WHAT IS FOCUS™?

A DEEP DIVE INTO THE FINOPS OPEN COST AND USAGE SPECIFICATION

BEACONPOINT

Accelerate the Value of Technology Investment

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INTRODUCTION

CONTENT ATTRIBUTION

Presentation content adapted from these sources:

- **FOCUS™ - FinOps Open Cost & Usage Specification** (https://focus.finops.org/)

- **Adopting FOCUS™, the FinOps Open Cost and Usage Specification** (https://www.finops.org/wg/adopting-focus-the-finops-open-cost-and-usage-specification/)

- **Introduction to FOCUS** (https://learn.finops.org/introduction-to-focus)

- **FinOps Certified FOCUS Analyst** (https://learn.finops.org/path/finops-certified-focus-analyst)

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OVERVIEW

- What is FOCUS^{TM}?

- FOCUS^{TM} Specification Deep Dive

- FOCUS^{TM} Use Case Activity

- FOCUS^{TM} Next Steps

WHAT IS FOCUS™?

# WHAT IS FINOPS?

https://www.finops.org/
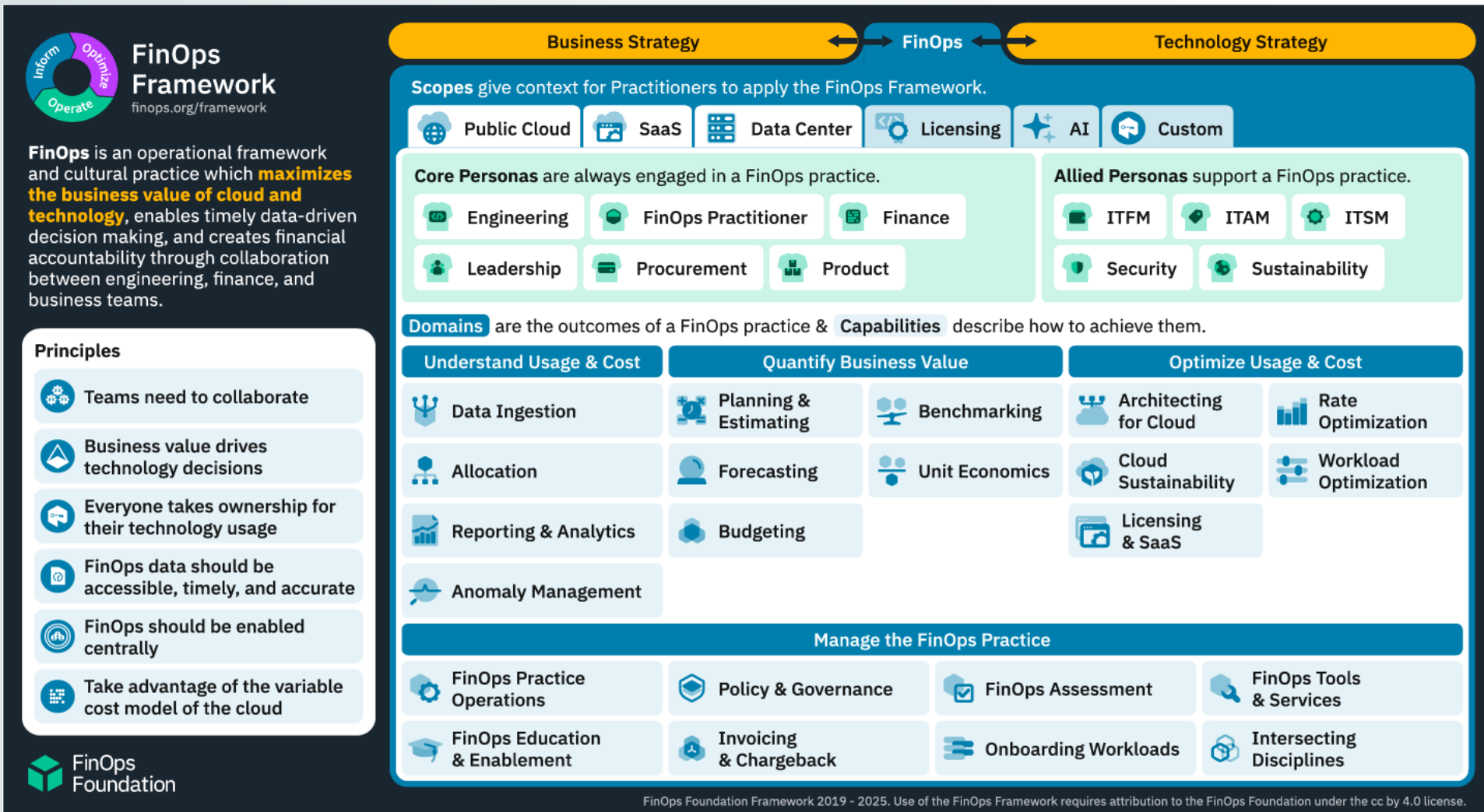
WHAT IS FOCUS™?

