



FinOps (cloud cost optimisation)

Service Definition Document

G-Cloud 15

Status: Definitive

Security Commercial – In Confidence

Version no.1/0

THINKING
BEYOND
LIMITATIONS

We're Kainos

Formed in 1986, we set about finding the best people to tackle the most difficult digital work. We fostered a culture where people truly care for each other and the world around them.

Our reputation for software engineering and problem-solving was quickly established, and our customers started to view us more as their colleagues

We're much bigger now, helping organisations across the globe to navigate change in more ways than ever. But some things never change, like our commitment to our people, delighting our customers, and our technical ability

Some say we're leading a quiet revolution in digital, but if you ask us, we're just doing our bit to make the world a little bit better.



3,132 amazing
people



13 consecutive
years of growth



40 years
of innovation



£382m revenue
(FY2024)



13 locations
globally



FTSE 250 listed
tech company



Our core expertise

The digital revolution is already happening. We're leading from the front to help our clients **seize every digital opportunity** and be future-ready.



Cloud



Business Applications



Data and AI



Managed services



Engineering



Service and
experience design



Workday services
and products

- Test
- Audit
- Shield
- Deployment
- Optimisation
- Spark & Grow

FinOps (Cloud Cost Optimisation)

Empower your organisation to unlock full cloud value with our FinOps services. Using the FinOps Foundation Framework and FOCUS, we deliver expert assessments, enablement, and actionable insights across multiple offerings to drive cloud cost transparency, usage optimisation, and continuous improvement. Achieve smarter decisions, stronger governance, and sustainable business outcomes.

Features

1. Support for major cloud platforms: Azure, AWS and GCP.
2. Proven methodology to quickly assess cloud consumption and utilisation.
3. Assessment of people, processes and technology to optimise value.
4. Consumption strategy created to guide cloud deployment and on-going savings.
5. Workload uptime and usage aligned to business need.
6. Shift-left cost awareness through dashboards to visualise consumption and usage.
7. Analysis of cloud-native platform services to reduce cost.
8. Recommendations for improvements in tooling and automation.
9. Recommendations for improvements in billing metadata e.g. tagging standards.
10. Implementation of cost controls/policies to manage usage e.g. budgets.

Benefits

1. Increase business value derived from use of cloud services .
2. Minimise operational management costs by using cloud-native / platform services.
3. Rate reduction optimisations through Reservations, Savings Plans and spot instances.
4. Reduction of licensing and support costs.
5. Budget and forecasting improvements enabling accurate forward planning.
6. A RAG scored actionable set of tasks to maximise savings.
7. Cost allocation improvements through chargeback or showback.
8. Joint teams and knowledge transfer – enablement of your staff.
9. Cost related KPIs to measure and track optimisation initiative progress.
10. Reduction in cloud emissions through intelligent scheduling.

FinOps (Cloud Cost Optimisation)

Our FinOps services follow best practices from the FinOps Foundation Framework to mature your FinOps practices. We have a range of service offerings from short FinOps maturity assessments to longer-term enablement to build your FinOps practices.

Using actionable insights across multiple offerings leveraging best practices, automation, AI, and governance we ensure cost transparency, accurate forecasting, and optimised resource usage for sustainable, data-driven cloud and technology operations.

Methodology

We use blend of AI and our talent across a 3-stage process for our FinOps maturity assessments.

1. **Workshop with sponsor:** Understand the key drivers, agree high-level objectives, current cost base and saving targets, and the timeline to achieve the expected savings.
2. **Data Collection:** This stage may include -
 - Leveraging FOCUS
 - Discussions with key stakeholders in technology, IT operations, finance, and procurement to identify opportunities and understand constraints such as organisational readiness, licensing, contracts etc.
 - Run cloud-specific cost optimisation tooling on the IT estate.
 - Analysis of cloud costs.
 - Reviews of existing policies, processes and solutions in place.
3. **Produce the report:** This report offers a clear, evidence-based view, presenting a prioritised set of actionable recommendations to support

your organisation's objectives and deliver measurable public value.

