

RSM Collective EBOOK **MANAGING AWS SPEND**

A guide to AWS Financial Management with HiveTek Value Add Billing

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BOLD ADVISORS. INNOVATIVE SOLUTIONS. AI POWERED EXECUTION.

AWS FINANCIAL MANAGEMENT SIMPLIFIED

1 THE CHALLENGE

AWS Billing is Complex

2 HIVETEK VALUE ADD BILLING

The On-Ramp to FinOps -as-a-Service

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nOps.IO Total Visibility into your AWS Spend

4 SUSTAINABLE FINOPS

Making FinOps Work for SMBs



THE CHALLENGE: MANAGING AWS SPEND

AWS billing is complex however that's not necessarily a bad thing. Just as a pilot expects a detailed flight manual, IT and engineering leaders expect nuance in their AWS spend. As organizations innovate and scale in the cloud, their bills naturally reflect the increase in usage and more complex architecture.

However, finance teams at SMBs don't want to become AWS experts. They simply need invoicing clarity. They want to understand what's being spent, where, and why, without a PhD in AWS acronyms and services. They want cost allocations to align with budgets, projects, and **their** business metrics.

This eBook builds on our solution brief, **Hivetek Value Add Billing: The On-Ramp to FinOps**, and offers a practical, step-by-step approach to demystifying AWS Financial Management.

Start by making AWS invoices readable and actionable across the organization with HiveTek's Value Add Billing. Then, layer in architecture-level cost insight, detailed spend analytics by AWS service, and optional automated savings actions powered by nOps.

Cloud cost management can be complex, but there's no reason to fly solo.

“AWS SPEND MANAGEMENT DOESN'T BEGIN WITH OPTIMIZATION. IT BEGINS WITH UNDERSTANDING”



Billing complexity is one of the most common blockers to starting a FinOps journey. Combine that with AWS's recent policy changes, which shift the focus to customer-managed commitments instead of pooled discounts, and the responsibility of understanding billing just became even more important.

HiveTek's Value Add Billing meets this moment with an AWS-trained, Sherpa-led approach that is transparent and insight-driven. It replaces black box discount pooling with clear ownership, direct commitments, and real savings you can actually track.

HiveTek Value Add Billing provides:

- A single, consolidated invoice with net 30 terms & AWS Workload discovery mapping
- Sherpa-led guidance on AWS Savings Plans & Reserved Instances strategy and budget controls
- Built-in Well-Architected Reviews and an initial Cost Savings Report that turns “insight” into cost savings action
- A FinOps-as-a-Service trial and dashboards that visualize account structure, tags, and shared costs

HiveTek Value Add Billing: No additional cost, No pooling, no hidden spreads. Just transparent, personalized cost insight that is easy to understand.

THE FINOPS STARTING LINE: HIVETEK VALUE ADD BILLING

ANCIENT IT PROVERB:
A FOOL WITH A TOOL IS STILL A FOOL



BETTER INSIGHTS, NOT JUST TOOLS: ACCELERATING FINOPS WITH NOPS

Once billing knowledge is established, the real challenge begins; moving from visibility to optimization and acting on savings recommendations. Enterprise teams may have budgets, staffing, and tools in place for spend management, but most SMBs don't. FinOps tooling is essential, but tools alone don't drive value. Without the time to learn them, or the expertise to use them effectively, tool investments often fall short.

With the nOps SaaS platform in the hands of a HiveTek Sherpa, SMBs can fast-track their FinOps maturity. nOps transforms raw billing data (AWS CUR) into actionable business insights and then goes a step further by automating safe savings actions or keeping a human in the loop(HITL).

Spend clarity across the organization with nOps Inform

- 100% Cost Allocation, even if your tagging is not perfect. Allocate dynamically using metadata like environment, account, OS, usage type, and more. Shared costs handled seamlessly.
- Rightsizing and commitment hygiene across EC2, ASGs, and EKS, all summarized in a single view, with nOps Compute Copilot
- Choose from expert-designed dashboards, tailor notifications, apply filters, and share insights with the right team stat
- Use advanced filters and dynamic showback views to hunt inefficiencies. Easily break down costs by purchase type, region, tags, usage pattern, and more

The result? Fewer manual cycles, faster savings capture, and AWS spend data the entire company can trust. Organizations using nOps have achieved up to 47% average savings. It's AWS-native, secure, and integrates seamlessly with your AWS environment.

