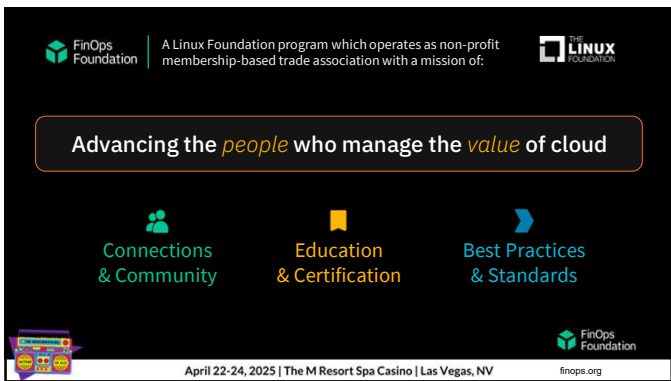




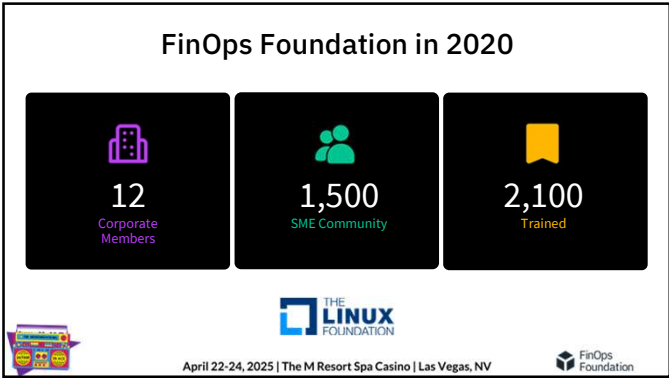
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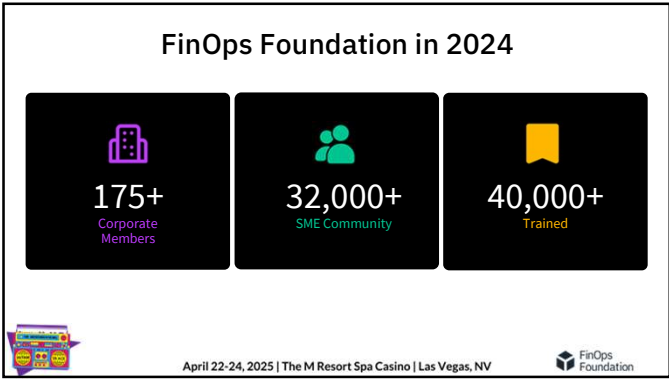
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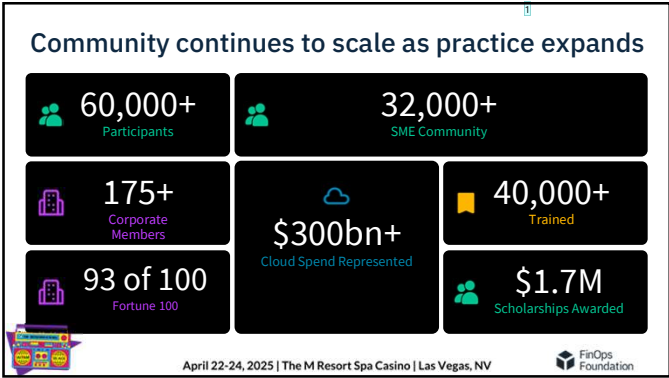
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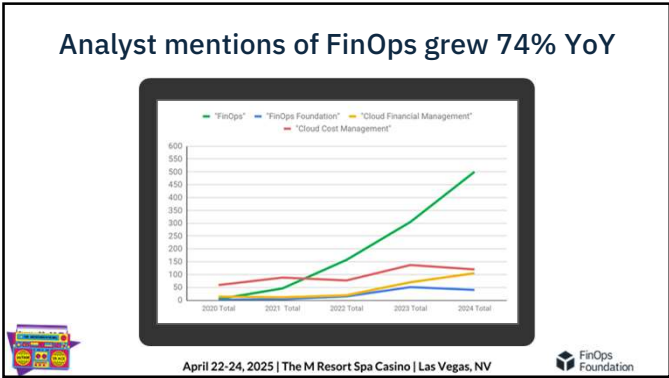
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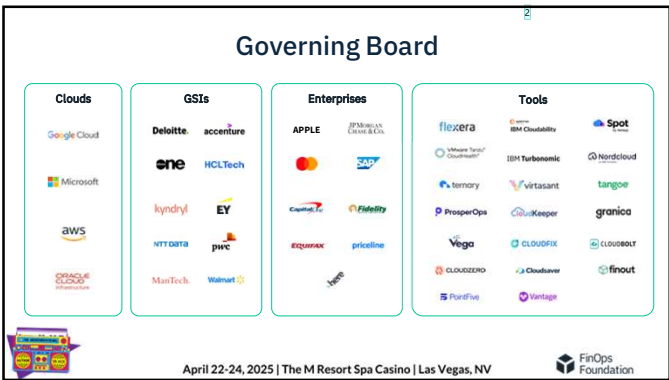
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Slide 6