Service Outputs

The outputs will vary based on the agreed objectives; however, it will address several cost optimisation areas:

- **Technology:** Server retirement, re-architect to rationalise, right sizing, best cloud service for the workload, consolidation, waste reduction, tooling improvements, cost monitoring dashboards etc.
- **Operational:** Best consumption model for workloads, workload and environment scheduling, leverage geographical cost differences, reduction of internal effort by use of managed services, optimisation of DR and BCP consumption, automation and use of cloud-native services such as remote desktops etc.
- **Commercial:** Licensing rationalisation, reservations/commitments, leveraging Crown Commercial Services (CCS) cloud vendor MoU for preferential pricing and discounts.
- **Enablement:** Cost management processes and Governance recommendations

This service can be applied at any stage in your organisations' cloud journey. The process will be tailored to ensure it is relevant to what the current requirement is and is designed to be applicable at any maturity level. This service can be used to assess your organisations' maturity in Cost Optimisation and provide actionable insights to facilitate improvements. We can perform this function for you, or work with your staff to upskill and enable them to build an internal capability which will allow you to take control of your own cloud costs going forwards.

Where possible, we will also identify opportunities to improve the sustainability of your cloud platform and provide high level recommendations as to how you can start to include related metrics in your organisations cloud operating model.



Where we are

The Americas

Buenos Aires
Indianapolis
Nova Scotia
Toronto

UK and Ireland

London
Birmingham
Belfast
Derry
Dublin

Central Europe

Gdansk
Helsinki
Paris
Wommelgem

What makes us stand out



Our people



True collaboration



Innovation



Digital know-how



Common goals



Trust



Digital Services

We are **engineers**, specialists. We **overcome big challenges** for our clients, through delivery of **intelligent** digital services that use the best in **talent and technology**.

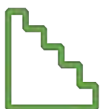


55 million UK citizens

positively impacted by
services we've delivered



**892
customers**



13 locations

And growing



99% of customers

rate our service as good,
great or excellent



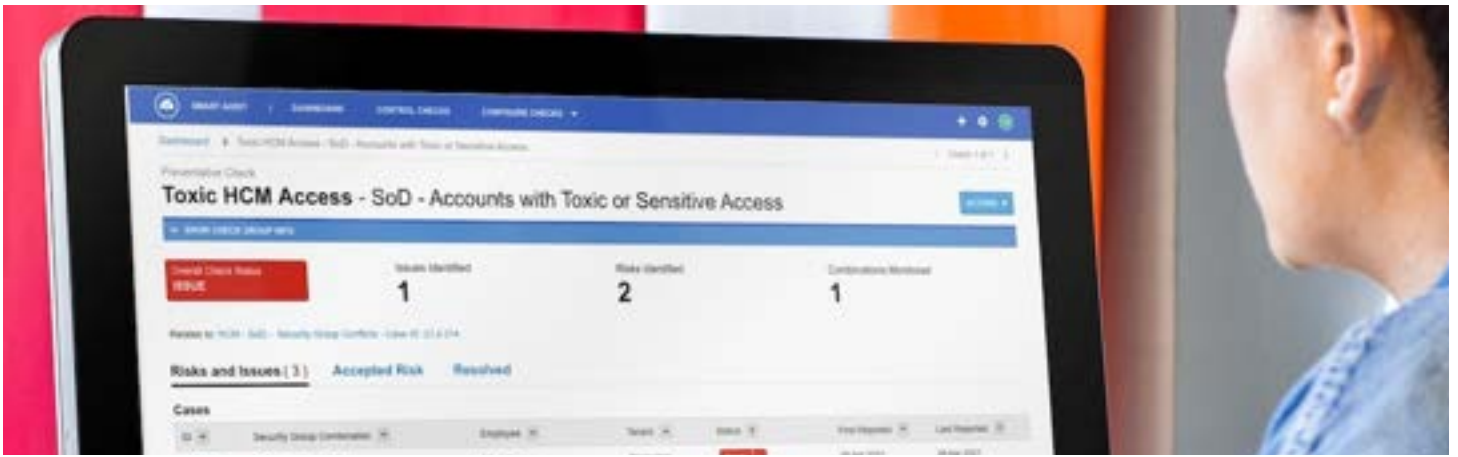
Key partners

Working closely with
Microsoft and AWS to
deliver results



Award-winning

90+ industry awards



Workday

Kainos is a Workday **phase one prime status partner** in all European, North American and Asia Pacific markets. We have worked with many public and private sector customers of various sizes and scale in over **40 countries worldwide**.



Partner Since 2011

We are the only certified Workday Services, Technology and Extend partner globally.



Workday Services

Full range provider from pre-deployment consulting, implementation and support.



650+ Customers

We have deployed to over 650 customers and are a proud Workday customer also, using HCM, Financials, Recruitment, Planning and PSA to run our business.



Workday Public Sector

We have worked with many UK Public Sector customers with their initial deployment, post-deployment support and adoption of new modules.



