



FinOps Ready™

Assessment Report - Free Version

Prepared for



For: John Smith, IT Director
Date: Today

Executive Summary

Invero has developed the FinOps Ready™ maturity assessment following the framework and maturity model developed by the FinOps Foundation. The goal is to assess an organization’s FinOps maturity on a scale of Crawl, through Walk and to Run by quantifying the current state on a scale of 1 to 5 and comparing that to a desired end state, also on a scale of 1 to 5. Invero then uses its proprietary methodology to develop customized recommendations that are immediately actionable by the participating organization to close the gap and improve FinOps.



The recommendations contained within this report are the result of a formal FinOps maturity assessment that involved compiling information collected about your organization using a thorough questionnaire that measures where you are and where you want to go. The FinOps Ready™ methodology used to assess maturity follows the FinOps Maturity Framework developed by FinOps Foundation, which is the industry standard for FinOps practitioners.

Using this maturity framework, your organization has been assessed against a set of four domains that the FinOps Foundation has identified as the pillars of FinOps (see picture below). Using this framework, a series of questions were asked to get an understanding of the current and desired end state for FinOps across these domains. The maturity in each of the four pillars was then quantified to identify where your organization currently is on a scale of Crawl, Walk and Run as it relates to overall maturity of FinOps practices across the company. The results of this maturity assessment are presented on a maturity dashboard that shows a visual representation of where you are today and where you want to get to for each of the 22 FinOps domains and capabilities as defined by the FinOps Foundation.

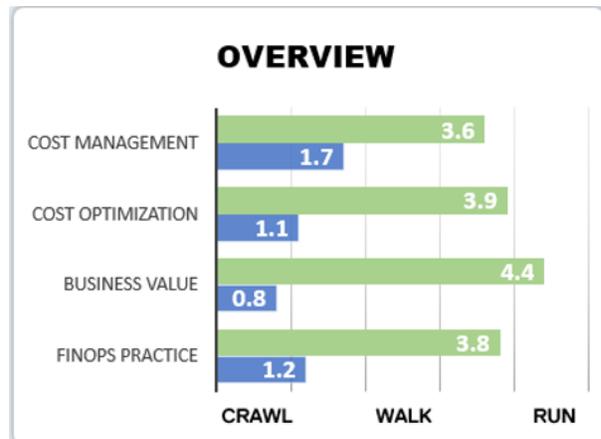
The recommendations in this report focus on how your organization can close the gaps between where you currently sit on the maturity scale and where the organization wants to get to. This is a customized set of recommendations specifically based on your individual goals and not a set of generic recommendations based on the FinOps Foundation Framework. Not

all organizations will seek to achieve a full “Run” maturity level, which is why no single set of recommendations can be developed that will apply to every organization.

This report is provided for free as part of the FinOps Ready™ maturity assessment product that has been developed by Invero. This free version only includes one capability from each of the four domains as defined by the FinOps Foundation. Specifically, the reports covers the following capability areas:

1. Understand Cloud Usage & Cost
 - a. Data Ingestion
2. Optimize Cloud Usage & Cost
 - a. Architecting for Cloud
3. Quantify Business Value
 - a. Planning & Estimating
4. Manage the FinOps Practice
 - a. FinOps Practice Operations

The graphics below quantify exactly where the organization is currently on the FinOps maturity scale of Crawl, Walk, Run as defined by the FinOps Foundation and where the organization aspires to get to at some point in the future. The data is further quantified on a five-point scale for each of the four FinOps domains to more precisely pinpoint where the organization is and where it is going. The ratings for each of the four domains is further quantified by each of the FinOps capabilities on the [FinOps Ready™ Maturity Dashboard](#). The gaps between where the organization is current to where it wants to go are analyzed in this report and formulated into actionable recommendations that can be implemented to mature FinOps practices across the organization. Finally, the current and future rankings are benchmarked against your industry peers based on anonymized data collected by Invero across many organizations and industries since the inception of FinOps Ready™. The benchmark value is specific to the industry that was selected when registering for this service.



If you like what you see from the free version, you will get about six times as many actionable recommendations from the full report. In addition, by upgrading to the full version of FinOps Ready™, Invero's certified FinOps professionals will provide you with a curated list of the Top 10 actions that should be taken out of the 100 to 200 recommendations that will be provided. This list will give you with the highest return on investment by focusing your efforts on FinOps maturity in the areas that will yield the highest value in return for the least amount of effort.

Contact Invero to upgrade for your full report covering all domains and capabilities so that you know how to get where you are going from where you are today with FinOps. You can buy the full version directly from our website or by contacting one of our representatives at finopsready@inverodigital.com.

