



Terraform overview

Standardize infrastructure
provisioning

CY26 product deck

Market trends

AI brings cloud growth and new infrastructure challenges

>> Speed

62%

of companies **lost time-to-market** due to fragmented cloud tools and missing automation

✓ Risk

75%

of organizations **faced cloud breaches from misconfigurations** last year

\$ Cost

32%

of cloud spend is **wasted annually**, with 75% seeing rising inefficiencies

Your infrastructure goals

Start seeing value from your cloud investments

Accelerate innovation and efficiency



INFRASTRUCTURE BOTTLENECKS

Manual ticketing and approval processes lead to long wait times that hinder development.

Strengthen security and governance



POLICY AND GOVERNANCE

Complex workflows without guardrails are slow, inefficient, and error prone.

Optimize cloud operations and ROI



TRACKING AND EXPIRATION

Lack of visibility and control of resources across environments causes cloud waste.



Do cloud right

THE INFRASTRUCTURE CLOUD

Delivering a portfolio of hybrid solutions



Infrastructure

Lifecycle Management



Security

Lifecycle Management



Rapid
application
delivery

High
velocity
teams

Seamless
hybrid cloud
automation

Proactive
risk
management

Enhanced
compliance
posture

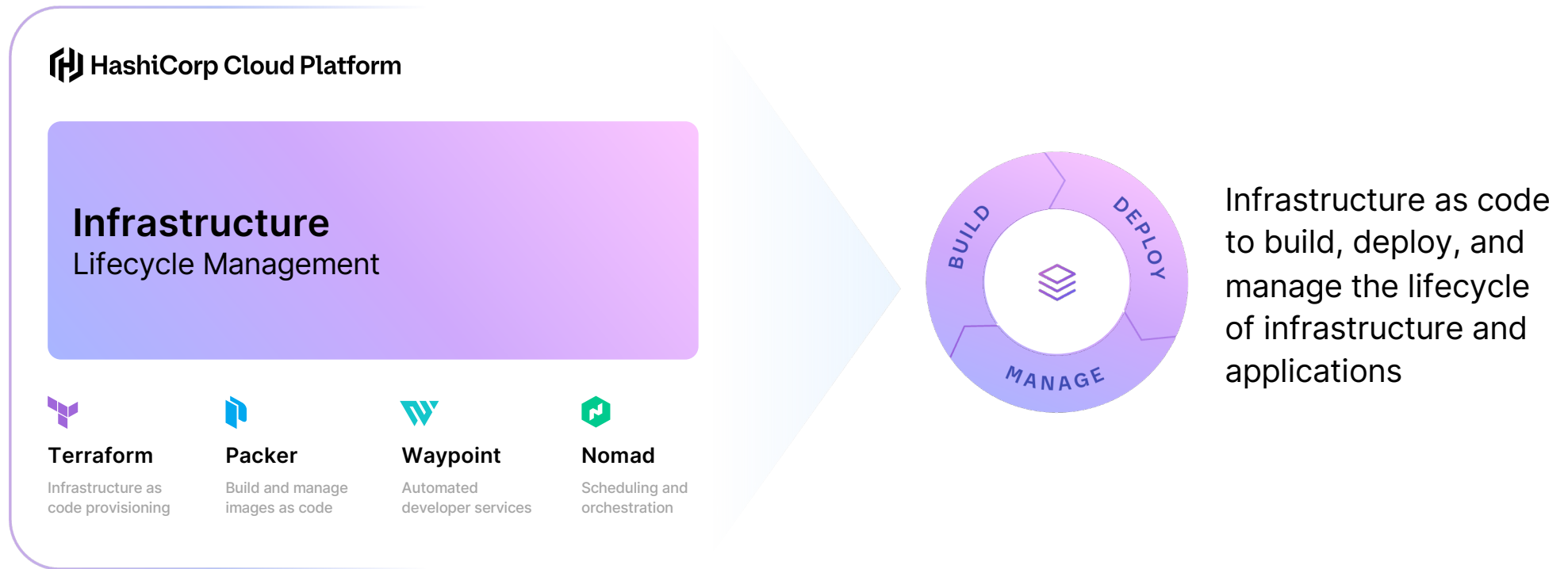
Advanced zero
trust cloud
practices

Efficient cloud
& resource
utilization

Resilient &
Automated
Cloud
Operations

Proactive cost
management
& visibility

A foundation for scaling hybrid cloud and AI





Use infrastructure as code (IaC) to provision and manage all infrastructure across your organization

Speed

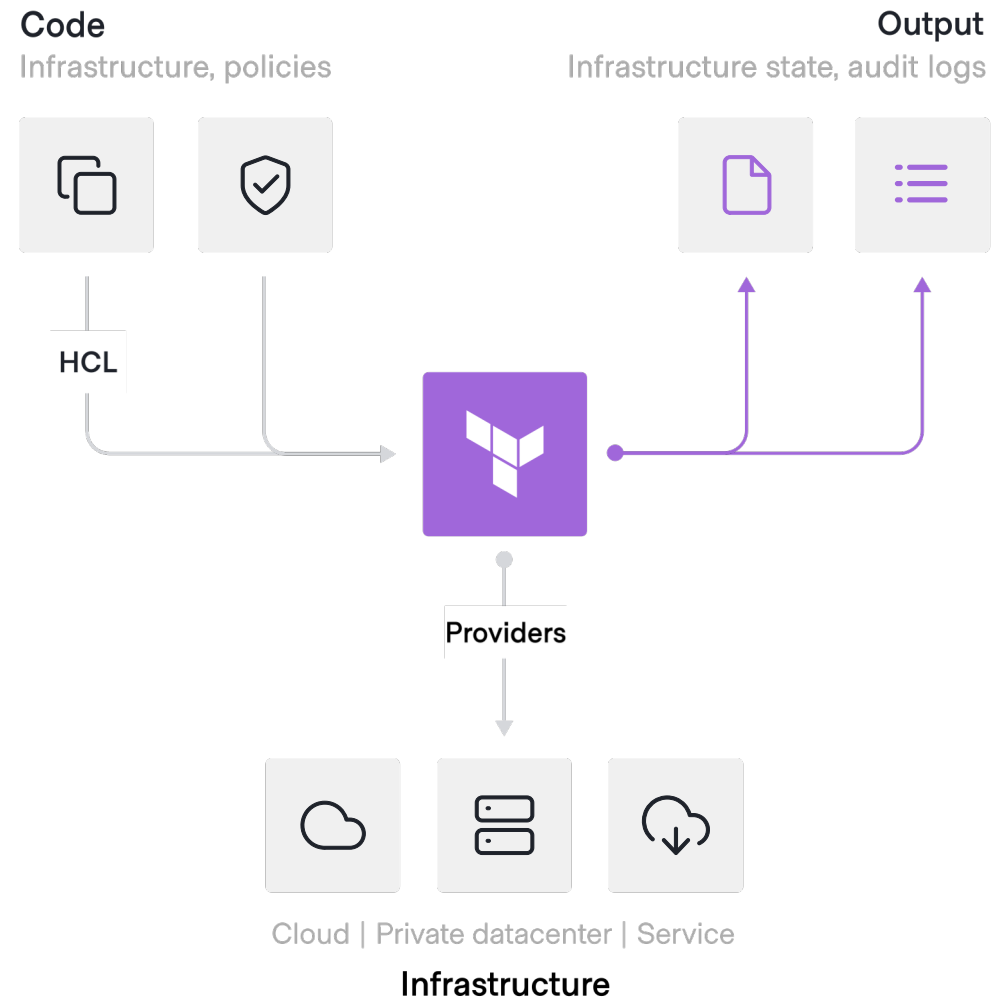
Deliver faster with reusable modules and centralized controls for self-service

Risk

Enforce security and compliance policies automatically *before provisioning* happens

Cost

Eliminate overprovisioning and cloud waste with automated policies and time-to-live controls



Integrate with a broad provider ecosystem

5.8k+
providers

21.1k+
modules

25+
run task partners



Google Cloud



Bitbucket



Alibaba Cloud

GitLab

openstack.



