FinOps

Long-term cloud cost efficiency gains — that's our promise.

What's getting in the way of operating a cost-efficient cloud?

Stakeholder misalignment – tracking and managing costs across shared cloud resources is impossible without collaboration between IT, finance, procurement, and business teams.

Absence of data-driven insights – limited real-time and actionable data across consumption sources make managing and forecasting cloud costs complex.

Inadequate infrastructure – without centralized and comprehensive cloud tools and platforms, your IT teams make suboptimal decisions.

Insufficient cloud knowledge – IT teams who don't understand cloud operating models often turn to on-premises approaches that lead to unnecessary spending and business disruption.

Maximizing the business value of cloud is an ongoing effort that requires collaboration between your IT, finance, procurement, and business teams. Softchoice's FinOps ü ⅺ º   ðâ© helps establish a constant cycle of cloud cost improvement that moves between three phases– inform, operate, and optimize.

Inform offers real-time visibility into cloud usage and spending patterns, enabling you to track, allocate, and forecast budgets. It also helps you benchmark costs, performance, and processes against internal teams or industry best practices to identify areas of improvement.

Optimize empowers you to put insights from the Inform phase into action through cloud cost improvement plans. Plans will vary based on an organization's context but often include tactics such as rightsizing, turning off unused resources, tagging, purchasing commitment-based discounts, and modernizing infrastructure.

Operate helps you put plans into action, evaluating business and technical objectives against key performance indicators. Here, you can detect anomalies and ensure plans deliver expected outcomes through monitoring processes and tooling. This phase can also involve introducing automation or building a cloud cost center of excellence (CoE) to scale best practices and policies across the organization.

Our modular FinOps solution is segmented into two tiers of services - Foundational and Advanced – allowing you to choose the skill and type of intervention needed for your maturity, context, and priorities. Modules in each services tier work as part of a systematic approach. These services are supported by comprehensive planning, deployment, and management technical capabilities, helping quickly implement plans.

Foundational Services

Executive Alignment and Business Strategy	Through a guided process, we help establish your short-and long-term cloud financial goals to create a FinOps adoption strategy aligned with executive leaders' objectives and corporate strategies. The adoption strategy provides the basis for a tactical roadmap along with a case for change.
Maturity Assessment	Using information gathered from surveys and interviews, our team benchmarks your organization's FinOps maturity and readiness against industry best practices. We then define and prioritize improvement areas based on your business and technical objectives.
Cloud Cost Evaluation	We use VMware Aria Cost, a non-intrusive third-party tool, to collect data from your live cloud environment to identify cloud cost inefficiencies. Our team then assesses this data to create a cloud cost improvement plan aligned with best practices, supported by evaluation reports that detail the exact cost benefits of implementing proposed recommendations.
Workshop	We run a series of workshops to educate functional IT, finance, procurement, and business team members on FinOps concepts and build consensus on critical business and technical objectives. This helps define adoption focus areas and develop a backlog list of noncritical tasks to guide long-term initiatives.

Advanced services

Program Development	Collaborative workshop to identify and address improvements in your Azure cloud operating model, followed by recommendations captured in an action plan.
Program Enablement	Implement the prescribed action plan and evaluate results of the first FinOps implementation cycle.

Microsoft Softchoice

Bring accountability, transparency, and control to Azure cloud's variable spend model to:

- Make accurate and informed business decisions with real-time and actionable data into cloud usage and spending patterns.

- Gain a strong understanding of how all aspects of your cloud environment contribute to the total cost of ownership.

- Create a cost-conscious culture to encourage your teams to find ways to reduce costs and increase revenue through cloud services.

- Establish and maintain policies and guardrails to ensure cloud resources are secure, compliant, and cost-efficient.

- Track and benchmark your cloud costs and performance against industry best practices and internal teams to stay competitive in your market.

- Improve your digital transformation maturity with tooling, automation, or application/data modernization to create new business value.

Why Softchoice?

Our approach is focused and strategic, combining niche consulting expertise with enterprise-grade technical capabilities to deliver personalized engagements and impact at scale.

✓ **Leading partnership** – deep business and technical expertise Azure cloud platform

✓ **Proven expertise** – successful delivery of thousands of cloud projects across various verticals, geographies, and company sizes.

✓ **Advanced capabilities** – AI/ML analytics, application/data modernization, and security services to support modern and complex environments.

✓ **Full-service provider** – extensive experience delivering planning, deployment, and management services.

✓ **Certified team** – our team of FinOps Foundation certified practitioners and professionals.

✓ **Focused and personalized** – service scoped, planned, and delivered by the same team, ensuring consistency and depth of understanding.

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