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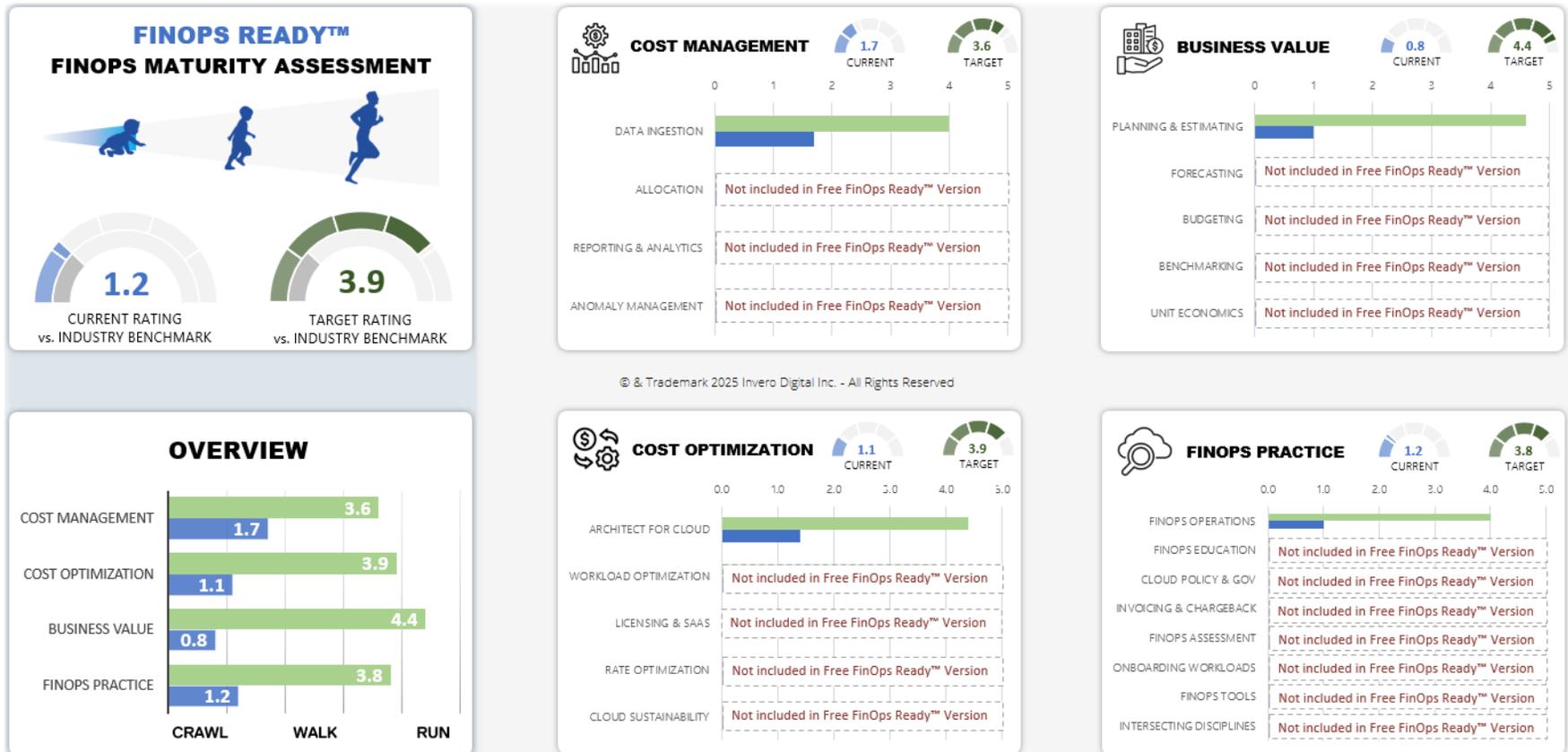
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FinOps Ready™ Maturity Dashboard

Below is the maturity rating dashboard are the details for each of the FinOps related recommendations that Invero has customized for your unique goals.