Vault

okta

paloalto
NETWORKS

splunk>



circleci

servicenow.

Nomad



Trusted by the world's biggest organizations



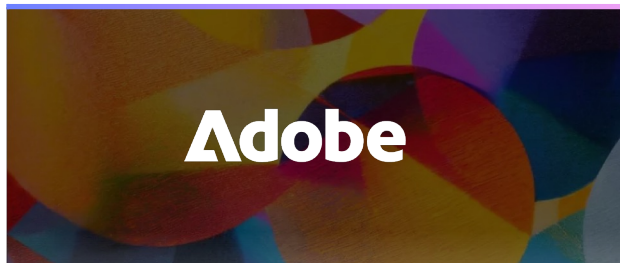
Customer success stories

Case studies



Improved time to market and end user experience

With standardized, automated infrastructure, Skechers delivers new capabilities faster, operates with greater confidence, and supports consistent, high-quality customer interactions at global scale.



Turned infrastructure complexity into advantage

By standardizing infrastructure with Terraform, Adobe delivers faster, more reliable digital experiences at global scale — reducing outages and accelerating product delivery for Fortune 500 customers.



Accelerated operations without regulatory drag

Fannie Mae accelerated cloud operations by embedding policy as code into infrastructure workflows, enabling teams to move faster while meeting ever-evolving security and compliance regulations.

Why commercial Terraform

Deliver enterprise-ready, simplified IaC

Reuse vetted infrastructure components

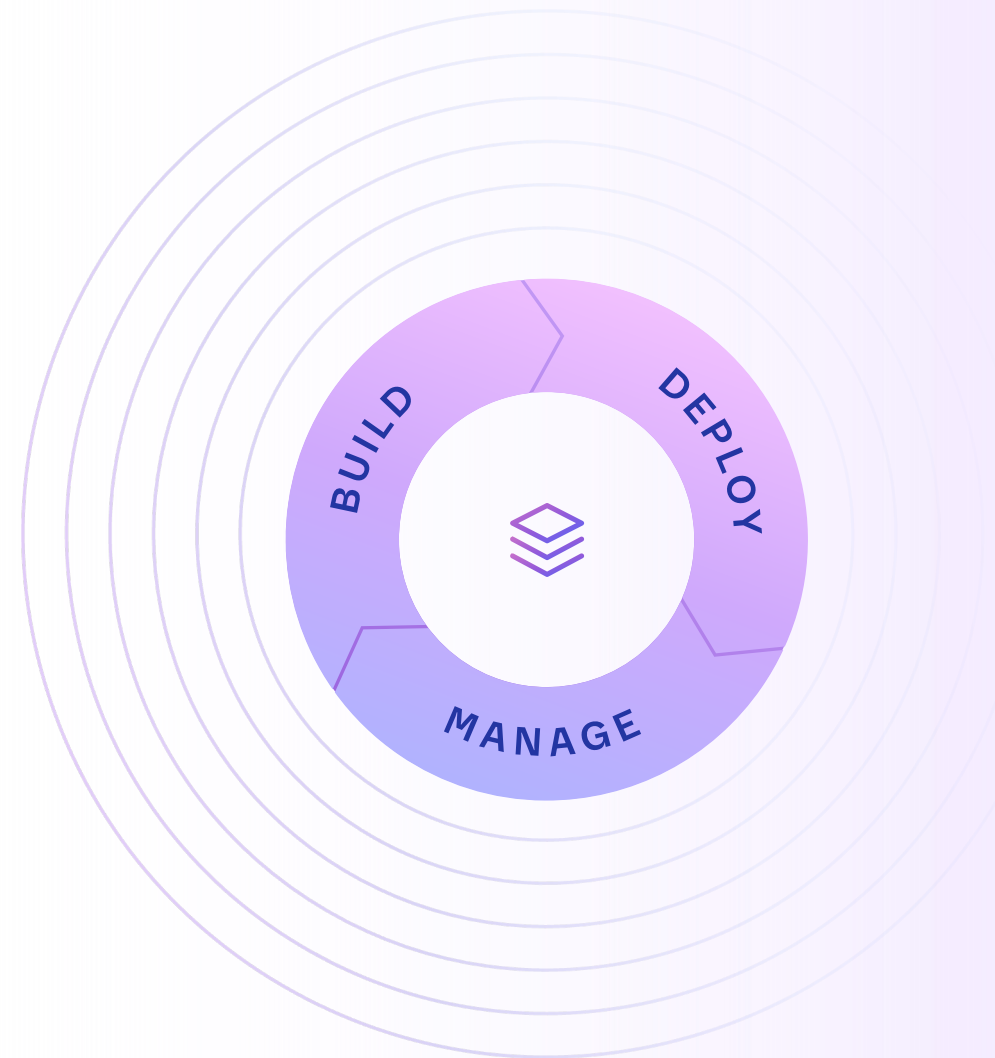
Enable a producer and consumer model with reusable, approved, and compliant infrastructure components