Kainos Smart

Our product is deployed to 500+ customers globally saving them 1000s of testing hours.



900+ Consultants

Hold over 2,700+ Workday certifications covering all areas of the platform.

65 million

citizens positively impacted
by services **built by Kainos**
for the UK Government



Every driver & every car on the road
Every piece of work to fix roads
Every court case & every prisoner
Every home helped with help-to-buy
Every passport & renewal application
Every COVID test sent out
Every COVID test result
Every user of the NHS App

Every voter registered
Every company opened & closed
Every UK civil servant trained
Every piece of produce grown in the UK
Every thing imported & exported to the EU
Every benefit fraud prevented
Every body's pension details

Our Social Values and commitment to HM Government strategy



Education & Capability Building

We empower people through technical and behavioral learning programs, academies, and outreach projects, fostering skills development and inspiring future technology leaders across communities and organisations.

Social Responsibility

Tackling workforce inequality and ensuring equal access to technical and vocational education, through our Academies, Camps and Earn as you Learn schemes.

Innovation & Future Readiness

Driving continuous improvement through technology

Health, Wellbeing & Accessibility

We support colleagues' physical, emotional, and career wellbeing through initiatives, guidance, and inclusive design, ensuring equal access, experiences, and compliance for all users with diverse needs.

Climate Action & Sustainability

With a comprehensive sustainability strategy underway, we will be a Carbon Net Zero company by 2030.

Equality, Diversity & Inclusion

Maximising service experience for citizens and civil servants by delivering projects with diverse teams, underpinned by our BAME, LGBTQIA+ and female communities.



The Code of Ethics

We are guided by our 6 ethical principles.



Wellbeing

We protect the wellbeing of our staff, customers and communities.



Equality

We improve access and inclusion and minimise bias.



Transparency

Our decisions are traceable and accountable.



Integrity

We hold ourselves and others to ethical standards.



Environment

We act responsibly towards the Earth and its resources.



Initiative

We take initiative to deliver social value and positive impacts.

BCDR and Exit Plan

Business Continuity and Disaster Recovery (BCDR)

A Business Continuity Plan can be provided if required. This shall set out the arrangements to be invoked in the event of an actual or perceived threat to business continuity, to ensure continued operation of the system and continuity of the services provided by Kainos pursuant to the Prime Agreement and shall include: the alternative processes, options and responsibilities that may be adopted in the event of a failure or disruption to the system and/or services provided by Kainos pursuant to the Prime Agreement; and the steps to be taken by Kainos upon resumption of the system and services provided by Kainos pursuant to the Prime Agreement in order to address any prevailing effect of the failure or disruption including a root cause analysis of the failure or disruption.

Exit Plan

An Exit Plan can be provided if required to detail the steps that would be carried out to ensure smooth transition of Kainos services to a new supplier. The steps outlined in the Exit Plan will help mitigate against any disruption to the service during the transition period. It is assumed that any new supplier will themselves have a procedure they wish to follow during the transition period, and as such the steps in this Exit Plan will serve as a checklist for the new supplier to ensure all key areas of the transition have been covered. The Exit Plan will therefore be subject to refinement should it be exercised.

Commercial Statement

Confidentiality and copyright

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Caveats

Kainos has used all reasonable endeavours to ensure that the contents of this document are accurate but is not responsible for any errors or omissions.

All information provided prior to execution of a contract is provided 'as is' and 'subject to contract' without warranty of any kind.

This document does not constitute an offer from Kainos. In the event that the parties elect to work together, they will only be contractually bound to each other upon signature of a contract.

Corporate information

"Kainos" is the trading name of the Kainos group of companies, further information on which can be found here: <https://www.kainos.com/corporate-information/>.

Kainos Software Limited/ Kainos WorkSmart Limited, will be the contracting entity under this tender / for the provision of the service and may be assisted from time to time by other Kainos group companies.

Freedom of information

Kainos considers that the following information provided in this document is exempt from disclosure under the Freedom of Information Act 2000 (FOI):

The CVs of staff qualify under the "Personal Information Exemption (s.40)" of the Freedom of Information Act and are exempt from disclosure under the Data Protection Act 1998. The Period for which this information should be confidential is the lifetime of the Data Subject.

Rate and pricing information is confidential and commercially sensitive and covered by the 'Commercial Interests' exemption (s.43) of the FOI, as the release of this information is likely to prejudice the commercial interests of Kainos and is likely to adversely affect its (and the Customer's) future negotiating position. The period that this information should be confidential for should be 5 years.