A SERVICE PROVIDER'S GUIDE to the FinOps Journey

COMPARING:

COST MANAGEMENT
- How is performance tracked?
- What types of organizations are typically in each stage?
- How often is cloud financial data delivered?
- Who's involved in the decision-making process?
- Are executives engaged?
- How is success measured?

COST OPTIMIZATION
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Established born-in-the-cloud companies
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Medium/large enterprise organizations with complex cloud deployments with deep penetration across multiple BUs, product lines and/or development teams
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Large public sector agencies delivering mission critical applications and initiatives
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Cloud is considered a strategic enabler of key initiatives
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Cloud spend outcomes impact overall health of the business
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Smaller businesses just starting their cloud journeys
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Large company deployments in isolated business units
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Cloud spend has limited impact on overall financials
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Maturing, fast-growing, born-in-the-cloud startups
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Medium/large enterprises with growing hybrid cloud estate expanding across multiple BUs, product lines and/or development teams
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May have multi-cloud deployments
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Cloud spend is becoming material to the business
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Cloud spend and trends
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Cost allocation
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Cloud resource utilization
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Cost metrics aligned to business metrics (e.g., revenue, profitability)
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Accelerated cloud adoption
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Increased business performance and revenue
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Enhanced customer experience and growth
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New innovations
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Better serving of business units and customers
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Competitive differentiation of products and services
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Understanding of cloud spend and allocation
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More workloads moved to the cloud, with more optimized cloud spend and resource utilization
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Improved business performance
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Cloud Managers/Architects
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Finance
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Support
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Project Managers
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Product Owners
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Senior Leadership (Technology, Finance, Business Units)
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C-Suite (CFO, CTO, CIO, CISO)
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