Enforce guardrails automatically

Automatically apply policies to limit risk and maintain security and efficiency

Manage infrastructure lifecycle at scale

Programmatically scale infrastructure, enable self-service, and monitor health over time



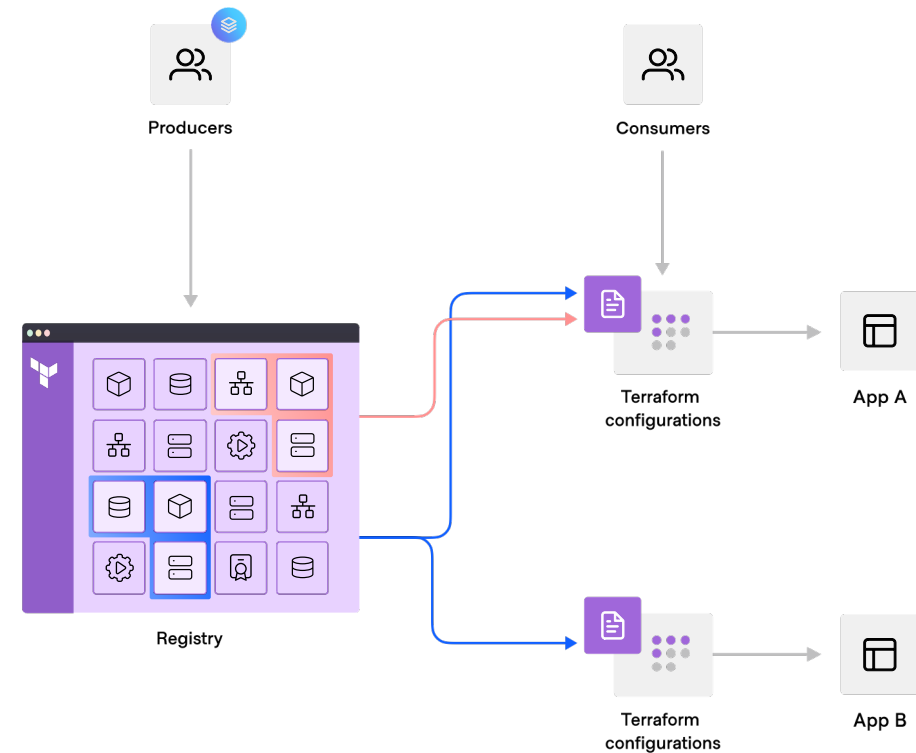
Use vetted infrastructure components

Compose, collaborate, reuse

Promote best practices across your organization with reusable, preapproved modules and manage the end-to-end module lifecycle

