Machine
- Database Cloud Service on Bare Metal
- Oracle Database on Compute

### Oracle on-Premises Databases

### Assumptions:

- Good connectivity >150 MBPS
- IP-SEC VPN or FastConnect Connection successfully tested
- Tenancy/On-Premise environment  
Admin/Sysadmin Access granted to the implementation team for the project duration

## DETAILS



IMPLEMENTATION  
TIMELINE

5 mandays



ELAPSED  
TIME

1 week



PRICING

Pack pricing



# CONNECTIVITY



# SECURE NETWORK ENABLEMENT & FASTCONNECT

## SCOPE

- Establish secure, low-latency connections between on-premises data centers and Oracle Cloud
- Enable seamless communication between multi-cloud and on-premises environments
- FastConnect: Provide dedicated, high-speed private connections to Oracle Cloud Infrastructure (OCI)

\* FastConnect requires a minimum one-year subscription commitment

## PREREQUISITES

- Defined network requirements (bandwidth, latency, availability)
- On-premises network infrastructure with compatible connectivity options

## DETAILS



IMPLEMENTATION  
TIMELINE

4 mandays



ELAPSED  
TIME

2 weeks



PRICING

Pack pricing



**BUILD & INTEGRATE**





**DEVELOPMENT**



# DEVOPS AUTOMATION PACKAGE

## SCOPE

- Industry-standard DevOps tools (GitLab, Jenkins, SonarQube, Nexus, etc.) installed and configured, along with essential operations tools like OpenSearch and Prometheus
- A runtime environment with a sample application will be deployed, demonstrating full automation of the build and deployment process
- An optional 2-week training program can be provided to educate teams on tool usage and managing the automated workflow and DevOps practice

## PREREQUISITES

- Admin access to the cloud platform or configuration of IAM policies, such as:
  - manage container clusters
  - manage node pools
  - manage virtual network resources

## DETAILS



IMPLEMENTATION  
TIMELINE

**3 – 5 weeks**



ELAPSED  
TIME

**Up to 2 months**



PRICING

**Pack pricing**

# CLOUD NATIVE DEVELOPMENT

## SCOPE

- **CloudNative enablement**  
Optimizes the application for cloud platforms, enabling rapid scaling, resource efficiency and minimal downtime
- **DevOps Practice Setup**  
Streamlines and automates the delivery process, reducing manual errors, improving collaboration and ensuring faster release cycles

## PREREQUISITES

- Access to Cloud services
- Readiness and strategic approach to building scalable, loosely coupled services, with a commitment to driving the necessary organizational change
- **Company Size & Team Expertise:** more experienced teams may reduce implementation time
- **Existing Application Complexity:** large monolithic applications take longer to decompose into microservices
- **Cultural Readiness:** the company's willingness to adopt DevOps and Agile practices influences speed

## DETAILS



IMPLEMENTATION  
TIMELINE

Based on  
Assessment



ELAPSED  
TIME

Up to 12  
months



PRICING

Effort driven

 **ANALYTICS**

# PROOF OF CONCEPT – DATA ANALYSIS IN OAC

## SCOPE

- Import and process limited datasets and analyse/present using various visualisation techniques available in OAC
- Up to 5 Sample data sources and up to 5 different reports/dashboards
- Utilize advanced chart types like heatmaps, scatter plots, bubble charts, and waterfall charts to display complex data patterns and trends effectively
- Data Storytelling including Collaboration and Sharing mechanisms
- Machine learning powered analytics including forecasting, segmentation and trend analysis

## PREREQUISITES

- Oracle Analytics Cloud and OCI setup (can be on clients or our demo tenant)
- Data sources provided (either as sample datafiles or access to data platforms)
- Signed NDA (if required)
- Obfuscated input datasets
- Client business experts' involvement (up to 1 m/d)
- Success Criteria defined and agreed

## DETAILS



IMPLEMENTATION  
TIMELINE

20 mandays



ELAPSED  
TIME

2-4 weeks



PRICING

Pack pricing

# ANALYTICS DATA PLATFORM – CLOUD ARCHITECTURE SETUP

## SCOPE

- Cloud based Analytical Data platform architecture setup including data source connections, data load, cleansing and processing, data Lakehouse layers and reporting/analysis module setup
- Provision and setup of all required tools and modules in order to support cloud architecture based on specific client requirements for real-time and batch data processing
- A fully functional environment with sample datasets dataflow processing from source to end-user reports will be implemented and presented
- An optional train-the-trainer program can be provided

