

# Take Control of Cloud Spend with FinOps

Turn cloud spend into measurable business value.



## Solution Area

Cloud and Infrastructure

## Business Challenge

As organisations scale across cloud, SaaS and AI, technology cost is rising faster than the value it returns. Insight delivers an end-to-end FinOps service from change management and strategy through architecture, implementation and ongoing managed services.

Cost optimisation, platform tooling and governance addressed in isolation lead to short-term fixes not sustainable outcomes. The challenges are deeply interrelated:

- **Unrealised cloud value:** Difficulty translating cloud and AI investment into tangible business benefits.
- **Unpredictable spend:** Limited forecasting across consumption-based services and software true-ups; an estimated 28% of cloud spend is wasted (Flexera, 2026).
- **Operational inefficiency:** Absent operating models, siloed engineering and finance, manual cost reporting.
- **Accumulating technical debt:** Increased risk and rework where governance and platform maturity have lagged growth.

## How We Help

### The Insight FinOps Lifecycle

A complete, ANZ-delivered FinOps practice covering the six disciplines that move organisations from reactive cost control to proactive financial accountability for technology.

#### Change Management & Adoption

Executive mandate, stakeholder alignment and FinOps persona enablement so people, finance and engineering own cloud spend together.

1

#### FinOps Strategy

Target operating maturity, business case, value-stream model and success criteria aligned to your enterprise objectives.

2

#### KPIs & Governance

Policies, guardrails, allocation rules and the metrics that prove FinOps is working – from unit economics to forecast accuracy.

3

#### Organisational Structure

Cross-functional operating model: project delivery, strategy & architecture, engineering, operations and commercial with clear roles and RACIs.

4

#### Architecture & Implementation

Platform engineering, infrastructure-as-code, tagging standards, RBAC, automation and tooling (Flexera One, Microsoft Cost Management) deployed for control at scale.

5

#### Ongoing Review & Managed Services

Continuous optimisation and governance delivered by Insight's ANZ Optimisation & Governance team regular cadence, anomaly support and maturity uplift.

6

## How We Deliver

FinOps only delivers when governance, technical controls and operations work together. Each pillar reinforces the others - miss one and value leaks back out.



### Governance

Policies, guardrails, allocation rules, accountability frameworks and the executive mandate that makes them stick.



### Technical Controls

Infrastructure-as-code, tagging, automated remediation, RBAC and platform-enforced standards guardrails encoded in the platform.



### FinOps Operations

Monitoring, anomaly detection, monthly optimisation reviews and the people running the day-to-day discipline.

## KPIs we measure with you

- **Cost-to-revenue & unit economics** – cloud and software spend per business unit, product or customer.
- **Forecast accuracy** – monthly forecast vs actual variance trending toward < 5%.
- **Allocation coverage** – percentage of spend tagged and attributed to an owner.
- **Optimisation realisation** – savings identified vs savings captured each month.
- **Anomaly resolution time** – mean time to detect, triage and remediate cost anomalies.
- **FinOps maturity score** – tracked against the FinOps Foundation framework across capabilities.

## Outcomes you can expect

### Rapid Savings

Sustainable cost reduction through right-sizing, service tiering and waste elimination.

### Financial Clarity

Real-time visibility across billed and unbilled consumption, mapped to business outcomes.

### Operational Efficiency

Modern operating models and automation that free engineering time for innovation

### Governed Innovation

Confidence to adopt AI, Copilot and platform services without bill shock.

## Why Insight for FinOps

- **ANZ-delivered, locally-led** – an Optimisation & Governance practice in Australia and New Zealand with deep public-sector and enterprise experience.
- **End-to-end, not point fixes** – we cover the full lifecycle from change management to managed service, not just tooling implementation.
- **ITAM and FinOps converged** – software asset management and cloud FinOps under one practice, reflecting how spend really behaves.
- **Microsoft depth** – all 7 Microsoft Solution Partner Designations, 24 specialisations, Azure Expert MSP and 3,000+ Microsoft certifications globally.
- **Industry-leading tooling** – delivery accelerated by tooling, with no upfront licensing commitment required to evaluate.

## About Insight

Insight Enterprises is a leading Solutions Integrator that helps clients solve technology challenges by combining the right hardware, software, and services. We're a global Fortune 500 technology company with a network of over 6,000 partners and experts around the world who provide access to end-to-end IT capabilities. For more than 35 years, we have delivered and optimised technology solutions for our clients efficiently, effectively, and safely. We are rated as a Great Place to Work, a Forbes World's Best Employer, and a Fortune World's Best Workplace. Discover more at [au.insight.com](https://au.insight.com). NSIT-M