Standardize the provisioning process

Help teams collaborate smoothly and securely with a unified, standardized workflow



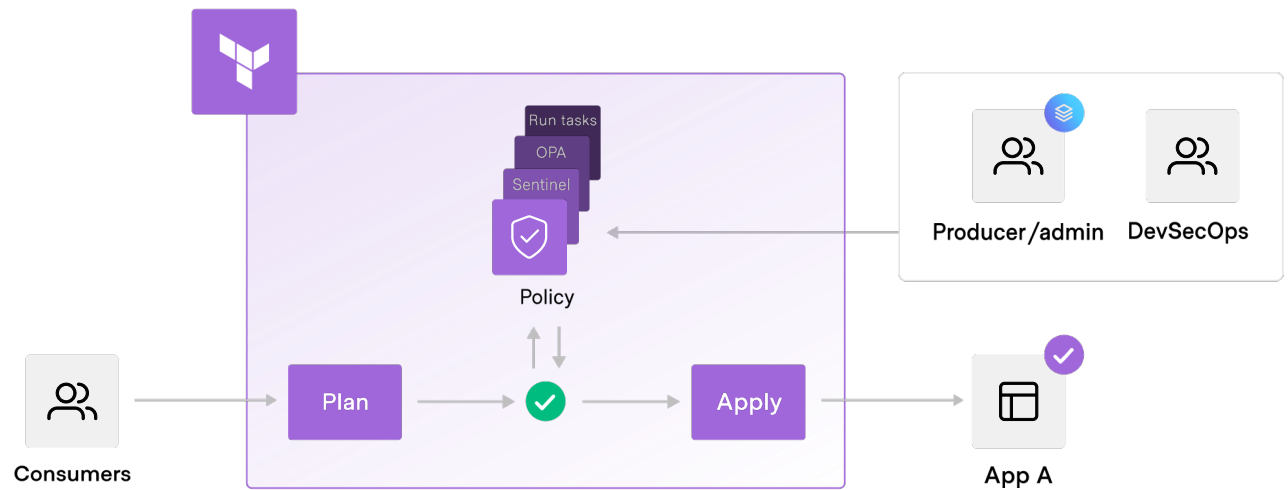
Enforce guardrails automatically

Ensure security

Limit risk and maintain efficiency with automated policy enforcement for compliance when provisioning

Integrate third-party services

Use run tasks for security and code scanning, cost control, and regulatory compliance checks to enhance validation