## PREREQUISITES

- High level IT Landscape description and key technology and sizing information (provided in predefined questionnaire)
- Agreement on plan phases and priorities based on initial assessment
- All required connections to data sources (on-premise or cloud) provided
- Client IT experts' involvement (up to 20 m/d)
- Sample datasets defined and agreed

## DETAILS



IMPLEMENTATION  
TIMELINE

Based on  
Assessment



ELAPSED  
TIME

Up to 3 months



PRICING

Effort driven

# DATA GOVERNANCE – COLLIBRA HANDS-ON & EVALUATION PACK

## SCOPE

- Hands-on introduction on Data Governance/Intelligence concepts and Collibra Platform based on client specific use-cases
- Up to 20 Business Terms, 2 supported Metadata Integrations and 1 supported Technical Lineage harvesting
- Utilize Collibra platform assets and workflows to define business terms and define/harvest relationships to data dictionaries and technical lineage
- Gain insight on data intelligence platform functionalities from different perspectives (Data Steward, Data Owner, Read-only User..)

## PREREQUISITES

- Collibra Data Platform Demo instance (provided by Neos)
- Data definitions and data dictionary/lineage sample datasets (in form of supported datafiles/exports)
- Signed NDA (if required)
- Client Data Governance roles involvement (up to 5 m/d)
- Success Criteria defined and agreed

## DETAILS



IMPLEMENTATION  
TIMELINE

20 mandays



ELAPSED  
TIME

2-4 weeks



PRICING

Pack pricing



# INTEGRATION



# APP INTEGRATION SERVICE

## SCOPE

- Connect disparate systems and applications (e.g., ERP, CRM, legacy systems)
- Facilitate Real-Time Data Exchange and process automation
- API Management to streamline integration and communication between systems
- Consolidate Data from multiple sources to provide a unified view
- Automate Repetitive Tasks across integrated systems
- Enhance Efficiency and reduce manual errors throughout processes

## PREREQUISITES

- Access to existing systems and applications that will be integrated
- System compatibility (API availability, data formats)
- Involvement of key stakeholders for requirements gathering
- Clear communication of goals and expectations
- Established data governance policies to ensure security and compliance
- Defined roles and responsibilities for data management

## DETAILS



IMPLEMENTATION  
TIMELINE

Based on  
assessment



ELAPSED  
TIME

Based on  
assessment



PRICING

Pack pricing



**INNOVATE**







# GenAI ASSISTANT INTRODUCTION

## GenAI ASSISTANT USE CASES

### ENTERPRISE KNOWLEDGE MANAGEMENT

Enhance corporate knowledge bases by allowing employees to query specific company policies, product information, or technical documentation.

### CUSTOMER SUPPORT AUTOMATION

Provide accurate responses to complex customer queries by pulling information from user manuals, support tickets, or troubleshooting guides.

