Kyndryl FinOps

Driving financial accountability across technology, business, and finance

Kyndryl works with you to build your FinOps capability.

We advise

We implement

We operate and optimize

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Kyndryl value proposition

FinOps accreditation Kyndryl at FinOps.org

20-30% savings potential*

Consult-led and managed by Kyndryl with customers across retail, finance, healthcare, etc.

*Disclaimer, potential benefits based on typical acquired customer KPIs

Flexible delivery model on hybrid IT

This is a differentiator

300 + certified practitioners

Across 18 countries. Contributor of FinOps.org and FOCUS project

15 AI and machine learning patents

Around optimization, tagging and data management

Tool agnostic

Fulfill through an array of cloud-native and third-party tools, with Kyndryl bringing the people, processes and technology

Board seat on FinOps Foundation Board

Top contributors of Gamification Library, Unit Economics and Sustainability working groups

Kyndryl will work with you to develop a target state for **FinOps**, including defining the desired outcomes, strategies, and practices to optimize hybrid cloud costs and financial operations.

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Kyndryl FinOps business value outcomes

20-30% savings by consolidating visibility and optimization of costs across multiple providers

85% + reduction in lead time to consolidate, distribute and verify allocated costs

Up to 30% more effective budget allocation and compliance due to increased governance and predictability of cloud spend
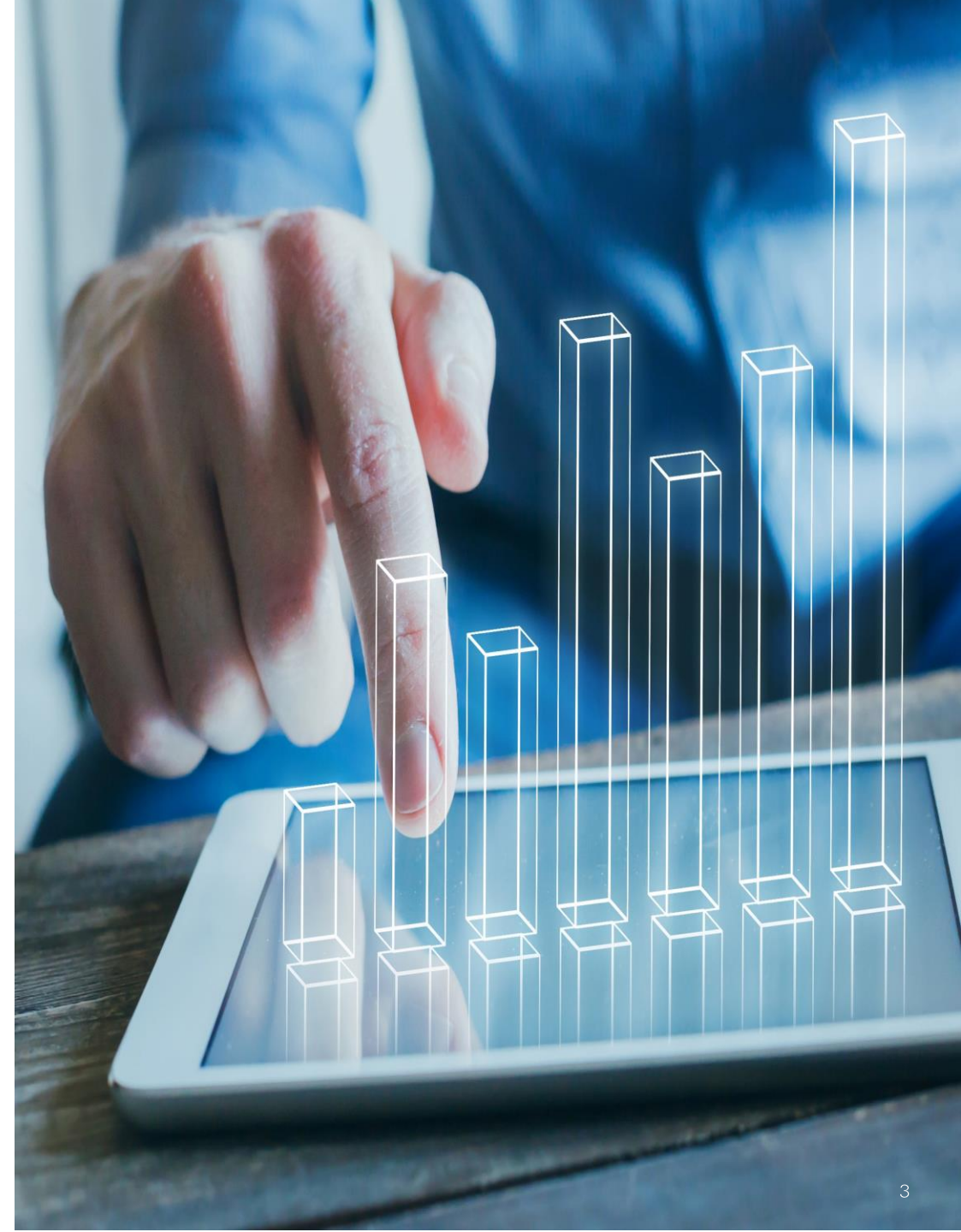
Up to 95% faster recognition of waste and identification of migration opportunities and data center exits

