



Fairwinds Managed Kubernetes Service

Weighing Your Inhouse vs. External Costs

As organizations adopt cloud native technologies, leaders must consider how much responsibility they want for managing the platform and infrastructure needed to support their applications. In your competitive landscape where minimizing expenses, boosting revenues and streamlining processes are crucial, you may be considering an in-house Kubernetes team vs. a managed Kubernetes service.

While not a new question, we have provided an overview of tangible costs to consider when calculating your ROI. Of note, to provide balance, we've used industry averages and conservative numbers. In the last year, **the cost of Kubernetes SREs has gone up by more than 15%.**

REQUIREMENT	COST	YOUR FTE REQUIREMENT
Full time employee: Senior architect with 5+ years Kubernetes experience; business acumen	\$260,000 Avg salary of \$200,000 + 30% benefits/fringe/ovh	\$260,000 x _____ = _____
FTE SRE: 2 minimum is mid-level recommended in addition to Senior Architect; 2+ years k8s experience each	\$195,000 Avg salary of \$150,000 + 30% benefits/fringe/ovh	\$195,000 x _____ = _____
Recruitment cost per FTE	\$30,000 Avg recruitment fee 20% of salary	\$30,000 x _____ = _____
Onboarding effort: 2-3 weeks onboarding (new hire + trainer/mentor time)	\$22,500 Avg cost of K8s eng x2 for 3 weeks	\$22,500 x _____ = _____

Total FTE salary and recruitment cost:

NOW CONSIDER THE INTANGIBLE COSTS OF AN IN-HOUSE TEAM:

- How many people do you require to avoid a single point of failure (if someone takes PTO, parental leave, sick time)? _____
- How much time do you require to train your full-time employees on technology? _____
- How much of your time and your team's time will be spent on recruiting and hiring? _____
- How do you handle 24/7 production monitoring? Do you require pager support? How do you plan to staff this and at what cost? _____

Answering these questions will help you determine if a managed Kubernetes service is more cost-effective for your organization.

FAIRWINDS MANAGED KUBERNETES SERVICE

When you work with Fairwinds, you get the combined pool of knowledge from our entire team. You get great availability of resources that you would otherwise have with a few internal resources. You avoid the cost of FTEs and benefits, recruitment fees and onboarding and training. And you get a team of experts that can get you started on day one. We know Kubernetes, and we know how complicated it can be. **With Fairwinds, your cost consideration is easy.**

FAIRWINDS MANAGED SERVICE

Total Annual Cost:

WHY FAIRWINDS

Fairwinds is your trusted partner for Kubernetes security, policy and governance. With Fairwinds, customers ship cloud-native applications faster, more cost effectively and with less risk. We provide a unified view between dev, sec and ops, removing friction between those teams with software that simplifies complexity. Fairwinds Insights is built on Kubernetes expertise and integrates our leading open source tools to help you save time, reduce risk and deploy with confidence.