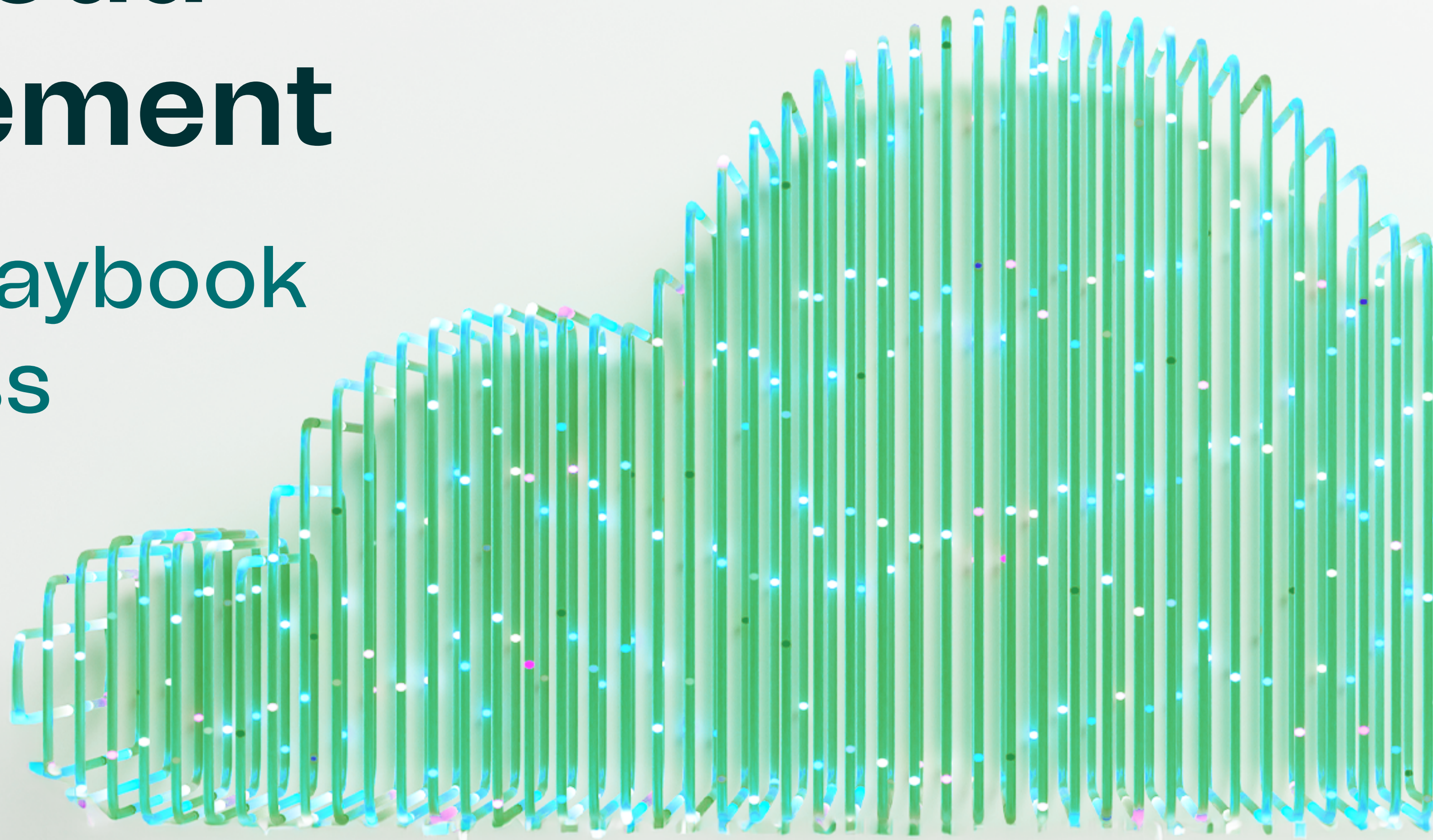


Mastering cloud cost management

Your enterprise playbook
for FinOps success

 unisys



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The FinOps imperative

If your organization is grappling with skyrocketing cloud costs, you're not alone. An estimated 30% of cloud spend typically goes unused, as is documented in countless studies, amounting to a staggering loss in wasted resources across industries. But what if you could turn this challenge into an opportunity for strategic growth and efficiency?