Paired with ongoing insight meetings from a HiveTek Sherpa, this isn't just a tool, it's FinOps-as-a-Service, purpose-built for SMB success.

**“AS YOUR CLOUD ADOPTION EVOLVES
SO SHOULD YOUR OPERATING MODEL”**

No-Code, Open Source Cloud Automation

Get Started

OpenOps App 2:53 PM

New FinOps Opportunity

Hi @john_doe we've detected an over-provisioned EC2 instance that presents an opportunity for cost savings.

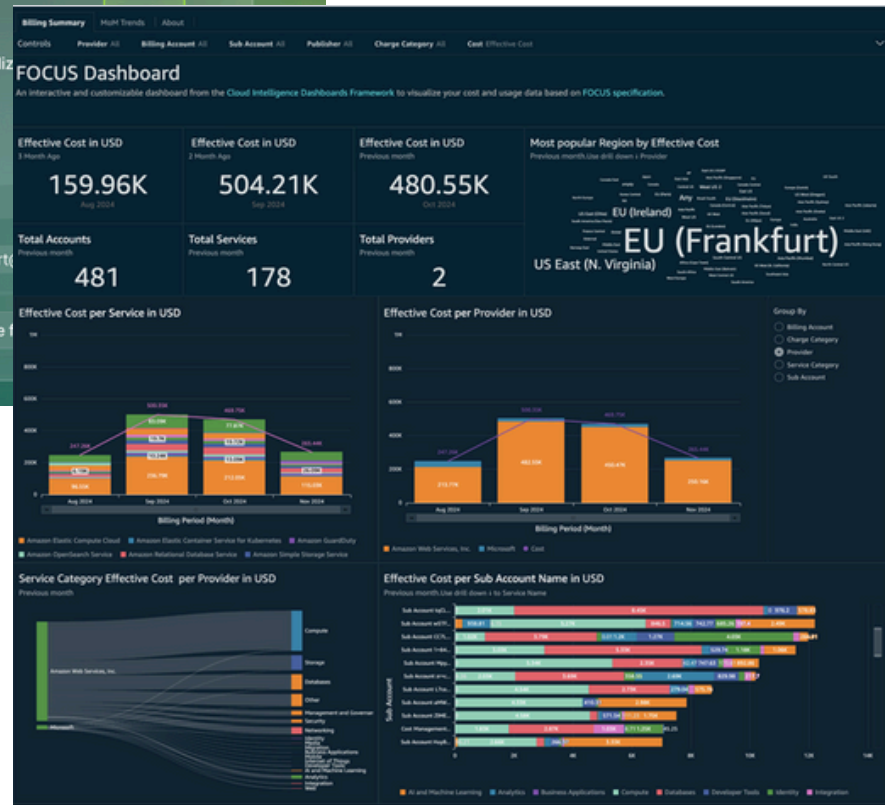
Instance ID: **c2-instance-abc123** Region: **us-east-1** Environment: **Development**

Instance Type: **r5.12xlarge** Average CPU Utilization: **4%**

Recommended Instance Type: **m5.2xlarge** Potential Monthly Savings: **\$1,811**

Need assistance? Contact us at [finops-support](#)

Approve & Schedule Rightsizing Snooze



BEYOND OPTIMIZATION PRACTICAL FINOPS FOR SMB

FinOps has evolved beyond the public cloud. The [2025 FinOps Framework](#) introduces Scopes, recognizing that modern teams must govern spend across cloud, SaaS, on-prem infrastructure, licensing, and AI workloads with a unified operating model.

At RSM Collective, we translate the principles of enterprise FinOps into accessible, actionable practices for SMBs. Frameworks like [FOCUS](#) and [OpenOps](#) deliver real-world value, but their impact depends on how well they're adapted to your organization's size, resources, and priorities.

As we guide you through FinOps maturity, here are a few foundational practices adapted from the [FinOps Foundation](#) and extended by emerging models like OpenOps:

- Phases: Inform → Optimize → Operate. FinOps is not a one-time project. It is an evolving framework that grows with your teams and goals.
- Forecasting: Better forecasts lead to better decisions, especially when tied to product roadmaps, growth plans, and unit economics.
- Governance: Make cost accountability part of the planning process. Ensure architects and engineers have provided cost estimates before deploying.

OpenOps supports this evolution by offering no code workflows, built-in integrations, and automation patterns. It gives you a lightweight and flexible way to operationalize FinOps without needing custom development or a dedicated platform team.

