A Gartner G-Cloud 15 Service Definition for

Cloud Consulting: Cloud Financial Management (CFM) — Value Realisation

2026

Gartner G-Cloud 15 Service Definition

Service Summary

Gartner will identify cloud cost savings opportunities through a detailed analysis of cloud configuration and consumption, architecture, cloud contract and governance, thereby optimising the cost of cloud services and establishing cloud financial management.

To accelerate cloud value realisation, Gartner will establish benefits realisation reports and a structured governance process for monitoring of realised cloud savings and support the implementation of key cloud value optimisation initiatives.

Service Description

Gartner will independently and objectively assess the maturity of the client's cloud cost management capabilities using a published Cloud Financial Management (CFM) Framework and actively enable value realisation by supporting the implementation of key cloud value optimisation initiatives.

Deliverables will enable continuous cloud value and cost baseline optimisation. To support this, Gartner will undertake a review of workload architecture validating whether already realised initiatives through configuration optimisation are addressing the full potential or if there are additional opportunities to be addressed

Gartner will also assess cloud governance opportunities regarding standards, best practices, and financial hygiene. Provide support strengthening the Governance and Operating Model for Cloud and enable more effective cloud optimisation. A review of relevant cloud contracts will be undertaken to identify savings opportunities by leveraging benchmark data and expertise.

Gartner will work collaboratively to develop alternative approaches to cloud consumption and will assist in appropriately sizing cloud contracts. In doing so, Gartner will calculate revised pricing options using benchmark data and will offer alternate cloud consumption patterns and recommendations.

To accelerate cloud value realisation, Gartner will establish benefits realisation reports and a structured governance process for monitoring cloud savings and support the implementation of key cloud value optimisation initiatives, working with the teams to drive changes. Gartner's approach extends traditional FinOps foundations to encompass a more holistic approach that builds on top of basic cost hygiene.

Service Benefits

- Provide technical architecture recommendations for enhanced application and environment
- Provide cost optimisation strategies based on workload demand
- Support detailed Cloud Sourcing and Commercial reviews
- Support the implementation of key cloud value optimisation initiatives, working with the teams to drive changes
- 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 highlight optimisation options for current cloud configuration/usage
- Analyse cloud tooling and technologies and opportunities for optimisation
- Analyse hybrid cloud integration requirements

Full List of Service Features

- Review CFM capabilities, operating model and maturity levels
- Review cloud contract structures and discount/consumption commitments
- Undertake a workload framework assessment to understand performance requirements
- Review Financial Operations (FinOps) capabilities and governance
- Assess cloud environment set-up, current tooling and technology investments
- Review business goals and usage for each of the cloud services and geographies
- Analyse cloud tooling, technologies, performance optimisation and hybrid cloud integration requirements
- Analyse CFM capability structure, operating model, and maturity.
- Perform detailed design of cloud value optimisation key initiatives
- Support the implementation of key cloud value optimisation initiatives, working with the teams to drive changes

Project Approach

This service is structured to be delivered in 12 weeks sprints, with different focus/depths depending on stage of cloud financial management value realisation (from initial focus on assessment/review of baseline to supporting the implementation of efficiency initiatives and track the results. As an example, Phase 1 and 2 may be skipped if already performed in a previous value realisation sprint). The proposed standard approach is:

Phase 0 — Kick-off

- 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 —Assessment of the Cloud Baseline

- Perform cloud financial maturity assessment
- Review current cloud setup, including service consumption, performance, transactions, traffic flow
- Review cloud architecture, environments, tools, and technologies
- Review Cloud Service Provider (CSP) model, pricing, and discount structure

Phase 2 — Cloud Optimisation opportunities high-level qualification

- Develop initial optimisation hypotheses and compare with best practices by:
  - Reviewing CFM capabilities, operating model and maturity levels
  - Reviewing key cloud contract details and discount/consumption commitments
  - Creating a detailed technical, operational, and business profile of the cloud workload
  - Assessing workload profile leveraging our cost-aware engineering approach
  - Assessing service consumption, efficiency, performance, and cost-effectiveness of the workload, including billing reports
  - Analysing cloud workloads for cost leakages and optimisation opportunities
- Identify quick wins and create prioritised list of potential cloud value optimisation opportunities
- Review opportunities discussed with Stakeholders for validation and to obtain further detail where needed
- Provide recommendations and document key opportunities across CFM framework optimisation levers
- Conduct executive briefing

Phase 3 — Deep-dive into prioritised cloud value optimisation initiatives

- Conduct deep dive analysis on prioritised cloud value optimisation opportunities per area (e.g. Reviewing & Negotiating CSP Contracts; Optimising Cloud Usage & Configuration; Establishing Right-Sized Cloud Governance; Evolving to Cloud Optimised Architectures)
- Perform detailed design of cloud value optimisation key initiatives
- Conduct workshops with key stakeholders to review key insights and agree on scope/impact of key changes
- Create action plans for each opportunity with estimated time to benefit, risks and one-time investments required
- Develop opportunities roadmap considering how benefits are realised and other priorities for sequencing (e.g. technical constraints, strategic importance, etc.)
- Enable Opportunity/Benefits Approval by Client, by presenting all needed evidence / case for change including Estimated benefit, funding/resource needs and risk assessment

Phase 4 — Support Implementation of Key Initiatives

- Establish optimisation programme governance tasks and initiatives
- Setup of benefits realisation reports and a structured governance process for monitoring of realised savings
- Support the implementation of key cloud value optimisation initiatives, working with the teams to drive changes
- Support detailed Cloud Sourcing and Commercial reviews aligning with best practices
- Document/Review findings for opportunity under implementation.

- Document lessons learned and support enhancement of analytics
- Assure Knowledge Transfer to Client teams regarding any supported change implementation and overall cloud value realisation programme oversight

Project Schedule

Gartner anticipates completion of this engagement within 12 weeks (per sprint), with final scope depending upon the client's selected engagement scenario and value realisation stage.