FinOps Recommendation Details

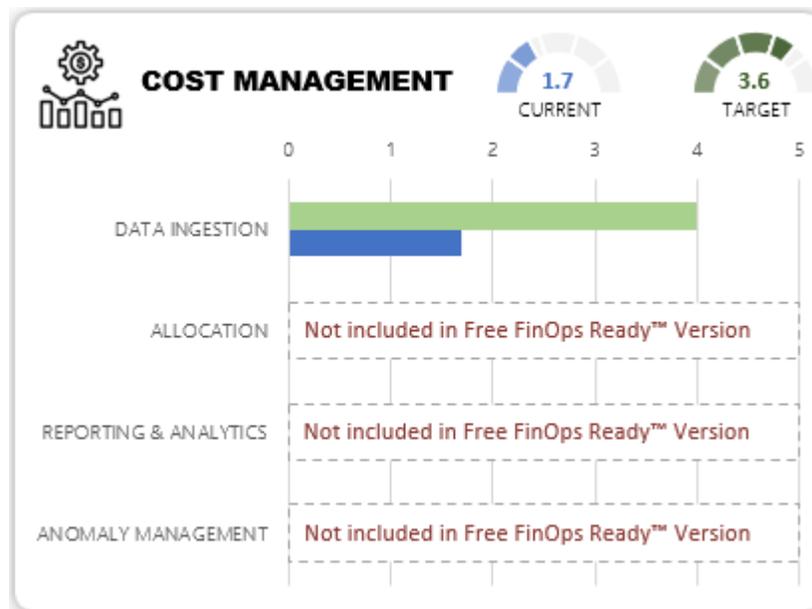
This section contains the detailed recommendations for each of the FinOps domains and capabilities that Invero has customized for your unique goals.

Note: This free version of the FinOps Ready™ maturity assessment only covers 4 of the 22 domain capabilities as defined by the FinOps Foundation. If you like what you see from the free version, you will get about six times as many actionable recommendations. Contact Invero for the full assessment which covers all of the domains and capabilities to ensure you know how to get where you are going.

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1.0 Understand Cloud Usage & Cost

The outcome of this Domain is better understanding of an organization's use of the cloud. Within this Domain, organizations work to gather all the information required to perform FinOps. This includes direct and imputed cloud cost, cloud usage, observability, utilization, and sustainability data, and other datasets required by any FinOps Domain. Activities in this Domain also define the organizational metadata to categorize, allocate and summarize cloud cost and usage, and define the reporting and analytics processes making that data available for use by all FinOps Personas.



1.1 Data Ingestion

Data Ingestion involves gathering, transferring, processing, transforming, and correlating various datasets to create a queryable, contextualized repository, at the appropriate level of granularity, accessibility, and completeness to support activities in all of the FinOps Capabilities across all FinOps Personas.

Current Situation

Currently, the company ingests data into a single data repository from multiple cloud data sources at a resource level. However, data from different sources is analyzed separately without normalization. Manual extracts are performed from various cloud environments and imported into Excel reports and Power BI reports that have been created. Additionally, data is manually spot-checked for quality and completeness.

Recommendation

To achieve the desired end state, it is recommended to enhance the data ingestion process to capture data at the most granular levels and normalize cost metrics between sources. This includes individual resources, performance metrics, and usage over time. Furthermore, the company should continue to utilize one or more third-party FinOps tools or platforms to ingest and normalize data. If the current cost management tool is not meeting the requirements at this time, then considering an alternative would be worthwhile. Automated checks should also be implemented for data completeness and quality.

Action Items

1. **Assess Current Data Sources:** Identify all current data sources and determine the level of granularity available.
2. **Implement Granular Data Collection:** Update data ingestion processes to collect data at the most granular levels, including individual resource metrics and usage patterns.
3. **Normalize Cost Metrics:** Develop and implement a normalization process to ensure cost metrics are consistent across different sources. Consider using the FinOps Cost & Usage Specification (FOCUS - <https://focus.finops.org/what-is-focus/>) for normalized cloud billing data.
4. **Adopt Third-Party FinOps Tools:** Evaluate and integrate an alternative third-party FinOps tool to determine if making a switch will achieve better desired end results to streamline data ingestion and normalization.
5. **Automate Quality Checks:** Implement automated checks for data completeness and quality to reduce manual efforts and improve accuracy.
6. **Integrate Advanced Analytics Tools:** Utilize advanced analytics tools to process and analyze the granular and normalized data, enabling more detailed reporting and insights.
7. **Train Teams:** Provide training for relevant teams on the new data ingestion, normalization processes, and analytics tools to ensure effective use and understanding.

8. **Monitor and Optimize:** Continuously monitor the data ingestion, normalization, and analytics processes, making adjustments as needed to optimize performance and accuracy.

