

## CLOUD FINOPS FOR SAAS COMPANIES

The Modern Method to Ensure Profitability of Your Cloud Environment



### CLOUD FINOPS AT A GLANCE

#### Benefits

- Aligns Finance and IT
- Increases Margins
- Maximizes cloud investment
- Allows your team to focus on the core business

#### Exstratus

- Offloads the hard work of establishing a FinOps practice
- Brings the people, process, tools, and insights to accelerate time to value
- Cross-industry visibility to ensure best practice adoption



*"We recently completed four acquisitions, thus focusing on optimizing our cloud footprint was a high priority. We enlisted Exstratus to assist us in managing our ever-growing environment and ensuring it is optimized. They provide the tools and knowledge to understand our customer's needs, evaluate performance, and provide efficiencies that helped us achieve our targets."*

**Bob Mason**  
EVP, Cloud Operations & IT  
Naviga

### SAAS COMPANIES SPEND 50% OF REVENUE ON CLOUD INFRASTRUCTURE

It's not unusual for SaaS companies to spend over 50% of their revenue on public cloud. Often running lean and moving fast, there's little time to focus on their single biggest budget expenditure outside of staffing.

### WHY FINOPS IS CRITICAL FOR SAAS

FinOps aligns Finance and IT teams to evolve the way you manage and optimize cloud expenditures without slowing down your ability to keep up with customer demand for new features.

It solves the pain of your Finance team scrambling around to figure out why the cloud spend exceeded budget in the previous period and saves engineering from spending time defending it.

### WHY PARTNER WITH EXSTRATUS

#### Offload the Hard Work of Cloud FinOps

Exstratus brings the people, process, knowledge, and tools needed to maximize your cloud investment without adding to your already deep backlog and overstretched staff.

#### Accelerate Time to Value

Our experienced team has cross-industry insight and deep experience to get your FinOps practice to maturity quickly and painlessly.

#### Reinvest in Your Business

We help you discover efficiencies in your current environment which allow you to reallocate that spend to hiring and other areas that can contribute to your company's growth.

#### Increased Margin

In SaaS businesses, particularly where investors are involved, there is always demand for increasing margins. The Exstratus FinOps for SaaS practice finds immediate savings and then builds a foundation for ongoing alignment around cloud expenditures.