PILLAR P5 | Weeks 1-12 - first landing zone live by week 4 | EX - Hybrid Cloud Solutions

Composable Cloud Continuum

Multi-cloud LZ - FinOps - K8s Mesh - Sovereign

FinOps-aware landing zones across AWS, Azure, GCP and sovereign clouds.

TCO OVER 24M	WORKLOAD PORTABILITY	FINOPS SAVINGS (FY)
34%	100% IaC	+ 4.1M median

MANIFESTO

Why this pillar exists

The hybrid cloud era killed lift-and-shift. We ship a continuum - composable landing zones spanning hyperscalers and sovereign clouds, FinOps wired in from day one, K8s mesh as the runtime, portability as a contract not a slogan.

KPIS

Outcomes we contract to

- TCO over 24m: 34%
- Workload portability: 100% IaC
- FinOps savings (FY): + 4.1M median

DELIVERABLES

Everything that ships

> Composable landing zones
Reference LZs for AWS, Azure, GCP and sovereign (UKCloud, OVH Sovereign, GCC) - all IaC, all signed.

> K8s mesh runtime
GitOps (Argo / Flux), service mesh, signed images, policy-as-code (OPA / Kyverno).

> FinOps cockpit
Real-time spend, anomaly alerts, commitment optimisation, showback per product.

> Workload portability suite
Repeatable migrations between clouds in days, not quarters; tested on every release.

> Sovereign deploy patterns
Region-pinned, key-pinned, audit-ready deploys for EU, UK, US-Gov, GCC.

POD COMPOSITION

Who shows up

- Cloud Principal (multi-hyperscaler)
- Platform / K8s Engineer
- FinOps Lead
- Sovereign / Compliance Architect

TIMELINE

Weeks 1-12 - first landing zone live by week 4

1. **Weeks 1-4 - First landing zone live**
   Pick the strategic cloud, ship the LZ, wire FinOps + identity + guardrails.
2. **Weeks 4-8 - K8s mesh + GitOps**
   Cluster fleet, signed images, policy-as-code, app-of-apps rollout.
3. **Weeks 8-12 - Multi-cloud + sovereign**
   Second cloud + sovereign LZ for resilience / regulatory / M&A.

FLAGSHIP PODS

Squads we drop in

- Landing Zone Pod
- FinOps Cockpit Pod
- K8s + GitOps Pod
- Sovereign Migration Pod

PARTNERS

Hyperscalers & ISVs we orchestrate

AWS - Microsoft Azure - Google Cloud - UKCloud - OVH Sovereign - Crown Hosting - HashiCorp - Argo - Wiz

FAQS

What buyers actually ask

Q. Should we be multi-cloud?
A. Only when the case is real (sovereignty, resilience, M&A). Otherwise: one cloud, well - with the option to move.

Q. Do you do migrations?
A. Yes - repeatable, IaC-driven migrations between clouds in days, with FinOps savings underwriting the move.

Q. What about sovereign requirements?
A. Region-pinned, key-pinned, audit-ready deploys are first-class on UKCloud, OVH Sovereign, GCC and on-prem.

Q. How is this priced?
A. Outcome-priced against TCO reduction and time-to-deploy SLOs - refund-backed if we miss.

Commission Composable Cloud Continuum

Outcome-priced. Sovereign by default. Refund-backed if the contracted KPI isn't hit.

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