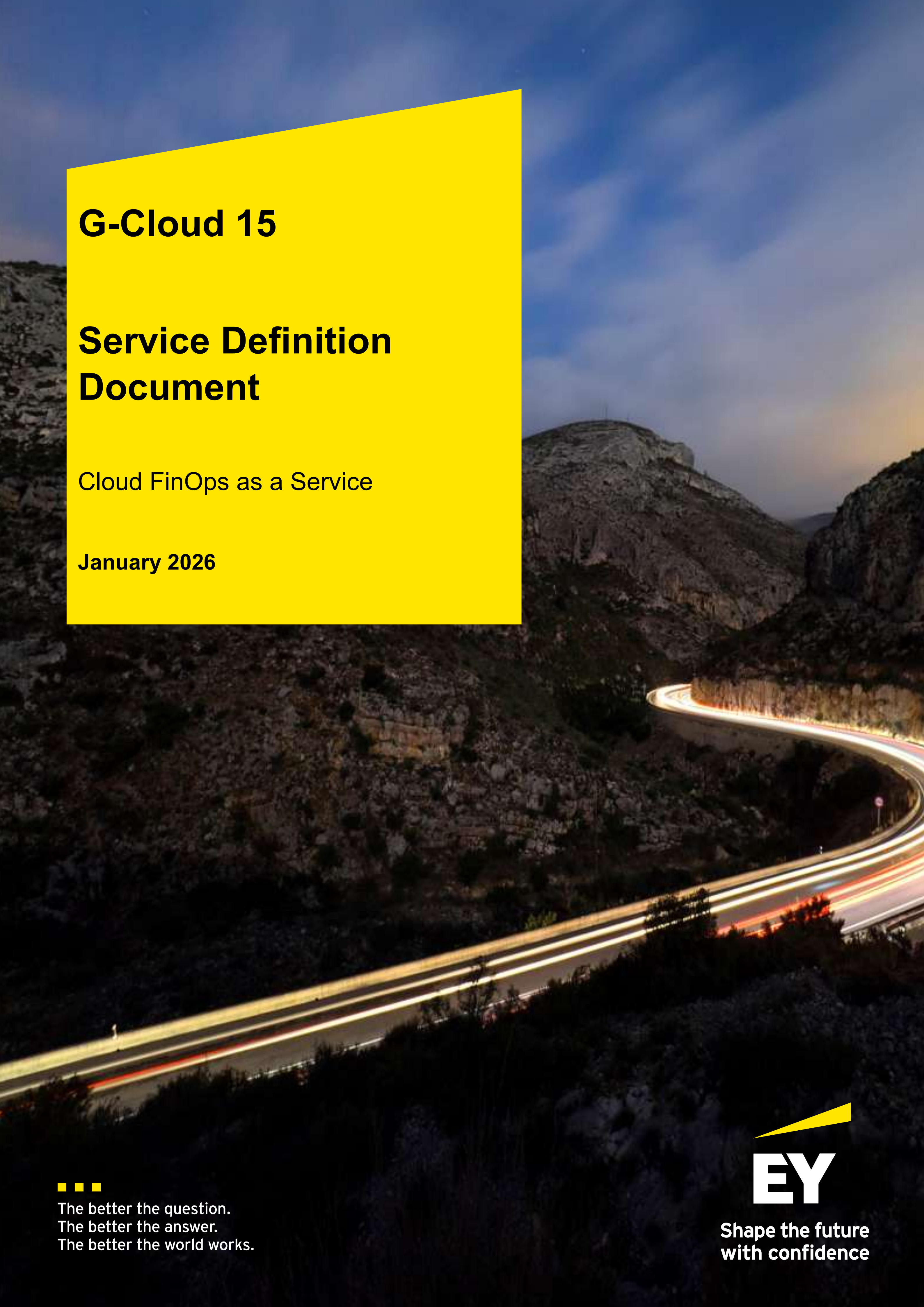

G-Cloud 15

Service Definition Document

Cloud FinOps as a Service

January 2026

The better the question.
The better the answer.
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Contents

1. Service detail

1.1. Introduction

EY's FinOps as a Service provides a comprehensive framework for cloud and wider technology-spend financial management, balancing performance, quality and cost. The service now reflects the progression of FinOps in 2026, where organisations operate across multi-cloud, SaaS, data platforms and increasingly AI-driven workloads. This expanded remit supports clients end-to-end, from initial cloud transition through to a fully optimised, transparent and value-centred operating model.

The service focuses on cost avoidance and optimisation while keeping close alignment with organisational culture and strategy. Delivered by a blended team across Cloud Engineering, Finance and Data disciplines, EY provides bespoke advice and practical techniques that help organisations embed FinOps deeply and sustainably. This strategic partnership enables proactive management of cloud and technology investments, empowers teams with financial acumen, and creates the conditions for continuous improvement.