FinOps is not one size fits all. It is a living discipline that should adapt to your people, platforms, and priorities as your cloud practice matures.

ACTIVATING FINOPS-AS-A-SERVICE

A 90-DAY PLAN WITH HIVETEK

MAKE IT CLEAR. MAKE IT ACTIONABLE. MAKE IT STICK.

Days 1–30: Make It Clear

- Consolidate invoicing and map accounts to your organization's structure
- Align tagging strategy and enable anomaly detection and budget alerts
- Baseline current Savings Plans and RI coverage to uncover missed opportunities

Days 31–60: Make Actionable

- Activate nOps Business Contexts to visualize spend by team, product, or customer
- Implement Compute Copilot insights: idle scheduling, rightsizing, and commitment adjustments
- Convert quick wins into real savings and align guardrails with finance for accountability

Days 61–90: Make It Stick

- Establish a shared FinOps cadence with your HiveTek Sherpa: monthly readouts, savings reviews, and forward planning
- Document policies, automate repetitive workflows, and drive adoption of cost-aware practices
- Begin measuring unit economics (e.g., cost per customer, department, product, grant, or state agency..) to tie cloud investment to organization value
- Establish a cost estimation process for new deployments that is accurate. Inaccurate estimates become a domino effect for misaligned budgets, spend forecasting, missed KPIs...

Let's Make Billing Insight a Company Asset

Start with a quick discovery session (45mins)

- Map your current billing structure and invoicing requirements
- Review your compute commitments
- Identify your initial savings opportunities
- Outline a 90-day plan to go from Value Add Billing to FinOps-as-a-Service

Value Add Billing unlocks access to nOps Explorer, your initial Well-Architected Review and a cost savings report tailored to identify actionable savings recommendations.

Contact Us Form: [HiveTekcorp.com](https://www.hivetekcorp.com)

APPENDIX: ARBITRAGE TRANSITION, REFERENCE ARCHITECTURE & FURTHER READING

Moving Off Pooled Commitments

- **Clarify ownership:** Ask your current provider:
 - Who owns each Savings Plan or Reserved Instance?
 - How are discounts allocated?
 - What fees are embedded?
- **Plan a clean handoff:**
 - Time-box migration to avoid overlapping commitments
 - Re-baseline Savings Plan and RI coverage targets
- **Rebuild transparency:**
 - Shift to customer-owned commitments
 - Use dashboards to validate coverage and show value
- **Confirm compliance:**
 - Ensure AWS SP/RI sharing settings align with your account structure and intent
 - Follow updated AWS discount-sharing policies

Words you should know:

- Budgets, Cost Anomaly Detection, Cost Explorer
- Savings Plans, Reserved Instance, Commitment Planning, Private Pricing Agreement
- Compute Optimizer, Spot Instances, Auto Scaling
- Tagging, Cost Allocation, Unit Economics, Monthly Recurring Revenue(MRR), Annual Recurring Revenue(ARR)

Spend Review Rhythm:

- Monthly cost and commitment reviews are a minimum, but not sufficient. Increase frequency.
- Quarterly architecture + business outcome reviews
- Annual FinOps and cloud strategy refresh
- Always cost estimate architecture before you deploy services - The AWS pricing calculator is your friend

Further Reading:

- FinOps Foundation:
 - [FinOps X 2025 Keynote \(Cloud+, FOCUS 1.2\)](#)
 - [State of FinOps – Data Portal](#)
- nOps Platform:
 - [Business Contexts+](#)
 - [Compute Copilot Summary](#)
 - [FinOps Agent \(LLM-powered\)](#)
 - [nOps + Karpenter Cost Optimization](#)

If you're currently in a pooled commitment model ([often used by AWS resellers or MSPs](#)), you're not alone. With the AWS policy changes now limiting RI and SP discount sharing, it's time to shift to a model that gives you full visibility and control.

Reach out to a HiveTek Sherpa to continue the conversation on Value Add Billing & improved AWS Spend Management.

Email:

valueaddbilling@hivetekcorp.com

Contact Us Form: [HiveTekcorp.com](https://www.hivetekcorp.com)

Thank you for downloading our eBook!

WHEN PEOPLE THRIVE CREATIVITY FOLLOWS™

At the heart of our approach is a commitment to understanding and improving the employee, patient, civic and customer experience.



RSM Collective 401 W A St. Ste 200 San Diego CA 92101

www.rsmc.ai