

CERNE™ HCMP VALUE REPORT

The business value of AI-powered hybrid cloud management

What changes, and what it is worth, when you replace dozens of cloud tools and manual coordination with one governed platform and AI agents.

50+

Siloed tools consolidated

Into one AI-driven platform.

2–3x

Higher engineering productivity

Through AI recommendations and agentic automation.

50–60%

Lower operational overhead

By automating repetitive processes.

90%

Routine L1/L2 tasks automated

Through policy-controlled agentic workflows.

In this report

1 · Where the value comes from

2 · Proof from a financial services company

3 · Worked example: a mid-size hybrid estate

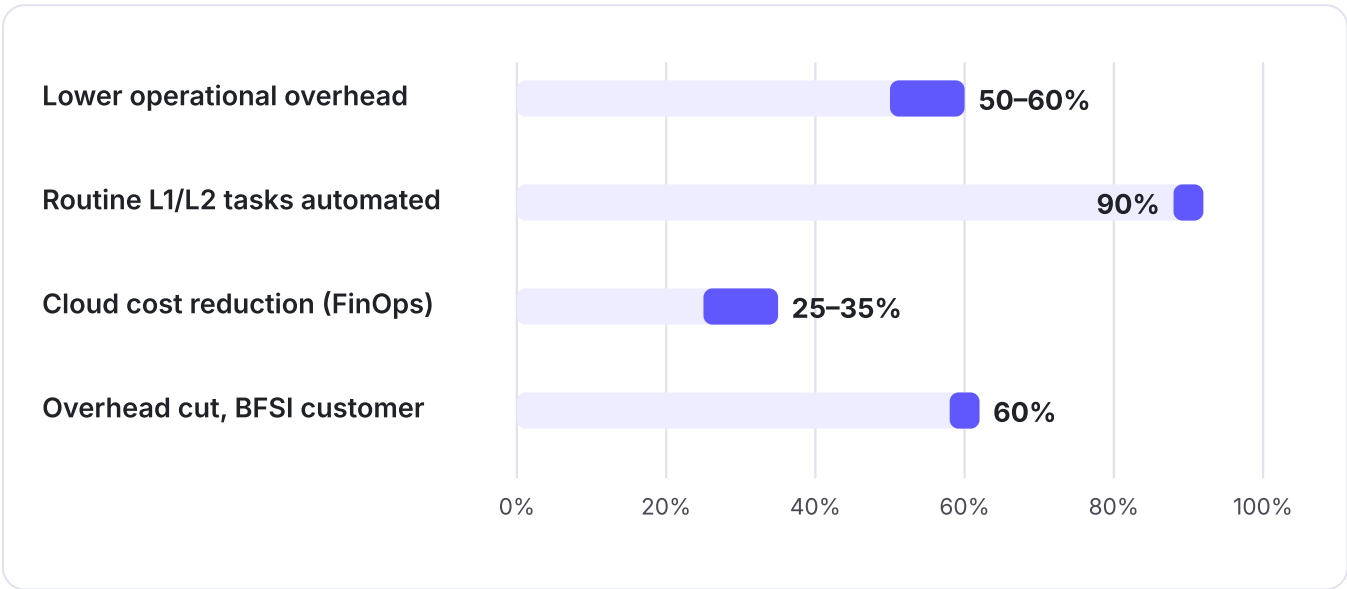
4 · Value beyond the numbers

Figures are UnityOne AI published HCMP and FinOps figures from unityone.ai. The worked example on pages 4–5 is a model built on stated assumptions, not a quote or guarantee.

1 · WHERE THE VALUE COMES FROM

Four sources of value

Published improvement ranges. The dark bar shows each range; the light bar runs from zero.



Operations time

Agents and workflows take on routine L1/L2 work.

Tool consolidation

50+ siloed tools replaced by one platform.

Cloud cost

Anomalies, rightsizing and idle clean-up with governed remediation.

Speed

Self-service delivery replaces weeks-long lead times.

Engineering productivity rises 2-3x as AI recommendations and agentic automation remove waiting and rework. This is shown separately, because it overlaps with operations time savings.

2 · PROOF

Leading financial services company consolidates hybrid cloud ops and cuts overhead by 60%

The challenge

- ! Weeks-long lead times for environments and application stacks
- ! Inconsistent security, tagging and compliance across clouds
- ! No unified view of workloads, policies or operational actions
- ! Operators overloaded with manual cross-tool coordination

The solution

- ✓ AI-powered multicloud discovery and contextual intelligence
- ✓ Service catalog with conversational self-service and approved blueprints
- ✓ Agentic orchestration for provisioning, configuration and lifecycle actions
- ✓ Centralized policy, identity and compliance guardrails
- ✓ Integrated ITSM, CMDB, monitoring, backup and identity systems

60%

Reduction in operational overhead

As published on unityone.ai.

Results

- ✓ Faster, more consistent service delivery
- ✓ Reduced operational burden and error risk
- ✓ Stronger security and compliance posture
- ✓ Greater visibility and control for leaders

As published on unityone.ai. Results vary by environment.

3 · WORKED EXAMPLE

What HCMP could be worth for a mid-size hybrid estate

A transparent model. Each input is either a published UnityOne figure or a stated assumption you can replace with your own.

Input	Value used	Result
Operations team	10 FTE at \$130K loaded cost (assumption)	
Time on manual operations	50% (assumption)	\$650K per year
Overhead reduction	50–60% (published)	\$325K–\$390K
Tools retired	6 tools at \$40K average per year (assumptions)	\$240K
Annual cloud spend	\$5M (assumption)	
Spend in scope for optimization	30% (assumption)	\$1,500K
Cloud cost reduction	25–35% of in-scope spend (FinOps published)	\$375K–\$525K

\$325K–
\$390K

Operations time saved

Per year.