The **F**inOps **O**pen **C**ost and **U**sage **S**pecification (FOCUS™) is an open-source specification that defines clear requirements for billing data generators to produce consistent cost and usage datasets.

What problem does FOCUS™ solve?

FOCUS normalizes cost and usage billing data from different sources

→ Reducing the amount of work needed to begin FinOps analysis

→ Enabling businesses to refocus that energy on activities that are more strategic and worthwhile
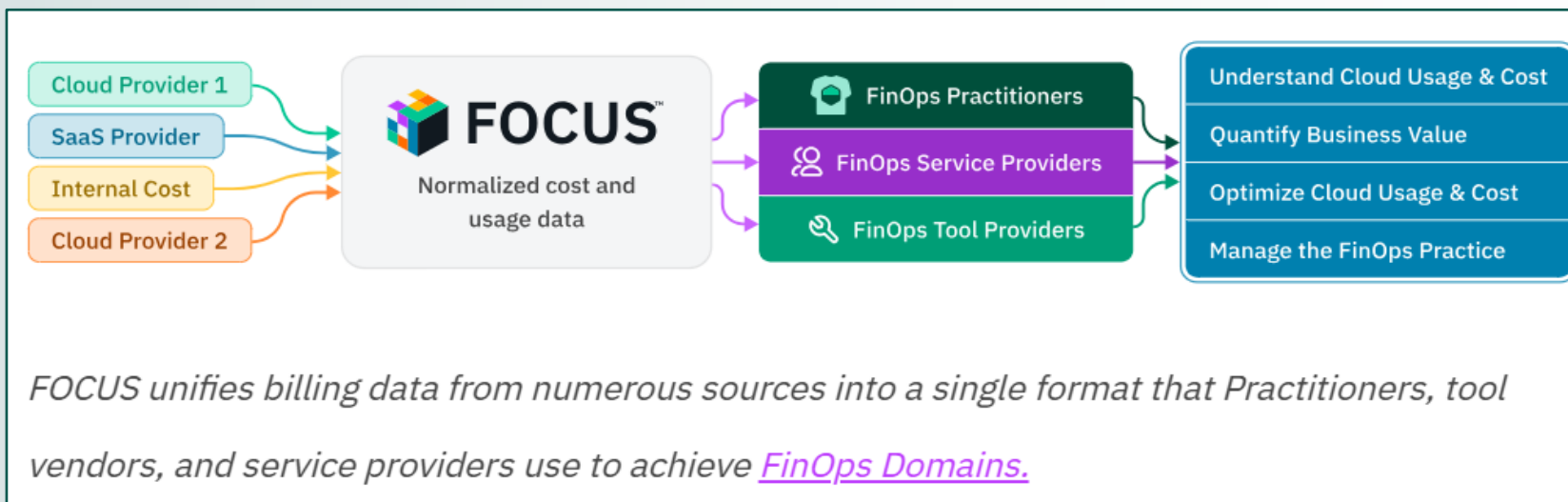
FOCUS™ BENEFITS

| Aligns multi-cloud data for decisions.	Reduces billing data complexity	Improves reporting consistency	FinOps Tool flexibility	Simplifies integration of new cloud vendors
Reduces data processing costs	Promotes business process continuity	Common billing language	Enables innovation	(Future use) SaaS, PaaS, Licensing & Software, and on-premises