### EMPLOYEE ONBOARDING AND TRAINING SUPPORT

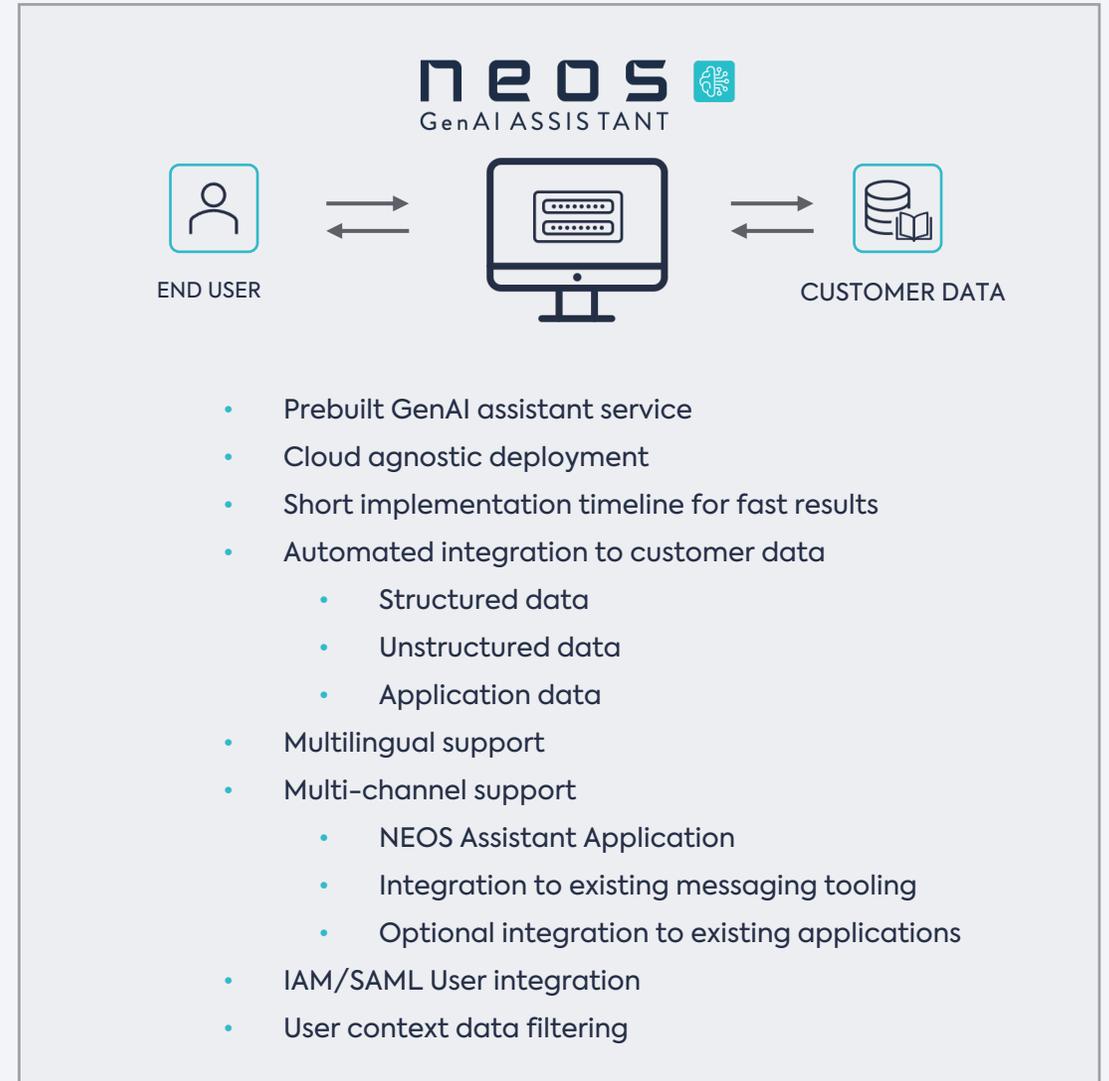
Automate employee onboarding and provide contextual training information.

### IT SERVICE DESK AUTOMATION

Support IT service desk operations by providing real-time troubleshooting guidance and automating issue resolution.

### INTERNAL POLICY & PROCEDURE GUIDANCE

Enable employees to easily access internal policies, guidelines, and procedures from a large repository.



# GenAI ASSISTANT

## SCOPE

- Build a conversational GenAI assistant
- Automate customer data input to streamline interactions – two sources
- Assistant defined to support up to 5000\* end-users
- Multilingual support
- IAM/SAML integration
- Create conversation flows for seamless communication
- Implement an assistant covering all business needs
- Test and enhance for improved performance
- Advanced usage statistic report
- Support multiple channels to ensure broad accessibility

*\*Additional charges may apply if the number of end users exceeds supported number of users*

## PREREQUISITES

- Define Scope and Objectives by Identifying Clear business use cases and objectives
- High-quality data inputs for training models
- Set goals:
  - Improve customer service efficiency.
  - Enhance user engagement and satisfaction
  - Reduce human intervention for repetitive queries
  - Additional goals as needed
- Compliance: AI governance and security protocols in place

