ternary

Ternary for MSPs
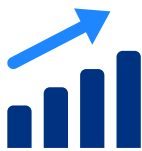# Deliver FinOps services: profitably and efficiently

The adoption of FinOps has accelerated over the past few years as many organizations are interested in building out this practice, but are challenged by a lack of expertise and resources. There is an immense opportunity for managed service providers (MSPs) to go beyond traditional cost management and build out FinOps services for their customers. Ternary's FinOps platform for MSPs is custom built to enable you to to accelerate business growth, boost profitability, and continuously deliver value to customers.

Top 5 priorities for your customers and prospects
1. Reducing waste or unused resources
2. Managing commitment-based discounts
3. Accurate forecasting of spend
4. Full allocation of cloud spending
5. Organizational adoption of FinOps

Source: State of FinOps by FinOps Foundation

Achieve your business objectives

Drive profitability and increase margins

Help customers realize the value of their cloud investments

Establish FinOps best practices and provide guidance to customers

A trusted partner for your success

Our team of FinOps Certified Practitioners will assist you throughout the implementation process and support you on an ongoing basis with product training and customer management. The Ternary partner program and success service are available free of charge to all partners.

FinOps CERTIFIED Platform   FinOps FOUNDATION Premier Vendor   Google Cloud Partner   aws PARTNER

Align your services with FinOps principles

Teams need to collaborate

Decisions are driven by business value of cloud

Everyone takes ownership for their cloud usage

FinOps data should be accessible and timely

A centralized team drives FinOps

Take advantage of the variable cost model of the cloud.

Source: FinOps Principles by FinOps Foundation

- Curate relevant data across finance, technology, product, and business teams with custom labels and scoped views.
- Enable your customers to visualize unit costs to demonstrate the business impact of their cloud investments.
- Drive accountability for cloud consumption across the entire organization with cost allocation.
- Provide real-time cost reporting and analysis to those who need it, when they need it. Receive timely notifications to better control cloud spend.
- Take a prescriptive approach. Help customers build a FinOps team or become their FinOps team.
- Continuously optimize customer environments with tailored cost and usage recommendations.

Seamlessly manage customer tenants

Farrell Group		Google Cloud
IY Clothing		aws
Grady LLC		Google Cloud
Beier Group		Azure

- Streamline customer tenant provisioning and onboard a limitless number of customers, at any size and scale.
- Easily control user access and permissions within customer tenants.
- Manage customer spend and usage across clouds, Kubernetes, and their existing toolset (e.g., Snowflake, Datadog).

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