Enter cloud financial operations, aka FinOps—an operational framework and cultural practice that maximizes the business value of the cloud and enables timely data-driven decision-making.

FinOps optimizes the value derived from every dollar spent in the cloud. It serves as the bridge connecting your IT, finance and business teams, fostering a culture of cost consciousness and continuous optimization.¹

¹ - [FinOps Framework](#) by [FinOps Foundation](#)

With FinOps, you can:

- Transform hidden inefficiencies into opportunities for savings
- Align cloud spending with concrete business outcomes
- Optimize multi-cloud environments for maximum ROI
- Foster cross-functional collaboration for streamlined cloud management
- Leverage real-time data for informed, agile decision-making
- Establish robust governance mechanisms to ensure compliance and control over cloud resources

Explore how FinOps can transform your approach to cloud financial management.

Why cloud spend management is your new competitive edge

Many organizations find themselves in uncharted financial territory in the race to cloud adoption. The skills that served you well in data center migrations don't always translate to optimizing your cloud environments. Here's why cloud spend management is becoming a critical differentiator:

The shift from static to dynamic resources

While data centers are provisioned for peak workload utilization, cloud environments should be optimized for scalability. This fundamental difference requires a new approach to resource allocation and cost management.

Decentralized control, centralized costs

In the cloud, any part of an organization can spin up services on demand and, in some cases, never turn them off, even when usage ceases permanently. This agility is powerful but can lead to unexpected costs if not properly managed. Are you equipped to monitor and optimize spending across your entire organization?

The hidden cost of overprovisioning

A startling percentage of cloud instances are oversized. Consider this:

- Reducing an instance by just one size can lead to significant cost savings.
- Imagine the incremental impact on cost savings for each sizing correction.

By mastering these challenges, your organization can achieve significant cost savings while enhancing its agility and efficiency, positioning itself to thrive in a cloud-driven world.

Mapping the landscape of cloud waste

To truly optimize your cloud spend, you need to be aware of the various ways resources can be wasted. Let's explore some key areas where inefficiencies often occur:

Sources of cloud waste

- Orphaned volumes
- Inefficient containerization
- Underutilized databases
- Instances running on legacy resource types
- Failure to utilize pricing discounts like reserved instances, savings plans or spot instances

Navigating multi-cloud complexity

- Determining best-fit workloads across diverse environments
- Selecting the right cloud provider for each specific workload
- Optimizing placement of AI- and ML-dependent applications
- Managing costs and performance across multiple platforms

Budget-planning challenges

- Balancing business unit autonomy with centralized oversight
- Gaining visibility into costs at the application, workload and cost center levels
- Implementing effective cost allocation and chargeback mechanisms

Recognizing these diverse sources of cloud waste and complexity is an effective step toward optimization. By addressing these challenges head-on, you're positioning your organization for agility, innovation and competitive advantage in the digital economy.

Recognizing the red flags: Is your cloud spending out of control?

Cloud services can quickly become a significant cost center if not managed properly. How do you know if you're facing a cloud spend problem? As someone in a FinOps team role,² ask yourself these critical questions:

- Can your IT team accurately track all cloud spending across the organization?
- Does executive management have complete visibility into cloud costs?
- Are you able to easily interpret cloud bills for showbacks and chargebacks?
- How much time does your team spend negotiating or deciphering cloud provider plans?
- Can you tag resources flexibly to adapt to changing cloud requirements?

Addressing these red flags can optimize costs and strengthen your overall cloud governance and security posture.