## DETAILS



IMPLEMENTATION  
TIMELINE

40 mandays



ELAPSED  
TIME

8 – 16 weeks



PRICING

Pack pricing



**MANAGE**



# MANAGED CLOUD SERVICE



# CLOUD SUPPORT

Eliminating disruptions to ensure business continuity



## PREVENTIVE MAINTENANCE

Continuous monitoring of cloud systems  
Regular analysis of logs to prevent errors



## CORRECTIVE MAINTENANCE

Recovery after error  
Resolution of issues  
Performance tuning  
Connectivity issues



## SERVICE DESK

Ticketing System  
Phone Support  
Dedicated Slack Channel



## MONTHLY REPORTS

With preventive and corrective maintenance tasks

# CLOUD ENGINEERING

Enhance your cloud infrastructure with services tailored to your evolving needs



## ADAPTIVE MAINTENANCE

Proactively adjusting and optimizing your cloud setup to ensure peak performance and reliability.



## NEW SERVICES DELIVERY

Supporting your evolving business needs by delivering requested environments and services.



## MANAGED CHANGES IN CLOUD ENVIRONMENT

Managing and implementing changes within your cloud environment with minimal disruption.



## CLOUD BEST PRACTICES

Leveraging industry-leading methodologies and practices for optimal cloud service deployment, management and security.

# MANAGED FINOPS SERVICE



## STEP 0 FINOPS TRAINING

Gain foundational knowledge with certified practitioner training and access to extensive self-paced materials.

- FinOps Foundation accredited – Certified Practitioner Training
- Access to self-paced materials for 12 months
- FinOps Practitioner exam voucher

## STEP 1 FINOPS ASSESSMENT

Analyzing your current cloud usage and cost management, identifying optimization opportunities and creating a roadmap for success.

- Assessment report
- FinOps maturity assessment
- Public cloud asset inventory
- High-level recommendations
- Quick wins plan

## STEP 2 FINOPS SETUP

Establishing FinOps governance, defining roles and implementing optimization measures tailored to your business.

- Tagging strategy
- Governance and operating model
- Optimization measures
- Budget and KPI definition

## STEP 3 FINOPS SERVICE

Continuously monitoring, optimizing and managing your cloud spending to ensure sustained cost efficiency and alignment with your business goals.

- Monthly Cost and optimization reports
- Showback/Chargeback reports
- KPI and Budget review
- Optimization recommendations

# CloudVane

## Optimize Cost and Manage Multicloud Environment

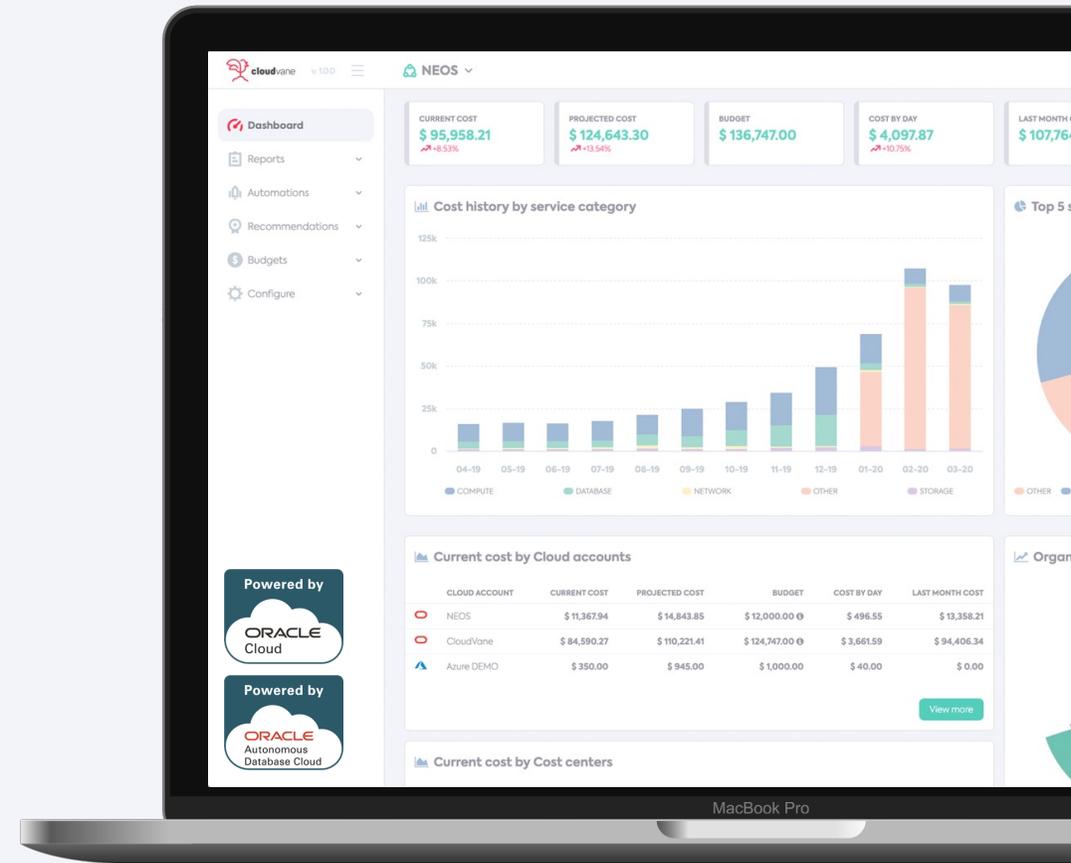
Full control and optimization of your cloud costs with increased visibility, monitoring and machine learning based prediction.



