

# The Unifying Language for Technology Value

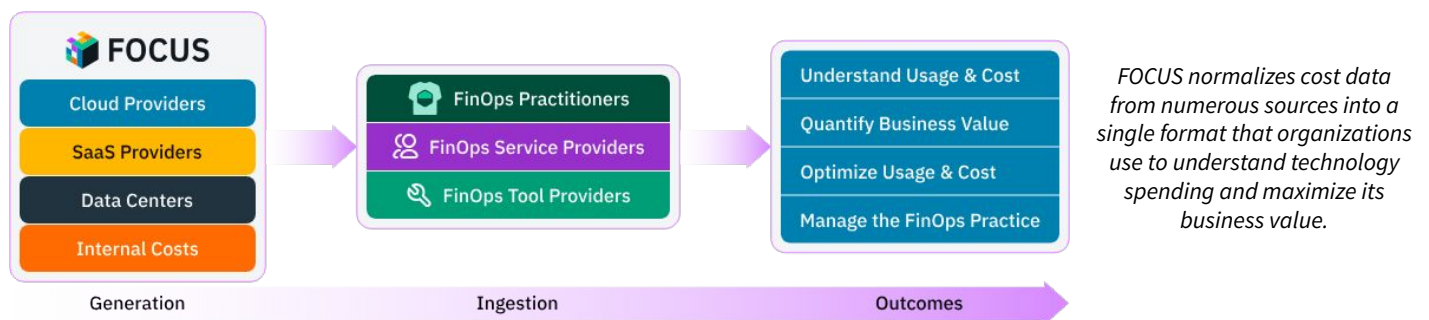
FOCUS is a technical specification that normalizes cost data from different sources, removing complexity from your FinOps practice.



# FOCUS™

## What is FOCUS?

**The FinOps Open Cost and Usage Specification (FOCUS)** is an open specification for technology billing data that defines clear requirements for billing generators to produce uniform cost datasets. [FOCUS](#) reduces complexity for FinOps Practitioners so they can facilitate data-driven decision-making that maximizes the business value of technology spending.



The [Specification](#) covers common taxonomy, terminology, and metrics for cost and usage datasets produced by cloud Infrastructure-as-a-Service (IaaS) providers, Software-as-a-Service (SaaS) vendors, Data Cloud Platforms, and other technology providers.



## What problem does FOCUS solve?

Without FOCUS, IaaS, SaaS, and other technology vendors each generate unique billing data files to send to their customers. FinOps Practitioners must extract insights from all of this data, but they spend valuable time ingesting and normalizing the data before they can even begin analysis. This effort detracts from performing high priority [FinOps Capabilities](#) that help get the most value out of technology spending.

### Example: What does “Billed Cost” mean?

*Prior to FOCUS, each cloud provider had a different definition:*

**AWS:** `lineItem/NetUnblendedCost`

**Azure:** `CostInBillingCurrency` (from Actual dataset)

**GCP:** `cost + credits.amount`

**OCI:** `cost/myCostOverage`

# Why use FOCUS billing data?

Using FOCUS-formatted billing files makes it easier to understand all of your technology spending so you can make data-driven decisions that reduce waste and drive better business value.



**Transferable knowledge and data skills.** With FOCUS, practitioners can learn to perform FinOps activities without bespoke training for different datasets, vendors, or tools. This leads to faster time-to-value for technology initiatives.



**Improved reporting consistency and accuracy.** FOCUS reduces the chances of reporting confusion due to proprietary terminology and definitions, creating a single source of truth which enables leadership to analyze the complete technology stack rather than each cloud or software vendor's individual billing data in a silo.



**Easier integration of new clouds, SaaS, or other vendors.** When a vendor is added to your technology stack, their FOCUS-formatted data can be seamlessly integrated. Even if your new vendor does not yet support FOCUS, the specification outlines a well-defined schema to transform proprietary billing data into a common language.



**Holistic analysis of technology spend.** FOCUS applies to all [Scopes](#) of technology spend, including cloud, SaaS, licensing, and data center costs. This enables data-driven decisions and value conversations leading to better [unit economics](#).

## See how others are using FOCUS

Public and private organizations across industries are leveraging FOCUS to simplify data and make better decisions about technology spending. Visit [focus.finops.org](https://focus.finops.org) to see how FOCUS is being implemented.



## Training & Certification

The [FinOps Foundation](https://finops.foundation) offers FOCUS training and certification that teach organizations how to leverage FOCUS datasets to get better insights into technology spending.

Visit [learn.finops.org](https://learn.finops.org) for more information.

