

Cloud Cost Optimisation and FinOps Service

G-Cloud 15





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1 Service Overview

As a discipline, 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.

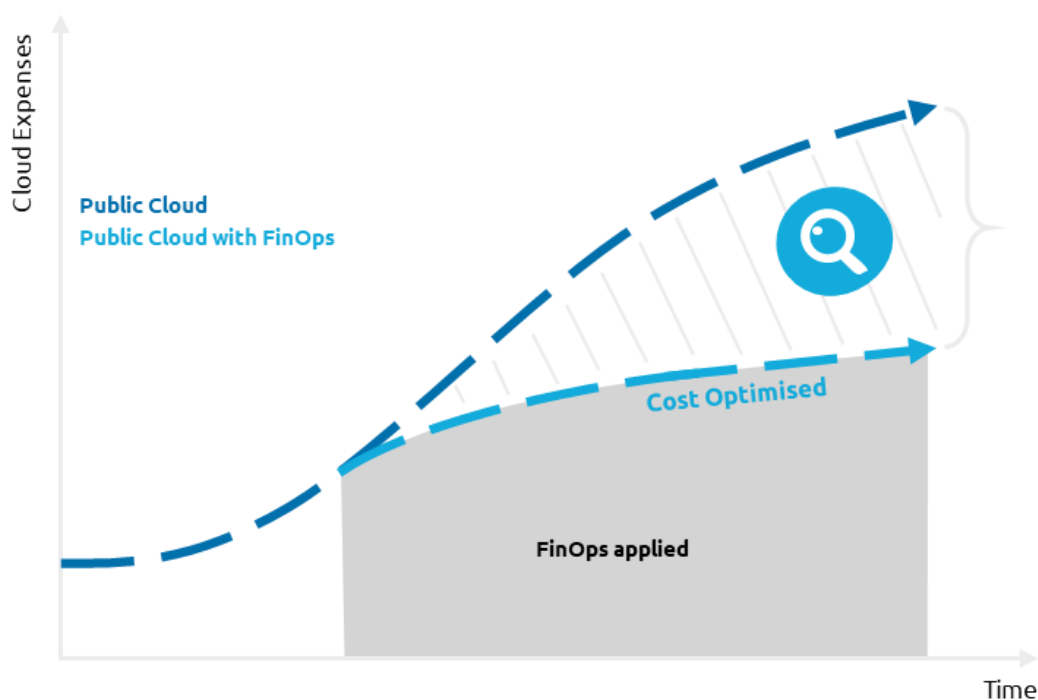
Capgemini's Cloud Cost Optimisation service provides consultation and business analysis to drive the reduction and optimisation of cloud-based services both in terms of usage and how much the Buyer pays. This is carried out by experienced and qualified cloud and FinOps practitioners.

Capgemini has developed a structured and standardised approach to identifying the key areas where a Buyer can focus to make both immediate and longer-term cost reductions across their cloud infrastructure estate. Capgemini can use proprietary or third-party data collection and analysis tools that allow a comparison of the Buyer's cost performance against key performance indicators and industry benchmarks. This enables Capgemini to prioritise the opportunities based on the Buyer's strategic objectives and operational capacity to embed sustainable cost reduction.

Having identified opportunities for cost reduction, analysis can be carried out to define the root causes of overspend, identify appropriate remediation actions, understand which cost control levers to apply, and to assess the Buyer's cost reduction potential. Capgemini can also use AI to enhance the waste identification process, reducing analysis time and improving the quality of recommendations.

Having selected the most appropriate cost control levers, a programme of work can be defined that can help the Buyer deliver a sustainable reduction in cloud consumption costs. The implementation of the cost optimisation can either be delivered by the Buyer's organisation or Capgemini.

A key aspect of the approach involves the engagement with the users of IT to demonstrate how their behaviours can influence cloud cost. Education and enablement are a key component of a successful FinOps practise – one that ensures the Buyer's team take ownership for their actions and sustain the savings they achieve.



2 Business Need

One of the UK government's main challenges is achieving efficiency savings and this is a key focus area for Digital Leaders. Digital transformation and modernisation of government services and data are instrumental in achieving efficiencies, with gains to be achieved if all services were modernised. The management of these services presents



various challenges, including the complexity of technologies, intricate reconciliation of cloud consumption, difficulty in implementing cost reduction opportunities, and the dynamic nature of cloud consumption forecasting.

