IDC Innovator

IDC INNOVATOR ASSESSMENT

# FinOps and Cloud Cost Transparency, 2025

PRESENTED TO

Kion

**Kion** was chosen as an innovator in the marketplace because of its commitment to supporting the growing and evolving cloud market. Recognizing the transformative nature of cloud operations, Kion actively enhances its robust platform to meet these changing needs, such as the demand for GenAI implementation and its focus on cloud cost management driven by the rapid rise in the adoption of FinOps. Many solutions in the market specialize in only one aspect of cloud operations, such as financial management or identity and access management, forcing organizations to piece together solutions. Kion consolidates all necessary cloud governance and management tools into a single platform.

## Assessment

### Support for Cloud Governance

Kion's focus on comprehensive cloud governance can help companies rapidly mature their FinOps teams. Kion brings multiple capabilities together to enable teams to proactively plan and improve future forecasts, not just optimize spending one time.

### Generative AI

IDC believes 2025 will be the year of AI for FinOps and FinOps for AI. Kion is focused on the latter. By helping teams implement AI in the cloud in a cost-effective and performance-optimized manner, enterprises can successfully implement AI for their applications quicker and see faster ROI.

### Tool Consolidation

Kion's strategy to provide a comprehensive solution to bring multiple tools together means enterprises can consolidate their FinOps tools without losing capabilities. By getting the tool into the hands of IT and line-of-business owners, companies can mature FinOps more rapidly.

## Key Differentiators

### Focus on the Comprehensive Platform Solution to Mature FinOps Teams

Kion can provide an end-to-end solution for enterprises looking to improve their FinOps practices. This includes a unique "governance by default" approach that brings identity, compliance, and costs together so that FinOps teams can successfully manage their entire cloud landscape. This integration enables guardrails to aid companies in security and financial controls.

### Visibility and Advanced Automation

Kion integrates cloud operations and cloud FinOps into one tool, improving efficiency and reducing complexity. The tool automates recommendations for cost savings across multiple clouds, reducing manual work. Visibility into both security and financial costs improves compliance and helps enterprises track return on investment. When multiple teams in operations and finance use the same tool, collaboration and innovation are improved.

### Customer Service

As a smaller firm, Kion can focus on providing excellent customer service. It uses a dedicated support team for each customer to maximize the value of their tool and ensure broad adoption. Quick answers to support questions mean that FinOps teams return to working and getting value from the platform.

## About the Innovator

FOUNDED
**2018**

FOUNDER AND CEO
**Brian Price**

HEADQUARTERS
**Columbia, Maryland**

NUMBER OF EMPLOYEES
**50+**

PRODUCT DESCRIPTION
**Kion automates CloudOps with a single platform for policy-based cloud identity, FinOps, and compliance for multicloud. Combining CloudOps and FinOps helps eliminate risk, securing cloud and budget.**

FUNDING
**$15 million**

More detail and information is available in the full IDC Innovator Report.

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