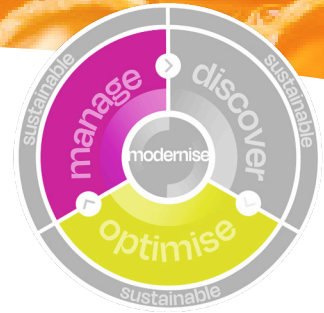


cloud commit and software marketplace advisory



Stay in control of your Marketplace commitments

Synyega's FinOps team have years of experience negotiating commits, as well as extensive experience of negotiating with strategic software vendors. Synyega brings those skillsets together to support organisations in understanding their commit position, supporting them in negotiating the best deal and how to drive software purchases through the cloud vendor software marketplaces to achieve greater commit discounts. This is delivered by two complimentary services.

The Commit calculator delivers a scenario based commit model which can be used to understand the organisations position and leverage that to achieve the best deal. Our team of experts also can support and advise through the negotiations to help deliver the best commit discount result for the business, while not risking missing the commitment and wasting money.

With the Commit Tracker, Synyega has built a service to report and demonstrate the position on a monthly basis against the commit and give suggestions to the organisation of how to change course to maintain the optimal position, or when to renegotiate for deeper discounts. This would be supported by a regular report card showing the current position for executives to digest quickly and easily to understand their risk position.

service benefits

- Meet growth sustainably
- Independent commit advice
- Reduce risk
- Proactively manage spend
- Streamline procurement

key service deliverables

Detailed modelling of cloud usage, optimisation and software procurement requirements

Detailed reporting on potential commit levels and potential savings

Commercial support for negotiation of cloud vendor/ hyperscaler agreement

Ongoing tracker for meeting commit burndown on defined marketplace(s)

Ongoing optimisation advice on software and procurement

Monthly report on position vs commit and potential remediation

related services

- 1 Embedded FinOps
- 2 Cloud Licensing Assessment
- 3 Optimised Licensing Position
- 4 Future Licensing Position

why work with synyega

Our comprehensive range of FinOps services are certified by the FinOps Foundation. As a certified Services Provider and Training Provider, our team includes FinOps Professionals, Engineers, Training Instructors and Practitioners. Our experts empower clients to discover, optimise & manage their cloud and software investments through our multi award-winning services.



FinOps
Foundation