TRACE3

CLOUD FINOPS CONSULTING

The Public Cloud is one of the most innovative and revolutionary things to happen in the history of information technology. However, it can also be difficult to control financially and if mismanaged, can lead to missed expectations, budget overruns, and a loss of trust in the platform at the C-Suite level.

Trace3's team of Certified FinOps practitioners has a proven, five-year track record helping customers understand and minimize their cloud spend across AWS, Azure, GCP, Microsoft 365, and Google Workspaces. Our white glove service, powered by wide expertise and industry-leading tooling, helps us become an extension of your in-house team to enable your continued success.

COMMON INDUSTRY CHALLENGES*

- **Surprising spikes in cloud costs** unnoticed until your monthly invoice arrives
- **Lacking accountability of cloud spend** by business units/departments
- Struggling with the implementation of a **formal FinOps team** within your organization
- Grappling with Microsoft and/or Google **licensing complexity, compliance, and costs**
- **Navigating the complex commitment options** across cloud providers
- **Managing costs and usage** across multiple public cloud providers
- Wasting countless hours manipulating spreadsheets to **accurately report cloud spend**
- **Obtaining organizational buy-in** on your cloud optimization efforts

These are common issues across our portfolio of customers. To address their shifting nature, we continually evolve our services to meet industry needs and demands.

TRACE3 SOLUTIONS

CLOUD FINOPS SERVICES: A Certified FinOps Practitioner who leverages industry-leading FinOps tooling will become an extension of your in-house team. They bring FinOps best-practices and deep cloud provider knowledge to help you succeed financially across your cloud(s).

CLOUD FINOPS ENABLEMENT: Our team of experts assess your in-house capabilities with curated workshops, facilitate strategic discussions between departments, and score your existing methodology against the FinOps Foundation's* best practices. We work closely with your team to develop a structured go-forward plan for the next stage of your cloud FinOps maturity.

CLOUD LICENSING SERVICES: Trace3's cloud licensing specialists evaluate your current cloud licensing commitments, eliminate unnecessary product subscriptions, and implement optimal, cost-effective solutions. Let us guide you in maintaining control and compliance in your licensing requirements.

* FinOps Framework by FinOps Foundation

SAMPLE FINOPS MATURITY REPORT CARD

FinOps Framework Capabilities*	Knowledge	Processs	Metrics	Adoption	Automation	Maturity
Cost Savings Vehicles, Usage & Coverage	Run	Run	Run	Run	Crawl	**87%**
Application Modernization & Reliability	Run	Run	Walk	Walk	Crawl	**73%**
Tooling Review	Walk	Walk	Walk	Walk	Walk	**67%**
Tagging, Reporting & Dashboard	Run	Walk	Walk	Crawl	Crawl	**60%**
FinOps Culture	Walk	Walk	Walk	Crawl	Crawl	**53%**
Showback/Chargeback	Walk	Walk	Crawl	Walk	Crawl	**47%**

* FinOps Framework by FinOps Foundation

CLOUD FINOPS CONSULTING VALUE

PEACE OF MIND: Our team proactively monitors your environment so you will never be surprised by cloud spend again, allowing engineering teams to focus on business priorities.

COST SAVINGS: We have a proven track record of achieving significant cost savings for our customers through FinOps best practices and controlled growth.

TRUSTED ADVISOR: We bring deep industry knowledge across cloud providers to become an extension of your in-house team, providing ongoing success while working with your stakeholders to drive accountability of cloud spend across your organization.

EXPANDED ARCHITECTURAL ACCESS: As part of the Trace3 Cloud Solutions Group, we can quickly engage our certified cloud experts to address your advanced engineering and architectural inquiries.

Regardless of where you are on your FinOps journey, we have solutions to help you succeed.
To learn more , contact your Trace3 Representative or find us at Trace3.com.