

FinOps Services

Our Perspective

As organizations adopt rapidly evolving technologies, IT cost models are becoming increasingly complex. Traditional software licensing is being replaced by volume- and usage-based Software-as-a-Service (SaaS) subscriptions; cloud consumption introduces variable costs augmented by commitment pricing; and AI services introduce entirely new consumption models based on tokens, GPUs, and model utilization. These changes require organizations to move beyond traditional budgeting approaches and establish continuous financial management practices that maximize technology value while maintaining cost control. More than ever, organizations need to ensure buying entities are partnering with IT leadership to influence optimized cost management outcomes and solutions for IT services and communicating tradeoffs to executive leadership. For federal agencies and other large enterprises, effective financial operations (FinOps) enables technology, finance, acquisition, and business leaders to make informed investment decisions based on cost transparency, operational efficiency, and measurable mission outcomes.

ViaTrie combines decades of experience in IT Investment Management, Technology Business Management (TBM), cloud financial management, and enterprise governance to help organizations mature their FinOps capabilities. Rather than treating FinOps as a cloud cost reduction initiative, we implement it as an enterprise



operating model that aligns engineering, finance, procurement, and business stakeholders around shared financial accountability. The goal is portfolio-level analysis using unit transaction cost and business value return on investment (ROI) metrics to continuously evaluate, improve, and invest in the right IT programs.

Our approach begins with establishing a FinOps strategy that defines organizational personas, governance structures, business objectives, and measurable success criteria. We conduct maturity assessments across the *Inform, Optimize, and Operate* lifecycle to establish *Crawl, Walk, and Run* capabilities, then develop implementation roadmaps, governance models, and RACSI matrices that clearly define organizational responsibilities. We test strategic plans across different stakeholder groups, including newly created cloud centers of excellence, cross-organization working groups, and/or technology advisory boards. We also develop FinOps program plans that establish data-driven decision criteria and guide investments in financial management tools, automation, and reporting capabilities.



ViaTrie establishes the financial visibility necessary for informed technology decisions by creating enterprise-wide cost transparency across cloud, SaaS, managed services, and traditional IT investments. Our FinOps *Inform* services include creating cost transparency starting with invoice data management, including managed service provider, cloud service provider, and license-based analysis. We have extensive experience using CSP-native tools and creating technical solutions to manage costs and automate allocation, show-back, and chargeback processes. We incrementally improve analytics with cloud tagging and integrating components from available Cloud management platforms and/or DevSecOps tooling chains.

We help organizations continuously improve technology efficiency by embedding cost optimization into engineering and operational processes rather than treating optimization as a periodic exercise. Our FinOps *Optimization* services include immediate-result activities like automated anomaly detection and ongoing rate optimization through right-sizing assets and establishing savings plan standards. We work to shift cost considerations left in the pipeline, implementing Infrastructure as Code (IaC) templates that include appropriate commitment structures (savings plans, reserved instances, committed use discounts, etc.) based on workload predictability, automatically applying baseline tagging, and ensuring enrollment in management services.

ViaTrie helps organizations institutionalize FinOps through governance, operational processes, and continuous performance management. Our FinOps *Operate* services connect IT budget planning, forecasting and run-time management in multi-cloud and/or multiple cloud environments. Our approach includes continuous improvement of commitment management, tool recommendation remediations, and development of key performance indicators (KPI) and executive scorecards.

Deploy FinOps capabilities across the enterprise that evolve traditional IT investment management and Technology Business Management (TBM) paradigms to address modern cloud-based portfolios. Collect, curate, and analyze data to span Inform, Optimize, and Operate phases. Connect technical engineering decisions to financial outcomes.

As organizations rapidly adopt generative AI and machine learning (AI/ML), traditional FinOps practices must evolve to address new consumption models and governance challenges. ViaTrie extends FinOps principles to AI environments by helping organizations manage the financial, operational, and governance aspects of AI investments. ViaTrie creates FinOps-based AI governance boards that work to implement processes and systems that prioritize transparency, accountability, and fairness to prevent harm and bias and create value from AI consumption. We provide AI/ML usage cost governance, GenAI/LLM cost tracking, and token & GPU utilization management. ViaTrie also establishes AI chargeback models, value ROI metrics, and AI workload optimization services.



collaborate | innovate | transform

Our Services & Deliverables

- FinOps Strategy and Planning
- FinOps Maturity Assessments
- Cloud Migration Economics
- Cloud Tagging, DevSecOps Integration and Tooling
- Invoice Data Management: Allocation, Show-back, Chargeback Implementations
- FinOps for AI
- Enterprise License & SaaS analysis
- Government, Industry, Agency Benchmarking
- Automated Anomaly Detection and Rate Optimization

ViaTrie Experience

Our team has experience serving civilian, DoD, state, and international government entities in over 40 programs. Our success spans managing multi-cloud environments and implementing large-scale systems, databases, and data programs across the federal government and for commercial enterprises. Our management consulting experience gives us a breadth and depth of experiences spanning strategic and tactical activities across environmental, health, telecommunications, finance, budget, and defense data sets. ViaTrie provides FinOps services at the enterprise level for the Department of Agriculture's 29 agencies and offices and FinOps-based cloud management for the Government Accountability Office (GAO).

About ViaTrie

At ViaTrie, a company founded by three women, we find the symbolism of the tree to support our vision of growth (both ethically and sustainably), protection (through fostering a safe and transparent workplace with an emphasis on trust and empowerment), and strength (as respected, innovative, and trusted leaders in the industry). We have strong roots in this business and this area, and our mission is to partner with organizations to create human-centric, mission-focused, socially responsible, and technology powered innovations. Key customers supported by ViaTrie include General Services Administration (GSA), Department of Agriculture (USDA), and the Government Accountability Office (GAO).

