

# DevOps that moves with your team.

Senior DevOps engineers embed into your team, audit what you have, fix the worst gaps first, then stay on to run it with you. We build while your team learns the stack.

12+

YEARS CLOUD

50+

DEPLOYMENTS

99.9%

UPTIME

\$500K+

CLIENT SAVINGS

# A small senior team.

No agency layers. No project managers running standups for you. The engineer talking to your team is the engineer doing the work.

## What that looks like in practice

We're a Buenos Aires-based DevOps consultancy. Three senior engineers and a recruiter who has been placing technical talent across LATAM for 18 years. Optional junior engineers we mentor through our Academy stay long-term at a reduced rate so the runbooks we wrote with you don't walk out the door.

## How we charge

Monthly retainers — fixed hours per month, weekly reviews, no recruiting cycle. The four tiers (Starter / Growth / Scale / Custom) are on the pricing page; the differences are time commitment, response SLA, and depth of audit coverage.

## What we don't do

- **Frontend or product code.** We stop at the infra layer.
- **Project management for non-DevOps work.** We attend your standups, we don't run them.
- **On-site by default.** Remote. We fly in for kickoffs or quarterlies if you cover T&E.
- **Vendor lock-in.** Standard open-source where possible. If we install something, you can rip it out.

# Three ways to work with us.

01

## Retainers

Senior DevOps embedded into your team. Monthly hours, weekly reviews, no recruiting cycle. CI/CD that doesn't break, observability you can read, IaC that survives a junior touching it.

20-80H/MO

4 TIERS

SLA-BACKED

02

## Mentorship + Staffing

We place a Dioscuro junior into your team and mentor them. They learn your stack and become your people. If they're great, hire them — no placement fee.

EMBEDDED

MENTORED

NO FEE ON HIRE

03

## Academy

Career Path, hands-on DevOps Labs (40 challenges across 8 categories), and a \$0-upfront Team Track ISA. The pipeline that produces the juniors we staff.

5 LEVELS

40 LABS

\$0 UPFRONT

## How they fit together

The Academy trains the juniors. Mentorship + Staffing places them into your team with a senior co-pilot. Retainers cover the senior's time directly while everything else runs. Most clients start with a retainer audit, then layer staffing once they see who their team is missing.

# Audit. Build. Operate.

Three phases, none of them surprise you.

## 01 · Audit WEEK 1

A senior engineer reads your repos, your terraform, your dashboards, your last three incident postmortems. We get on calls with your team to map who owns what and where the load lives.

You get a one-pager at the end of the week: the gaps we found, the cost leaks we spotted, the three things we'd fix first, and how long each would take. No proposal, no upsell. If you decide not to continue, you keep the audit.

### WHAT YOU GET

- Infrastructure audit doc (1-pager)
- Cost-leak list with rough monthly \$ next to each item
- Risk register (top 5 incidents waiting to happen)
- Recommended first sprint scope

## 02 · Build MONTHS 1-3

We join your Slack, show up to your standups, work in your repos. The first sprint comes from the audit: CI/CD that doesn't break, observability you can read, IaC that survives a junior touching it, secrets out of plaintext. Quick wins first. Every PR is reviewed by your team. We document as we go.

### WHAT YOU GET

- Production-grade CI/CD pipeline (GitHub Actions, GitLab, or Jenkins)
- Observability stack: OpenTelemetry + Prometheus + Grafana, or Datadog
- Terraform / Pulumi modules with policy guardrails (OPA, Checkov)
- Secrets management (Vault, AWS Secrets Manager, SOPS)
- Per-service runbooks committed to your docs repo

## 03 · Operate ONGOING

By month three your team owns the stack. We're the on-call escalation, not the primary. Weekly office hours, monthly architecture reviews, quarterly cost reviews. Optional: a



# Six areas. Deep, not wide.

## CI/CD

Pipelines that don't break on Friday afternoon. GitOps where it makes sense. Pre-merge tests under 10 min.