Benefits

By implementing these recommendations, the company can achieve several benefits:

- **Enhanced Visibility:** Gain a more detailed and accurate view of cloud usage and costs at the individual resource level.
- **Improved Decision-Making:** Leverage granular and normalized data to make more informed decisions regarding resource allocation and cost management.
- **Advanced Analytics:** Support complex data analytics and reporting needs, enabling deeper insights and more effective FinOps practices.
- **Cost Optimization:** Identify opportunities for cost savings and optimization through detailed analysis of usage patterns, performance metrics, and normalized cost metrics.
- **Consistency:** Ensure a consistent and reliable repository of cost metrics across different sources, improving the overall accuracy and reliability of financial reporting.
- **Efficiency:** Reduce manual efforts and improve data accuracy through automated quality checks and the use of third-party FinOps tools.

1.2 Allocation

The FinOps Principle, “Everyone takes ownership for their cloud usage,” is enabled by Allocation. Allocation defines how cloud costs should be apportioned to those responsible for each component of that cost, whether directly or as a shared element. In the context of FinOps, this involves using account structures, tags, labels and derived metadata to identify categories to which we assign costs in a way that provides product managers, engineers, and other personas with a transparent and complete understanding of the cost of cloud resources for which they are responsible.

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1.3 Reporting & Analytics

Reporting & Analytics is the ability to gain insights into cloud data by creating reporting mechanisms to serve the needs of the organization's various persona groups. Reporting can detail, highlight, summarize, categorize, and compare cloud data to support ad hoc reporting, showback, investigative reports or routine reporting used by the organization. This is one of the most important and critical of the FinOps capabilities, supporting almost every other Capability.

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1.4 Anomaly Management

Anomaly Management gives a FinOps team the ability to detect, identify, clarify, alert on, and manage unexpected cloud cost events in a timely manner, in order to minimize impact to the business. Managing anomalies involves the use of tools or reports to identify unexpected spending, the distribution of anomaly alerts, and information to investigate and resolve anomalous usage or cost.

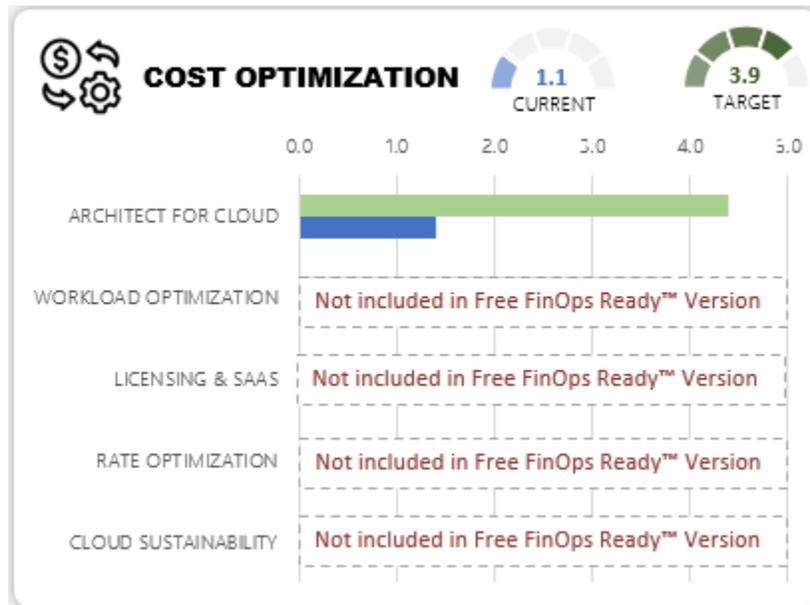
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2.0 Optimize Cloud Usage & Cost

This Domain focuses on cloud efficiency, ensuring organizations only use the resources when they provide value to the organization; and that resources used are purchased at the lowest acceptable cost and impact to meet the organization's goals. Organizations will measure efficiency in a variety of ways, including monetary cost, carbon usage, or more traditional IT operational efficiency measures. Capabilities in this Domain allow the organization to manage the types, timing and amounts of cloud resources used, and the rates that are paid for those resources. Capabilities here also address architecture modernization, sustainability

considerations for FinOps teams, and the use of licensed and consumption-based SaaS products.



2.1 Architecting for Cloud

One of the most powerful benefits of using the cloud to build systems is the ability to use a wide range of components and services to build systems to satisfy a wide range of requirements. There are many ways to build an application in the cloud. Engineering and product teams make decisions based on the needs of the application, the knowledge and abilities of the programmers, the desired operations environment, and other factors to meet customer or stakeholder demand.

Decisions abound for architects looking to create new systems or migrate them from traditional data centers. Compute can be satisfied by virtual machines, container environments (both cloud-managed and self-managed), serverless options, fully-managed application services. Dozens of database and analytics platforms are available – or can be built and managed by the organization. Hundreds of other services allow customers to choose to build monolithic enterprise applications of enormous complexity, or to engineer highly distributed microservice architectures.