Manage the infrastructure lifecycle at scale

Detect and alert

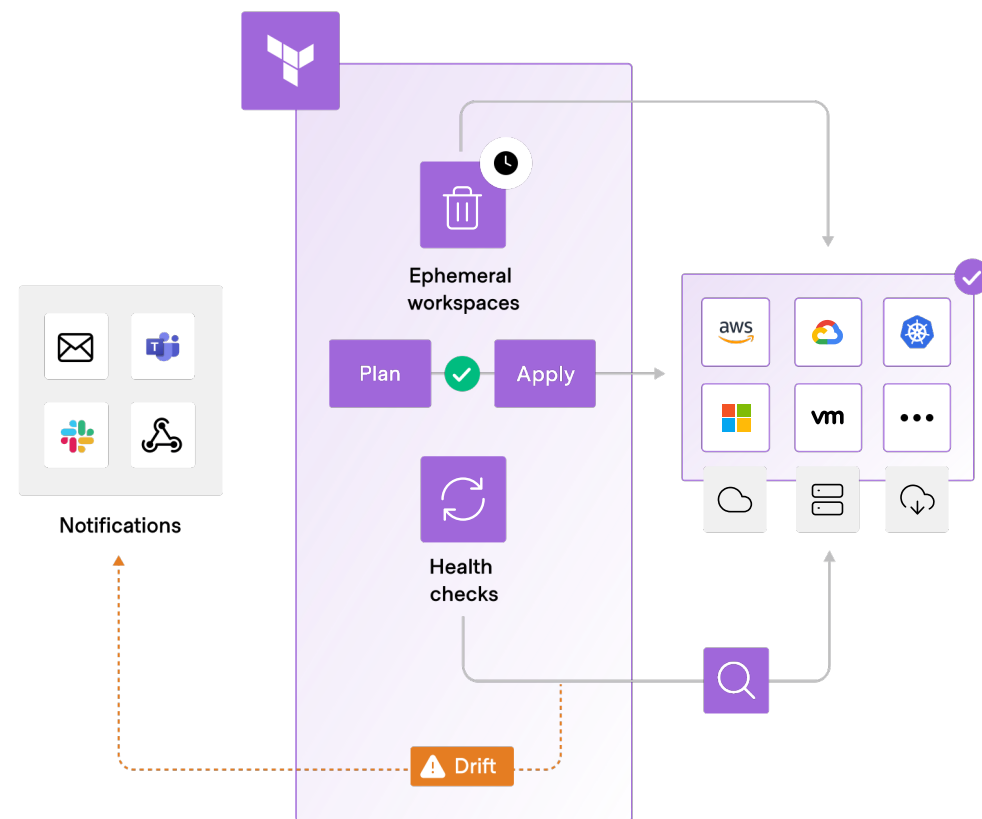
Get alerted when unexpected infrastructure changes happen, thanks to continuous visibility that reduces cost and security risks

Validate deployed workloads

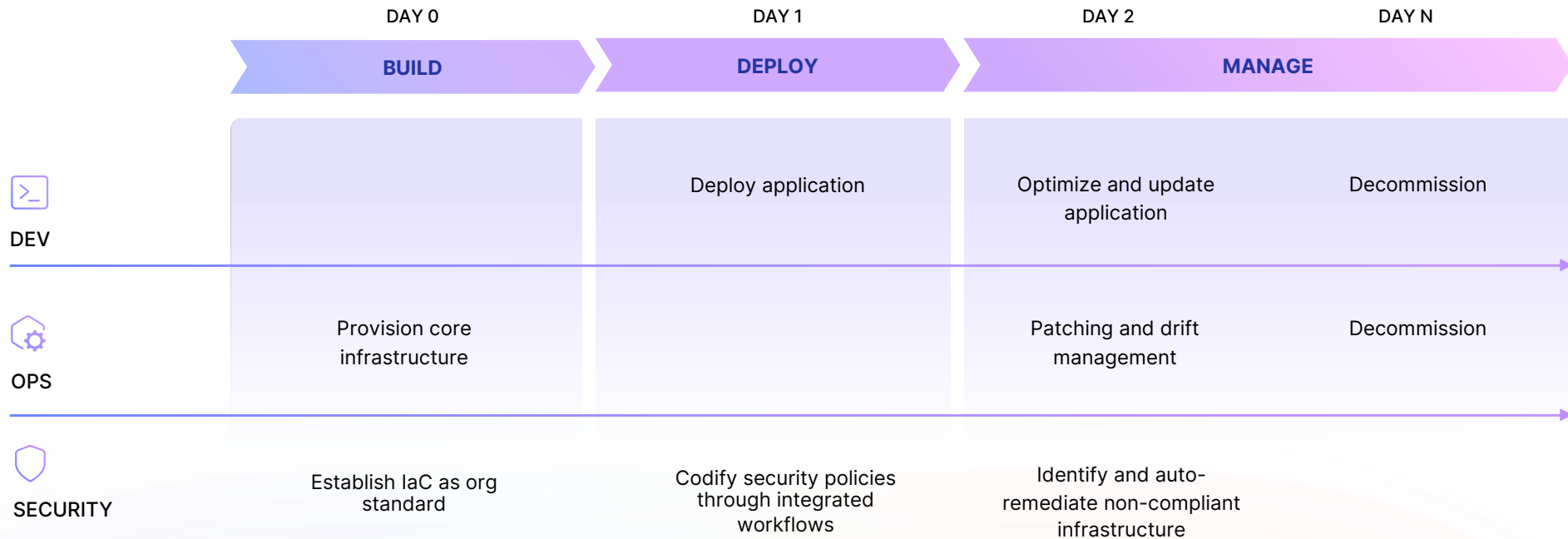
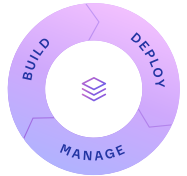
Monitor workloads to make sure they respond correctly to events like image revocation, security gaps, budget thresholds, and certificate expiration

