SixPivot

SixPivot FinOps Consulting

"FinOps is an evolving cloud financial management discipline and cultural practice that enables organisations to get maximum business value by helping engineering, finance, technology, and business teams to collaborate on data-driven spending decisions."

– FinOps Foundation, Technical Advisory Council

SixPivot FinOps Consulting

The SixPivot Cloud FinOps consulting practice helps organisations to optimise their cloud spend and increase the value of their cloud investment. With a deep understanding of cloud technologies and cloud cost optimisation, we work with our clients to identify opportunities for cost optimisation, increased efficiencies, and improve the return on investment in their cloud infrastructure.

As organisational maturity around cloud cost optimisation increases, we help our clients build their own internal FinOps capability to fully realise the benefits of cloud computing with appropriate financial governance.

Some of the benefits we offer include:

- **Cloud cost management**: We help organisations to identify opportunities for cost optimisation and increased efficiencies.
- **Cloud resource optimisation**: We work with organisations to identify and optimise the use of their cloud resources to improve efficiency.
- **Cloud financial management**: We provide data-driven insights and recommendations to help organisations make informed decisions about their cloud strategy, including optimisation of cloud spend and forecasting of future costs.
- **Cloud process improvement**: We help organisations streamline their processes related to cloud operations, resulting in faster, more accurate decision-making.

FinOps Foundation Framework

Our FinOps consulting services are heavily guided by the FinOps Foundation framework as well as the Microsoft Well Architected Framework (WAF). This FinOps foundation framework recommends a "Crawl, Walk, Run" approach to continuously improve an organisation's FinOps capability.

Initially the goal is to simply extract cloud costs from cloud providers and report them in a meaningful manner.

Guiding Principles

- Teams needs to collaborate.
- Everyone takes ownership for their cloud usage.
- A centralised team drives FinOps.
- Reports should be accessible and timely.
- Decisions are driven by business value of cloud.
- Take advantage of the variable-cost model of cloud.

FinOps Principles by FinOps Foundation

Cloud Cost Health Check (Crawl)

We recommend that new adopters of FinOps practices start with a Cloud Cost Health Check.

- Precursor to WALK/RUN or can be delivered in isolation.
- Purely technical, using the tools at our disposal.
- Deploy Cloud Ctrl to analyse existing costs. (Or utilise existing tooling if available).
- Reports on cloud resource usage, environmental emissions, and energy impact.
- Recommendations for cost optimisation such as: reserved instances, rightsizing, etc.
- For Azure, can include an EA to RRP comparison or optional submission to CSP partners to get alternative commercial offers.
- Demonstrate immediate and tangible results.

Deliverables:
- A written report identifying the current usage and projects, a prioritised list of potential cost saving measures and actions to implement them, an overall health check rating for an organisation's FinOps position.
- A presentation of the priority findings to identified customer stakeholders.
- A roadmap of recommended remediation activities.

Managed FinOps Service (Walk)

Pre-requisite: Cloud Cost Health Check
Recommended for organisation spending in excess of $75k / month in Cloud

- Upfront engagement, monthly review.
- Increased visibility.
- Ongoing proactive monitoring.
- Specific templates & tagging policies.
- Remediation of un-tagged resources.
- Region-based reporting, including local portals per region, and local currency reporting.
- Provide recommendations for cost optimisation such as reserved instances, rightsizing, etc.
- Client is required to undertake specific remediation tasks.

Cloud Economics Maturity Roadmap (Run)

Pre-requisite: Cloud Cost Health Check
Recommended for organisation spending in excess of $100k / month in Cloud

FinOps Enablement

- Gather data on current cloud management practices.
- Interview(s) with organisations key stakeholders
- Deliver an initial report on findings, followed by monthly updates as FinOps adoption matures.
- Provide guidance on proactive cost management, cost models and cloud governance strategies.
- Prioritise areas of focus to gradually improve the maturity level of FinOps within the organisation.
- Aiming for self-sufficiency.
- Working with the organisation to build an internal FinOps team.
- Aligning cost management strategy to organisational technology strategy.

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