

FinOps for SaaS

Engineering Mission Success through Economic Transparency and SaaS Governance

In an era of rapidly expanding technological footprints, federal agencies face the dual challenge of maintaining mission-critical performance while managing ballooning SaaS costs. MANTECH's **FinOps for Software-as-a-Service (SaaS)** solution provides a comprehensive governance and optimization framework that goes beyond basic license management to deliver architectural re-engineering that eliminates waste, ensures regulatory compliance, and redirects every dollar toward mission readiness.

Challenges

Federal agencies frequently encounter uncontrolled spending on SaaS due to three critical operational gaps:

- **Inadequate license management** leads to “shelfware” and redundant entitlements that drain budgets without delivering mission value.
- **Lack of transparency into cost drivers** leaves technology managers unable to decipher complex, consumption-based billing or attribute spend to specific mission owners.
- **Poorly engineered hosting architectures** often prioritize rapid deployment over economic efficiency, resulting in suboptimal data configurations and inefficient compute cycles that unnecessarily inflate the total cost of ownership.



Solution

MANTECH's **FinOps for SaaS** solution utilizes seven integrated capabilities to transform fragmented telemetry into a high-fidelity roadmap for cost-optimized mission delivery.

Full-Spectrum Insight: Ingesting and decoding pricing and telemetry data to rapidly identify the primary cost drivers.

Strategic Rate Optimization: Executing commitment strategies and volume discounts to drive down unit costs.

Performance-Based Workload Tuning: Optimizing hosting architectures to ensure maximum performance at the lowest possible price point.

Granular Cost Attribution: Utilizing universal tagging schemas to assign expenditures to specific mission owners.

SaaS Mission Economics (S-ME) Framework: Correlating economic efficiency directly with measurable mission success.



The 7 Key Capabilities of FinOps for SaaS



Mission Economics

A rigorous methodology to correlate SaaS economic efficiency with measurable impacts on mission delivery outcomes.



Cost Allocation

Strategic assignment of SaaS spend to business units, cost centers, and projects to drive financial visibility and accountability.

Licensing Optimization



Rightsizing software entitlements to align with actual user demand by reclaiming shelfware, automating deprovisioning, and auditing user-to-license ratios.

Rate Optimization



Securing the lowest unit price for SaaS consumption by leveraging committed-use discounts and ensuring workloads run on the most cost-effective service tiers.

Workload Optimization



Rightsizing SaaS workload cost drivers, including compute, storage, and network utilization, data processing, and hosting architecture to reduce costs.



