## SFIA skills mapped to FinOps responsibilities and tasks

<table>
<thead>
<tr>
<th>Persona</th>
<th>Role Responsibilities</th>
<th>Key Activities/Tasks</th>
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</tr>
</thead>
<tbody>
<tr>
<td>FinOps Practitioner</td>
<td>• Drive best practices for cloud financial management across the organisation</td>
<td>• Develop and implement cost allocation models and tagging strategies</td>
<td>Financial management FMIT&lt;br&gt;Information systems coordination ISCO&lt;br&gt;Business intelligence BINT&lt;br&gt;Measurement MEAS&lt;br&gt;Organisational facilitation OFCL&lt;br&gt;Learning delivery ETDL</td>
</tr>
<tr>
<td></td>
<td>• Establish a culture of financial accountability and cost optimisation</td>
<td>• Conduct regular cost optimisation reviews and recommend improvement opportunities</td>
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<tr>
<td></td>
<td>• Bridge the gap between business, engineering, and finance teams to enable data-driven decision-making</td>
<td>• Collaborate with engineering teams to identify and implement cost-saving measures</td>
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<tr>
<td></td>
<td>• Develop and maintain FinOps policies, procedures, and guidelines</td>
<td>• Develop and maintain cost dashboards and reports</td>
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<td></td>
<td>• Provide training and support to stakeholders on FinOps principles and practices</td>
<td>• Assist in the development of cloud budgets and forecasts</td>
<td></td>
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<tr>
<td></td>
<td>• Monitor and report on key FinOps metrics and performance indicators</td>
<td>• Monitor and analyse cloud usage and spending patterns</td>
<td></td>
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</table>

Adapted from [FinOps Personas](https://finopsfoundation.com/finops-personas) by [FinOps Foundation](https://finopsfoundation.com)
### Leadership

- Establish and communicate a clear FinOps vision and strategy aligned with business objectives.
- Drive a culture of financial accountability and cost optimization across the organization.
- Ensure effective collaboration between finance, technology, and business stakeholders.
- Provide executive sponsorship and support for FinOps initiatives.
- Set and monitor FinOps KPIs and OKRs to measure progress and success.
- Oversee the development and implementation of FinOps governance frameworks, policies, and processes.

### Key Activities/Tasks

- Communicate the FinOps vision and strategy to all stakeholders.
- Regularly review and analyze financial performance metrics, identifying trends, risks, and opportunities.
- Collaborate with leaders to develop and implement cost optimization initiatives and best practices.
- Ensure the availability and accessibility of accurate, timely, and relevant financial data.
- Promote the adoption of FinOps tools and technologies for automation, visibility, and control.
- Continuously assess and adjust the FinOps strategy based on evolving business needs and market conditions.

### SFIA skills mapped to FinOps responsibilities and tasks

- Governance (GOVN)
- Risk management (BURM)
- Technology service management (ITMG)
- Systems development management (DLMG)
- Supplier management (SUPP)
- Stakeholder relationship management (RLMT)
- Information systems coordination (ISCO)
- Innovation (INOV)

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### Product

- Incorporate cost considerations into product planning and decision-making
- Collaborate with FinOps practitioners to understand the cost implications of product decisions
- Drive accountability for the cost of cloud resources used by the product team
- Optimise the cost of delivering products and features while maintaining quality and performance

### Key Activities/Tasks

- Include cost metrics in product KPIs and reporting
- Conduct cost-benefit analyses for new product features and initiatives
- Work with engineering teams to identify cost optimisation opportunities in product infrastructure
- Participate in regular cost review meetings with FinOps and finance teams
- Communicate the cost implications of product decisions to stakeholders

### SFIA skills mapped to FinOps responsibilities and tasks

- Product management PROD
- Benefits management BENM
- Feasibility assessment FEAS

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| **Finance** | • Provide accurate and timely financial reporting and analysis related to cloud costs  
• Collaborate with FinOps practitioners to develop and maintain cloud budgets and forecasts  
• Ensure compliance with financial policies and regulations  
• Drive financial accountability and cost optimisation across the organisation  
• Support data-driven decision-making by providing financial insights and recommendations | • Develop and maintain cloud cost allocation models and methodologies  
• Produce regular financial reports and analyses on cloud spend  
• Collaborate with FinOps practitioners to identify cost optimisation opportunities  
• Monitor and analyse cloud usage and spending patterns to identify anomalies and trends  
• Provide financial guidance and support to product and engineering teams | Financial management FMIT  
Investment appraisal INVA  
Feasibility assessment FEAS |
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| Procurement | • Manage relationships with cloud service providers and negotiate favourable contract terms  
• Collaborate with FinOps practitioners to ensure that cloud services are procured in a cost-effective manner  
• Drive adoption of enterprise discount programs and volume commitments  
• Ensure compliance with procurement policies and procedures | • Negotiate pricing and contract terms with cloud service providers  
• Collaborate with FinOps practitioners to identify cost optimisation opportunities through procurement  
• Manage the procurement process for cloud services, including RFPs, vendor selection, and contract management  
• Monitor and report on cloud spend by vendor and service  
• Identify opportunities for vendor consolidation and cost savings | Sourcing SORC  
Contract management ITCM  
Supplier management SUPP |
## Mapping of SFIA skills to FinOps Personas