To strengthen relevance in 2026, the service now integrates **GreenOps principles**, supporting environmental sustainability alongside financial efficiency. This includes energy-use visibility, carbon-aware optimisation and alignment with emerging reporting requirements. It ensures that financial, operational and sustainability goals can be pursued together in one coherent practice.

1.2. Description

EY's FinOps Service offers a structured, comprehensive approach to managing the complexities of performance, quality and cost across cloud and modern digital ecosystems. The service remains modular and tool-agnostic, continuing to integrate Cloud FinOps Services, Cloud Engineering Services and Data & Analytics Services into a unified capability model.

The service equips organisations with the skills and insight required to operate a mature FinOps practice. This includes the ability to identify cost-optimisation opportunities across all FinOps domains while also addressing the expanded technology-spend landscape that now includes SaaS platforms, AI compute, data-processing workloads and hybrid architectures.

The service remains flexible in design and deployment, incorporating current best practice guidance. EY's global Cloud FinOps offering continues to support business case development, cloud cost forecasting, commercial advisory and enterprise agreement optimisation. It now also supports sustainable-spend modelling, GPU and AI-driven cost governance, and modern unit-level economics for improved decision-making.

Beyond advisory support, EY provides co-sourcing and managed services, enabling clients to operationalise Cloud FinOps quickly and effectively. This includes accelerating optimisation through AI-enhanced analytics, anomaly detection, governance guardrails and automated workflows. The managed service also incorporates, where relevant, energy-efficiency insights and sustainability considerations, supporting clients to reduce unnecessary consumption while strengthening operational resilience.

The service concludes with a structured transition back to the client, supporting self-sufficiency and long-term capability growth. The EY FinOps framework continues to evolve with global best practice, regulatory drivers and lessons learned, enabling organisations to maintain financial stewardship and cost-effectiveness across increasingly complex environments.

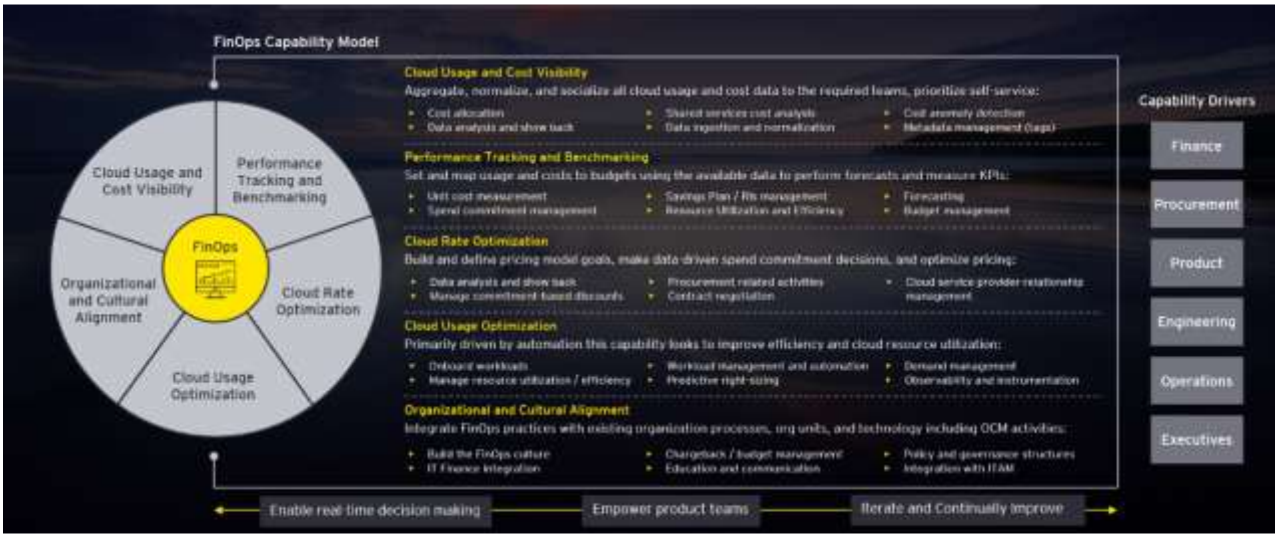

Figure 1 – EY FinOps Capability model

To reflect the shift towards cost-and-carbon accountability, the service introduces optional GreenOps integration. This includes carbon-aware workload recommendations, visibility of energy-intensive patterns and alignment with sustainability metrics, helping organisations embed greener cloud usage into everyday operations in a practical and commercially grounded way.