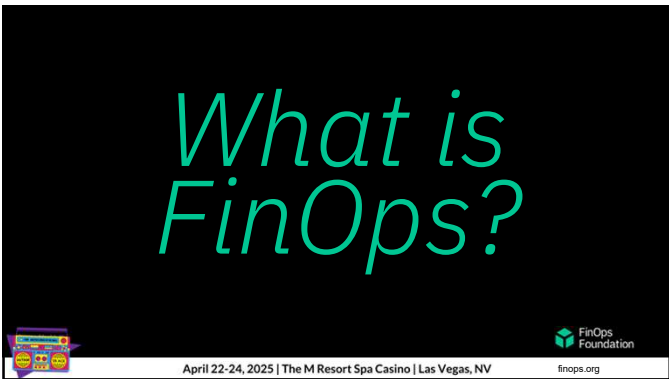
- 1 @tom@finops.org updated numbers
Steven Trask, 3/17/2025
- 1 @steven.trask@finops.org Where would I find the numbers, this slide is no longer in the Primary Slide Deck?
Thomas Sharpe, 3/17/2025



7



8



9

Slide 8

- 2 @tom@finops.org this one seems old
Reassigned to tom@finops.org
Steven Trask, 3/17/2025
- 2 @steven.trask@finops.org I don't think we have a newer version of this. In the Primary Slide deck we only have the Governing Board listed as people rather than companies. Unless this is supposed to be the Premier Members?
Reassigned to steven.trask@finops.org
Thomas Sharpe, 3/17/2025

Cloud is critical to every business but is a fundamentally different consumption model...

Decentralized

Engineers siloed from Finance (and Procurement) are empowered to commit the company to spend

Variable

Variable cloud spend replacing data center/fixed cost spend, including numerous ways to optimize rates

Scalable

Instant access to a variety of resources enables innovation but often results in overprovisioning

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

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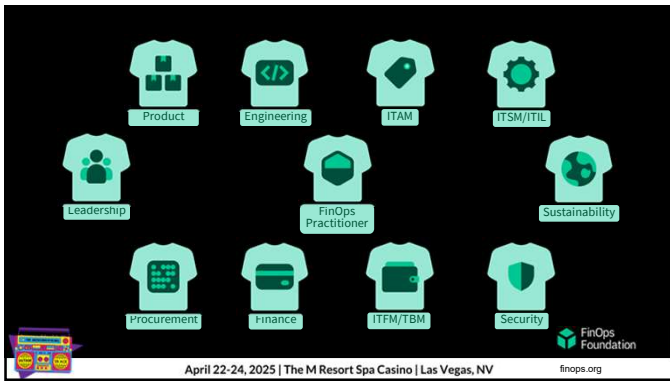
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*FinOps is an operational framework and **cultural** practice which maximizes the **business value** of cloud **and technology**, enables **timely data-driven decision making**, and creates financial accountability through **collaboration** between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

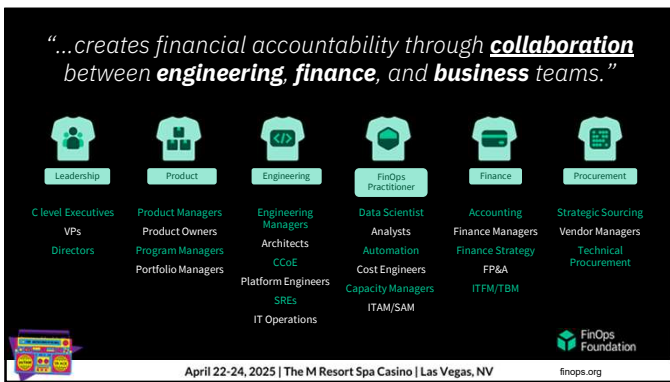
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US Government Adoption of FinOps Framework



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European Parliament adopting FOCUS



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Evolution of FinOps



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Public
Cloud

Highly Variable


Consumption-based

Decentralized

Granular

Scale & Speed

Specialization



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FinOps operates at the intersection between business and technology

Technology Strategy

Business Strategy



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FinOps operates at the intersection between business and technology

Regional data sovereignty
Network and Regional Costs...

