

FINOPS

Avalon finds the money already leaking out of your cloud bill, proves it with evidence, and helps you put it back into the mission.

THE PROBLEM WE ADDRESS

Industry surveys consistently put self-estimated cloud waste at 25-30% of total spend, and federal environments tend to sit at the high end because of lift-and-shift migration patterns.

Most agencies buy cloud through resellers and integrators whose compensation grows with consumption, not reduction — the party closest to the data has no incentive to shrink the bill.

WHAT WE DO

- 12-24 months of billing data ingested and normalized to FOCUS
- Idle, orphaned, and oversized resource identification
- Reserved Instance/Savings Plan coverage and rate analysis
- Billing-error, credit, and contract-term review
- Findings Report ranked by dollar value, effort, and mission risk
- Evidence Workbook with resource-level detail behind every finding
- Sequenced 30/60/90-day Remediation Roadmap
- Enforced tagging and a monthly cost review/optimization cycle

HOW WE DO IT

1 KICKOFF & BASELINE

Read-only billing/inventory access provisioned; 12-24 months of billing data ingested and normalized to FOCUS.

DELIVERABLE

Reconciled spend baseline

3 VALIDATION

Working sessions with agency engineers confirm, adjust, or withdraw findings and assign owners.

DELIVERABLE

Validated findings

2 ANALYSIS

Waste, rate, and billing-error workstreams run in parallel, with findings logged against evidence.

DELIVERABLE

Preliminary findings, evidence-linked

4 DELIVERY

Findings Report, Evidence Workbook, and Remediation Roadmap delivered with an executive briefing.

HANDOVER

Remediation roadmap + optional retainer

VALUE DELIVERED

- › **Evidence that survives skeptical review.** Every finding is pre-validated with your own engineers before it ships.
- › **Federal-native framing.** Findings map to appropriations and TBM towers, not a generic cloud-waste report.
- › **No platform to sell.** The audit requires no third-party license — compensation isn't tied to a licensed tool.
- › **Skin in the game.** A flat fee plus a share of validated recovered savings puts Avalon's fee on the same side of the ledger as your budget.

THE ONE THING TO REMEMBER

An SI auditing the spend it operates is grading its own homework.

COMMONLY PROCURED AS

Cloud cost optimization / FinOps audit services

AT A GLANCE

Model	Fixed fee plus gainshare on validated savings
Typical	6–8 wks for a single-cloud Forensic Cloud Audit
NAICS	541512, 541511, 541519, 541611, 541690
UEI	Y9MXMMHY3HA1
CAGE	242T0
Standards	GAO-26-107530, FinOps Foundation Framework, FOCUS specification, OMB Circular A-11/TBM

WHO WE WORK WITH

- › CFO / budget office needing a defensible cloud-savings tracking mechanism
- › CIO facing obligated funding that cloud consumption is outpacing
- › Program manager wanting a cost cleanup after a migration

COMMITMENT TO QUALITY

Avalon is led directly by a PMP-certified founder with a decade of enterprise engineering experience where every engagement gets senior-level attention, never a subcontracted bench. Delivery follows NIST SP 800-53, RMF, and FISMA, evidence-backed and control-mapped by design. ISO 9001/27001 is on the roadmap as the pipeline scales.

Status: Small business federal contractor based in Los Angeles, CA

GAO-26-107530

FINOPS FOUNDATION FRAMEWORK

FOCUS SPECIFICATION

OMB CIRCULAR A-11/TBM