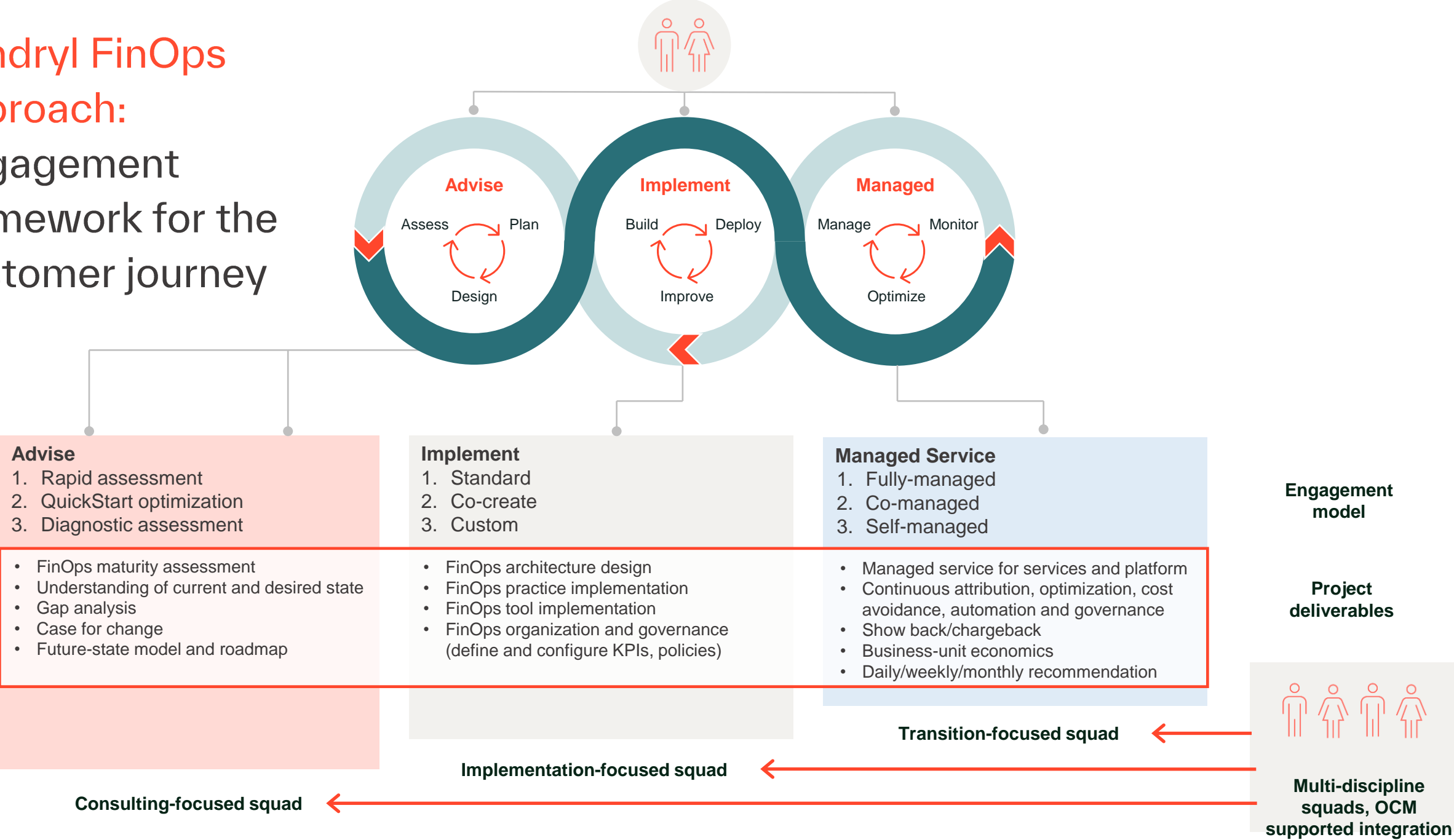**25% +** improved cloud resource utilization

