

Cloud Financial Optimization

Capture cloud inefficiency and
reinvest in the business.



The challenge

Public cloud providers have fueled business growth, innovation, and agility. However, the cloud consumption model is a double-edged sword that has disrupted traditional technology sourcing and financial management practices. Companies have witnessed business cases fall apart as they have executed against their cloud strategy.

35%

of cloud spend is wasted
due to inefficiencies.

Source: Flexera, RightScale 2019 State of the
Cloud Survey

53%

of companies monitor their
cloud bill.

Source: Forrester, Benchmark Your Enterprise
Cloud Adoption, 2018

57%

of companies monitor their
cloud usage.

Source: Forrester, Benchmark Your Enterprise
Cloud Adoption, 2018

46%

of companies leverage cloud
provider incentives.

Source: Forrester, Benchmark Your Enterprise
Cloud Adoption, 2018

Financial success in the cloud needs new skills, guardrails, tools, and the adoption of a new company culture to mature with the paradigm shift in technology consumption while architecting for cost.

Are you asking the right questions?

Technology Leaders

How are you empowering engineering team accountability for cloud spend?

Is your architecture optimized for cost and elasticity?

How do you weave a mindset of efficiency into the fabric of the design process?

How can you evolve the conversation from speed and savings to business value delivered?

Finance Leaders

How are you driving your budget to balance between value delivered, operational cost, developmental cost and cloud cost?

How will you identify where you are wasting cloud spend and capture those savings?

What impact is cloud having on your accounting and tax positions?

How accurately are you forecasting cloud spend and gaining visibility into unit cost?

Sourcing Leaders

Are you positioned for and taking advantage of all available provider discounts?

How are you governing spend when purchase orders no longer serve as a control to limit consumption?

How are you collaborating with Finance and Technology teams in managing spend?

How is your organization embedding cloud efficiency in its DNA?

Culture & Organization

Shift in mindset to consider cost a core function of design, engineering and architecture
Collaboration across Finance, IT, and Procurement
Deploy a Cloud COE to provide guidance and define guardrails

Process & Controls

Leverage a cloud scorecard to measure and benchmark optimization
Calculate unit economics to translate cloud costs into business impact
Activity-based chargebacks allocations for shared services

Enabling Tools

Discover resource utilization and usage gaps with systematic analysis
Automate cloud waste reduction through autoscaling and cost management controls
Analyze real-time cloud charges with anomaly spend detection

Cloud Architecture

Adjust supply to match demand by leveraging cloud elasticity
Reduce overhead, ownership and compliance costs by utilizing PaaS services
Design applications with cloud-native architecture

Take control of your cloud spend. We can help.

In **four weeks** we can help you quickly baseline and plot out your journey to capture cloud inefficiencies and reinvest in your business.

What value you get:

- **Optimization Roadmap:** Gain visibility into and an action plan for capturing wasted spend
- **Maturity Roadmap:** Plot out a crawl-walk-run plan to uplift your organizational capabilities
- **Efficiency Scorecards:** Identify, compare, and scale leading practices across key teams

Remove costs & unlock liquidity

Take out cost to unlock liquidity
Identify and resolve current sources of waste
Maximize reserved capacity discounts
Apply performance tuning and service levels based on business criticality

Sustain cost efficiency

Establish a forum for ongoing, active cost management and efficiency
Incentivize teams to design for efficiency
Automate remediation and cleanup activities



Identify reinvestment strategies

Upskill key stakeholders to help master new tools & drive savings
Empower procurement to partner across the organization in a virtual Cloud Center of Excellence
Quickly adapt strategies and technology to changing news and market opportunities

Enhance transparency and collaboration

We bring together deep expertise across:

- Sourcing Excellence
- Cloud Accounting
- R&D Tax Credits
- Cloud Architecture
- Finance Effectiveness

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