

FOCUS Adoption by Vendors



Since the release of FOCUS 1.0 in June 2024, FOCUS™ has gained rapid adoption by those who generate cloud billing data, including Cloud Service Providers and numerous FinOps tool vendors. Version 1.2 of the FOCUS Specification adds support for SaaS billing data.

Cloud Service Provider Adoption

The largest Cloud Service Providers (CSPs) all offer billing data in the FOCUS format. FinOps Practitioners can download this data from their providers' for FinOps analysis. Instructions are available at focus.finops.org/get-started.



FinOps Vendor Adoption

Numerous FinOps vendors are adopting FOCUS. Currently, the majority of these tools have the ability to ingest FOCUS data into their platform. Learn more about each FinOps vendor's FOCUS support at focus.finops.org/adoption/finops-vendors.

All FinOps vendors should work toward offering the following capabilities: (1) *Generate/Produce* – deliver billing data to customers in the FOCUS format. (2) *Import* – import FOCUS data generated by providers/vendors. (3) *Export* – export billing data in the FOCUS format via APIs. (4) *Use FOCUS Terminology* – use FOCUS terminology and concepts in the user interface when generating reports and recommendations, etc.





FOCUSTM

FinOps Open Cost and Usage Specification