Current Situation

Currently, the company's approach to cloud resource architecture for cost optimization is ad hoc and varies from team to team. Some teams are proficient at estimating cloud costs, while others do not consider it. The organization has few applications or architectural patterns in use, which require less frequent architectural modernization. Changes in spend are sometimes caught through

anomaly detection processes, but often these changes fly under the radar. Informal review processes are performed on an as-needed basis due to a manageable catalog of applications.

Recommendation

To achieve the desired end state, it is recommended to implement a structured and consistent approach to cloud resource architecture for cost optimization. This includes ensuring every application goes through a design review before development or implementation begins, with product owners responsible for defining estimated cloud costs and expected ROI. Budget owners should be accountable for these estimates after the service is deployed. More significant applications or architectural patterns should undergo more frequent or structured reviews to identify areas where architectural improvements would provide value. Additionally, a formalized review system should be established to handle the large volume or complexity of systems to be evaluated for modernization.

Action Items

1. **Establish Design Review Process:** Implement a mandatory design review process for every application before development or implementation begins. Ensure product owners define estimated cloud costs and expected ROI.
2. **Assign Accountability:** Make budget owners accountable for the cost estimates after the service is deployed, ensuring they monitor and manage costs effectively.
3. **Conduct Frequent Reviews:** For more significant applications or architectural patterns, conduct more frequent or structured reviews to identify opportunities for architectural improvements.
4. **Formalize Review System:** Develop a formalized review system to handle the large volume or complexity of systems that need to be evaluated for modernization.
5. **Integrate Anomaly Detection:** Enhance anomaly detection processes to catch changes in spend more effectively and ensure they are addressed promptly.
6. **Train Teams:** Provide training for relevant teams on the new design review processes, accountability measures, and review systems to ensure effective implementation.
7. **Monitor and Optimize:** Continuously monitor the architecture and cost optimization processes, making adjustments as needed to optimize performance and accuracy.

Benefits

By implementing these recommendations, the company can achieve several benefits:

- **Consistent Cost Estimation:** Ensure all teams consider cloud costs during the design phase, leading to more accurate and consistent cost estimations.
- **Improved Accountability:** Hold budget owners accountable for cost estimates, ensuring better cost management and control.
- **Frequent Architectural Improvements:** Identify and implement architectural improvements more frequently, leading to optimized cloud resource usage and reduced costs.

- **Structured Review Process:** Handle the large volume or complexity of systems more effectively through a formalized review system.
- **Enhanced Anomaly Detection:** Catch changes in spend more effectively, reducing the risk of unexpected cost increases.
- **Efficiency:** Streamline the architecture and cost optimization processes, leading to more efficient operations and better resource allocation.

2.2 Workload Optimization

Workload Optimization is a set of practices that ensure that cloud resources are properly selected, correctly sized, only run when needed, appropriately configured, and highly utilized in order to meet all functional and non-functional requirements at the lowest cost and environmental impact. This work is primarily done by Engineering, using guidelines and strategies formed collaboratively with the FinOps, Product, and other personas.

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2.3 Licensing & SaaS

Understanding and optimizing the impact of software licenses and SaaS investments on an organization’s cloud cost structure and value by understanding vendor-specific licensing terms, use rights, and pricing options, planning for appropriate use aimed to minimize over-deployment (a compliance risk) or under-deployment (shelfware/waste), and collaborating with finance, procurement, and legal teams.

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2.4 Rate Optimization

Rate Optimization is the Capability that helps you to lower the rate that you pay for the resources you use in the cloud. Cloud cost is based on the amount of a resource you use multiplied by the rate that you pay for it. Organizations manage rates by negotiating discounts with cloud providers or other vendors of consumption-based services, by purchasing commercially-available, resource-based commitment discounts (Reserved Instances, Committed Use Discounts), by purchasing spend-based commitment discounts (Savings Plans), or by taking advantage of usage-based discounts, special program discounts, or interruptible resources such as Spot compute instances.

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2.5 Cloud Sustainability

Cloud Sustainability defines how the organization will make decisions about using cloud in ways that consider both its impact on the environment and the organization's broader sustainability goals. Cloud Sustainability allows engineers and product personas to balance environmental considerations alongside financial costs or benefits of the cloud when architecting, optimizing, and deploying workloads in the cloud.

