

Evidence-backed Cloud Cost Management and Financial Optimisation (FinOps)

A KPMG Service for G-Cloud 15



KPMG About us

KPMG is one of the largest AI Platforms & Cloud Engineering Advisory and Implementation providers in the UK. We bring end-to-end services across the entire cloud life-cycle from Strategy and Planning, to Architecture and Build, through to running Secure cloud-native applications. This is enabled by our diverse, industry-leading and multi-disciplined experts.

 AI Platforms & Cloud Engineering in its 10th year	 1000+ AI Platforms & Cloud Engineering Team (670+ Engineers & Architects, 500+ Advisory & Delivery consultants)	 2000+ AI & Cloud certifications in Azure, Google, AWS	 £30M + AI Platforms & Cloud Engineering spend supported annually	 600+ AI Platforms & Cloud Engineering projects completed	 50%+ Focused on highly regulated industries
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AI Platforms & Cloud Engineering Practice

- Deep domain experience across a wide range of Cloud providers and technologies
- Leading and award-winning scaled engineering capability
- Long established consulting approach and methodologies

Our Principles

- Industrialised approach reusing assets and accelerators
- Automate everything
- Deliver value for money
- Pride ourselves on high quality outcome deliverables

How we Operate

- Sprint based projects for fast iterative results
- Delivering with our clients using outcome focused multi-disciplinary teams
- Strong, established network to ensure partnering excellence

Our Core Propositions

Besides the core propositions we deliver **240+** services mentioned in our Service Catalogue

Operational Excellence 	AI Powered Modern Platform 	Modern Engineering 	Value & Sustainability 	AI Powered Application Modernisation 
• Cloud CoE & Target Operating Model • Cloud Programme Risk and Assessment • Cloud Maturity Assessment	• Cloud Design, Build, Migrate & Transform • Cloud Risk Controls & Cyber • Cloud Security Architecture	• DevOps & DevSecOps • Secure SDLC • Site Reliability Engineering (SRE)	• ESG • Sustainable Technology • Cloud Cost Management & Financial Optimisation (FinOps)	• Gen AI • Cloud Data & Analytics • Logging and Monitoring

Across our many delivery centres, we work with clients of all industries, specialising in complex, high risk or regulated sectors.

London |
Manchester |
Leeds
(Onshore)

UK
Malta
(Nearshore)

India
Bangalore | Pune |
Noida | Gurugram |
Hyderabad
(Offshore)

Combining our expertise with our alliance tech solutions, we harness the power of smart technologies. Together, we solve your most complex business issues to create sustainable success.



Cloud Cost Management and Financial Optimisation (FinOps)



Service Description:

KPMG's evidence-backed Cost Management and Financial Optimisation (FinOps) services help you **eliminate unnecessary** cloud spend and **avoid premium** costs. Our FinOps Capability Framework offers a **holistic** approach to **unlock** the **full potential** of FinOps - delivering cost **transparency**, actionable **optimisation** strategies, **scalable** governance through automation and tooling, and a **tailored** operating model **aligned** with your unique environment. By partnering with your teams, we ensure **measurable** cost **savings** & **maximise** the **value** of your cloud **investments**.



Service Categories

- Cloud Financial Optimisation Maturity Assessment
- FinOps Operating Model set-up and Mobilisation
- FinOps Tooling and Fitment Assessment
- Cost Allocation and Tagging Strategy
- Cloud & AI Costing and Reporting Strategy
- Cloud Budget Management and Forecasting
- FinOps Policy and Governance
- Cloud & AI Cost Optimisation



Service Benefits

- Delivers **actionable insights** for **sustainable cost savings**
- Collaboration with your teams to **implement cost optimisation** strategies
- Our accelerators enable **2x faster** assessment of cost **saving opportunities**
- Our accelerators offer **over 25% savings** potential
- Compatible to handle & **optimise AI workloads** effectively
- Ensures **continuous monitoring** of cloud spend
- Provides evidence backed **benefit tracking** and realisation
- **Partnerships** with leading cloud cost management and optimisation tool providers
- Experience across **major cloud service providers** (AWS, Azure, GCP)
- **Structured governance** for execution, ensuring uniform **compliance at scale**.
- Enhances **operational efficiency** with **clear accountability** & streamlined workflows.



Service Features

- **FinOps Maturity assessment:** Evaluate client current state holistically across different FinOps dimensions.
- **FinOps Operating Model:** Design and implement FinOps operating model in greenfield or brownfield environments including mobilisation.
- **FinOps Tooling & Automation:** Define automation levers and identify best-fit tools for maximum value realisation.
- **FinOps Cost Visibility:** Enhance cost transparency to deliver rich insights and enable informed decisions for cloud and AI workloads.
- **FinOps Governance and Policy:** Define and establish operational governance and scalable policies for cost control, visibility and optimisation with clear guidelines and guardrails.
- **Cloud Cost Optimisation:** Identify platform-specific cost optimisation levers (cloud and AI) to maximise cloud value and improve ROI.