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FOCUS™ CURRENT STATE

Public cloud service providers currently supporting FOCUS formatted billing data

| Amazon Web Services | Google Cloud | Microsoft Azure | Oracle Cloud | Tencent |
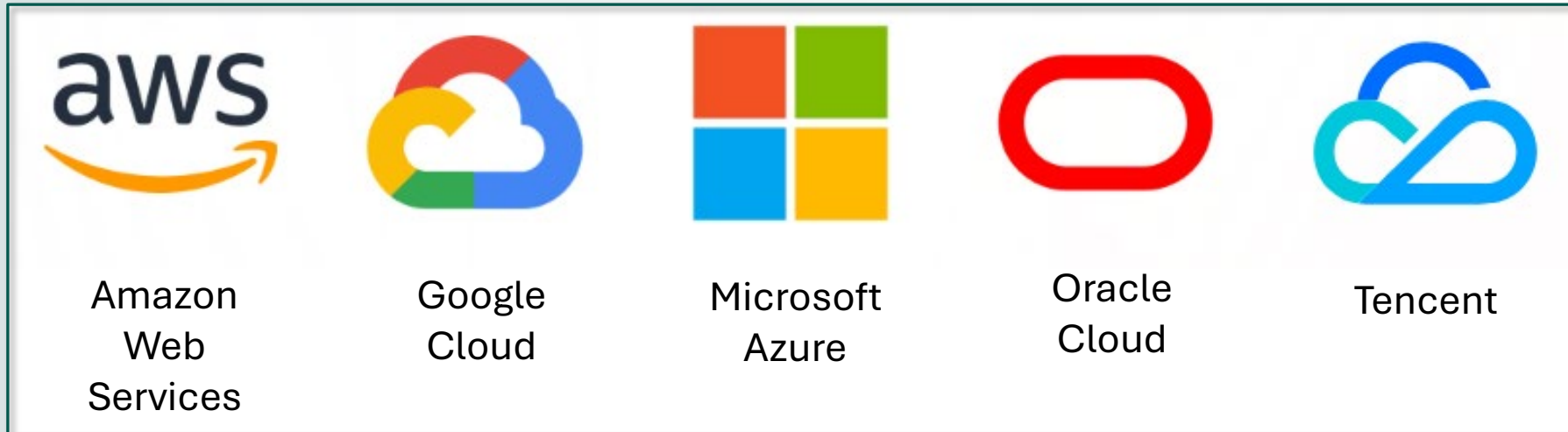
FOCUS™ Specification v1.0 (https://focus.finops.org/focus-specification/v1-0/)

- Currently supported by all Cloud Service Providers

FOCUS™ Specification v1.1 (https://focus.finops.org/focus-specification/v1-1/)

- Released in November 2024 - however, not yet supported by the Cloud Service Providers

- Monitor status here: Getting Started with FOCUS™ Datasets (https://focus.finops.org/get-started/)

FOCUS^{TM} SPECIFICATION DEEP DIVE

THE FOCUS™ SPECIFICATION

Version 1.0 Columns*

Availability Zone	Charge Frequency	Contracted Unit Price	Region Name
Billed Cost	Charge Period End	Effective Cost	Resource ID
Billing Account ID	Charge Period Start	Invoice Issuer	Resource Name
Billing Account Name	Commitment Discount Category	List Cost	Resource Type
Billing Currency	Commitment Discount ID	List Unit Price	Service Category
Billing Period End	Commitment Discount Name	Pricing Category	Service Name
Billing Period Start	Commitment Discount Status	Pricing Quantity	SKU ID
Billing Period Start	Commitment Discount Type	Pricing Unit	SKU Price ID
Charge Category	Consumed Quantity	Provider	Sub Account ID
Charge Class	Consumed Unit	Publisher	Sub Account Name
Charge Description	Contracted Cost	Region ID	Tags (Vendor or User-Defined)

https://focus.finops.org/focus-specification/v1-0/

*FOCUS™ Specification v1.1 (https://focus.finops.org/focus-specification/v1-1/) was released in November 2024, but is not yet supported by Cloud Service Providers

READING THE FOCUS™ SPECIFICATION

Text Type

Normative text - the rules that make up the specification

Non-normative text - the context of the specification

Supporting content - examples to help understand the application of the content

Attributes
High-level requirements for data granularity and formatting standards such as naming conventions, data types, and data formats.