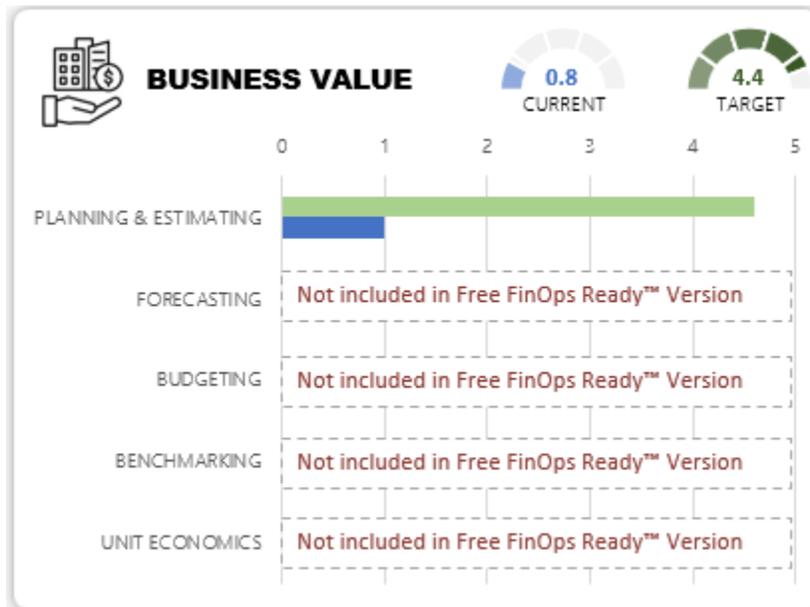
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3.0 Quantify Business Value

Organizations develop Capabilities in this Domain to connect the usage and cost data with the business value it creates, helping ensure value is transparent and within expectations. Within this Domain, organizations map monetary and non-monetary cloud costs to budgets, use historical information and future plans to forecast, establish and measure technical and

organizational KPIs, and perform benchmarking across teams, business units and with other organizations.



3.1 Planning & Estimating

Due to the variety of services available in the cloud, frequent updates, new services, managed services, and the variety of models in which applications can be built in or migrated to the cloud, a robust set of practices is required to be able to estimate the future costs of a workload or system. Organizations also need to estimate and plan their resource consumption in the context of their sustainability targets. Estimation can be done for any scope from a single service change to an entire application migrating to cloud from the data center. Oftentimes, multiple estimates will be made to compare potential future value to the business under a variety of scenarios.

Current Situation

Currently, the company estimates cloud costs only just prior to implementing a workload into production, and not in all cases. There is no formal planning and estimating process in place. Estimates are more granular at the service level, and higher accuracy of estimates is required organizationally. The Azure Pricing Calculator is the primary source used to calculate cost estimates. Estimates are done on a regular cadence, documented consistently, but not automated.

Recommendation

To achieve the desired end state, it is recommended to implement a comprehensive planning and estimating process that includes multiple stages of estimation, from preliminary budget approval to pre-production. Simple or consistent application build patterns should be used to streamline

estimating techniques. Estimates should be extremely granular, including shared cost elements, platform costs, support costs, sustainability, and policy compliance elements. They should also be inclusive of cloud rate optimization and commitment-based discounts. Finally, estimates should be documented in a central repository and compared to actuals regularly using automation.

Action Items

1. **Multi-Stage Estimation:** Implement a process to estimate cloud costs at multiple stages, including preliminary budget approval, proof of concept, development, and pre-production.
2. **Consistent Build Patterns:** Use simple or consistent application build patterns to streamline estimating techniques.
3. **Granular Estimates:** Ensure estimates are extremely granular and include shared cost elements, platform costs, support costs, sustainability, and policy compliance elements.
4. **Inclusive Estimates:** Include cloud rate optimization, commitment-based discounts, and carbon targets in the estimates.
5. **Central Repository:** Document estimates in a central repository and compare them to actuals regularly using automation.
6. **Automated Comparison:** Develop automated processes to compare estimates to actuals and identify discrepancies.
7. **Training and Awareness:** Provide training for relevant teams on the new planning and estimating processes and tools to ensure effective implementation.
8. **Continuous Monitoring:** Continuously monitor the planning and estimating processes, making adjustments as needed to optimize performance and accuracy.

Benefits

By implementing these recommendations, the company can achieve several benefits:

- **Accurate Budgeting:** Achieve more accurate budgeting by estimating cloud costs at multiple stages and including all relevant cost elements.
- **Streamlined Processes:** Streamline estimating techniques through the use of consistent application build patterns.
- **Comprehensive Estimates:** Ensure estimates are comprehensive and inclusive of all relevant cost factors, leading to better financial planning.
- **Proactive Management:** Enable proactive management of cloud costs through regular comparison of estimates to actuals and automated discrepancy identification.
- **Efficiency:** Improve efficiency in planning and estimating processes through automation and continuous monitoring.
- **Informed Decision-Making:** Support informed decision-making by providing detailed and accurate cost estimates at multiple stages of the project lifecycle.

