

Empowering Partners with Managed FinOps Capabilities

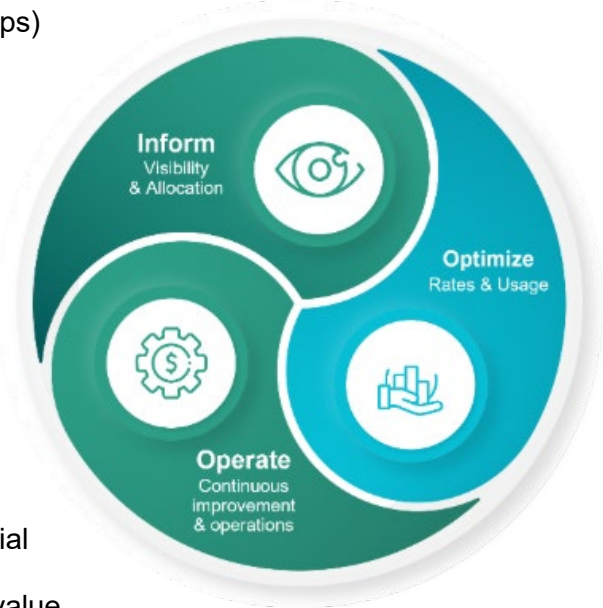
Harness the power of TD SYNEX Cloud Financial Operations (FinOps) Managed Services to supercharge your cloud services and boost profitability. In today's dynamic digital landscape, understanding and optimizing cloud costs is not just a financial necessity—it's a competitive advantage. By integrating FinOps into your strategy, you gain unparalleled visibility into cloud expenditure while unlocking opportunities for cost savings and efficiency. This proactive approach ensures every cloud dollar is spent wisely, enabling you to offer more competitive pricing to clients and improve your bottom line.

Expertise, Enablement & Intelligence

TD SYNEX's approach to FinOps aligns cloud operations with financial accountability, ensuring measurable improvements in cost efficiency, governance, forecasting accuracy, and—most importantly—business value realization. Our team combines proven processes, tooling, analytics, and experienced FinOps practitioners to deliver sustainable cloud cost optimization and financial control.

Our solution supports and integrates with leading cloud providers and FinOps platforms, including Amazon Web Services, Microsoft Azure, and Google Cloud Platform. Our FinOps tooling may include native cost management solutions, TD SYNEX-developed tools, and third-party FinOps platforms, depending on client requirements.

TD SYNEX FinOps Managed Services align to the FinOps Framework. We help organizations operationalize cloud and technology financial management by combining people, processes, and tools to deliver visibility, accountability, optimization, and governance across technology spending. We embed FinOps best practices and, if needed, assist with cultural change through continuous collaboration among engineering, finance, business, and executive teams.



Service Engagement Model

- **Assessment Phase** – Initial evaluation of cloud cost maturity, practices, organizational alignment, and tools.
- **Design Phase** – Tailoring FinOps domains and capabilities to business objectives and scope.
- **Implementation Phase** – Deploying processes, reporting, tooling, governance, and enablement.
- **Operate & Optimize** – Ongoing managed services delivery with continuous improvement cycles.

Our FinOps Managed Services in North America are delivered through a dedicated team structure:

- **FinOps Sales Lead** - Primary point of contact
- **FinOps Lead** – Certified FinOps Practitioner, accountable for outcomes
- **FinOps Analysts** – Certified FinOps Practitioners providing reporting, optimization analysis, and forecasting services
- **FinOps Operational Specialists** – Certified FinOps Practitioners providing operational support



Core Managed Services Offerings

Understand Usage and Cost



We help partners and customers establish clear, trustworthy visibility into cloud spend and the drivers behind it. This work creates a consistent data foundation across accounts, services, and business units so teams can accurately

allocate costs, detect anomalies, validate provider billing, and report on performance with confidence. The outcome is actionable reporting and governance that supports ongoing optimization and informed financial decision-making.

- Data Ingestion – Pull billing and usage data from cloud providers; assist with third-party tool ingestion.
- Cost Allocation Models – Support tagging strategies and cost mapping to business units or products.
- Reporting & Analytics – Dashboards, KPIs, and cost trend analysis.
- Anomaly Management – Alerts and process integration to catch unexpected spend.
- Implementation and management of cost analytics tooling.
- Cloud provider billing validation.
- Chargeback/internal invoicing support.
- FinOps maturity assessments and roadmap development.
- Executive and operational reporting packages.

Quantify Business Value



We connect cloud spend to real business outcomes so leaders can plan, justify, and measure value with confidence. We translate usage and cost signals into financial insights—forecasting demand, setting budgets,

tracking unit economics, and monitoring discount programs—so partners and customers can manage cloud like a business, not just an infrastructure bill. This enables better planning cycles, clearer accountability, and stronger decision-making for renewals, negotiations, and long-term commitments.

- Planning & Estimating – Align usage forecasts with business roadmaps.
- Forecasting – Predict future spend using historical and predictive models.
- Budgeting & Benchmarking – Financial planning aligned with business KPIs.
- Unit Economics – Support cost per workload, cost per feature, and cost per performance metric.
- Support for PPA tracking.
- Spend trend analysis.
- Support for annual planning cycles.
- Discount program management.
- Renewal and negotiation support.

Optimize Usage & Cost



We help partners and customers reduce cloud spend while maintaining performance and reliability by continuously identifying optimization opportunities and translating them into actionable plans. This includes workload and architecture improvements, commitment and pricing model optimization, and automated management of Savings Plans, Reserved Instances, and Spot Instances to keep coverage aligned as usage changes. We also support ongoing governance by tracking sustainability and efficiency metrics and providing renewal and negotiation support to sustain savings over time.

- Architecting for Cost – Continuous identification of cost improvement opportunities.
- Workload Optimization – Rightsizing and utilization reviews to improve efficiency, eliminate waste, and reduce anomalies.
- Rate Optimization – Commitments, Reserved Instances, and pricing model optimization assessments.
- Automated commitment management (RI/SP optimization).
- Automated Spot Instance optimization.
- Automated synchronization of Spot, RI, and SP coverage.
- Automated commitment portfolio action synchronization with engineer-defined schedules.
- Automated container management.
- Sustainability Metrics – Incorporate carbon and efficiency scorecards.