New functional capabilities
Utilization/allocation of AI costs

Integration - API request, endpoints, storage lifecycles...


Technology Strategy

Business Strategy

Enter new markets

Broaden your product portfolio

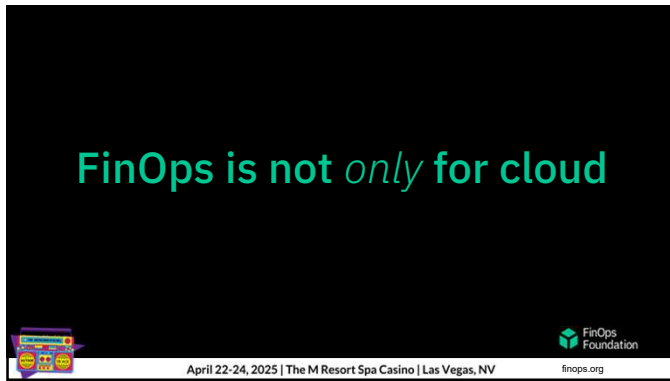
Deepen customer penetration e.g bundle products together



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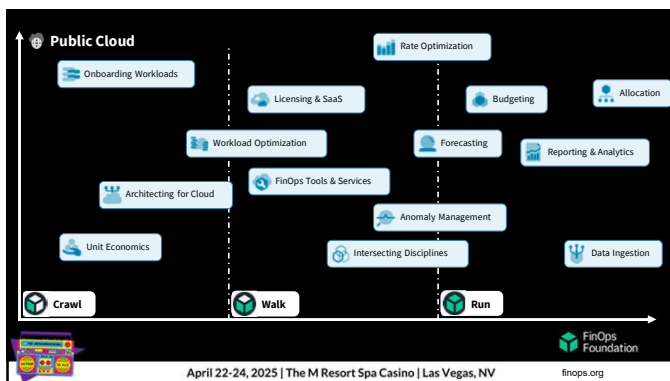
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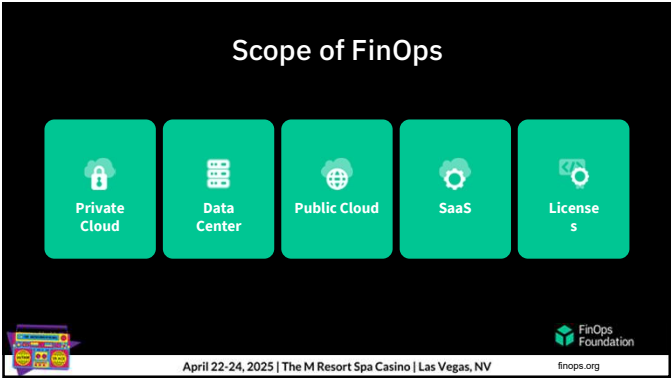
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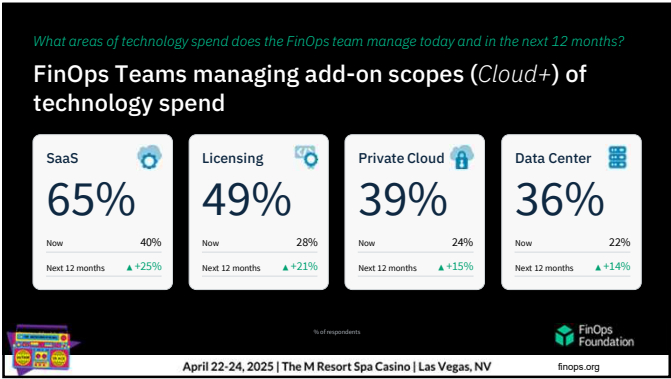
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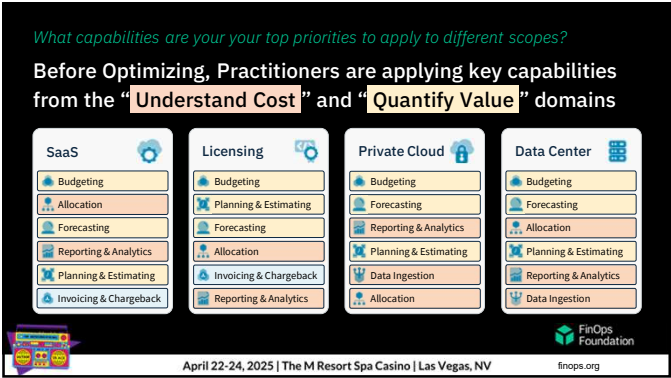
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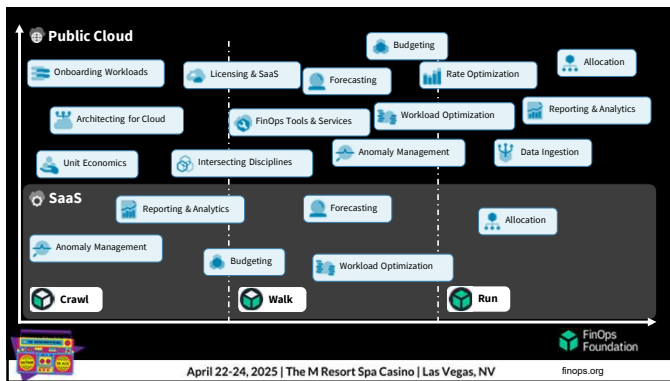
