

G-Cloud 15

FinOps



Atos

Table of contents

- 1. What is FinOps? 3
- 2. What does it deliver? 4
- 3. What technology does it use? 5
- 4. What terms apply? 11
- 5. Termination.....12
- 6. How do I order?13
- 7. Why Atos..... 14



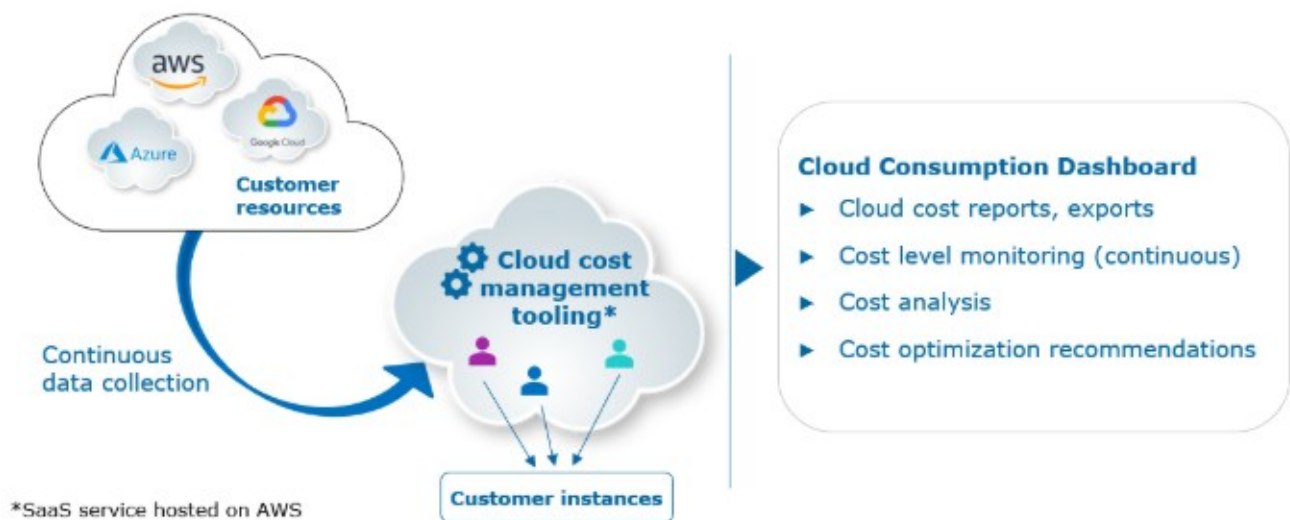
1. What is FinOps?

FinOps, short for Financial Operations, is a set of practices and principles that bring together finance, technology, and business operations to optimise cloud spending. It involves the collaboration of finance, operations, and engineering teams to manage cloud costs effectively. FinOps combines aspects of financial management, accountability, and cultural practices to ensure that organisations use cloud resources efficiently while maintaining a focus on delivering value. Through FinOps, businesses aim to align technology initiatives with financial accountability, enabling better decision-making, cost transparency, and improved overall cloud financial management.

2. What does it deliver?

As organisations increasingly rely on the cloud to drive innovation and competitiveness, the need for effective cloud financial management has never been more critical. Our FinOps service is the key to helping our customers unlock the full potential of cloud resources while maintaining financial control.

Cloud Financial Management provides the correct financial information about your public cloud usage.



Cloud financial management tools operate by first connecting to public cloud subscriptions, gathering data on resource allocation and usage patterns. Once connected, these tools continuously monitor the allocation and consumption of cloud resources, fetching real-time data on expenditures, usage trends, and cost patterns. Upon retrieving this data, the tools then compile and process it, generating comprehensive reports and analyses. Finally, they present the compiled data in user-friendly interfaces, offering insights into cost optimisation, budget allocation, and resource utilisation.

This process enables businesses to effectively manage their cloud spending, make informed decisions, and optimise their overall cloud financial strategy.



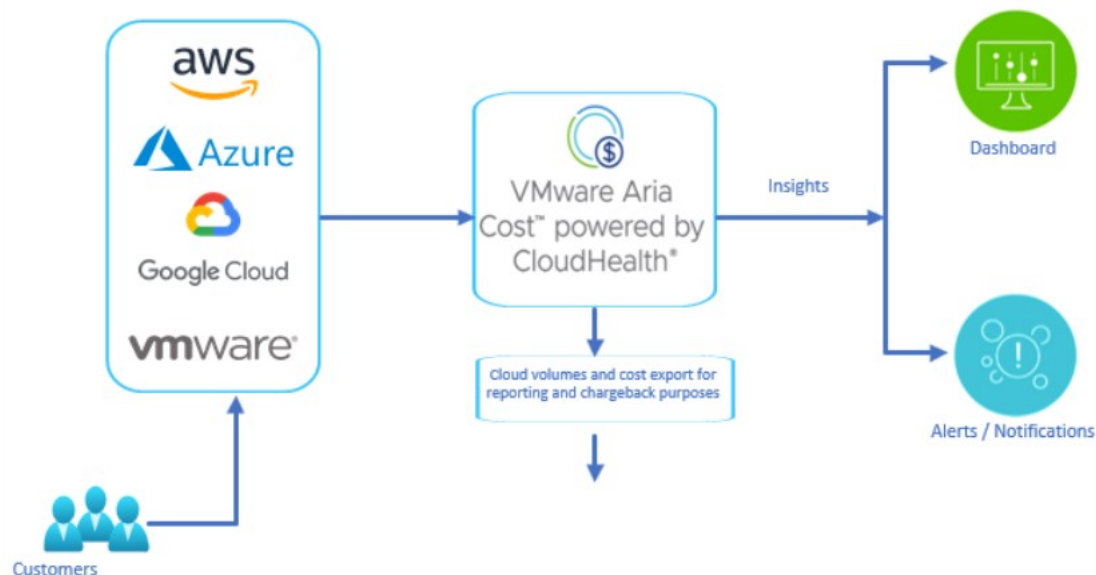
3. What technology does it use?