1.3. Features

- **Aggregates and normalises cloud usage and cost data, enhancing visibility:**
  Data from diverse cloud and SaaS environments is consolidated and standardised, providing a clear view of usage, spend and key drivers across technology platforms.
- **Streamlines cost allocation, analysis and optimises shared services costs:**
  Supports detailed allocation models that reflect modern, distributed workloads, enabling accurate financial reporting and shared-service optimisation.
- **Detects cost anomalies and manages metadata with precision:**
  Advanced analytics highlight unusual spend patterns, including those associated with rapidly scaling AI workloads. Strong metadata governance ensures consistent tracking and reporting.
- **Tracks performance and benchmarks against budgets for cost savings:**
  Continuous monitoring helps organisations stay aligned with financial expectations. Benchmarking supports early intervention and better cross-team accountability.
- **Defines pricing models for optimal cloud rate and spend commitments:**
  Supports commitment planning, commercial optimisation and strategic contract decisions across cloud providers and SaaS platforms.
- **Automates for improved cloud usage efficiency and cost reduction:**
  Automation enhances resource utilisation, reduces waste and strengthens governance. Automation uplift now includes options for energy-aware optimisation.
- **Integrates FinOps with organisational processes, aligning culture and technology:**
  FinOps practices continue to be embedded across engineering, finance and operational teams, strengthening collaboration and financial responsibility.
- **Empowers teams with financial acumen for operational excellence:**
  Training and upskilling support teams to understand financial and sustainability implications of technology decisions.
- **Supports energy-aware optimisation across workloads:**
  The service includes practical guidance on identifying energy-intensive usage patterns

and improving the efficiency of cloud and digital platforms. This helps teams make informed decisions that balance performance, cost and sustainability.

- **Provides visibility of carbon-related consumption trends:** Enhanced reporting offers a clearer view of how workloads contribute to carbon footprint, making it easier for organisations to understand and manage the environmental impact of their technology estate.
- **Incorporates sustainability metrics into everyday operations:** Sustainability indicators sit alongside financial and operational insights, helping teams embed greener behaviours into routine processes without adding unnecessary complexity.
- **Encourages cost-and-carbon-efficient architecture choices:** The service supports teams to explore alternative designs and patterns that reduce consumption while remaining commercially and technically viable.

1.4. Benefits

- **Provides comprehensive oversight for cost optimisation in cloud spending:** EY's service offers a thorough monitoring system that ensures all cloud expenditures are optimised for cost, delivering a holistic view of financial operations, including cloud, SaaS, data and AI environments.
- **Enables precise financial decisions and transparent cost management:** With detailed insights into cloud spending, organisations can make well-informed financial decisions, fostering a transparent environment for managing costs.
- **Ensures budget efficiency through strategic cloud rate optimisation:** The service strategically adjusts cloud rates to align with budgetary constraints, ensuring efficient use of financial resources and long-term commercial alignment.
- **Boosts operational efficiency with resource utilisation improvements:** By enhancing the utilisation of cloud resources, the service improves overall operational efficiency, reducing waste and unnecessary expenditures.
- **Aligns FinOps with organisational goals, enhancing cost savings culture:** The service integrates FinOps practices with the broader objectives of the organisation, cultivating a culture focused on cost savings and financial prudence.
- **Facilitates ongoing enhancement of cloud financial management:** EY's service supports continuous improvement in managing cloud finances, ensuring that strategies remain effective and responsive to changing needs.
- **Strengthens partnerships for cost-effective cloud service provision:** The service fosters strong relationships with cloud service providers, ensuring that clients receive cost-effective solutions tailored to their needs.
- **Cultivates a proactive, cost-conscious organisational ethos:** By prioritising financial awareness, the service encourages a proactive approach to cost management, embedding a cost-conscious mindset throughout the organisation.
- **Strengthens sustainability outcomes alongside financial efficiency:** By surfacing energy and carbon considerations early, organisations can make balanced decisions that support both cost control and environmental responsibility.
- **Improves transparency of environmentally impactful workloads:** Clear visibility into high-consumption areas allows teams to act earlier, reducing both waste and carbon intensity.
- **Supports alignment with wider organisational sustainability commitments:** GreenOps insight helps technology, finance and sustainability teams work together more effectively, ensuring cloud and digital investments contribute to ESG goals as well as financial expectations.

- ► **Promotes responsible consumption across teams and services:**
  The combined view of cost, performance and environmental impact encourages more thoughtful use of resources, building a culture focused on long-term value and resilience.

1.5. Pricing

This service is priced in accordance with the SFIA rate card provided and can be modelled using a range of commercial approaches e.g., time & materials, fixed price, etc. ‘Ordering and Invoicing’ and ‘Termination’ are to be undertaken in accordance with G-Cloud 15 contract terms unless varied by mutual agreement and detailed within a call-off contract.

2. Key contacts

For further information please get in touch via the email address below.

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