2 - "FinOps Practitioner," FinOps Framework by FinOps Foundation

Why these questions matter

If you struggle to answer these questions confidently, you may be missing crucial information needed to:

- Negotiate favorable subscription rates with cloud providers
- Optimize your cloud resource allocation
- Align cloud spending with business objectives

Beyond budget

Unchecked cloud spending moves beyond financial issues and can also signal:

- Potential security vulnerabilities
- Unauthorized access to cloud resources
- Possible misuse of resources for malicious activities

Mastering the art of cross-functional cloud optimization

Managing cloud costs is like completing a complex puzzle. Each piece—IT, finance, business units—holds part of the solution. But how do you bring these pieces together? Many companies still use Excel files or homegrown tools to track costs by project, which can be inaccurate, time-consuming and error-prone, especially for multi-cloud environments.

The FinOps approach aligns everyone on a common language and metrics around cost optimization. Here's how:

1

Establish a cloud business office

Bring the right stakeholders to the table to provide perspective and connect the dots between usage and costs.

2

Implement FinOps services

Bring operational and financial control with real-time, informed decision-making across all organizations.

3

Perform regular reviews

Cloud cost optimization should be reviewed frequently, such as every month, rather than as a one-time event or annual exercise.

4

Use iterative optimization

Follow the FinOps Foundation's three iterative phases: Inform, Optimize and Operate,³ to improve cloud financial management continuously.

3 - FinOps Framework: "Phases" by FinOps Foundation

Maximizing the strategic impact of your cloud investment

- Cost optimization is an ongoing cycle that combines systems, best practices and culture. With the right approach, organizations can confidently navigate the evolving cloud journey and increase the business value of the cloud, focusing on financial and operational excellence.
- A cloud management platform is essential for reducing costs and optimizing usage. It aligns with the FinOps Maturity Model, describing organizations progressing from Crawl to Walk to Run stages.
- As your FinOps practice matures, these tools become increasingly critical in automating processes, providing deeper insights and enabling more sophisticated optimization strategies.
- The FinOps Foundation highlights key domains that contribute to overall cloud value optimization:

Uncover hidden costs

Monitor increases in resource spending with historical data at your fingertips.

Identify cost-reduction opportunities

Base this on reserved instance usage trends.

Create reallocation rules

Distribute cloud costs among business groups/ departments/agencies and track accountability.

Define cloud operating budgets

Compare actual spend to monthly budget and receive proactive notifications for projected overages.

By focusing on these areas, organizations can transform cloud investments into drivers of business value and competitive advantage.

Unisys: Your partner in cloud cost optimization

With Unisys, you can join the ranks of clients who have slashed their cloud expenditures by an average of 30%.⁴ This reduction exemplifies FinOps' best practices in action, demonstrating the power of relentless refinement in cloud financial management.

As Unisys experts guide your organization's FinOps proficiency, you can expect a landscape of continuous optimization to unfold. This evolution will foster an increasingly symbiotic relationship between your cloud investments and tangible business outcomes, ensuring every dollar you spend drives measurable value.

Unisys offers comprehensive cloud financial management services, working closely with you to optimize your cloud costs and maximize value. As your partner, we actively manage and optimize your cloud spend alongside your team. Our approach combines expert guidance with hands-on management to deliver tangible results and transform your cloud management in the following ways:

4 - Unisys FinOps delivery team as averaged across existing FinOps clients



Dynamic multi-cloud reports

Make informed business decisions by leveraging dynamic multi-cloud reports and customer dashboards to quickly gain insight into your cloud usage, cost and performance.



Detailed cost analysis

Drill down to view how each department, team, individual or application is spending funds and using resources and easily allocate your resources.



Multi-cloud visibility

Gain cost visibility and analysis of hybrid and multi-cloud across all cloud services in one unified dashboard.



Governance

Implement robust governance frameworks to ensure adherence to policies, optimize resource usage and maintain security standards while driving cost efficiency.