- Column Naming & Ordering
- Currency Code Format
- Date/Time Format
- Discount Handling
- Key-Value Format
- Null Handling
- Numeric Format
- String Handling
- Unit Format

Dimensions & Metrics
Columns can be either Dimensions or Metrics

- Dimensions are data that describe something about the row of data, allowing categorization.
- Metrics are specification-defined columns that provide numeric values and allow for aggregation operations.

Feature Level
Designates the Column requirement level

- Mandatory
- Conditional
- Recommended
- Optional

The FOCUS™ Specification Schema is comprised of these elements.

READING THE FOCUS™ SPECIFICATION

Schema Example 1

2.2. Billed Cost

The *billed cost* represents a charge serving as the basis for invoicing, inclusive of the impacts of all reduced rates and discounts while excluding the *amortization* of relevant purchases (one-time or recurring) paid to cover future eligible charges. This cost is denominated in the Billing Currency. The Billed Cost is commonly used to perform FinOps capabilities that require cash-basis accounting such as cost allocation, budgeting, and invoice reconciliation.

The BilledCost column MUST be present in the billing data and MUST NOT be null. This column MUST be of type Decimal, MUST conform to Numeric Format, and be denominated in the BillingCurrency. The sum of the BilledCost for *rows* in a given *billing period* MUST match the sum of the invoices received for that *billing period* for a *billing account*.

2.2.1. Column ID
BilledCost

2.2.2. Display Name
Billed Cost

2.2.3. Description
A charge serving as the basis for invoicing, inclusive of all reduced rates and discounts while excluding the amortization of upfront charges (one-time or recurring)

2.2.4. Content Constraints

Constraint	Value
Column type	Metric
Feature level	Mandatory
Allows nulls	False
Data type	Decimal
Value format	Numeric Format
Number range	Any valid decimal value

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READING THE FOCUS™ SPECIFICATION

Schema Example 2

2.6. Billing Period End Date

Billing Period End represents the *exclusive* end date and time of a *billing period*. For example, a time period where BillingPeriodStart is '2024-01-01T00:00:00Z' and BillingPeriodEnd is '2024-02-01T00:00:00Z' includes charges for January, since BillingPeriodStart is *inclusive*, but does not include charges for February since BillingPeriodEnd is *exclusive*.

The BillingPeriodEnd column MUST be present in the billing data. This column MUST be of type Date/Time Format, MUST be an *exclusive* value, and MUST NOT contain null values. The sum of the BilledCost column for *rows* in a given *billing period* MUST match the sum of the invoices received for that *billing period* for a *billing account*.

2.6.1. Column ID
BillingEndPeriod

2.6.2. Display Name
Billed End Period

2.6.3. Description
The exclusive end date and time of a billing period

2.6.4. Content Constraints

Constraint	Value
Column type	Dimension
Feature level	Mandatory
Allows nulls	False
Data type	Date/Time

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READING THE FOCUS™ SPECIFICATION

2.8. Charge Category

Charge Category represents the highest-level classification of a charge based on the nature of how it is billed. Charge Category is commonly used to identify and distinguish between types of charges that may require different handling.

The ChargeCategory column MUST be present in the billing data and MUST NOT be null. This column is of type String and MUST be one of the allowed values.

2.8.1. Column ID
BillingEndPeriod

2.8.2. Display Name
Billed End Period

2.8.3. Description
The exclusive end date and time of a billing period

2.8.4. Content Constraints

Constraint	Value
Column type	Dimension
Feature level	Mandatory
Allows nulls	False
Data type	String
Value format	Allowed values

Allowed values

Value	Description
Usage	Positive or negative charges based on the quantity of a service or resource that was consumed over a given period of time including refunds.
Purchase	Positive or negative charges for the acquisition of a service or resource bought upfront or on a recurring basis including refunds.
Tax	Positive or negative applicable taxes that are levied by the relevant authorities including refunds. Tax charges may vary depending on factors such as the location, jurisdiction, and local or federal regulations.
Credit	Positive or negative charges granted by the provider for various scenarios e.g promotional credits or corrections to promotional credits.
Adjustment	Positive or negative charges the provider applies that do not fall into other category values.