The simplest way to integrate FinOps into everyday operations is to use CloudVane



The application of FinOps methodology implies the application of FinOps standards



# WHY NEOS



# WHY NEOS

**8+**

YEARS IN  
CLOUD

## EXPERIENCED TEAM

We migrated our complete infrastructure to the cloud eight years ago. Since then, we have helped multiple customers move to the cloud and take advantage its benefits.

**5+**

CLOUD  
PROVIDERS

## MULTICLOUD SUPPORT

Cross-platform expertise for optimal workload placement and Multicloud Cost optimization and management.

**30+**

SUPPORTED  
COUNTRIES

## EMEA FOCUS

Our focus is on EMEA, with service delivery to over 30 countries by Neos or our partners.

**100+**

CLOUD  
PROJECTS

## PROVEN TRACK RECORD

We handle complex migrations and upgrades efficiently, ensuring minimal disruption to your operations, all this by using best practices and experiences gathered from all over the world.

**270+**

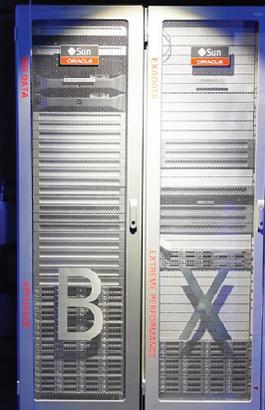
CLOUD  
CERTIFICATES

## CERTIFIED EXPERTISE

Our team holds certifications across leading cloud platforms, ensuring we deliver expert solutions and innovative services tailored to your business needs.

