

Updated on September 10, 2026

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FinOps Certified FOCUS Analyst Certification Training

2 days (14 hours)

Overview

The FinOps Certified FOCUS Analyst Certification Training prepares you for the official FinOps Certified FOCUS Analyst certification and for analyzing standardized cost and usage data with FOCUS.

The FOCUS specification provides a common language for analyzing billing data from multiple technology vendors. This training helps you understand its data model, costs, dimensions, and standardization mechanisms.

You will learn to read and interpret FOCUS datasets, identify key cost metrics, and use relevant attributes to produce reliable, comparable analyses tailored to the needs of finance, engineering, and product teams.

The preparation covers the skills validated by the official FinOps Certified FOCUS Analyst certification, including the conversion of non-compliant data, the application of FinOps use cases, and the formulation of queries that address concrete business challenges.

Upon completion of the training, you will be able to prepare for the exam systematically, analyze multi-vendor cost data, and support initiatives related to reporting, allocation, optimization, and technology value management.

Like all our training courses, this one will introduce you to **the latest stable version** of the technology and its new features.

Objectives

- Understand the principles and scope of the FOCUS specification
- Interpret the cost, usage, and dimension columns in a FOCUS dataset
- Standardize non-compliant billing data according to FOCUS concepts
- Apply FinOps use cases to reporting, allocation, and optimization analyses
- Effectively prepare for the FinOps Certified FOCUS Analyst exam

Target Audience

- FinOps Analyst
- Cloud Cost Manager
- Data Analyst
- Cloud Engineer
- FinOps Consultant

Prerequisites

- Knowledge of cloud cost management and FinOps principles
- Experience reading cloud billing reports
- Basic understanding of working with tabular data and CSV files
- Understanding of AWS, Azure, or Google Cloud services

Technical Prerequisites

- Access to a spreadsheet program such as Microsoft Excel or Google Sheets

Curriculum for our FinOps Certified FOCUS Analyst training

[Day 1 - Morning]

FOCUS Fundamentals and Certification Preparation

- Overview of the FinOps Certified FOCUS Analyst certification and the skills assessed
- FOCUS objectives and challenges in standardizing cost and usage data
- Essential terminology: providers, billing accounts, services, resources, and cost categories
- Structure of a FOCUS dataset: columns, data types, and naming conventions
- Guided review of exam question scenarios and the analysis method expected on the exam
- Hands-on workshop: exploring a FOCUS dataset and identifying the columns needed for a multi-vendor spend analysis

[Day 1 – Afternoon]

Costs, usage, and dimensions of analysis

- Analysis of cost metrics: BilledCost, EffectiveCost, ListCost, and ContractedCost
- Interpreting quantities, units, unit prices, and billing currencies
- Using the dimensions ChargeCategory, ServiceCategory, regions, SKU, and resources
- Accounting for negotiated discounts, commitments, and amortization mechanisms
- Selecting metrics tailored to reporting, monitoring, and optimization needs
- Hands-on workshop: Building a cost analysis by service, region, and cost category using FOCUS data

[Day 2 – Morning]

Standardization and FinOps use cases

- Principles for converting non-compliant billing data into the FOCUS model
- Mapping source data to standardized columns: vendors, services, accounts, and resources
- Management of vendor-specific attributes and schema extensions
- Leveraging FinOps use cases for allocation, showback, and chargeback
- Building analytical queries to answer recurring business questions
- Hands-on workshop: mapping a sample of non-compliant billing data to the appropriate FOCUS attributes

[Day 2 – Afternoon]

Targeted review and certification simulation

- Review of key concepts: data model, costs, dimensions, normalization, and use cases
- Identifying common pitfalls in interpreting FOCUS columns and metrics
- Solving certification questions based on cost analysis scenarios
- Time management strategy, reading questions carefully, and validating answers
- Personal review plan before taking the FinOps Certified FOCUS Analyst exam
- Hands-on workshop: Take a mock exam, review answers, and reinforce areas needing improvement

Target Audience

This training is intended for both individuals and companies—large or small—seeking to train their teams in new, advanced IT technologies or to acquire specific industry knowledge or modern methodologies.

Pre-training Assessment

The pre-training assessment complies with Qualiopi quality standards. Upon final registration, the learner receives a self-assessment questionnaire that allows us to evaluate their estimated proficiency in various types of technologies, as well as their expectations and personal goals for the upcoming training, within the limits imposed by the selected format. This questionnaire also enables us to anticipate certain connection issues or

internal company security (in-house or virtual classroom) that could pose challenges for monitoring and ensuring the smooth operation of the training session.

Teaching Methods

Hands-On Training: 60% practical, 40% theoretical. Training materials distributed in digital format to all participants.

Organization

The course alternates between theoretical input from the instructor—supported by examples and reflection sessions—and group work.

Assessment

At the end of the session, a multiple-choice quiz is administered to verify that participants have successfully acquired the skills.

Certification

A certificate will be issued to each trainee who has completed the entire training program.