Role responsibilities, activities/tasks are illustrative

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<td>Engineering</td>
<td>- Design and implement cost-efficient cloud architectures and solutions</td>
<td>- Implement tagging and labeling strategies to enable accurate cost allocation</td>
<td>Systems development management DLMG</td>
</tr>
<tr>
<td></td>
<td>- Drive accountability for the cost of cloud resources used by engineering teams</td>
<td>- Regularly review and optimise cloud resource utilization to minimize waste</td>
<td>Systems and software life cycle engineering SLEN</td>
</tr>
<tr>
<td></td>
<td>- Collaborate with FinOps practitioners to identify and implement cost optimisation opportunities</td>
<td>- Collaborate with FinOps practitioners to develop and implement cost optimization strategies</td>
<td>IT infrastructure ITOP</td>
</tr>
<tr>
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<td>- Ensure that cost considerations are factored into engineering decisions and processes</td>
<td>- Participate in regular cost review meetings with FinOps and finance teams</td>
<td>Database administration DBAD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Educate engineering teams on cost best practices and provide guidance on cost-efficient architectures</td>
<td>Technology service management ITMG</td>
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<td></td>
<td></td>
<td></td>
<td>Network design NTDS</td>
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<tr>
<td></td>
<td></td>
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<td>Storage management STMG</td>
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<td></td>
<td></td>
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<td>Solution architecture ARCH</td>
</tr>
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<td></td>
<td></td>
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<td>Systems design DESN</td>
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| Service management   | • Collaborate with FinOps practitioners to ensure that IT services are delivered in a cost-effective manner  
                      • Incorporate cost considerations into service design, operation, and improvement processes  
                      • Drive financial accountability and cost optimisation across IT service management processes  
                      • Ensure that service level agreements (SLAs) and performance targets are aligned with cost management objectives                                                                                             | • Incorporate cost metrics into service level monitoring and reporting  
                      • Collaborate with FinOps practitioners to identify cost optimisation opportunities in service delivery processes  
                      • Ensure that changes to IT services are evaluated for their cost impact and aligned with cost management objectives  
                      • Regularly review and optimise IT service costs in collaboration with FinOps and finance teams  
                      • Provide cost-related input into IT service management decisions and processes                                                                                                                                  | Demand management DEMM  
                      Service level management SLMO  
                      Availability management AVMT  
                      Capacity management CPMG                                                                                                                      |
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| Asset Management ITAM | • Collaborate with FinOps practitioners to ensure that IT assets are managed in a cost-effective manner  
• Drive financial accountability and cost optimisation across IT asset management processes  
• Ensure that IT asset acquisition, deployment, and disposal processes are aligned with cost management objectives  
• Provide accurate and timely data on IT asset costs and utilisation to support FinOps decision-making | • Maintain accurate and up-to-date inventory of IT assets and their associated costs  
• Collaborate with FinOps practitioners to identify cost optimisation opportunities in IT asset management processes  
• Ensure that IT asset acquisition and disposal decisions are evaluated for their cost impact and aligned with cost management objectives  
• Regularly review and optimise IT asset costs in collaboration with FinOps and finance teams  
• Provide cost-related input into IT asset management decisions and processes | Asset management ASMG |

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| Sustainability | • Collaborate with FinOps practitioners to ensure that cloud usage is optimised for environmental sustainability  
• Drive accountability for the environmental impact of cloud usage across the organisation  
• Ensure that sustainability objectives are aligned with cost management objectives  
• Provide accurate and timely data on the environmental impact of cloud usage to support FinOps decision-making |

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| • Incorporate sustainability metrics into cloud usage monitoring and reporting  
• Collaborate with FinOps practitioners to identify opportunities to reduce the environmental impact of cloud usage  
• Ensure that cloud architecture and design decisions are evaluated for their environmental impact and aligned with sustainability objectives  
• Regularly review and optimise the environmental impact of cloud usage in collaboration with FinOps and sustainability teams  
• Provide sustainability-related input into cloud usage decisions and processes |

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| Security     | • Collaborate with FinOps practitioners to ensure that cloud security controls are implemented in a cost-effective manner  
• Drive financial accountability and cost optimisation across cloud security processes  
• Ensure that security objectives are aligned with cost management objectives  
• Provide accurate and timely data on the costs of cloud security controls to support FinOps decision-making                                                                 | • Incorporate cost metrics into cloud security monitoring and reporting  
• Collaborate with FinOps practitioners to identify cost optimisation opportunities in cloud security processes  
• Ensure that cloud security decisions are evaluated for their cost impact and aligned with cost management objectives  
• Regularly review and optimise the costs of cloud security controls in collaboration with FinOps and finance teams  
• Provide cost-related input into cloud security decisions and processes                                                                 | Information security SCTY  
Security operations SCAD                                                                                                                                   |
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| IT Financial management         | • Collaborate with FinOps practitioners to ensure that IT financial management processes are aligned with cloud financial management best practices  
• Drive financial accountability and cost optimisation across IT financial management processes  
• Ensure that IT investment decisions are aligned with business objectives and deliver measurable value  
• Provide accurate and timely financial data and analysis to support FinOps decision-making | • Incorporate cloud cost metrics into IT financial management reporting and analysis  
• Collaborate with FinOps practitioners to develop and maintain cloud budgets and forecasts  
• Ensure that IT investment decisions are evaluated for their cost impact and aligned with cloud financial management objectives  
• Regularly review and optimise IT costs in collaboration with FinOps and finance teams  
• Provide financial input into cloud usage decisions and processes | **Financial management FMIT**                                                                                                                                   |
| Technology business management  |                                                                                                                                                                                                                     |------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|

Adapted from FinOps Personas by FinOps Foundation