# ABOUT NEOS

20+  
YEARS OF EXPERIENCE



CERTIFIED  
ISO 9001 ISO 27001  
ISO 20000-1 ISO 27017



SUPPORTED BY  
**PROSPERUS**  
INVEST

## MULTICLOUD APPROACH



DATA & ANALYTICS



SOFTWARE ENGINEERING



CLOUD & SYSTEM SOLUTIONS

180+  
CERTIFIED CONSULTANTS

400+  
SUCCESSFUL PROJECTS



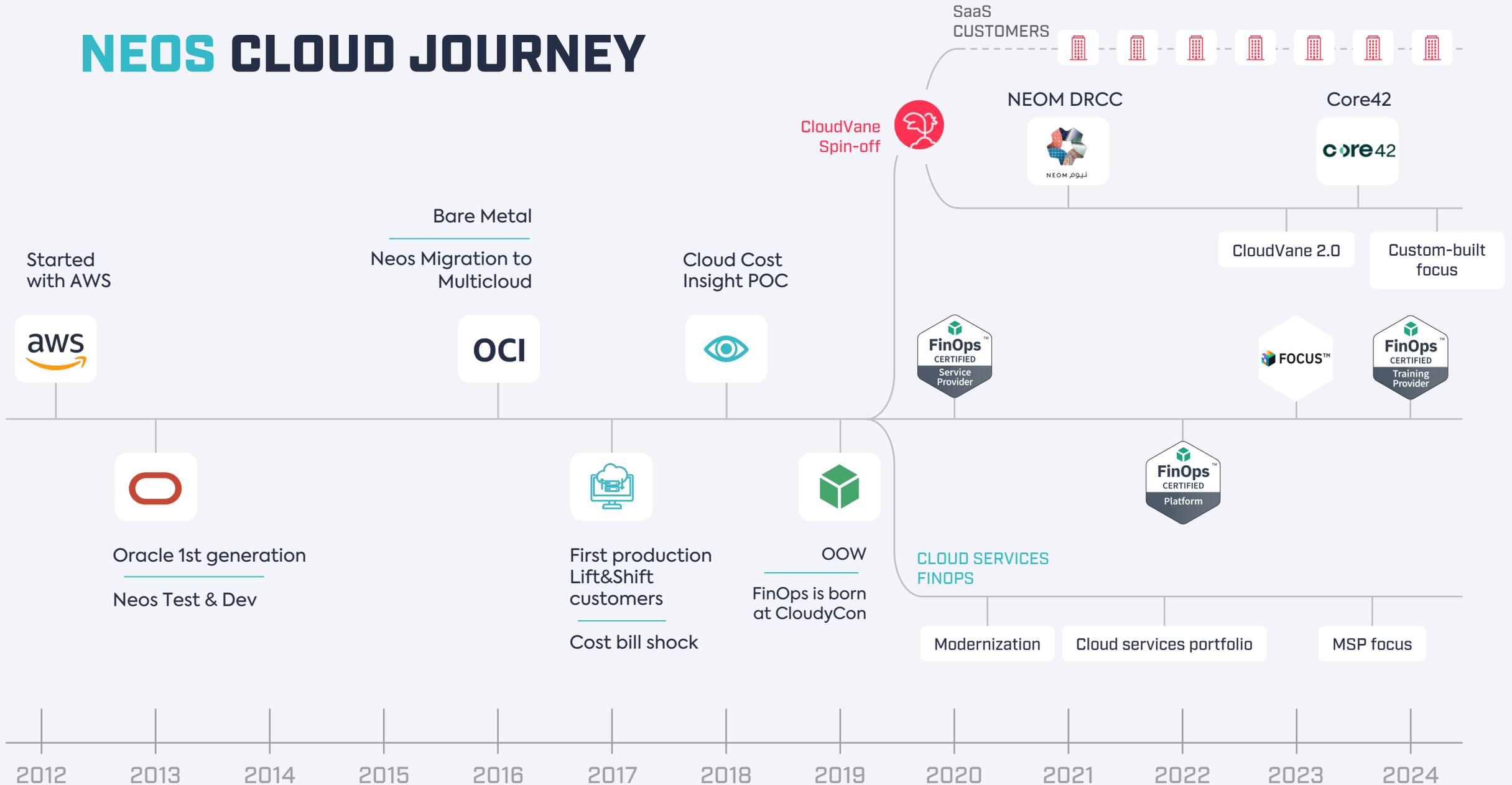
cloudvane



ORACLE | Partner

IBM  
Gold Partner

# NEOS CLOUD JOURNEY



# AWARDS & RECOGNITIONS



## 2024 Oracle Partner Awards Winner

**Best-in-class  
Solution Provider Customer Success**

**Oracle Best in Class**  
Customer Success Partner Award for  
Technology Service Providers

**Oracle Customer  
Success Award**  
Third Party Technology Solutions EMEA

**Oracle Global Leaders  
Champion Award**  
Category ISV, EMEA

**TD SYNnex  
Partner Excellence Award**  