GITHUB ACTIONS

GITLAB CI

ARGOCD

FLUX

## Kubernetes

EKS, GKE, AKS, self-managed. Karpenter, autoscaling, cost-optimised node pools. Service mesh where it earns its weight.

EKS

GKE

HELM

KARPENTER

ISTIO

## Infrastructure as Code

Reusable modules with policy guardrails. No more snowflake environments. env0 / Terraform Cloud for governance.

TERRAFORM

PULUMI

OPA

CHECKOV

## Observability

Metrics, traces, logs, SLOs. We tune noise out so on-call doesn't burn out. OpenTelemetry-first.

OPENTELEMETRY

PROMETHEUS

GRAFANA

DATADOG

LOKI

## Security

Secrets out of plaintext, IAM least-privilege, container scanning, pod security. OIDC and short-lived creds by default.

VAULT

SOPS

TRIVY

OPA GATEKEEPER

## FinOps

Rightsizing, Savings Plans, Spot consolidation. Receipts you can show finance. \$500K+ aggregate client savings.

KARPENTER

SPOT

SAVINGS PLANS

COST EXPLORER

# Who you'll work with.

## Fabio Pedro Palumbo

LEAD DEVOPS ENGINEER · FOUNDER

12+ years designing, scaling, and operating cloud infrastructure on AWS, GCP, and Azure. Deep specialization in Kubernetes, GitOps, and Infrastructure as Code (Terraform, Pulumi) for blockchain, fintech, and AI-driven platforms. Built and operated Ethereum node fleets, agentic AI runtime infrastructure, and zero-downtime CI/CD systems serving global crypto APIs. AWS Solutions Architect, CKA, AZ-204, Scrum Master certified.

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## Matías Daniel Quintana

SENIOR CLOUD ENGINEER · SRE & DEVOPS

6+ years scaling AWS workloads. ECS, S3, ElastiCache. Queue-based autoscaling, observability stacks (Grafana, Prometheus, Loki), and cost optimization. AWS Solution Architect + SysOps + SRE certified.

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## Jeremías Manuel López

DEVOPS ENGINEER · AWS

CI/CD, Kubernetes, Docker, Terraform, Ansible. Built and operated cloud-native pipelines at Globant, Endava, and BairesDev. Strong on observability and incident response for production systems.

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## Julio Nicolás Fiorentino

IT RECRUITER · SALES MANAGER

18+ years matching senior tech talent across LATAM and global markets. Bilingual EN/ES (Portuguese pro). Owns end-to-end recruitment and client account growth for Dioscuro engagements.

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## Academy juniors

EMBEDDED VIA MENTORSHIP + STAFFING

Trained through the Dioscuro Career Path program — 5 skill levels, 40 hands-on labs, peer reviews. Available embedded at a reduced rate after a senior has run the build phase.

# Four tiers. Predictable monthly cost.

PLAN	HOURS / MO	RESPONSE SLA	CADENCE	FIT
STARTER	20 h	24 h	1 review/quarter	Early-stage startups
GROWTH	40 h	8 h	Monthly review	Growing engineering teams
SCALE	80 h	4 h	Weekly review + SLO	Scale-ups with prod load
CUSTOM	—	1 h	Continuous + dedicated SRE	Large orgs / mission-critical

## What's always included

- Senior engineer assigned and named — no rotating juniors mid-engagement
- Audit one-pager in week one
- Per-service runbooks committed to your docs repo
- Monthly executive update (uptime, incidents, costs, next priorities)
- Optional embedded Dioscuro junior at reduced rate
- 30-day notice termination — no fixed contract length

## What's not included by default

- On-site travel — billed at cost if you want it
- Third-party SaaS licences (Datadog, PagerDuty, etc) — pass-through



# What you get access to.

Internal tools we built for our own clients — yours when you engage.

