



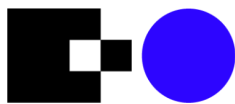
END CUSTOMER SERVICE DESCRIPTION

Cloud Financial Operations

Consultancy

UK Public Sector





Executive Summary

As a discipline, Cloud Financial Operations (Cloud FinOps), is a culture backed by people, tools and processes. It “brings financial accountability to the variable spend model of cloud, enabling distributed teams to make business trade-offs between speed, cost, and quality”

With over 12 years’ experience in cloud finance and as a cloud reseller, working with a huge range of cloud users we are Cloud FinOps specialists. We provide unique opportunities to buy cloud with increased flexibility, clarity, transparency and savings. We do this through our Managed Cloud FinOps Services delivered directly to cloud users.

We also apply the experience from doing this to our consultancy services. Recognising that cloud users and resale partners have different needs, priorities, and perspectives we have developed two linked, structured consultancy engagements:

Cloud FinOps Maturity Assessment	Our Cloud FinOps maturity assessment service helps the organisation quantify their current Cloud FinOps Maturity and compare it with our recommended state, or past assessments.
Cloud FinOps Internal Practice Building	Our Cloud FinOps practice building service helps the organisation to develop an internal FinOps practice, or to increase the Cloud FinOps maturity of the existing FinOps practice.

Tailored Cloud FinOps Consultancy is also available.

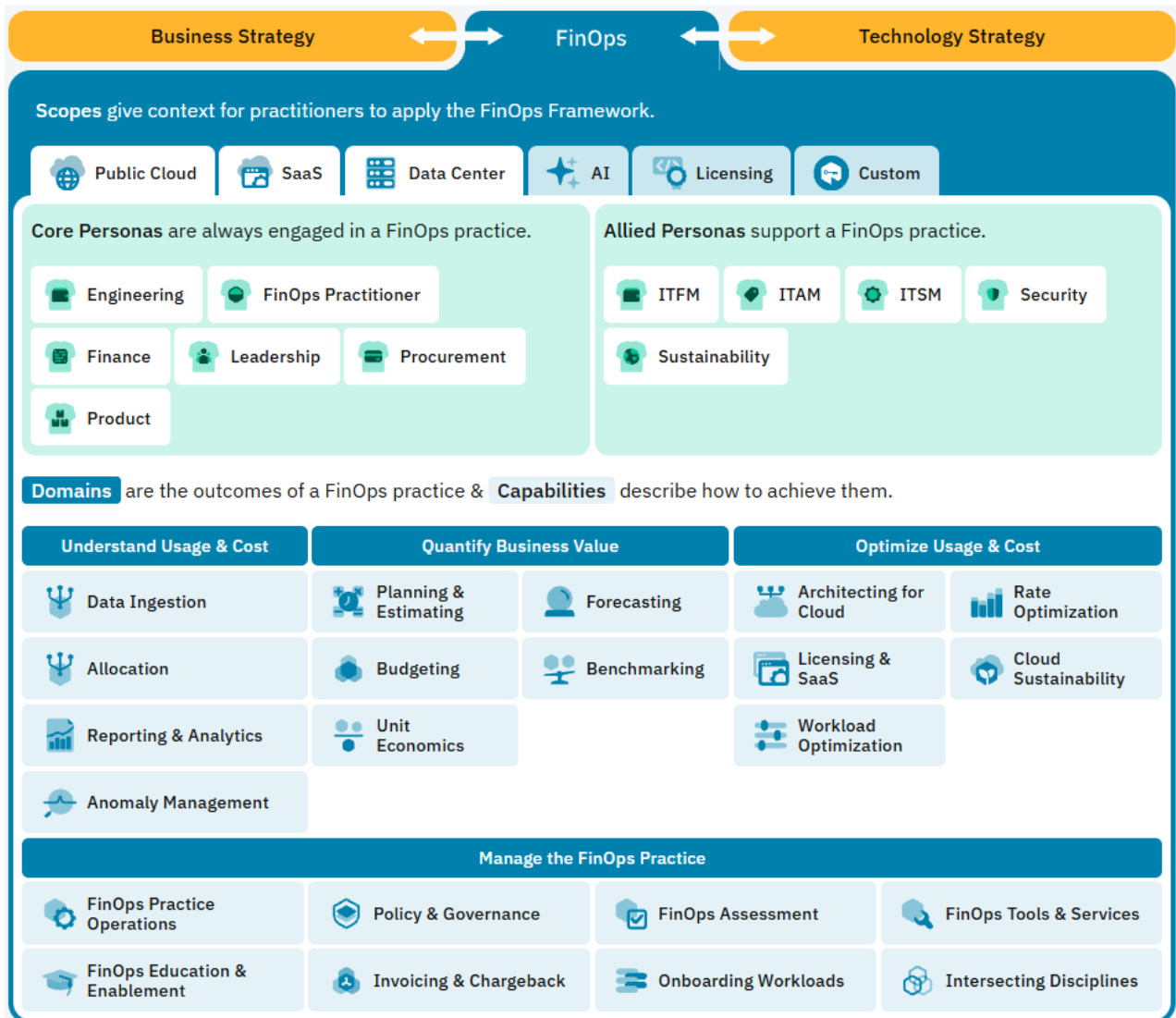
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The Executive Summary above does not form part of your agreement with us.