Ephemeral workspaces

Automatically destroy unused resources to reduce infrastructure costs, eliminate manual cleanup, and streamline workspace management



Infrastructure Lifecycle Management



BEYOND DAY 0

Your biggest risks come after deployment

DAY 0

Monitor all workspace data

Optimize IT operations with a consolidated view

? THINGS TO CONSIDER

Are you able to keep infrastructure up to date across teams?

DAY 1

Enforce policies and guardrails

Achieve faster deployments with built-in security

? THINGS TO CONSIDER

Do you still use manual, ticket-based reviews for security and compliance?

DAY 2

Enable self-service

Increase velocity by sharing infrastructure components with self-service workflows

? THINGS TO CONSIDER

Do your developers rely on a platform team to provision resources?

DAY N

Auto-destroy resources

Eliminate temporary and inactive resources to save costs

? THINGS TO CONSIDER

Do you have unused or forgotten infrastructure that wastes your budget?



Business value

Reduce risk and increase developer velocity

>> Speed



98% decrease in deployment time

DEVELOPMENT

Developed and shared modules across teams for better collaboration, greater transparency, and faster deployment.

✓ Risk

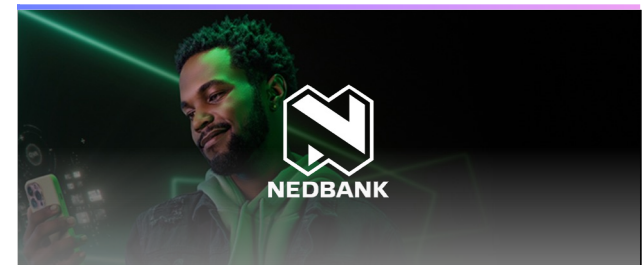


95% fewer misconfigurations

SECURITY AND COMPLIANCE

Standardized and automated workflows with a shift-left approach and drift detection to reduce security risk.

\$ Cost



25% reduction in infrastructure costs

INFRASTRUCTURE

Saved IT staff time by eliminating the distractions of responding to escalations from the application teams.