Atos delivers a fully configured, managed and ready-to-use cloud cost management solution, Atos Cloud Financial Management, designed to remove any concerns around configuring and performing FinOps. The service is available in 2 types:

CFM (Cloud Financial Management) Premium:

It leverages a host of skilled and certified FinOps practitioners and utilises Atos's trusted long-term partnership with VMware Aria Cost, powered by CloudHealth. Based on this partnership, customers gain a competitive edge in today's digital landscape. Make informed decisions, optimise costs, and maximise the value of cloud investments with our FinOps - Cloud Financial Management service.

This service is cloud-agnostic and available for all major hyperscalers.



VMware CloudHealth acts as a central hub for your multi-cloud environment. You connect your public cloud subscriptions, like AWS or Azure, to CloudHealth. It then monitors resource usage across these platforms, fetching data on costs, performance, and security. CloudHealth compiles this information into actionable insights, presented in a user-friendly format. This allows you to see your entire cloud infrastructure at a glance, identify optimisation opportunities, and make informed decisions.

This service is available for all size of customer irrespective of their monthly cloud consumption.

1. CFM Basic

This is a trailed managed service which is delivered using the reports provided by the native tools from cloud service provider with an added layer of in house developed intelligence. This service is available at a fixed price of 500£/month for customer having monthly cloud consumption of up to £50,000.

Once the consumption exceeds 50,000£/month the managed operation will automatically move to and become CFM premium. With this transfer from CFM Basic to CFM premium, the monthly support charges increase and get linked to percentage of monthly cloud consumption. The benefit and additional service details available are shown in the table below.

Phase	Cycle	CFM Basic (up to 50K monthly)	CFM premium
Assess	Kick off and FinOps Fundamentals	Provide a general introduction to the cloud financial management (FinOps) model. Inform on the “Core Principles” of FinOps and how to implement them. Provide definitions of the “basic as well as interdisciplinary terms / vocabulary” for FinOps	Provides an overview of the FinOps lifecycle, capabilities, and functionalities. Provides an overview of agile project management methods and joint analysis on how to leverage them. Identify goals and challenges. Gather information regarding the existing (cloud) strategy, methodologies, and processes
	Diagnostic review	N/A	Atos will use the VMware CloudHealth platform to identify recommendations and create a transformational roadmap with the Customer to achieve its governance objectives
Inform	Spend Management on boarding	Atos team will deliver the following. • Conduct the onboarding workshop to gather the cloud spend	• Identify and review untagged and untaggable resources • Define customer groups; Set up the custom group in Cloudhealth based on customer’s reporting requirement to govern, budget, track spend

		management requirement • Set up and configure the Cloud native tool for Cloud cost management • Review Tag strategy – Atos team will analyse the existing (if any) tagging structure and will recommend a tagging scheme across cloud subscriptions	and charge back cloud cost in customer organisation • Setting automation rule; Create the “rules” for the creation of custom groups • Define Budget • Executive Dashboard • Create Charge back progress • User creation and administration
	CloudHealth management and training	N/A	Atos team will conduct the training which will cover: • Tool overview • Available reports and customisation • Scheduling of reports • Setting up alerts (over usage, RI utilisation, spike, etc.)
Optimise	Cost Optimisation implementation	Atos team will provide the cost optimisation suggestion using Cloud Native tools for (virtual machine only), whereas the customer is responsible for the implementing the recommendation	The Atos team supports customers to act on potential cost savings. Facilitate and conduct a monthly workshop to present the cost optimisation recommendation submitted
	Optimisation feasibility and remediation	N/A	Cost Optimisation recommendations review and phase planning for execution. Support the Customer in implementing the recommended cost optimisation strategies

Operate	Cloud Spend Management Operation	Atos team will monitor the Cloud spend using native tools from CSP and will report it to customer	Atos team will provide spend and usage data to relevant customer stakeholders through the following: • Reservation and unassigned summary report • Spend report • Budget and forecast report • Consumption review synopsis
	Governance and Compliance	Atos team will suggest a tagging policy. Atos team will help the customer to remain compliant with the associated regulations provided the details are shared, and CSP also supports & report the same	Tagging Compliance and correction as appropriate Develop and implement cloud financial policies to ensure adherence to budgetary constraints, resource allocation guidelines, and compliance standards. Conduct periodic financial audits to review cloud spending, identify anomalies, and ensure alignment with governance policies and compliance standards. Maintain comprehensive documentation of financial processes and generate regular reports to track compliance metrics, providing insights for continuous improvement
	Continues Improvement	N/A	Regularly benchmark cloud spending against industry standards and best practices to identify opportunities for improvement and optimisation. Schedule regular reviews to assess the effectiveness of cost optimisation initiatives, adjusting strategies based on evolving business needs and technological advancements.