In this Service Description terms such as “**we**”, “**us**” and “**our**” mean Strategic Blue and “**you**” and “**your**” mean you as our Customer.

Cloud FinOps Framework

We use the FinOps Framework developed by the FinOps Foundation as a common framework and benchmark for our Consultancy work.



[FinOps Framework](#) by [FinOps Foundation](#)



Cloud FinOps Maturity Assessment

Overview and Deliverables

This is a **Modular framework** that describes and reviews each element of your cloud solution to determine the maturity of each function and its enhancement potential.

Understanding Cloud cost & Usage Building an effective reporting and monitoring/alerting process, and presenting the cloud costs and usage is an easily understandable way.

Quantify Business Value Managing budgeting and forecasting of your cloud costs, identifying the value of your cloud and cloud FinOps practice

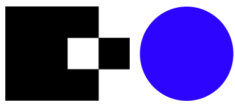
Optimise Cloud cost & Usage Optimising the technical and financial aspects to minimise the cost of your cloud services.

Manage the FinOps Practice Building and developing your cloud practice and services.

We take a **Collaborative approach** combining documentation reviews with key stakeholder discussions to explore elements of each Domain. Stakeholders may include:

- Engagement lead (coordinates information sharing and other stakeholder access scheduling)
- Cloud Vendor Relationship representative
- Financial team representative
- Any existing Cloud FinOps team members
- Technical management representative
- Technical / Operational representatives

Findings and Recommendations are presented in a report and discussed in a webinar to identify the current position and provide an initial set of recommendations to provide easy-wins and resolve any identified issues to enhance your FinOps Maturity status.



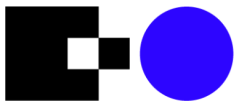
Cloud FinOps Practice Building

Overview and Deliverables

The Cloud FinOps Practice building develops the FinOps strategy, policy and governance position.

Practice building can either be done to fast track the development of a new internal FinOps practice, or to increase the maturity of an existing team. We work with you to establish your starting point, your FinOps priorities and the resources available.

Recommendations are presented in a report and discussed in a webinar to identify the current position and help map out future actions. It describes roles, responsibilities and activities for Cloud FinOps to help the organisation develop the cultural shift for an effective Cloud FinOps practice.



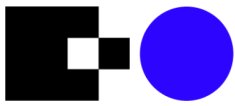
Cloud FinOps Tailored Consultancy

Tailored engagements allow a more customer specific approach to the development of Finops and your FinOps Practice.

A Statement of Work (SoW) will be jointly developed to understand the organisation's needs and to define the scope of the work to be undertaken.

The SoW may include one or more elements from the following list

- FinOps Assessment
- Strategy and Policy development
- Process development
- Capability improvement recommendations and guidance
- Role development and recruitment support
- Training and Presentations
- Monthly / Quarterly review or support services
- Service Management Integration guidance
- Other Cloud FinOps services.



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