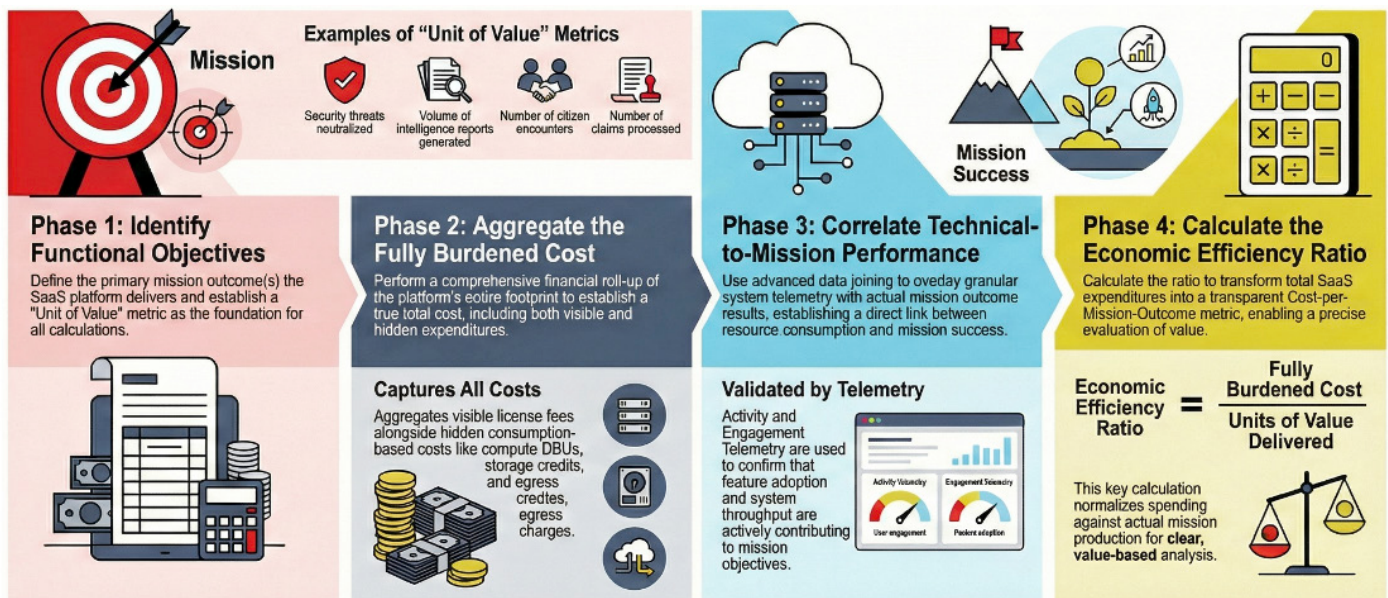
Pricing Model Analysis

Deep understanding of the SaaS pricing model mechanics to identify specific cost drivers and associated optimization opportunities.



Insight Generation

Comprehensive review of users, accounts, and consumption telemetry to understand SaaS cost drivers and identify optimization opportunities.



Outcomes

Federal agencies can expect the following outcomes from MANTECH's FinOps for SaaS solution:

- **Significant Cost Reductions:** Achieving SaaS cost avoidance through license harvesting, managing cost drivers, and engineering optimal hosting environments.
- **Operational Efficiency:** Reducing consumption of high-volatility platforms (e.g., Snowflake, Splunk) through deep-tier application and query tuning.
- **Enhanced Cost Transparency:** Transition from opaque invoices to detailed mission-level cost attribution.
- **Unit-of-Value Metrics:** Clear Cost-per-Mission-Outcome SaaS metrics to defend and optimize IT budgets.

Why MANTECH?

MANTECH's specialized FinOps for SaaS approach integrates deep cost-optimization engineering into complex SaaS environments to drive unparalleled mission efficiency.

- **Platform-Centric Strategy:** We optimize SaaS application layer logic specifically for highly variable consumption platforms (e.g., Snowflake, Splunk, Databricks), moving beyond the basic infrastructure-hosting strategies used by traditional integrators.
- **Quantified Mission Economics (S-ME):** MANTECH transcends simple "percent savings" by correlating SaaS expenditures directly to a Unit of Value (e.g., Cost-per-Threat-Neutralized), transforming cloud spend into a metric of mission success.
- **Deep-Tier Optimization:** While competitors focus on reclaiming basic "shelfware" licenses, MANTECH executes application-layer tuning—such as query logic refinement and pre-ingest filtering—to slash the consumption costs of high-volatility platforms.
- **Engineered for Federal Compliance:** We deploy sophisticated tiered data architectures designed specifically to satisfy OMB M-21-31 EL1/EL2 retention mandates without the prohibitive costs of traditional "always-hot" storage.

About MANTECH

At MANTECH, we continuously advance our technology optimization experience and expertise, enabling federal agencies customers to achieve their mission objectives more cost efficiently.

As a proud FinOps Foundation Premier Member and a FinOps Certified Provider, we are Always Advancing technology cost and usage optimization methodologies through active leadership on the FinOps Foundation Board, participation in working groups, and contributions to community events. When you partner with MANTECH, you gain access to experts who are defining the future of FinOps.

In business more than 57 years, MANTECH excels in cognitive cyber, AI, data collection & analytics, enterprise IT, systems engineering and software application development solutions that support national and homeland security.

LEARN MORE - MANTECH.com or ai@MANTECH.com