Adoption & change Service management	Adoption and change management	N/A	Conduct interactive training workshops to educate teams on the benefits of cloud financial management, emphasising best practices and promoting a smooth transition. Develop a comprehensive communication plan to keep stakeholders informed about changes, milestones, and the positive impact of adopting new financial processes. Create user-friendly documentation and resources to guide teams through the adoption process, providing accessible information to support a successful transition
	Service Management	Atos team will follow the standard service SLA of 24x5 service & service availability of 99%	Define clear SLAs for cloud financial services, establishing expectations regarding performance, availability, and support to ensure a high level of service quality. Implement robust monitoring systems to track the performance of cloud financial services, enabling proactive identification of potential issues and quick resolution
	Business review	Monthly	Bi-weekly

Function/Feature Additional Service/Function/Capability

Tool	ML-capable CloudHealth
Visibility	Multi-Cloud Capability on a single pane
Service Review	Increased frequency (fortnightly instead of monthly)
Reports	Automated reports Customizable and flexible
Governance	Support for security and compliance Tagging compliancy
GreenOps	Basic GreenOps reporting on VM and Storage (beta)
Efficiency	Drill down from the highest level to the resource level detail to understand, analyse, chargeback and predict cloud invoices
Scalability	Allows for FinOps at scale
Customisation	Cost and budget per application or business unit; custom policies



4. What terms apply?

To the fullest extent permitted under G-Cloud 15 Framework Agreement and the Call-Off Contract, Atos will provide the Services in accordance with the Atos Supplier Terms (which will include, but may not be limited to, the Supplier Acceptable Use Policy, Supplier Data Processing Agreement, Supplier Specific Shared Responsibility Model, Supplier SLAs and Supplier Licence Terms and any applicable Third-Party Terms outlined in this Service Description document and the Order Form) and this Service Description document.

For clarity:

- Atos Supplier Terms may be modified in accordance with the provisions of the Call-Off Contract, and remain effective except where expressly overridden.
- Hyperlinks included in the Atos Supplier Terms and Service Description document remain effective where they point to Atos' or the relevant Third-Party Terms or documents. Should a hyperlink cease to function, Atos will work with the client to update it through the agreed procedure.



5. Termination

Termination shall be in accordance with:

- The G-Cloud 15 Framework terms and conditions
- Any terms agreed within the Order Form of the relevant Call-Off Contract
- For this specific service, by default Atos ask for at least thirty (30) days prior written notice of termination without cause.

Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and indicated in the Order Form) related thereto.



6. How do I order?

Please contact our team at: gcloud@atos.net

- We will prepare a quotation for your review, including any applicable volume discounts.
- Once the quotation is agreed, we will issue the necessary documentation (as required by the G-Cloud Framework) and request a purchase order from you.
- Upon receipt of your purchase order, we will configure the services in line with the agreed requirements. Where applicable, you will also receive access to our self-service portal to begin provisioning services.
- If you are a new customer, you may need to complete additional 'new supplier' forms.
- Invoices will be issued to you and to Crown Commercial Service (CCS), quoting the purchase order number, for the services procured.
- We will also submit the required monthly management information reports to Government Procurement.



Crown
Commercial
Service
Supplier

Atos

7. Why Atos

Atos has been a trusted partner on every G-Cloud iteration since the framework began, helping public sector organisations modernise with confidence. We combine global expertise with deep UK experience, delivering secure, scalable cloud solutions that meet the highest government standards.

As Europe's leading provider of cloud and cybersecurity services, Atos offers end-to-end capabilities - from migration and hosting to SaaS and consultancy - supported by UK delivery centres and strategic partnerships with hyperscalers.

Our focus on innovation, sustainability, and social value ensures that customers not only achieve operational excellence but also contribute to a greener, fairer future. With Atos, you gain a proven partner committed to driving efficiency, resilience, and transformation across public service.



About Atos

Atos Group is a global leader in digital transformation with c. 67,000 employees and annual revenue of c. €10 billion, operating in 61 countries under two brands – Atos for services and Eviden for products. European number one in cybersecurity, cloud and high-performance computing, Atos Group is committed to a secure and decarbonized future and provides tailored AI-powered, end-to-end solutions for all industries. Atos Group is the brand under which Atos SE (Societas Europaea) operates. Atos SE is listed on Euronext Paris.

The purpose of Atos Group is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Learn more at: atos.net