3.2 Forecasting

Forecasting defines a model of future spending for a particular scope (a system, service, application, etc.). Forecasts are usually based on Estimating, which looks at a combination of historical spending and evaluates future plans, and an understanding of how future cloud infrastructure and application lifecycle changes may impact current cloud usage.

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3.3 Budgeting

FinOps Budgeting establishes approved funding to support an organization’s planned activities in the cloud, tracks spending and value within that funding, makes transparent adjustments as appropriate, and ensures accountability from each budgeted cost center through a consistent set of budgeting strategies.

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3.4 Benchmarking

Using efficiency metrics to evaluate cloud optimization and value between parts of the organization or against industry peers to inform decision-making and align FinOps with business objectives. Benchmarking allows organizations to compare unit metrics and KPIs for

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important aspects of cloud value and optimization both internally between different teams, and externally with other organizations using cloud in similar ways.

3.5 Unit Economics

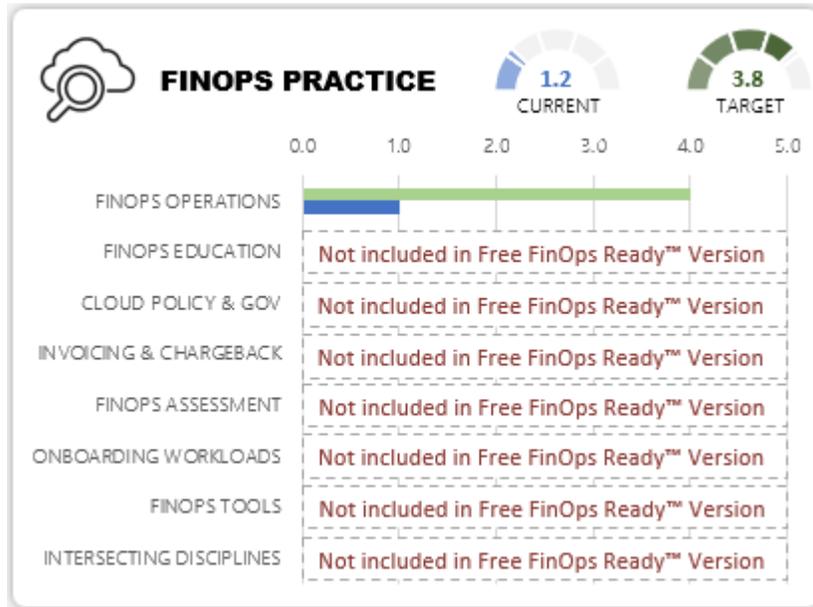
Unit Economics bridges the gap between what an organization spends on cloud and the fundamental value that cloud spending creates. Without understanding how to track costs to benefits received, we are missing the context that tells us whether we are spending appropriately. Unit economics provide the organization with important cues to be able to meet organizational goals with cloud usage. They are an important method of communicating effectively between personas, and tying cloud costs more tightly to business outcomes.

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4.0 Manage the FinOps Practice

This Domain enables continuous improvement to change and align the entire organization - its people, processes and technology - to adopt FinOps and use cloud in ways that create value for the company. Capabilities here are centered on effective FinOps operation, enablement of the whole organization, improved interaction with all other personas and business functions to support and represent cloud use more effectively.



4.1 FinOps Practice Operations

FinOps Practice Operations encompasses the set of activities required to build and operate a FinOps practice within an organization. This is a broad capability with a wide range of activities geared toward running an effective FinOps practice. These activities include the steps organizations take to adopt FinOps in the first place, the continuous adjustments to the FinOps Team and its scope of work as the FinOps practice matures, the ongoing work to build a cost aware culture throughout the organization, and the decision frameworks required to build collaboration between organizational silos.

Current Situation

Currently, the organization has a single FinOps person solely responsible for managing all FinOps practice activities. FinOps exists but is primarily focused on cost management and cost optimization activities. There is no formal FinOps practice in place, and the FinOps role is primarily done in the background, with some people within IT unaware of the FinOps team's existence. There are very few critical activities that require cross-discipline or urgent decision-making, and processes to manage these situations are immature. A Cloud Center of Excellence is stated to be in place, but it is not formally established within the organization as an authority when it comes to cloud management.