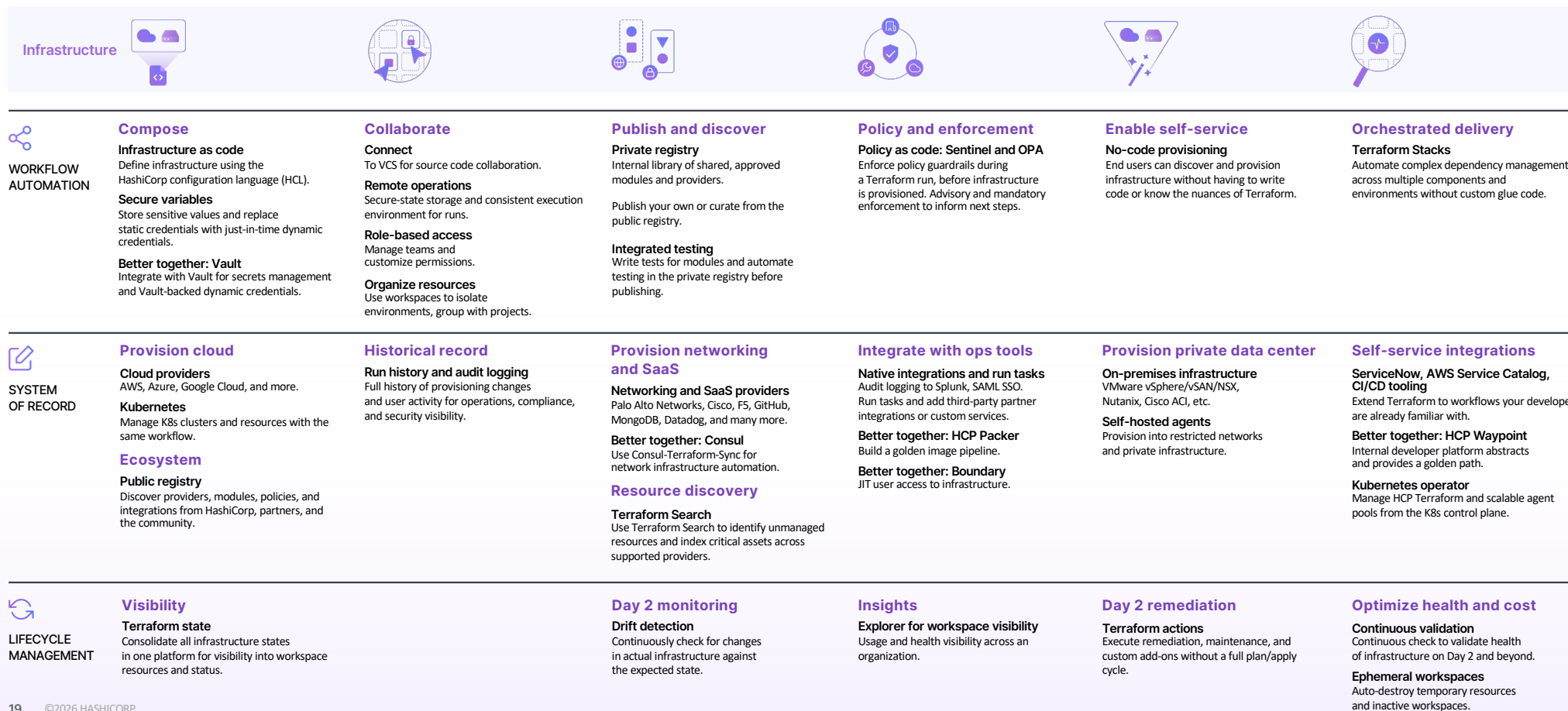
Deployment pattern

Infrastructure automation with Terraform

Stage 1: Adopt

Stage 2: Standardize

Stage 3: Scale



The Infrastructure Cloud

Solutions for cloud success



Infrastructure automation

Rapidly provision development environments and CI/CD pipelines

Accelerate innovation and efficiency



Secure provisioning and authentication

Enforce secure and compliant workflows

Multi-cloud risk mitigation



Image management

Secure and centrally manage all images

Multi-cloud risk mitigation



Self-service infrastructure

Empower teams by making infrastructure easily accessible and at scale

Accelerate innovation and efficiency, and optimize cloud operations and ROI



Your next steps

Solution discussion

1

Learn more about the HashiCorp solutions that support you in accelerating speed, reducing risk, and increasing ROI.

Transformation planning

2

Create your unique blueprint for cloud success.

Strategy day

3

Deepen our conversations on implementation and establishing your best practices.

Technical workshop

4

Hands-on enablement for your technical teams.





Thank you





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Appendix

KEYS TO DO CLOUD RIGHT

Enable a FinOps lifecycle

