

Shaping the Future of Cloud Economics with FinOps

Ready to maximize your cloud investment? ConRes Cloud Insights offers holistic cloud governance alongside FinOps solutions to ensure your cloud spend is an investment instead of an unchecked expense.

1 What is FinOps?

FinOps is an operational framework and cultural practice that maximizes the business value of cloud, enables timely data-driven decision making, and creates financial accountability through collaboration between engineering, finance, and business teams.



2 How can FinOps change our billing practices?

In many ways, FinOps will simplify billing and cost analyses. It does this by taking all billing across cloud or SaaS and consolidating into one monthly bill. This creates clearer insights into spending and leaves resources with more time to manage business-critical needs.

3 What other benefits can FinOps provide?

FinOps solutions can be customized to help you reach the level of success you need in multiple areas. For accounting and business processes, organizations can benefit from:



Order and Change Management

Easily navigate MACD within varying cloud and SaaS vendors.



Financial Advisory

Gain budget and forecast visibility specific to cloud-based services.



Showback/Chargeback Advisory

Discover how to implement showback and chargeback and, once implemented, how to use the collected data.

4 Is there a benefit to using FinOps if you are not completely cloud-based?

There are three tiers to the ConRes Cloud Insights solution. Each has been specifically developed to meet the needs of an organization in whatever stage of cloud utilization they are in.

- **The Essential Tier** is ideal for organizations in the early stages of cloud adoption. Among the services it includes are a Cost and Usage Analysis. With it, organizations can receive a regular summary of all cloud spend and usage data. For example, it may reveal that only 30% of a virtual machine is truly being used so it (and the associated costs) could be downsized.
- **The Advanced Tier** helps organizations accelerate their cloud investment. It contains all offerings of the Essential Tier along with other tailored services including Cloud Unit Economics Advisory. This helps organizations develop an advanced cloud economics strategy to maximize revenue.
- **The Premium Tier** benefits organizations who have fully optimized cloud investments. It contains all services of the other tiers as well as options like Commitment Based Discounts. Using this FinOps service, an organization can manage active cloud commitments, finding efficiencies and savings in user numbers.

5 How customized are ConRes FinOps solutions?

Each ConRes FinOps team is led by a Cloud Success Specialist and technical SME. Their first objective is to understand an organization's business goals and roadmap. This ensures that the bigger picture is always considered with each decision. From there, the team will dig deep into an organization's current processes and systems to understand their hardware utilization and data consumption models.

With that layered and granular level of detail they can customize a FinOps solution that optimizes, from a cost and technical standpoint, how the organization should be using their cloud-based resources.

6 What makes ConRes an industry leader?

ConRes manages both sides of the equation—operations and engineering—across all public cloud providers, M365, and many SaaS offerings. It's a modern approach to maximizing ROI through a dynamic landscape.

With ConRes Cloud Insights you get access to a full suite of resources including best practices recommendations that will ultimately ensure you realize the full value of what you are paying for—both in and out of the cloud. These resources will drive granular visibility, technical recommendations, and secure postures, all with a cost-optimized mindset.

Organizations trust ConRes to be a true partner in their cloud journey so they can focus on key business objectives while knowing they have a full team behind them.

7 What cloud services does ConRes provide?

Our solution delivers a competitive advantage by optimizing your cloud resources. Reduce operational costs and elevate the value of your cloud investments through actionable insights. Say goodbye to complexity and welcome data-driven decision-making.

Cloud Insights Tier Levels:

Essential

Advanced

Premium

Fundamental advisory offering, suited to meet the needs of organizations in the early stages of cloud adoption.

Suited for organizations looking to dive deeper into cloud management and accelerate their cloud investment realization.

Suited for organizations seeking advanced cloud management solutions and fully optimized cloud investments.

Success

Cloud Success Manager	●	●	●
Insights Cadence	Quarterly	Quarterly	Monthly
Cost & Usage Analysis	●	●	●
Best Practices Recommendations	●	●	●
Consolidated Billing	●	●	●
Order & Change Management	●	●	●
Financial Advisory	●	●	●
Showback/Chargeback Advisory		●	●
Cloud Unit Economics Advisory			●

Optimization

Optimization Specialist		●	●
Utilization Recommendations		●	●
Commitment Based Discounts		●	●
On-Demand vs Reservation		●	●

Tools

CoreStack	●	●	●
Ingram Micro Xvantage	●	●	●

Contact ConRes with questions at solutions@conres.com

