



Tangoe One Cloud: Now a FinOps Certified Platform

Overview for Sales, Customer Success, and Partners

Internal and Partner Use Only

What Is the FinOps Certified Platform Designation?

The FinOps Certified Platform designation is awarded by the FinOps Foundation, a program of the Linux Foundation, to commercial software platforms that meet rigorous standards aligned with the FinOps Framework—the industry’s leading model for cloud financial management.

To earn this certification, a platform must demonstrate:

- **Alignment with FinOps Framework Capabilities** (e.g., Data Ingestion, Allocation, Forecasting, Optimization, Budgeting, etc.)
- **Support for the FOCUS standard** (FinOps Open Cost and Usage Specification)
- **Proven FinOps expertise** within the organization (certified practitioners, engineers, etc.)
- **Active engagement and contribution** to the FinOps community

Why Is This Certification Significant?

This certification is more than a badge—it’s a **trusted signal** to the market that Tangoe One Cloud:

- **Delivers real FinOps value:** It enables FinOps teams to adopt best practices and drive measurable outcomes.
- **Meets practitioner needs:** It supports the full lifecycle of FinOps activities, from cost visibility to optimization.
- **Is backed by expertise:** Tangoe has certified FinOps professionals and is actively involved in the FinOps community.

- **Is future-ready:** With support for FOCUS and AI cost visibility, Tangoe is built for today's and tomorrow's cloud challenges.

Why Does This Matter to Customers?

- **Confidence in Compliance:** Customers can trust that Tangoe One Cloud meets the highest FinOps standards.
- **Faster Time to Value:** Certified capabilities mean quicker onboarding, better insights, and faster ROI.
- **AI Cost Control:** With AI workloads growing rapidly, Tangoe's new AI Cost Dashboard helps customers isolate and manage this spend.
- **FOCUS-Aligned Data:** Simplifies data normalization and reporting, reducing manual effort and improving accuracy.

Value to our Partner Community

- **Stronger Value Proposition:** Partners can confidently position Tangoe One Cloud as a FinOps-ready solution.
- **Competitive Differentiation:** Certification sets Tangoe apart from non-certified platforms in the market.
- **Enablement & Trust:** The certification helps partners build trust with clients and accelerate FinOps adoption.
- **Recurring Revenue Opportunity:** Certified capabilities open doors to new conversations around AI, cloud governance, and cost optimization.

Key Talking Points for Sales & Customer-Facing Sellers

Trusted by the FinOps Foundation

- Tangoe One Cloud is now a FinOps Certified Platform—recognized by the FinOps Foundation for meeting the highest standards in cloud financial management.
- We're one of a select group of platforms certified to support the full FinOps lifecycle, including AI cost visibility and FOCUS-aligned data.

- This means faster time to value, better insights, and more confidence for your FinOps teams.

Proven Support for FinOps Best Practices

- This certification confirms that we actively support FinOps principles like real-time visibility, allocation, budgeting, and optimization—helping you run a more cost-efficient, accountable cloud environment.

Better Collaboration Between Finance & Engineering

- We bridge the gap between teams—giving engineers, finance, and procurement a shared view of cloud spend and enabling faster, data-driven decisions.

Faster Time to Value with a Certified Solution

- FinOps Certification means you're working with a platform that's already validated to deliver value quickly—no need to build workarounds or customizations to align with your FinOps processes.

Future-Proofing Your Cloud Strategy

- As cloud financial operations evolve, certified platforms like ours stay ahead—continually aligning with the FinOps Foundation's updates and community-driven advancements.

Resources to Review and Share with Customers & Prospects

- [Tangoe One Cloud FinOps Platform Overview](#)
- [FinOps Certified Platform Details](#)
- [Tangoe's FinOps Research Room](#)