Our Approach

KPMG proposes a well-defined and proven approach to enable you in delivering maximum value from cloud investment. Using KPMG's comprehensive FinOps Capability Framework we enable clients to effectively adopt cloud financial management and accelerate their journey in-line with their cloud maturity and AI adoption roadmap.



Requirements

- Access to current Cloud environment and data
- Understanding the current state posture
- Business objectives and current IT alignment
- Alignment of single-threaded change enablement leadership
- Collaboration and Communication from subject matter experts.
- Commitment to Change Management
- Executive buy-in and involvement
- Trust and Partnership
- Resource Allocation
- Commitment to Continuous Improvement



High-Level Timelines

Our indicative timeline is based on our experience of delivering similar engagements for multiple organisations. Once engaged, we will work with you to create and agree a bespoke plan to meet your requirements.

- 4-6 weeks: Maturity assessment and operating model definition
- 6-24 weeks: Tooling integration and operating model implementation
- 24 weeks+: Collaborative implementation of cost optimisation opportunities



Activities

Operating Model

- Assess FinOps Maturity
- Define and set-up operating model
- Develop Implementation roadmap

Cost Visibility

- Develop cloud & AI workload cost allocation strategy
- Create cloud budget management and forecasting approach
- Define tagging strategy & framework
- Develop cloud cost reporting
- Define unit cost strategy

Tooling and Automation

- Assess current FinOps tooling landscape and automation posture
- Define best-fit FinOps tooling for desired business outcomes
- Create use-cases for FinOps automation
- Develop FinOps scripts for automation deployment

Cost Optimisation

- Optimise resource management
- Define pricing & license optimisation
- Enable cost efficiency through anomaly management
- Enable saving opportunity tracking

Policy and Governance

- Create and embed governance structure
- Define and embed FinOps policies
- Enable policy governance at scale



Outcomes

Operating Model and Governance

- Defined FinOps charter & strategy
- Established practice with team, roles & responsibilities, processes
- Clearly defined KPIs, service measurement and reporting

Cost Visibility

- Defined cloud cost allocation approaches
- Budget and variance visibility
- Cost budgeting and forecasting
- Costs as a function of business outcomes

Tooling and automation

- Improved value optimisation through best-fit tooling
- Dashboards/reports for cloud cost visibility
- Improved accountability & tracking

Cost Optimisation

- Maximised savings through resource & price optimisation
- Tracking of optimisation opportunities to realisation

Policy and Governance

- Established FinOps governance
- FinOps policies applied at scale

Why KPMG



Top Professional Brand

KPMG has a strong brand and excellent reputation. We are focused on customer needs and have a pragmatic approach for the design and delivery of our Projects. Our team has a proven track record of delivering similar engagements and an intimate knowledge of challenges faced by our clients.



Constructive Input and Challenge

We consider it to be our responsibility to bring an independent perspective and constructively challenge existing processes and systems. We will highlight and share with you both internal and external leading practices.



We Employ a Collaborative and Integrated Team Approach

We deliver a full suite of evidence-backed recommendations in collaboration with KPMG sector and technical experts in all parts of our business around the globe. By working in multi-disciplinary teams, we can deliver holistic thinking and insights for even the most complex challenges.



We Have Strong Relevant Recent Credentials

We have worked across multiple industries and will bring insights from other sectors to challenge your thinking. We have vast Cloud and DevOps expertise within our technology practice in the UK region alone, who cover everything from hosting strategies to building landing zones. We produce agile, resilient and efficient IT functions that support the wider enterprise.

Thought Leadership



Evolution of AI in Cloud FinOps



ESG Centric app. development strategy



Tackling FinOps Cloud Cost Optimisation



AI & Cloud

100+ POVs/Blogs

Some of them are displayed here



What does sustainability in IT really mean?



Cost visibility for cloud value maximisation



How can we harness cloud as the route to the future of compute?

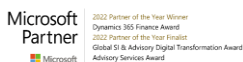


Strategic Cost Optimisation for the modern bank

And many more....

KPMG Industry Analyst Recognition

Industry analysts recognition and accolades - KPMG Global



Microsoft Partner of the Year for 2023
Microsoft Prestige Award for Supplier of the Year



KPMG named a **Global Leader** in Verdantix Green Quadrant: **ESG and Sustainability Consulting 2024**



Global Partner of the Year 2024
Google Cloud DE&I Partner 2024



2x Guinness World Records for DevOps and Cloud Upskilling

DevOps upskilling in KPMG and the community



2020, 2021, 2022

Highly Commended / **DevOps Leader of the Year 2023**



The Forrester Wave™: Cybersecurity Consulting Services in Europe, Q1 2024





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