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FOCUS™ USE CASE ACTIVITY

FOCUS USE CASE EXERCISE

Scenario #1

FinOps Persona: Finance

As a person in Finance, I need to update my organization's operating budget to include actual public cloud consumption costs for 2025 billing periods to date by team.

*What FOCUS Columns should be used to answer this request?*

FOCUS USE CASE EXERCISE

Scenario #2

FinOps Persona: Product Owner

As a product owner, my new SaaS product has run away cloud costs that need to be more effectively managed. I want to understand the cloud services driving up the most significant costs over the last 6 months.

What FOCUS Columns should be used to answer this request?
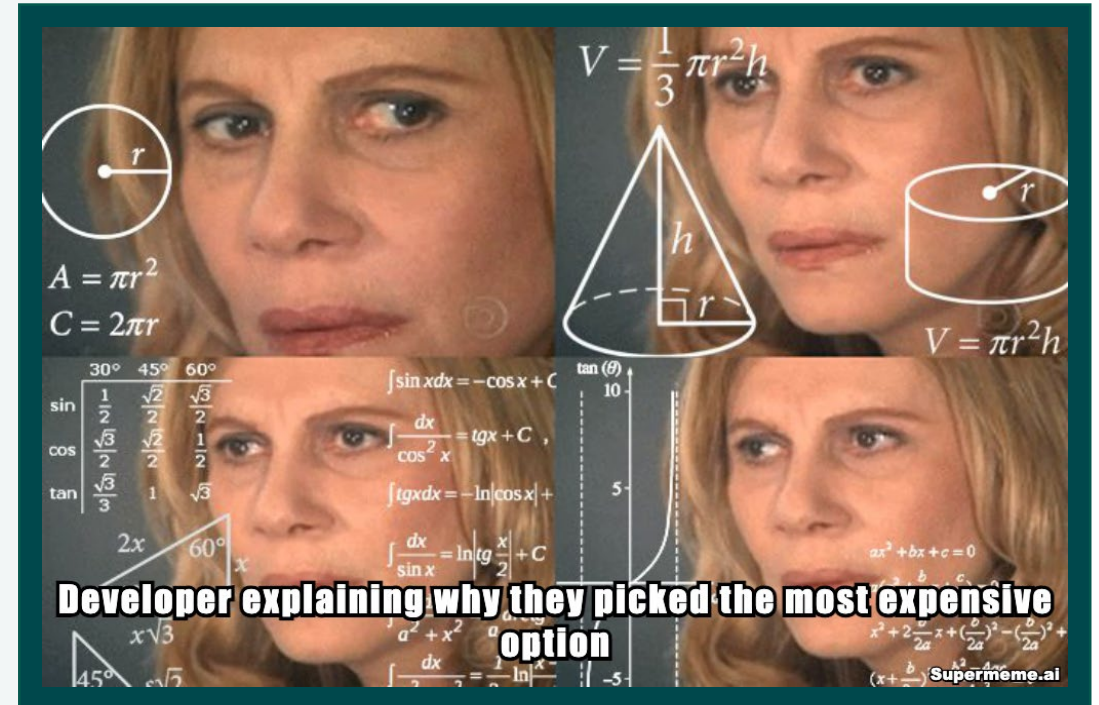
FOCUS USE CASE EXERCISE

Scenario #3

FinOps Persona: FinOps Practitioner

As a FinOps Practitioner, I want to understand what percent of cloud resources are currently tagged with application names in my organization's multi-cloud infrastructure.

