Cloud Spend Analysis

AtkinsRéalis

What We Do

AtkinsRéalis understand Cloud Spend Analysis is crucial for organisations leveraging Cloud services to maximise benefits and minimise costs. Over time, however, unforeseen expenses can erode these benefits. AtkinsRéalis specialises in helping organisations gain and regain control of their Cloud spending through a structured approach.

Our three-phase approach begins with Discovery, where we collaborate with technical and commercial stakeholders to understand current Cloud expenditure and identify issues such as duplicate spending or poor service management. We employ a structured questionnaire to ensure consistency and uncover the true financial picture. Cloud providers often have their own complex pricing models, levels of service, pricing structures and billing practices. At AtkinsRéalis we recognise that Cloud usage may vary significantly over time, thereby impacting predicted cloud spend. We support attributing appropriate costs to teams, projects, departments, or resources whilst considering potential financial adjustments based on workloads.

In the Delivery phase, AtkinsRéalis prioritise issues based on their impact and define expected benefits, using tools like Pareto analysis and the Kraljic matrix. In partnership with organisations, we develop an improvement plan to address priority issues promptly and establish clear financial and resource tracking practices. Low-priority issues are deferred but monitored for future action.

In the Enable phase, we work with organisations to implement improvement plans and realise benefits. AtkinsRéalis commercial experts assist in renegotiating prices, performance, and service quality to optimise your Cloud solution. We also provide coaching to contract and supplier managers to enhance their capabilities and embed improvements.

Throughout, we remain committed to supporting and coaching organisations to achieve maximum benefits from Cloud investment. With our expertise, organisations can regain control of Cloud spending and ensure long-term cost-effectiveness and efficiency.

Why us?

AtkinsRéalis have broad experience helping clients across Public and Private Sectors outsource services understand their Cloud spend.

Our team of highly trained and experienced Procurement, Supply Chain and Commercial specialists, many of whom hold MCIPS or equivalent, have years of practical hands-on delivery across many sectors. Our commercial experience and technical knowledge mean we are well placed to review Cloud Spend.

At AtkinsRéalis we combine technical expertise and operational experience with consulting skills and cross sector knowledge, to support and work alongside organisations. We understand the importance of analysing the quantitative and qualitative sides of Cloud spend with our qualitative approach assessing current landscape, structure of current spend trends, and potential future spend requirements and our qualitative approach identifying current and future strengths, opportunities, any unconsidered challenges, and highlighting potential risks.

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AtkinsRéalis Cloud Spend Analysis Approach

Full Visibility and Correct Attribution of Cost

Data-driven Sourcing

Identify Savings Opportunities

Benchmark Performance

Improve Supplier Performance

Streamline Operations

Manage Risks

CLOUD SPEND ANALYSIS

Security Service

Infrastructure Hosting

Application Hosting

Managed Services

DISCOVERY → **DELIVER** → **ENABLE**