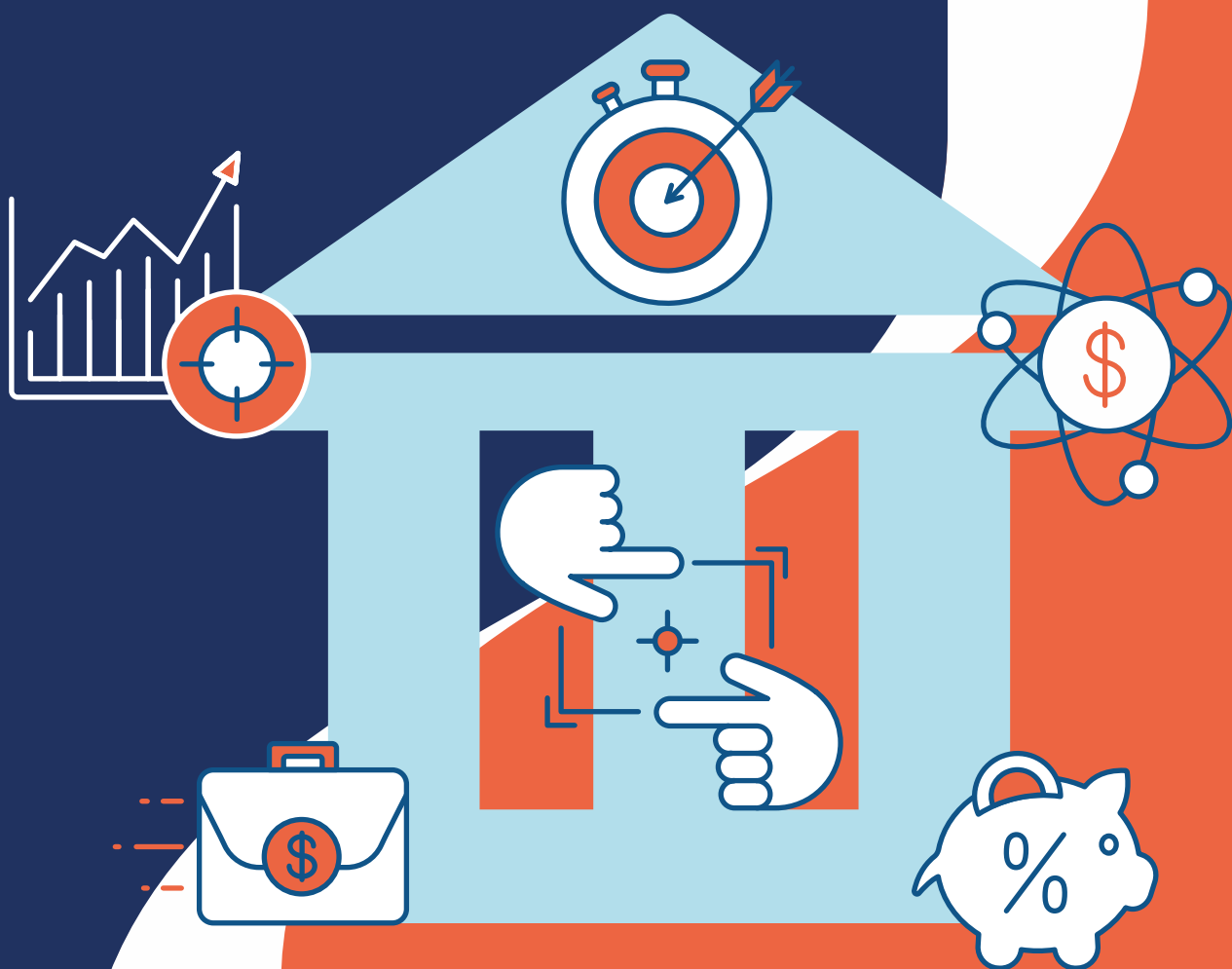


FinOps Case Study

Large BFSI customer



This case study is of one of the large banks in APAC spending over \$2,500,000 monthly on public cloud services

 **CloudFX**

Follow Us



Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.