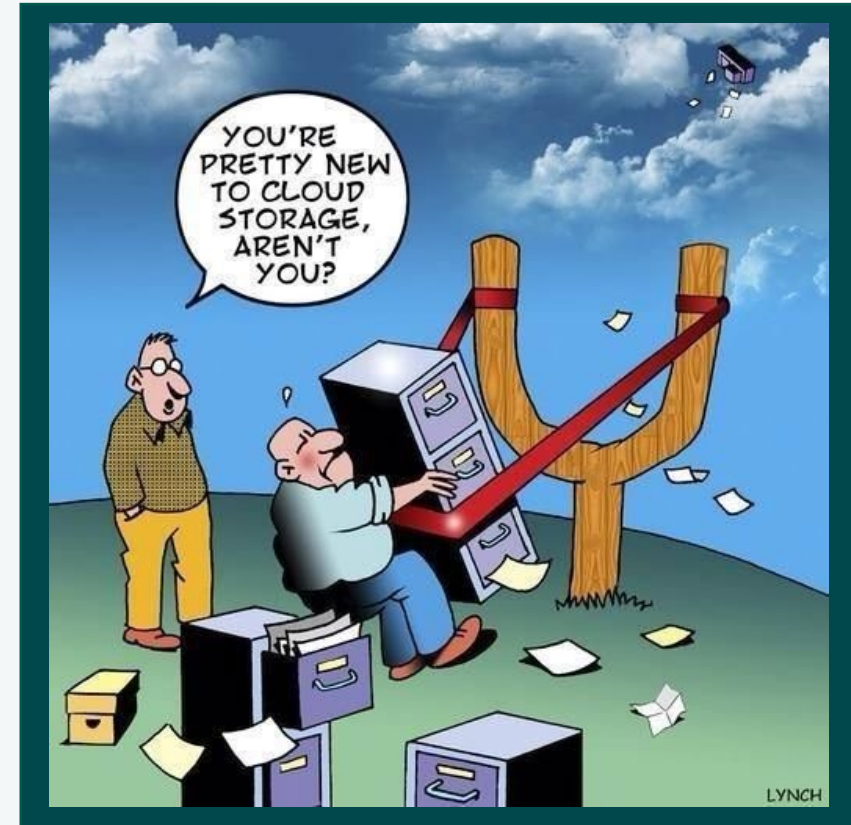*What FOCUS Columns should be used to answer this request?*

FOCUS USE CASE EXERCISE

Scenario #4

FinOps Persona: Engineer

As a Cloud Engineer, I want to identify unused compute reservations (ex. Reserved Instances) from the previous billing cycle within my organization's multi-cloud infrastructure.

What FOCUS Columns should be used to answer this request?

FOCUS™ NEXT STEPS

FOCUS™ TRAINING & CERTIFICATION

Introduction to FOCUS

This free course provides an introduction to FOCUS. After completing this course you will know what FOCUS is and why it is important. Includes 12 months of access to all course content.

https://learn.finops.org/introduction-to-focus

FinOps Certified FOCUS Analyst

This course provides an in-depth understanding of FOCUS. You will learn how to use FOCUS conformed datasets to solve real-world business challenges. Includes 12 months of access to all course modules and the certification exam.

https://learn.finops.org/path/finops-certified-focus-analyst

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ADOPTING FOCUS™

Adopting FOCUS™, the FinOps Open Cost and Usage Specification
(https://www.finops.org/wg/adopting-focus-the-finops-open-cost-and-usage-specification/)

Stages	Decide	Design	Build	Test	Launch	FOCUS™
Activities	Assess organizational needs Determine scope & approach for adoption Get approval	Assemble a team Design the technical solution Design the adoption process	Build the technical solution	Check solution for accuracy & consistency Conduct a pilot Incorporate feedback	Begin adoption process Iterate for continuous improvement Measure benefits of FOCUS adoption	
Key Actions	Read the FOCUS website Read the FOCUS specification Take Intro to FOCUS course	Some team members to obtain FOCUS Analyst Cert. Join chat-focus to get help from peers	Turn on Data Exports with your Cloud Service Providers and/or third party vendors Integrate platforms as defined in previous stage	Test data outputs using the FOCUS use case library & share your own use cases Compare the newly generated FOCUS data against previous generated data for understanding & accuracy	Conduct necessary training for end users at roll out: **A:** Intro to FOCUS (widely applicable) **B:** FOCUS Analyst Cert. (targeted end users)	Join the FOCUS User Group Share an Adoption Story Become a Contributor to FOCUS the project

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THANK YOU

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