Recommendation

To achieve the desired end state, it is recommended to identify a set of FinOps priorities and assign these to roles within the organization so that there is no single point of failure tied to one person or role. Regular, frequent, cross-functional planning and training sessions should be conducted to set goals, define tasks, allocate resources, and establish timelines for the FinOps practice. The FinOps

team should have a regular funding source, and the need for the team should be well supported. A consistent set of FinOps processes should be established and followed across all domains of FinOps, from cost management and optimization to organizational value. A more formalized Cloud Center of Excellence should be in place with multiple resources assigned to be responsible for operating and maturing the FinOps practice.

Action Items

1. **Develop Decision Model:** Create a comprehensive, well-documented decision model for managing complex organizations.
2. **Cross-Functional Planning:** Conduct regular, frequent, cross-functional planning and training sessions.
3. **Secure Funding:** Ensure the FinOps team has a regular funding source and is well supported.
4. **Establish Processes:** Develop and implement a consistent set of FinOps processes across all domains.
5. **Cloud Center of Excellence:** Set up a formal Cloud Center of Excellence with multiple resources assigned to act as the FinOps practice.
6. **Promote Awareness:** Increase awareness of the FinOps team and its activities within the organization.
7. **Mature Processes:** Continuously mature and refine processes for managing cross-discipline and urgent decision-making activities.

Benefits

By implementing these recommendations, the company can achieve several benefits:

- **Efficiency:** Streamlined decision-making processes and improved resource allocation.
- **Collaboration:** Enhanced collaboration through regular cross-functional planning and training sessions.
- **Support:** Increased support and funding for the FinOps team.
- **Consistency:** Consistent FinOps processes across all domains.
- **Visibility:** Greater visibility and awareness of the FinOps team and its activities.
- **Maturity:** Mature and refined processes for managing complex and urgent decision-making activities.

4.2 FinOps Education & Enablement

FinOps Education & Enablement allows everyone participating in a FinOps practice to develop a common understanding of FinOps concepts, terminology, and practice. This common understanding helps to enable the collaboration that must occur across disciplines and between all parts of an organization to effectively make decisions in the context of the business value cloud provides.

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4.3 Cloud Policy & Governance

Establishing and evolving policies, controls and governance mechanisms to ensure that cloud use aligns with business objectives, complies with regulatory requirements, and optimizes cloud resources efficiently.

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4.4 Invoicing & Chargeback

Managing cloud invoices and creating official chargebacks to the organization’s Finance systems are important – and specific – processes that must be established as official interactions between the FinOps practice and Finance & Accounting personas. Accounting must have the ability to effectively understand, reconcile, and pay invoices from cloud

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suppliers. In organizations where there is a need to perform official chargeback to the organizational budget or accounting systems, Finance must be able to rely on cloud cost data consistency, timeliness and accuracy to allocate expenses in a transparent and accountable way. This ensures that each organizational profit and loss (P&L) owner bears financial responsibility for the cost of the resources or services it consumes.

4.5 FinOps Assessment

Assessment of the FinOps practice allows a FinOps team to measure its own effectiveness, map its activities against the goals of the organization, and identify areas where it will be valuable to mature those activities. Assessment of FinOps Capabilities can be done at every stage of an organization’s FinOps journey.

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4.6 Onboarding Workloads

Moving workloads into or between cloud environments requires planning, coordination, stakeholder alignment, and an organizational strategy to determine what and how workloads and systems will be moved. Activities from most other Capabilities will be enacted to successfully move a system or systems to the cloud, or from one cloud to another.

Note: This capability is not included in the free version of the FinOps Ready™ maturity. Contact Invero for the full assessment covering all 22 of the domains and capabilities as defined by FinOps Foundation.

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4.7 FinOps Tools & Services

The landscape of tools and services available to assist organizations with FinOps capabilities is diverse and growing. Every cloud provider offers an array of cost management tools. Software

vendors offer a wide array of FinOps platforms and specialty tools. Many organizations also build their own tools, using inputs like FOCUS formatted cloud data integrated into internal

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systems.

4.8 Intersecting Disciplines

This capability supports interactions between FinOps and other IT disciplines, frameworks, or teams in an organization. Widespread use of public cloud creates new challenges for traditional IT disciplines, most of which have a broader responsibility than just cloud use. The intention for this capability is to provide a place to capture FinOps' interactions with these existing IT functions when they are in use by the organization.

Note: This capability is not included in the free version of the FinOps Ready™ maturity. Contact Invero for the full assessment covering all 22 of the domains and capabilities as defined by FinOps Foundation.

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