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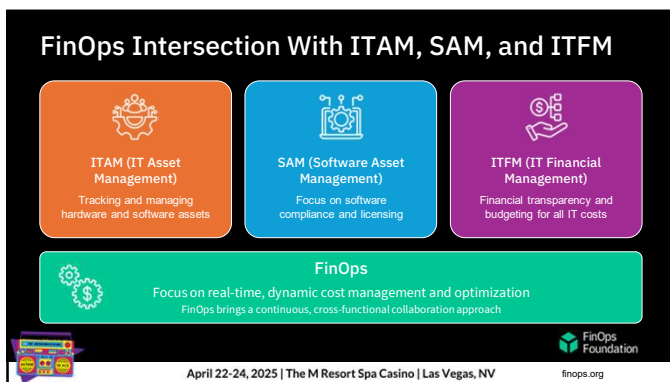
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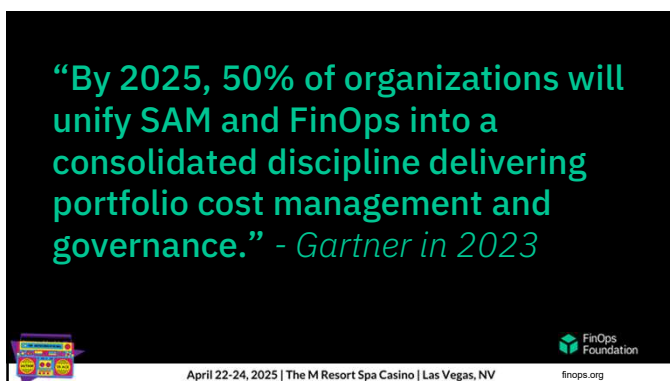
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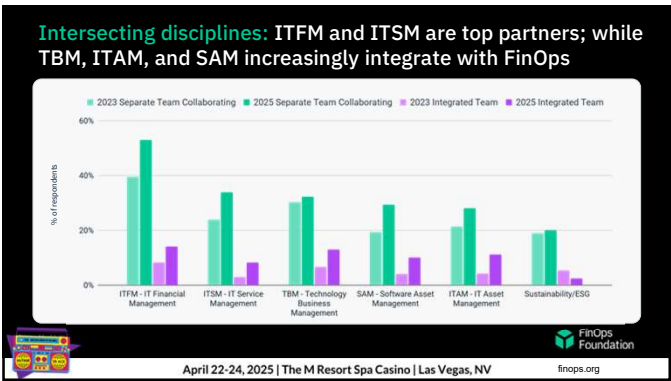
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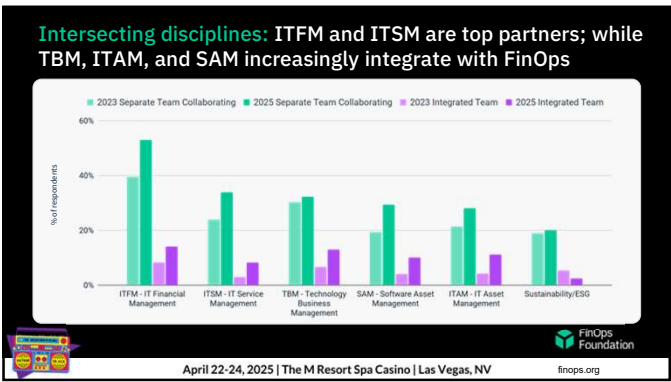
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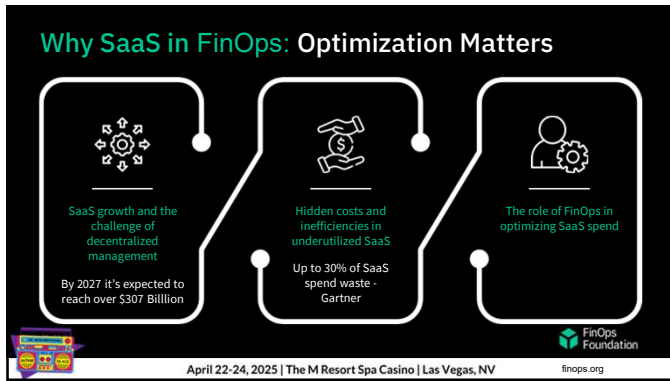
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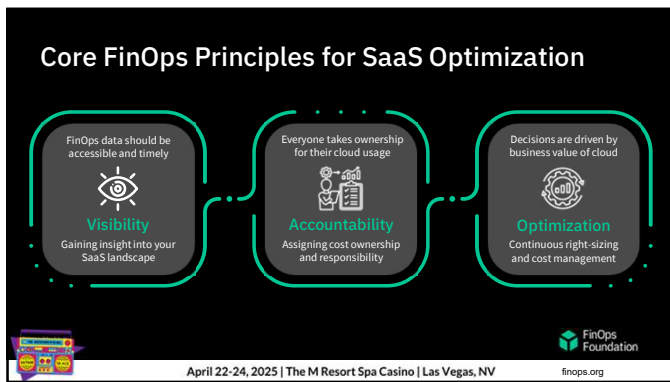
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1. Be Friends
 2. Share Stuff
 3. Coordinate
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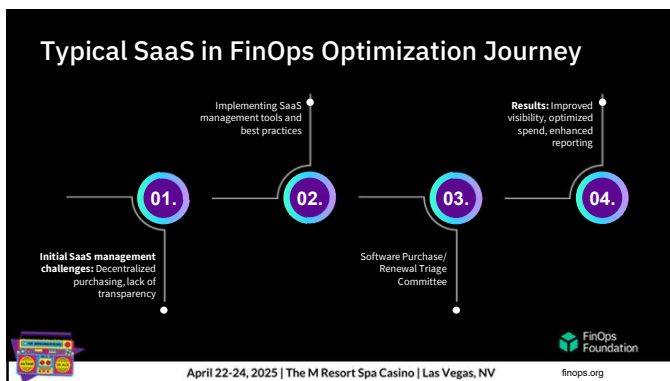
33



