

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Financial Management (CFM) — Contract Pricing and Discounts

2026

Gartner G-Cloud 15 Service Definition

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Gartner

Service Summary

Gartner will identify cloud cost savings opportunities through a review of current cloud contracts, identifying gaps based on peer market guidance. A report will be delivered, based on a review of cloud spend data, cloud resource utilisation data, and an assessment of existing price and discount availability.

Service Description

Gartner will independently and objectively assess the maturity of the cloud cost management capabilities, using a published Cloud Financial Management (CFM) Framework, focusing on the optimise segment for managing existing commitments.

Deliverables will support a reduction in cloud cost variance and increased transparency of cloud contracts, pricing and discount savings opportunities. Gartner will highlight priority areas to address on contract terms and options for pricing and discount term negotiations.

Gartner will assess the business priorities and imperatives for the cloud and provide negotiation guidance for pricing and discount term discussions.

Service Benefits

- Optimal cloud service usage bill, independently and objectively benchmarked
- Enhanced cost management and cloud cost prediction capabilities
- Rightsizing of cloud contracts
- Enhanced cloud architecture, governance, and optimised cloud services
- Provision of client side, independent and objective advice
- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Service Features

- Conduct Cloud Service Provider contract reviews giving independent market guidance
- Model forecast spending using scenarios to roadmap discount strategies
- Review and optimisation for current cloud configuration and usage

Full List of Service Features

- Assess business priorities and imperatives for cloud
- Review contract terms and conditions based on peer contract review
- Review historical cloud service utilisation and spend
- Capacity planning based on spend and cloud service utilisation
- Review contract pricing against the market guidance
- Provide negotiation support for pricing and discounts

Project Approach

Phase 0 — Kick-off and mobilise engagement

- Confirm objectives and schedule
- Conduct project kick-off with key stakeholders to identify current business, and technology strategic drivers, cloud strategy and governance

Phase 1 — Review Cloud Service Provider (CSP) contract and discounts

- Review current cloud setup including service consumption, performance, transactions traffic flow
- Review CSP model, pricing, and discount structure based on spend

Phase 2 — Provide cloud financial management recommendations

- Document action plans for cloud usage cost optimisation addressing the cloud services and configuration
- Provide high-level peer cloud pricing and discount recommendations
- Conduct executive briefing

Project Schedule

Gartner anticipates completion of this engagement within 4-5 weeks, dependent upon the engagement scenario selected by the client.