To address these challenges, specialised Financial Management (FinOps) services are offered to provide a modular approach that can be tailored to specific goals and the stage of cloud adoption. The optimisation activities can reduce the Buyer's cloud costs and capitalise on cloud-provided opportunities.

A key challenge facing a Buyer's organisation is creating the financial and operational capacity and the agility to adopt new technologies at pace, frequently to address inefficiencies in complex and out-dated legacy estates. Concurrently, the digital leader may need to be able to understand the current estate and its costs to determine where and how sustainable cost reductions and optimisations can be achieved to re-invest in transformational IT initiatives.

Another key challenge is creating the financial and operational capacity to ensure that cloud costs are actively managed and monitored and accountability is delivered as part of the digital transformation. If not done properly, organisations can see uncontrolled cloud spend, strain on stretched budgets, and a lack of clarity on what is causing the spend. Often before the root causes can be resolved, organisations have a driving need to reduce the cloud bill through rapid cost optimisation initiatives.

Capgemini's Cloud Cost Optimisation service can be used to achieve immediate cost savings where investment might otherwise be inhibited by current high operational and development costs or where previous initiatives may have failed to provide sustainable cost efficiency.

3 Our Approach

Capgemini's Cloud Cost Optimisation service can be delivered by security-cleared, UK-based teams. Our FinOps methodology is informed by industry best practices based on the FinOps Foundation and developed through partnerships with the leading Cloud Service Providers and FinOps Tooling vendors. Capgemini can design and deliver these services using a proprietary FinOps Change Management Framework, which uses an evidenced-based yet adaptive approach leveraging behavioural science and organisational change theory to manage cloud costs and enable data-driven decision-making.

Capgemini can use a carefully selected suite of tools to monitor resource utilisation through usage, ownership, and costing data analysis. As each insight is derived, Capgemini can deliver services to optimise the Buyer's cloud environment based on what has been learned. Capgemini can also utilise software and tools from a wide range of leading providers, enabling solutions that fit the specific use case whether they are open source or proprietary.

Typically, Capgemini can deliver this service in two phases:

- Phase 1: Discovery
- Phase 2: Optimisation

In Phase 1 (Discovery), Capgemini can assess the Buyer's landscape and identify candidate cost optimisation activities. For each activity, Capgemini has developed a specific analysis approach for the assessment and prioritisation of potential savings, a documented and agreed approach to logging identified savings and method to enable the ongoing governance and reporting on optimisation activities. Based on the Buyer's tooling preference, Capgemini can utilise partnerships with leading FinOps tooling vendors to provide advanced cost optimisation analysis, utilising deep waste identification AI algorithms and enhanced root cause analysis.

Having identified and prioritised the most impactful cost optimisation areas, a comprehensive cost optimisation programme can be defined. This can be the key deliverable from the discovery phase of the Cloud Cost Optimisation service.

Typical focus areas and possible cost optimisation initiatives include:



TYPICAL FOCUS AREAS

COST OPTIMISATION INITIATIVES

Waste Management	 Remove orphaned resources	 Remove old & unused workloads	 Remove duplicate workloads	
Usage Optimisation (for Dev/ Test env.)	 Resize VMs as per business need	 Shutdown workloads during off-rime/off-peak hours	 Upgrade resource family to newer version using price / performance ratio	
Rate Optimisation (for Dev/ Test env.)	 Reserve Instances (Ris) or Committed Usage Discounts (CUDs)	 Use instance size flexibility	 Demand capacity reservations for Storage	 Convert / Cancel reservations options
Variable Consumption (for Dev/ Test env.)	 Operating hours and instance scheduling	 Vertical / Horizontal Autoscaling i.e. Virtual Machine Scale Sets (VMSS)		
Pricing Agreement (for Dev/ Test env.)	 Dev/ Test Pricing	 Hybrid Benefits		

In Phase 2 (Optimisation), Capgemini can either work with the Buyer's teams to carry out the detailed optimisation programme or provide a fully resourced team to deliver the programme.

In addition, Capgemini can provide FinOps enablement to build a capability within the Buyer's organisation to manage cloud infrastructure costs and Committed Usage Discounts on an ongoing basis. This can include training and knowledge transfer of tools, processes, standards, and policies, as well as upskilling of staff. Key deliverables of the Optimisation Phase can be the delivery of agreed optimisations, the establishment of a FinOps capability with associated governance, tooling, policies and processes, and training of staff.

In addition to this activity, Capgemini can also provide appropriate tooling options above the existing cloud native capabilities provided by your Cloud Service Provider to accelerate the service.

