

The public cloud has transformed IT with its speed, scalability, and innovation—but without strong financial governance, it can quickly lead to budget overruns, unmet expectations, and diminished executive confidence.

Trace3's team of certified FinOps practitioners helps organizations take control of cloud costs across AWS, Azure, GCP, Microsoft 365, and Google Workspace. With eight years of experience, industry-leading tools, and a white-glove approach, we act as an extension of your team to drive financial accountability and long-term 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 FINANCIAL ADVISORY: Our experts help you develop strong business cases through ROI analysis, financial tracking, and cost projections. We also support software asset management and enforce financial governance with policy, audit, and compliance expertise.

CLOUD FINOPS PROJECTS: 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 plan for the next stage of your cloud FinOps maturity.

COPILOT ADOPTION: Our team partners with you to build a secure Copilot adoption strategy backed by a Center of Excellence. We train stakeholders, run pilot programs, and help drive engagement and productivity with Copilot across your organization.

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 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%

Sample FinOps Maturity Report Card

CLOUD FINOPS CONSULTING VALUE



DEDICATED FINOPS CONSULTANT: Get hands-on cloud cost optimization with your own certified FinOps consultant, leveraging personalized guidance, in-depth analyses, clear reports, proactive alerts, and a tailored strategy - all delivered by our expert team to maximize your efficiency and simplify your cloud finances.



FINANCIAL VISIBILITY: Ensure sustainable cloud spend with financial forecasting workshops and analysis, tagging strategy and implementation, cost modeling, budgeting, and FinOps maturity scoring. These methods help provide visibility into relevant spend.



GOVERNANCE: Elevate your FinOps program with automated anomaly detection, data-driven KPIs, spend guardrails, and collaborative budgeting workshops. This implementation will build continuous improvement in your practice.



CLOUD OPTIMIZATION: Tailor recommendations to prioritize optimization opportunities, reducing waste, maximizing efficiency, and driving down costs continuously. You'll gain clear visibility into realized savings and maximize the value of your cloud investment.



TECHNICAL EXPERTISE: In addition to your FinOps consultants, enjoy access to our broader team of cloud architects and engineers proficient across all three major providers. This extended expertise ensures all your technical needs are covered.

Regardless of where you are on your FinOps journey, we have solutions to help you succeed. To learn more, contact us at finopsteam@trace3.com or at Trace3.com.