

The Unifying Format for Billing Data

FOCUS™ is a technical specification that normalizes cost and usage billing data across vendors.



What is FOCUS?

The FinOps Open Cost and Usage Specification (FOCUS™) is an open-source specification for billing data that defines clear requirements for vendors to produce uniform cost and usage datasets. FOCUS reduces complexity for FinOps Practitioners so they can drive data-driven decision-making and maximize the business value of cloud and technology, while making their data skills more portable across clouds, tools, and organizations.

The Specification introduces common taxonomy, terminology, and metrics for billing datasets produced by cloud Infrastructure-as-a-Service (IaaS) providers. The latest release of the Specification aims to extend to other consumption-based billing datasets, such as those generated by Software-as-a-Service (SaaS) vendors.

FOCUS is supported by the FinOps Foundation and is a combined effort of FinOps Practitioners, IaaS providers, and other cloud software vendors.



FOCUS aligns cloud billing data from numerous sources into a single format that Practitioners, tool vendors, and service providers use to achieve FinOps Domains.

Why is FOCUS Needed?

Without FOCUS, IaaS, SaaS, and other technology vendors each generate unique cost and usage billing data files for their customers or internal teams. FinOps Practitioners are tasked with analyzing all of this data, but they spend valuable time ingesting and normalizing billing data before they can even begin analysis. The lack of conformity among cost and usage datasets has forced FinOps Practitioners to employ disparate schemas to unify billing data. This effort is time consuming and detracts from performing high priority FinOps Capabilities.

Get Started with FOCUS Data

FinOps Practitioners can get started with FOCUS data today. The largest IaaS providers all deliver cost and usage billing data in the FOCUS format from their consoles. Follow these instructions to access FOCUS-formatted billing files from each of these cloud vendors. Visit focus.finops.org/get-started to find more detailed information and links:



Create a FOCUS Data Export in the AWS Billing and Cost Management console and deploy a FOCUS Dashboard. Or use a CloudFormation template to automatically export data to an Athena table.



Download Google's Guide to FOCUS with step-by-step instructions for enabling billing exports to BigQuery and creating a BigQuery view or a FOCUS Looker template to visualize the data.



Create a new FOCUS export in the Azure portal using the FOCUS template. Then view the data using pre-built Power BI reports in the FinOps Hub, or ingest into Microsoft Fabric to query the data.



Navigate to Cost & Usage Reports under Billing & Cost Management in the Console. Click on a FOCUS report date to download it using the CLI or API. Then visualize data in the OCI FinOps Hub.

After obtaining FOCUS data and ingesting into a data visualization tool, visit the FOCUS Use Case Library with SQL queries to answer common FinOps questions at focus.finops.org/use-cases/.

FinOps Tool Vendors Support FOCUS

Numerous FinOps tool vendors and service providers are adopting the requirements of the FOCUS Specification for their platforms and billing files. Current capabilities from vendors may include the ability to ingest FOCUS datasets and report using FOCUS attributes and metrics. As adoption continues, FinOps vendors will adopt FOCUS terminology in their platforms and align their APIs to the requirements in the Specification. Ask your vendors about their current support and their roadmap for FOCUS adoption. Visit focus.finops.org/adoption/finops-vendors/ to see vendors who are adopting FOCUS.

Training & Certification

The FinOps Foundation offers FOCUS training and certification to teach FinOps Practitioners how to leverage FOCUS datasets for FinOps analysis.

Visit learn.finops.org to learn more.