4 Buyer Responsibilities

Please refer to the Supplier Terms listed with this service on the Platform. These may contain additional Buyer obligations/costs the Buyer is subject to that are not identified anywhere else in the Supplier's Application or on the Platform.

If these responsibilities do not match your expectations, then please contact us in order that we can explore options to vary our approach.

5 Service Management

The service can be delivered as a defined project or on a day rate basis.

6 Protection of Data

This service is based on a security classification of 'Official', however should you have a requirement for a different security classification that you would like us to consider, please contact us to discuss.



7 On-boarding and Off-boarding

Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form (including as a minimum an exit plan in line with the Call-Off Contract terms) which will be charged for in accordance with the Pricing section for this service.

8 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of G-Cloud services to public sector clients. Where possible and applicable, this forms part of the delivery plan for the service agreed at the start of the engagement. Our consultants and engineers are experienced in providing skills and knowledge transfer for major private and public sector clients.

Where appropriate, we may use a standard approach, tailored to topic, skills-gap and individual, to ensure consistency and effectiveness. The approach, Capgemini's Assess-Plan-Implement framework, has been used repeatedly by our teams to structure the work involved in transferring skills and creating new teams capable of driving and sustaining change long after the end of the formal programme. The framework can be applied throughout a project to understand knowledge transfer objectives, plan training delivery methods and materials, and deliver and evaluate success.

9 Partnerships/Alliances

Capgemini has strategic alliances with Amazon Web Services, Microsoft and Google. Capgemini can leverage these alliances to find potential funding and preferred rate negotiations with these Cloud Service Providers. This option can be requested by you when you request this service.

In addition, Capgemini can use its partnerships with Cloud Cost Management and Optimisation software organisations to accelerate the service. This option can be requested by you when you request this service.

10 Vendor Accreditations/Awards



For the 13th year in a row, Capgemini has been recognised as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgement of our ethical culture that makes us an employer of choice and responsible player in the eyes of our clients, shareholders, and the wider community.



ISO 9001 Quality Management for Management Consultancy and IT Implementation and services to the Public Sector



ISO 27001:2013 - Provision (Delivery) of IT services including business applications development, maintenance and Data, Digital and Cloud technologies.



NelsonHall has identified Capgemini as a Leader in its 2022 NEAT Vendor Evaluation for Learning Services due to its ability to meet future client requirements as well as its capability to deliver immediate learning benefits to them.



Capgemini is the first amongst consultancy and technology firms to be recognised six times in a row for its thought leadership reports.



2023 Ecovadis Platinum Rating: We maintained a platinum rating, recognising us as a responsible and sustainable business in the top 1% of companies assessed.



Better Society Awards: Our collaboration with Code Your Future to offer digital skills training won a Better Society Award in 2022. The awards celebrate efforts by commercial organisations to create a better society.



Inclusive Top 50 UK Employers List: We achieved second place in the Inclusive Top 50 UK Employers List 2022/23 – a list that assesses companies for best practice on diversity, equality and inclusion



UK Best Workplaces for Women: We were listed as a Best Workplace for Women by Great Place to Work®. This listing is based on responses from our team to an anonymous survey about their employee experience.



UK Best Workplaces for Wellbeing: We are listed by Great Place to Work® as a Best Workplace for Wellbeing



Great Place to Work: We were certified as a Great Place to Work® in 2023, reflecting our employees' experience of working at Capgemini in the UK.

11 Sub-contractors

Capgemini UK may use subcontractors to deliver this service.

12 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these services.

13 Pricing



This service is priced in accordance with the SFIA Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

14 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

We would be pleased to arrange a call or meeting to discuss your requirements of our service in more detail.

15 Termination Terms

Please refer to the Supplier Terms for this service.

16 Further Information

For more information about this or any of our G-Cloud services, please contact our Public Sector Team.

Phone: 0370 904 4858

Email: publicsector.opps.uk@capgemini.com including the following information:

1. The name of this service.
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.

About Capgemini

Capgemini is a global business and technology transformation partner, helping organizations to accelerate their dual transition to a digital and sustainable world, while creating tangible impact for enterprises and society. It is a responsible and diverse group of 340,000 team members in more than 50 countries. With its strong over 55-year heritage, Capgemini is trusted by its clients to unlock the value of technology to address the entire breadth of their business needs. It delivers end-to-end services and solutions leveraging strengths from strategy and design to engineering, all fueled by its market leading capabilities in AI, generative AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2024 global revenues of €22.1 billion.

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