

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

2026

Gartner G-Cloud 15 Service Definition

© 2026 Gartner, Inc. and/or its affiliates. All rights reserved. Gartner is a registered trademark of Gartner, Inc. or its affiliates. This Gartner G-Cloud 15 Service Definition, including all supporting materials, is proprietary to Gartner, Inc. and/or its affiliates and is for the sole internal use of the intended recipients. Because this Gartner G-Cloud 15 Service Definition may contain information that is confidential, proprietary or otherwise legally protected, it may not be further copied, distributed or publicly displayed without the express written permission of Gartner, Inc. or its affiliates.

Gartner

Service Summary

Gartner will identify cloud cost saving opportunities through detailed analysis of cloud contracts and workload optimisation, thereby optimising the cost of cloud services and establishing cloud financial management.

Delivered recommendations will support an enhanced cloud cost architecture, governance model and optimised cloud service utilisation.

Service Description

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

Gartner will assess business priorities and imperatives for the cloud and provide negotiation guidance for pricing and discount terms discussions. Deliverables will support a reduction in cloud cost variance and increased transparency of cloud contracts, pricing and discount savings opportunities. Gartner will provide recommendations highlighting priority areas to address including contract terms, and options for pricing and discount terms negotiations.

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

Gartner will prioritise workloads based on criticality, utilisation and value. In addition, Gartner will develop a technical and operational workload profile to identify opportunity areas using its Workload Assessment Framework (WAF). Gartner will use the WAF report to identify workload cost leakages and recommend future improvements.

Service Benefits

- Optimal cloud service usage bill, independently and objectively benchmarked
- Enhanced cost management and cloud cost prediction capabilities
- Rightsizing of cloud services and associated contracts against existing workloads
- Workloads prioritised and aligned to business outcomes
- 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 recommendations for current cloud configuration and usage
- Develop a cost reduction and avoidance model

Full List of Service Features

- Review contract pricing against market guidance

- Prioritise over and underutilised resources across virtual machines and database instances for immediate saving
- Analyse catching mechanisms and storage type, usage, etc.
- Monitor the configuration for auto-scaling based on demand
- Identify the distribution and utilisation of compute instances (Reserve Instance, SPOT)
- Review resource tagging, monitoring and alerts that have been operationally implemented

Project Approach

For each scenario above, a phased approach is described below:

Phase 0 — Kick-off and mobilise engagement

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

Phase 1 — Review the current state of cloud financial maturity, cloud setup, architecture and Cloud Service Provider (CSP) contract

- Perform tailored cloud financial maturity assessment, focussing on the optimised segment of the model
- Review current cloud setup, including service consumption, performance, transactions, traffic flow
- Review CSP model, pricing, and discount structure based on spend

Phase 2 — Review cloud usage, billing reports, and identify leakages

- Create a detailed technical, operational, and business profile of the cloud workload
- Assess workload profile leveraging Gartner's cost-aware engineering approach
- Assess service consumption, efficiency, performance, and cost-effectiveness of the workload, including billing reports
- Analyse cloud workloads for cost leakages and optimisation opportunities

Phase 3 — 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
- Establish execution roadmap and action plan
- Conduct executive briefing

Project Schedule

Gartner anticipates completion of this engagement within 8 weeks.