Empower your cloud strategy with Unisys

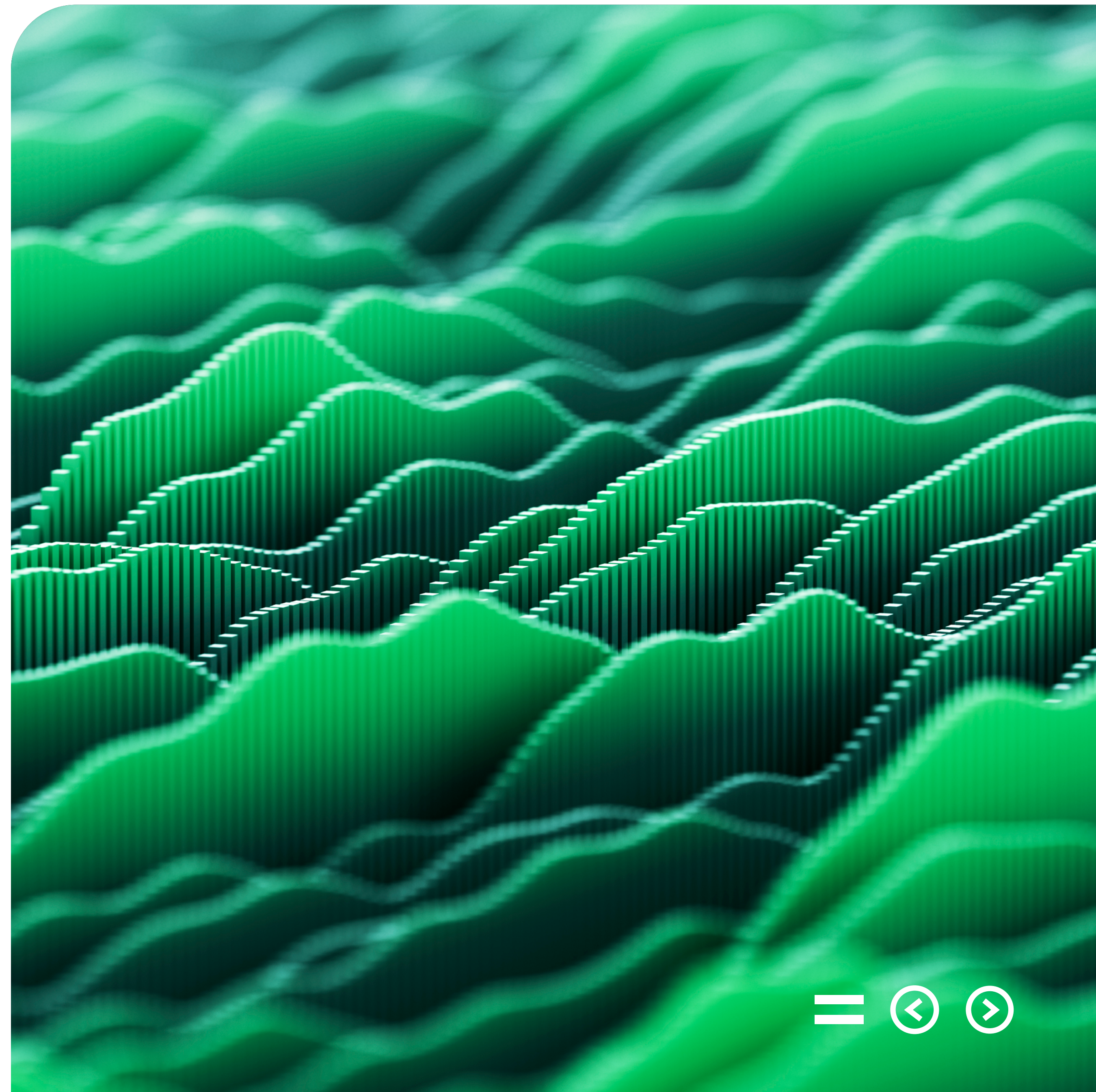
With Unisys, you'll be poised to curtail costs while optimizing your cloud resources, transforming them into engines of innovation and growth for your business.

Take control of wasteful expenditures by implementing our proven, governed process that aligns previously siloed departments through strategic weekly and monthly reviews.

With Unisys, you'll cultivate a robust FinOps culture that seamlessly integrates:

- Comprehensive visibility
- Continuous optimization
- Rigorous operational oversight

Ready to master cloud cost management and maximize your cloud investments? Visit www.unisys.com/FinOps to begin your journey toward cloud financial excellence today.



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