\$240K

Tool costs retired

Per year.

\$375K–
\$525K

Cloud cost reduced

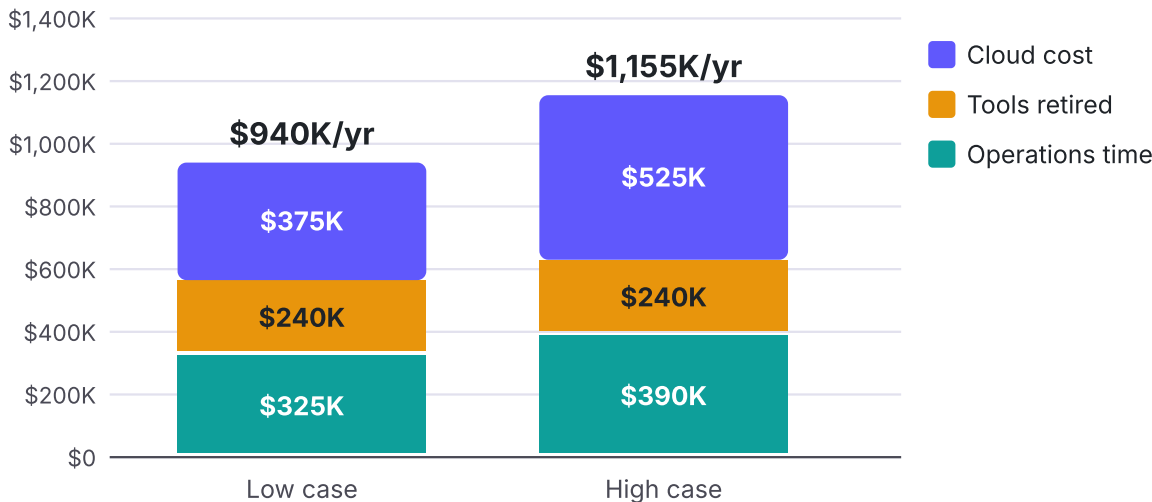
Per year.

3 · WORKED EXAMPLE, CONTINUED

Annual savings and three-year value

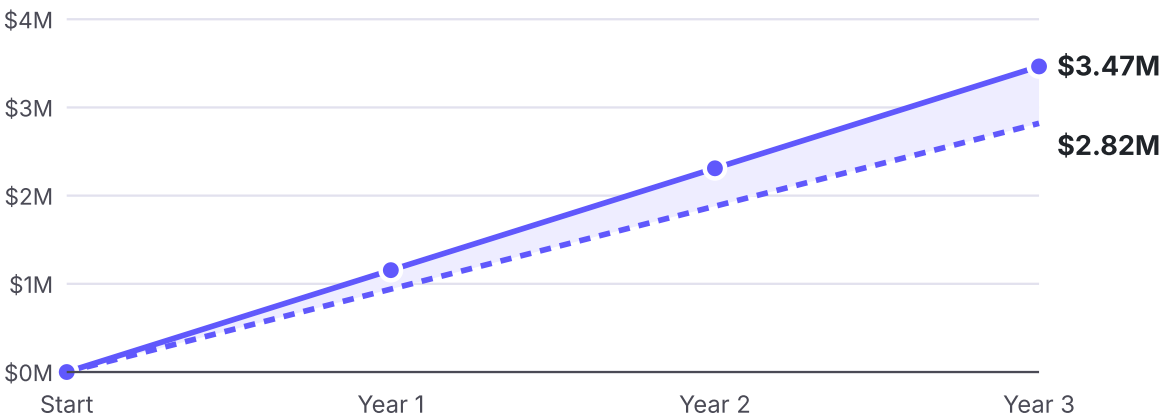
Annual savings by source

Low and high cases use the bottom and top of each published range.



Cumulative value over three years

Solid line: high case. Dashed line: low case.



Three-year value: \$2.82M to \$3.47M, before subscription cost. Your figures will differ. Replace the assumptions on page 4 with your own, or ask our team to model your estate.

4 · VALUE BEYOND THE NUMBERS

What teams gain that a spreadsheet can't show

<div style="margin-bottom: 10px;">  Faster service delivery Environments on demand instead of weeks-long lead times. </div> <div style="margin-bottom: 10px;">  Lower error risk Approved blueprints replace manual builds. </div> <div>  Expertise on demand Anyone can ask the AI assistant, whatever their experience. </div>	<div style="margin-bottom: 10px;">  Stronger compliance The same security, tagging and compliance rules everywhere. </div> <div style="margin-bottom: 10px;">  One source of truth Workloads, policies and actions in one view. </div> <div>  Fewer tools Discovery, catalog, automation, FinOps and AI in one platform. </div>
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Build your own business case

Gather these inputs and our team will model your value with you:

- | | |
|---|---|
| <ul style="list-style-type: none"> ✓ Cloud operations headcount and time on manual tasks ✓ Number of cloud and management tools in use ✓ Annual public and private cloud spend | <ul style="list-style-type: none"> ✓ Typical lead time for a new environment ✓ Number of clouds, clusters and sites ✓ Compliance and audit effort per year |
|---|---|

GET STARTED

Model the value for your hybrid cloud

Explore HCMP hands-on in the UnityOne AI Playground, or ask our team to build a value model for your estate.

▶ Enter Playground

✉ Contact Us

Email: contact@unityone.ai · Playground: cerne.unityone.ai · Sales: unityone.ai/contact-us