

Persona	Role Responsibilities	Key Activities/Tasks	SFIA skills mapped to FinOps responsibilities and tasks
FinOps Practitioner	<ul style="list-style-type: none"> • Drive best practices for cloud financial management across the organisation • Establish a culture of financial accountability and cost optimisation • Bridge the gap between business, engineering, and finance teams to enable data-driven decision-making • Develop and maintain FinOps policies, procedures, and guidelines • Provide training and support to stakeholders on FinOps principles and practices • Monitor and report on key FinOps metrics and performance indicators 	<ul style="list-style-type: none"> • Develop and implement cost allocation models and tagging strategies • Conduct regular cost optimisation reviews and recommend improvement opportunities • Collaborate with engineering teams to identify and implement cost-saving measures • Develop and maintain cost dashboards and reports • Assist in the development of cloud budgets and forecasts • Monitor and analyse cloud usage and spending patterns 	<ul style="list-style-type: none"> • Financial management FMIT • Information systems coordination ISCO • Business intelligence BINT • Measurement MEAS • Organisational facilitation OFCL • Learning delivery ETDL

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Leadership	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Product management PROD • Benefits management BENM • Feasibility assessment FEAS

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Finance	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Financial management FMIT • Investment appraisal INVA • Feasibility assessment FEAS

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Procurement	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Sourcing SORC • Contract management ITCM • Supplier management SUPP

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Engineering	<ul style="list-style-type: none"> Design and implement cost-efficient cloud architectures and solutions Drive accountability for the cost of cloud resources used by engineering teams Collaborate with FinOps practitioners to identify and implement cost optimisation opportunities Ensure that cost considerations are factored into engineering decisions and processes 	<ul style="list-style-type: none"> Implement tagging and labeling strategies to enable accurate cost allocation Regularly review and optimise cloud resource utilization to minimize waste Collaborate with FinOps practitioners to develop and implement cost optimization strategies Participate in regular cost review meetings with FinOps and finance teams Educate engineering teams on cost best practices and provide guidance on cost-efficient architectures 	<ul style="list-style-type: none"> Systems development management DLMG Systems and software life cycle engineering SLEN IT infrastructure ITOP Database administration DBAD Technology service management ITMG Network design NTDS Storage management STMG Solution architecture ARCH Systems design DESN

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<p>Service management ITSM / ITIL</p>	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	<p>Demand management DEMM Service level management SLMO Availability management AVMT Capacity management CPMG</p>

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Asset Management ITAM	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	Sustainability SUST

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Security	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Incorporate cloud cost metrics into IT financial management reporting and analysis Collaborate with FinOps practitioners to develop and maintain cloud budgets and forecasts 	Financial management FMIT
--- Technology business management	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	