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RSM Collective eBOOK

MANAGING AWS SPEND

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BOLD ADVISORS. INNOVATIVE SOLUTIONS. AI POWERED EXECUTION.

AWS FINANCIAL MANAGEMENT SIMPLIFIED

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AWS Billing is Complex

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

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Making FinOps Work for SMBs

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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 small and medium-sized businesses may not yet have deep AWS expertise. What they really need is invoicing clarity—an easy way to understand what's being spent, where, and why, without needing a PhD in AWS acronyms and services. They want cost allocations that align cleanly with budgets, projects, and their current 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 automated savings actions powered by nOps.

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

THE CHALLENGE:
MANAGING AWS SPEND

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

HiveTek

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

Once billing knowledge is established the next phase of maturity begins; moving from visibility to optimization and actioning recommendations.

Larger enterprises often have established processes, teams, and tools to manage cloud spend, while many small and medium-sized businesses are still building their cloud operations. FinOps tooling is essential, but tools alone don't drive value. Without the time or expertise to make full use of them, those investments can fall short of their potential.

With the nOps SaaS platform managed by a HiveTek Sherpa, SMBs can fast-track their FinOps maturity. nOps transforms raw billing data (AWS CUR) into actionable business insights—and goes a step further by automating safe savings actions while keeping expert oversight every step of the way.

Spend Clarity Across the Organization with nOps Inform:
- Gain complete visibility and 100% cost allocation—even when tagging isn't perfect.
- Automatically allocate spend using metadata like environment, account, OS, usage type, and more.
- Shared costs handled seamlessly across teams, accounts, and projects.

Optimize Intelligently with nOps Compute Copilot and Clara AI
- Automate anomaly detection and root-cause analysis with evolving, context-aware prompts tuned to your environment.
- Receive proactive guidance on waste, budgeting, and trend analysis—no manual setup required.
- Use expert-designed dashboards with advanced filters or real-time insights and reporting without hard-coded dashboards align spend with business priorities.

The result is faster savings realization, fewer manual processes, and AWS spend data the entire organization can trust. Customers using nOps have achieved up to 47% average savings through intelligent automation and continuous optimization.

Combined with ongoing insight reviews from a HiveTek Sherpa, this becomes more than a tool, it's FinOps-as-a-Service, designed to accelerate SMB FinOps maturity and success.

BETTER INSIGHTS, NOT JUST TOOLING:
ACCELERATING FINOPS WITH NOPS

"AS YOUR CLOUD ADOPTION EVOLVES SO SHOULD YOUR OPERATING MODEL"

BEYOND OPTIMIZATION

PRACTICAL FINOPS FOR SMB

Just as cloud migrations matured into modernization strategies, FinOps has expanded 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 measurable value, but their impact depends on how well they're adapted to your organization's size, resources, and priorities.

In this eBook, we outline a few foundational steps adapted from the FinOps Foundation and extended by emerging models like OpenOps to help you accelerate your FinOps maturity.

- **Phases:** Inform → Optimize → Operate. FinOps isn't a one-time process, it's an evolving framework that grows with your teams and goals.
- **Forecasting:** Better forecasts lead to better decisions, especially when tied to product roadmaps, GenAI use cases, platform growth, 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 with no-code workflows, built-in integrations, and automation patterns. It provides a lightweight, flexible way to operationalize FinOps—without requiring custom development or a dedicated platform team.

FinOps is not one-size-fits-all. It's a living discipline that adapts 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.

HiveTek

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

APPENDIX: ARBITRAGE TRANSITION, REFERENCE ARCHITECTURE & FURTHER READING

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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

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.

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](#)
  - Participate in the 2026 Survey: https://www.surveymonkey.com/r/KQJNNTR
- nOps Platform:
  - [Business Contexts+](#)
  - [Compute Copilot Summary](#)
  - [FinOps Agent (LLM-powered)](#)
  - [nOps + Karpenter Cost Optimization](#)

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

Email:
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Contact Us Form:
HiveTekcorp.com

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.