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19770-1 update coming that will make FinOps and ITAM more aligned

19770-1:2024 Management System
The ISO standard finally demystified & made usable...18 years in the making

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FOCUS™

aws Google Cloud Microsoft ORACLE CLOUD Infrastructure

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FOCUS Ecosystem

Billing data from cloud vendors is generated...
...in the FOCUS format...
...for ingestion by Practitioners...
...to achieve FinOps Domains.

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FOCUS Columns - 1.1 Additions

focus.finops.org/focus-columns/

Billing Billing Account ID Billing Account Name Billing Currency Billing Period Start Billing Period End	Costs Billed Cost Effective Cost List Cost Contracted Cost	Commitment Discounts Commitment Discount Category Commitment Discount ID Commitment Discount Name Commitment Discount Type Commitment Discount Status Commitment Discount Quantity Commitment Discount Unit	Location Region ID Region Name Availability Zone
SKU SKU ID SKU Price ID SKU Price Details SKU Material	Charge Charge Category Charge Class Charge Description Charge Frequency Charge Period End Charge Period Start	Lineage of the Charge Provider Publisher Invoice Issuer	Resource Information Capacity Reservation ID Capacity Reservation Status Resource ID Resource Name Resource Type Tags
Pricing Pricing Category Pricing Quantity Pricing Unit List Price Unit Contracted Unit Price	Usage Consumed Quantity Consumed Unit	Account Hierarchy Sub Account ID Sub Account Name	Service Details Service Category Service Name Service Subcategory



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June 2-5 2025, San Diego



Register at x.finops.org



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June 2-5 2025, San Diego



2000+
Total Attendees

1200+
Total Organizations

120+
Total Speakers

100+
Breakouts/Chalk Talks

4+
Public Clouds

50+
Sponsors

Register at x.finops.org




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Connect with Me!





← What's that?




jr@finops.org









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[illegible]