## DevOps Labs

40 hands-on challenges across 8 categories (Linux, containers, K8s, CI/CD, IaC, observability, security, cloud). Free to anyone.

## Career Path

Interactive roadmap from junior to staff. 5 levels, ~30 skills, self-assessment. Maps each skill to the labs and resources that teach it.

## Junior Staffing roster

Live roster of mentored juniors. Filter by stack and availability. Embed for a fraction of a senior hire.

## Infrastructure Dashboard

Live map of every junior on every project, with the tech stacks in play. Client names obfuscated by deterministic codename.

## Time Tracker

Per-project hours, admin approval, downloadable CSV, CLI alternative. Powers invoicing and engagement reporting.

## Runbook Builder (soon)

Incident response docs and operational runbooks. Written as we work so you're never stuck if we leave.

# Cadence.

No theatre, no surprise check-ins. Same rhythm every month.

FREQUENCY	WHAT HAPPENS
DAILY	Slack channel with your team. Async by default — we don't ping for things that can wait a few hours.
WEEKLY	Standup with the engineering team you're embedded in. Same time, same place. No separate Dioscuro ceremony.
WEEKLY STATUS	One short Friday email: what shipped, what's blocked, what's next. Forwardable to your board.
MONTHLY	Architecture review with the eng lead. Walk through the past month's changes and next month's plan.
QUARTERLY	FinOps + risk review with finance and security. Receipts, charts, recommended next moves.

# From engineering leaders we've shipped with.

*"I worked with Fabio for three years at Endava across multiple cloud providers and DevOps projects. His leadership and depth of knowledge are exceptional — he drives innovative strategies for clients and delivers solutions at a very high bar."*

CHRISTIAN ALEXIS · DEVOPS ENGINEER @ ENDAVA

*"I highly recommend Fabio for any organization looking to optimize its DevOps culture. His experience with Terraform, Azure, AWS, and CI/CD was instrumental in improving our deployment process and adopting best practices across every project."*

JORGE LUIS FERREIRO · DEVOPS ENGINEER · SYSADMIN · SRE

*"His knowledge, willingness to help, and experience were invaluable to the Endava DevOps community. Reliable and dedicated — I highly recommend him for any challenging project."*

ERNESTO SZINI · IT SOLUTION ARCHITECT (FABIO'S MANAGER AT ENDAVA)

*"Fabio did his job competently and with a great attitude, and made himself indispensable to a couple of internal teams. He was great to work with — knowledgeable, collaborative, technical. I strongly recommend him."*

ANDREW SUE · MANAGER · DIGITAL PRACTICES @ SSFM (WAS FABIO'S MANAGER AT BLOCKFI)

*"As GM of 5CA I had the pleasure of working with Fabio for three years. He was essential to the company's technology development. To me, Fabio is an indispensable piece of any engineering team."*

ABEL REBAUDO · REGIONAL MANAGER @ HOTELBEDS (FORMER GM OF 5CA)

Eight more recommendations on [linkedin.com/in/fppalumbo/details/recommendations](https://www.linkedin.com/in/fppalumbo/details/recommendations)

# One 30-minute call.

No deck, no pitch. We listen, you ask, you decide.

## Three steps

- **Book a call.** 30 minutes on Cal.com. Pick a slot that works for you.
- **Audit week.** If we're a fit, we run a one-week audit. You get the doc at the end. No commitment beyond that.
- **Decide.** If the audit lands, pick a tier and we start. If it doesn't, you still keep the audit.

## Where to find us

- **Website** [www.dioscuro.com](http://www.dioscuro.com)
- **Book a call** [cal.com/fabio-dioscuro/intro](https://cal.com/fabio-dioscuro/intro)
- **Email** [hello@dioscuro.com](mailto:hello@dioscuro.com)
- **LinkedIn** [linkedin.com/in/fppalumbo](https://linkedin.com/in/fppalumbo)
- **GitHub** [github.com/fabiopalumbo](https://github.com/fabiopalumbo)

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