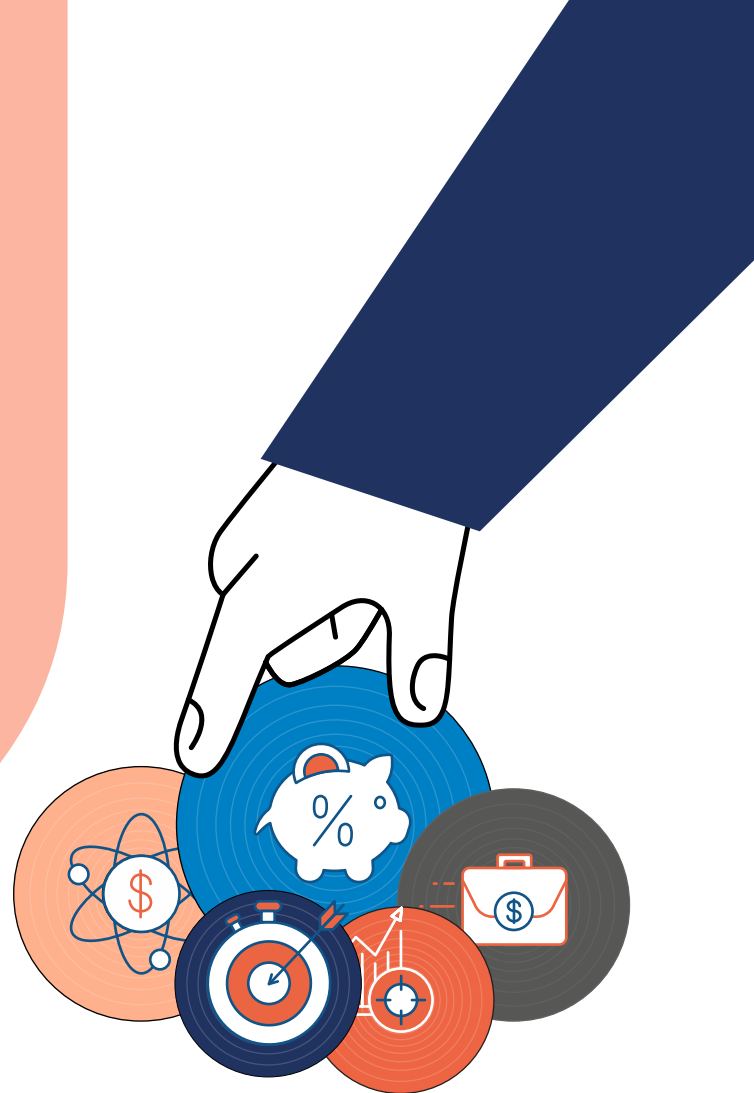
Company Size:

Global 500



Industry:

IT Consulting



Challenges

The business challenges that led the profiled company to evaluate and ultimately select FinOps:

- Prior to FinOps, was using the following for supporting their internal IT financial management processes:
 - Spreadsheets and provider tools
- Said their previous solution was:
 - Error-prone
 - Native provider orientation, long term lock-in risk
 - Lack of IT context
 - Required too much effort to customize
 - Difficult for all stakeholders to use
 - Difficult to act on insights surfaced
- Insights surfaced required translation to different stakeholders
- Difficult to track continuous improvement
- Said the implications of their challenges were:
 - Ever increasing cloud spend
 - Slowed decision making
 - Poor collaboration with stakeholders
 - Business had no transparency and had to accept what they were charged

Use Case

The key features and functionalities of FinOps that the surveyed company uses

- Time to answer ad-hoc questions about costs:
 - Before FinOps: 2 weeks to 1 month
 - After FinOps: 1 day to 1 week
- Estimated the quality (as a percent of your optimal state) of their enterprise-wide expense, cost and consumption data to be:
 - Before FinOps: <20%
 - After FinOps: 61% – 80%
 - Estimated savings on cloud billing: 25%
- Shared that their FinOps solution has:
 - Surfaced opportunities to accelerate current initiatives
 - Improved stakeholder collaboration
 - Increased credibility with CFO
 - Accelerated shift towards new IT operating models (i.e Agile and Cloud)



 CloudFX

Follow Us



- Level of impact the following had in their organization's decision to choose FinOps:
 - Standard taxonomy
 - Data ingestion and normalization
 - Sophisticated cost model engine
 - Identification of actionable insights
 - Reporting and analytics capabilities

Results

Post 30 days usage, company achieved the following results with FinOps:

About FinOps

FinOps is the practice of bringing financial accountability to the variable spend model of cloud, enabling distributed teams to make business trade-offs between speed, cost, and quality.