Higher stakeholder value designed to break down silos and to start conversations among finance, engineering/ operations and business/product owners

*Data reflects potential benefits based on Kyndryl's current customer KPIs

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Kyndryl FinOps approach:
Engagement framework for the customer journey

Advise
Assess · Plan · Design

Implement
Build · Deploy · Improve

Managed
Manage · Monitor · Optimize

Advise
1. Rapid assessment
2. QuickStart optimization
3. Diagnostic assessment

Implement
1. Standard
2. Co-create
3. Custom

Managed Service
1. Fully-managed
2. Co-managed
3. Self-managed

Engagement model

- FinOps maturity assessment
- Understanding of current and desired state
- Gap analysis
- Case for change
- Future-state model and roadmap

- FinOps architecture design
- FinOps practice implementation
- FinOps tool implementation
- FinOps organization and governance (define and configure KPIs, policies)

- Managed service for services and platform
- Continuous attribution, optimization, cost avoidance, automation and governance
- Show back/chargeback
- Business-unit economics
- Daily/weekly/monthly recommendation

Project deliverables

Transition-focused squad

Implementation-focused squad

Consulting-focused squad

Multi-discipline squads, OCM supported integration

FinOps Ausgrid

Cloud assessment uncovers significant cost savings and greater financial visibility

Customer reference

Business Challenge

Ausgrid is the largest distributor of electricity in New South Wales (NSW). They commenced their migration of workloads to cloud in 2019 and by mid-2023 a significant percentage of their workloads were running on Microsoft's Azure platform. Concerned with the upward trending and unpredictable cloud costs, Ausgrid needed actionable insights and financial visibility into cloud operations.

Transformation

- Conducted Cloud QuickStart Optimization assessment in 6 weeks
- Leveraged Cost and Asset Management, Kyndryl's FinOps platform, and Azure native tooling to identify cloud saving
- Kyndryl FinOps practitioners brought Ausgrid's technology, business, and finance to collaborate on a solution
- Follow by Phase 2 implementation of FinOps recommendations

Results:

- Identified **1,264** potential cloud optimization savings opportunities totaling over **8% of Azure cloud spend** across Compute, Storage, Database, Network, and Application Services

- Removed **13% of VMs** that have low utilization rates and allocated VMs on an on/off schedule

- Address inefficient application services and tagging

- Presented case for change and developed a transformation roadmap

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FinOps – LifeLabs

FinOps case for change and set up of a FinOps governance framework

Business Challenge

The post-pandemic landscape presented Client to make strategic decision to curtail operational expenditure (OPEX). This shift in priorities reflects the company's commitment to navigating the financial challenges prudently while ensuring that core operational functions are sustained. Client CIO and VP IT Operations were looking to reduce their cloud spend. A FinOps Governance Framework should be set up so that they can avoid similar situation in future.

Transformation

- Lead by Kyndryl Consult Canada, a FinOps Squad was made up of Kyndryl Consult and ModernOps expertise.
- FinOps Cloud Governance Framework was defined working with EA, Finance and IT Operations.
- For cost optimization analysis, Azure cloud native and Kyndryl FinOps tool were used.
- Combination of tools, Cloud environment and licensing right-sizing approach was adopted.

Results:

- Potential Annual Savings of over **36%** on cloud spend.

- FinOps Governance Framework, comprises of:
  - Service Intake
  - FinOps RACI
  - Cloud Policies
  - Tagging Strategy

- FinOps Squad Establishment actionable plan

- Identified cost savings opportunities detailed remediation plan

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AI may write the code, but FinOps rights the cost—turning runaway spend into a runway for growth. Meet me at FinOps X to swap war stories on funding innovation without torching budgets."

Jaisson Mailloux
Director and Technical Evangelist, Global Microsoft Alliance, Kyndryl

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"

It's easier to spin up a $10,000/yr VM than buy a $10 mouse—FinOps is here to ask why."

Dan Ortman
Director, Global Microsoft Alliance, Kyndryl

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"

Empowerment comes burdened with accountability - and that certainly true of self-service consumption being coupled with accountability of the risk and the spend. As this is neither a primary skill or habit, the FinOps discipline needs to be introduced to assist, encourage, and develop adoption.

Sunil Bhargava
SVP Kyndryl Cloud Services and FinOps Foundation Governing Board

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"

FinOps isn't just about tracking cloud spend—it's about creating a culture where AI, engineering, and finance converge to turn cost governance into competitive advantage."

Kristian Gonzalez
Director, Consult Partner, Kyndryl