MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

CLOUD · SOLUTION DATA SHEET

The Cloud Question Was Never All-or-Nothing.

It's workload by workload. Cloud spend is now the top technology cost concern, and placement carries cost, compliance and sovereignty consequences. MALA guides placement, cost and licensing, and providers within each category have similar compensation models.

Public Cloud + Private Cloud + Hybrid + Microsoft 365 & Azure + FinOps

THE CHALLENGE

Cloud spend grows quietly.

Budget overruns

Cloud budgets routinely run over plan.

Hidden waste

Unsized reservations, orphaned resources and mismatched storage tiers.

Licensing drift

Microsoft 365 tiers renewed without checking actual usage.

Residency rules

GDPR, the EU AI Act and CPRA make data location a compliance issue.

OUR APPROACH

Place each workload where it belongs.

01 **Place**
Analyze each workload across public, private, colo and on-prem.

02 **Model**
Build TCO with egress, licensing and hidden overages.

03 **Compare**
Evaluate hyperscalers and alternatives, vendor-neutral.

04 **Sequence**
Phase migration or repatriation by risk and cost.

05 **Govern**
Install FinOps practices to prevent spend creep.

A full cloud strategy assessment typically takes 30–60 days.

WHERE MALA HELPS

A roadmap built around your workloads.

Public & private cloud

Workload placement grounded in cost and performance.

Hybrid architecture

The right mix of cloud, colocation and on-premises.

Microsoft 365 licensing

Tiers benchmarked against real usage before renewal.

Azure cost review

Reservations, orphaned resources and storage tiers.

Data residency

Sovereignty requirements reviewed against regulation.

FinOps governance

Controls that keep cloud spend from creeping back.

Microsoft raised prices across E3/E5, Business and EMS plans on July 1, 2026. Now is a good time to review.

BY THE NUMBERS

Why this matters now.

84%
name managing cloud spend their #1 cloud challenge
FLEXERA 2025

17%
average amount cloud budgets run over plan
FLEXERA 2025

29%
of IaaS and PaaS spend is wasted
FLEXERA 2026

21%
of cloud workloads have been repatriated
FLEXERA 2025

WHO IT'S FOR

Built for the people who own the decision.

CIO / CTO	A placement strategy free of provider incentives.
CFO	True cost of ownership, including egress and overages.
IT Operations	Right-sized Azure and Microsoft 365 before renewal.
Compliance / Legal	Residency and sovereignty addressed up front.
Procurement	Enterprise agreements negotiated with market data.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Should we move more to the cloud, or less?
It depends on the workload. We analyze each one across public, private, colocation and on-prem.

Q Why aren't our EA renewals negotiated?
They usually renew by formula. We bring pricing benchmarks and negotiation support.

Q Do we have to upgrade for Copilot?
No. We separate the capability you need from how it's packaged and sold.

Q Is the advice vendor-neutral?
Yes. Providers within each category have similar compensation models, so placement follows your workloads.

ENGAGEMENT AT A GLANCE

Duration	30–60 days for a full assessment
Led by	Former CIOs and enterprise architects
Scope	Public, private, hybrid, Microsoft 365 and Azure
Cost to you	None. Vendor-sponsored, no obligation

RELATED Infrastructure · Cost Management · Data

THE FIRST STEP

Request a Cloud Strategy Assessment. No obligation.

Or a Microsoft Licensing & Azure Cost Review. Either way, 30 minutes with a senior advisor and no obligation.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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