THE NETWORK COLLECTIVE

SERVICE DESCRIPTION

FINOPS SERVICES

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Service Overview

TNC's FinOps solution delivers ongoing, real-time FinOps analysis of services, billing, and costs across all cloud services to deliver critical insights, drive lowest costs, and provide detailed analysis to enable budget tracking and planning, all underpinned by in-life governance ensuring continuous improvement and service performance optimisation

Key Deliverables

- Phase 1: Cost Optimisation
    - TNC will complete a detailed audit and cleanse of your estates, inventories, and billing to identify any errors, over-charging, or other mis-billing and will build a detailed Action Plan to resolve
- Phase 2: FinOps Development
    - TNC will work with you to develop and implement new processes that align with FinOps best practice to effectively manage and optimise your cloud services moving forwards
- Phase 3: Cost Assurance
    - TNC will work with you to execute the Action Plan, cleanse your estates, inventories and billing, and land significant cost savings
    - In parallel, TNC will continually ingest data about your cloud services, including utilisation, billing etc., and will perform a number of actions that align with the FinOps processes developed through Deliverable 2, including:
        - Identifying and ceasing usage that is no longer required
        - Identifying, investigating and rectifying usage that falls outside of agreed policies
        - Identifying usage that is likely to lead to variance to budgets and implementing rectification processes in line with agreed policies
        - Ensure all usage and billing aligns with contracted rates
        - Engage directly with your service providers to resolve any issues
        - Deliver clean, accurate reporting and billing to agreed stakeholders and directly into your approval process

Typical Project Duration

- Cost Optimisation and FinOps Development - 3 months
- Cost Assurance – 12-36 months

Fee Model

- Typically billed quarterly in advance
- Depending on the estate size and scope, TNC can often offer a Fee Guarantee, guaranteeing that the engagement will be, at minimum, cost neutral

Key Benefits

- Delivers significant cost savings – typically at least 10% of the total cost of your services
- Provides a single pane of glass view of costs, estates, and inventories, and absolute confidence in the accuracy of this data
- Puts you in the driving seat with your service providers
- Huge reduction in the time and resources you will otherwise have to spend managing your estates, inventories, and billing

Addressing Common Challenges

Challenge	Resolution
We haven't got time	• TNC is largely self-sufficient, meaning it will take very little of your time to oversee the engagement • Surely every organisation has time to deliver significant cost savings?
We are already doing this	• Most organisations think they are doing this, but 100% of the estates TNC has reviewed have ultimately shown significant overspend • Sometimes organisations think their cloud service providers are doing this, but having the suppliers oversee themselves is not consistent with SRM or FinOps best practice • Is this really the best use of your scarce internal resources? Out-tasking this work to TNC will free up your team
Engaging TNC will be too expensive	• Engaging TNC will deliver significant cost savings, ensuring a multiple-times ROI • In appropriate circumstances, TNC will offer a 100% Fee Guarantee, ensuring the engagement will be, at minimum, cost neutral