for the outstanding sales  
performance 2023

**2015**  
Oracle Partner of the Year  
Business Analytics EMEA & GLOBAL  
  
Oracle Innovation Award  
ECE REGION

**2016**  
Oracle Partner of the Year  
Oracle on Oracle Project  
Central Eastern Europe

**2017**  
Oracle Partner of the Year  
Cloud Transformation Croatia  
  
Tech Data Sales Performance  
Oracle Total Revenue Croatia

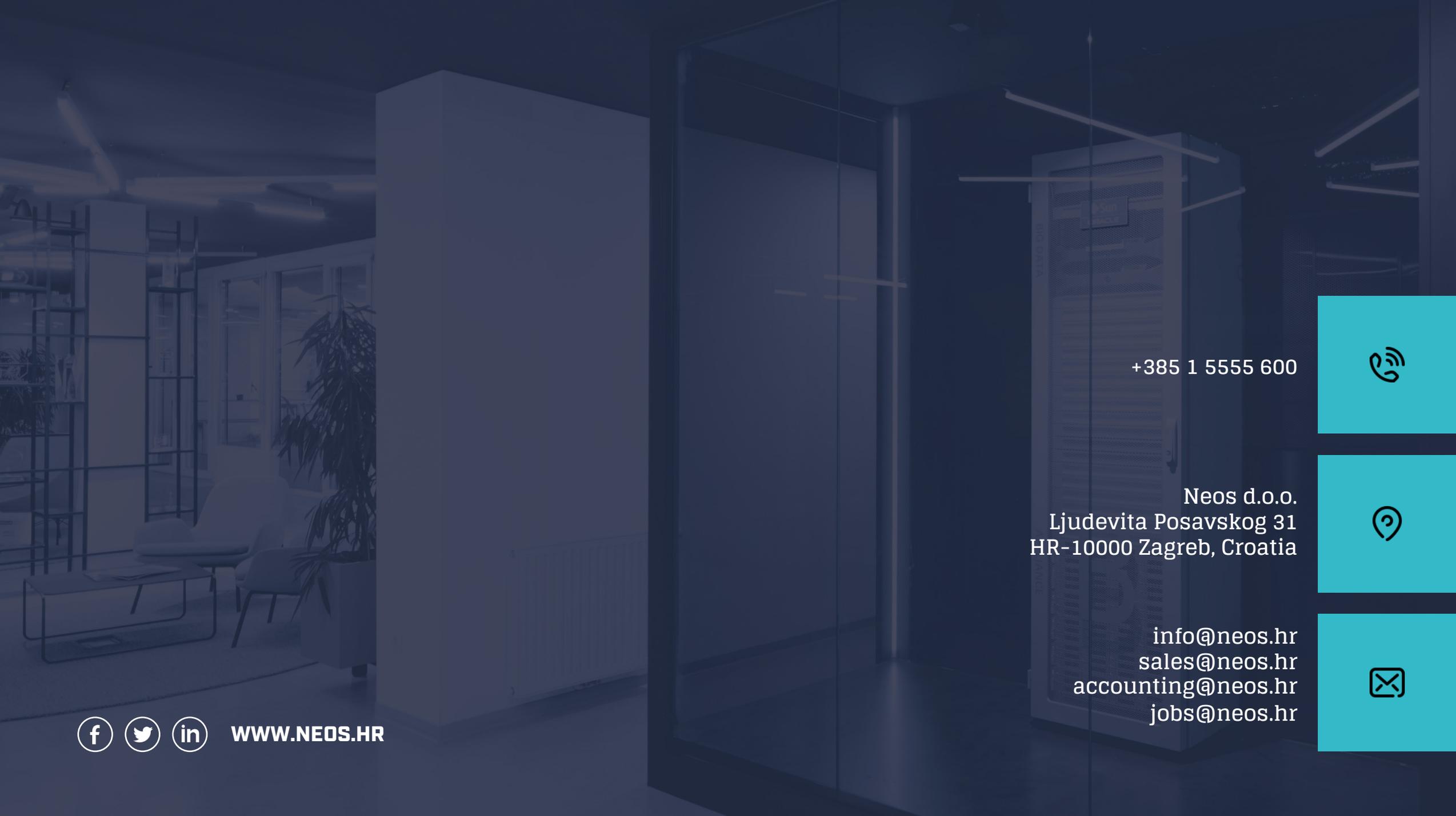
**2018**  
Oracle Partner of the Year  
Customer Advocacy FY18  
Central Eastern Europe

**2019**  
Tech Data Sales Excellence Award  
for the Oracle Revenue Growth 2018

**2022**  
TD SYNnex Sales Excellence Award  
for the Oracle performance 2021

**2023**  
TD SYNnex Sales Excellence Award  
for the outstanding sales performance 2022

**2024**



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