

AHEAD

Finding the Value in FinOps for Enterprise IT



With so many enterprise IT functions moving to the cloud, business leaders are keeping a close eye on their spend, how to manage it, and how to maximize return on investment. In the market, 'FinOps' has become a means of getting this done—however, it is most commonly associated with the public cloud. The problem? The majority of enterprises maintain a hybrid model made up of public and private clouds as well as datacenter-based services. This begs the question — why would organizations limit FinOps to just the public cloud? The simple answer: they shouldn't.

At AHEAD, we view FinOps as an invaluable methodology that should be applied to not only the public cloud, but the entire digital enterprise. Bringing to the table a

holistic perspective, robust financial models, and automation expertise, we help organizations align their technology investments with desired outcomes and financial goals. With services spanning strategy, design, implementation, and fully managed financial operations across the enterprise IT footprint, AHEAD gives organizations a better view of their financial outlook, empowering them to make the right decisions for their business.

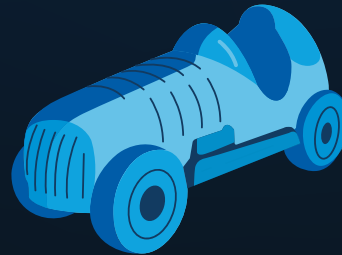
So, how can you tell which FinOps services are right for your enterprise? In this eBook, we'll explore the most common challenges our clients face, and the specific solutions presented within our FinOps for Enterprise IT offerings.

The 5 Pillars of FinOps

Foundational
Baseline Analysis



Financial Strategy
Consulting



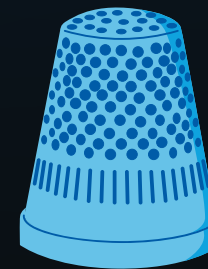
IT Asset
Management



Workload Optimization
& Architecture



FinOps as a
Service for Cloud



Foundational Baseline Analysis

Enterprise Challenge:

The organization needs help formulating the justification for organizational changes or tactical initiatives—such as a technology and tooling refresh, proof of concept development, contract renewal, or enterprise licensing agreement—that require significant investment dollars.



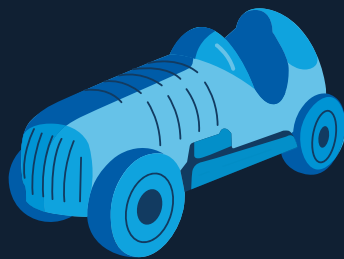
AHEAD FinOps Solution:

We develop a fact-based, top-down total cost of ownership (TCO) analysis designed to spotlight present and future costs and create a baseline comparison for the financial impact of different strategic initiatives. This provides you with a high-level view of what is financially feasible and helps pinpoint the procurement vehicles (e.g., payment plans, leasing, usage agreements) that can enable financial decisions to be made with confidence.

Financial Strategy Consulting

Enterprise Challenge:

A business case must be built to support the reasoning behind enterprise-wide strategic initiatives with granular detail outlining factors such as cashflow changes, shifts from CapEx to OpEx, timing considerations, and predicted return on investment.



AHEAD FinOps Solution:

We develop a custom statement of work based on your requirements that includes a holistic financial impact analysis which can be segmented by geography, application, or business unit. With that, we create dynamic scenarios for spend optimization and analyze the impact of your cloud strategy, data center consolidation or workload optimization efforts, staffing costs, etc. This deep analysis provides insight into the financial implications of adopting one strategy over another, determines the optimal time for execution, and establishes the foundation for future cost analysis.

For more mature cloud clients, AHEAD can build statistical regression models to help understand and predict public cloud spend based on independent variables like revenue, headcount, etc.

IT Asset Management

Enterprise Challenge:

The organization is unable to optimize spend, ensure the protection of assets, manage asset lifecycles, prepare for audits, or predict go-forward investments due to poor inventory of hardware and/or software assets.



AHEAD FinOps Solution:

We apply our hardware and software asset management solutions to help you reduce risk exposure, optimize spend, and increase visibility into critical infrastructure—both on-prem and in the cloud. By identifying overlapping usage, matching the right users to the right roles, and automatically distributing licenses, we enable you to optimize asset management across the organization and gain better control over your IT footprint.

Workload Optimization & Architecture

Enterprise Challenge:

The organization needs help determining the optimal workload placement from both a technical and business perspective. This includes identifying the technical benefits of moving to cloud and establishing financial viability.



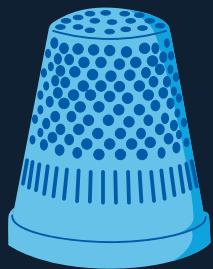
AHEAD FinOps Solution:

We combine our technical advisory services with financial consulting to determine the right placement of workloads across the data center and multiple public clouds based on your specific needs. By first creating a baseline cost profile for workload architecture, we're able to provide visibility into the financial implications of the recommended workload disposition so that no decisions can be made without knowing the impact.

FinOps as a Service for Cloud

Enterprise Challenge:

The organization has recently expanded their cloud usage, but can no longer identify which business units or teams are responsible for spikes in cloud spend. This lack of understanding leads to unchecked growth in cloud spend that is difficult—if not impossible—to tie back to business initiatives.



AHEAD FinOps Solution:

We track cloud spend across your organization and eliminate costs through continuous governance and tagging, forecasting, modeling, rightsizing, and automation. By creating a tagging matrix that is aligned to your entire enterprise, we can account for all cloud resources and provide easily digestible reports that link spending to the responsible business units and teams.

AHEAD FinOps Engagement Framework

No matter the scope of your FinOps needs, AHEAD partners with you to provide ongoing analysis every step of the way – from discovery through execution:



Financial Transparency Enables Business Agility

Whether your cloud spending has run wild, your IT assets have become unmanageable, or you simply need a better way to gain financial transparency across the organization, AHEAD is here to help. With our dedicated experts in your corner, AHEAD's FinOps for Enterprise IT methodology grants the financial clarity to make the right decisions to empower your employees and better serve your customers.

Get in touch with us today to learn more.



AHEAD builds and manages digital platforms that power the most successful organizations in the world. Our consultative approach, unmatched engineering, and innovative solutions combine to accelerate the impact of technology in every client we serve.

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