



CloudHealth[®]
by Broadcom



Case study

Arrow, Cloudec and CloudHealth: Powering a new era of FinOps in the APAC region

Overview

Across the APAC region, cloud adoption is accelerating at breakneck speed. With this growth, leaders expect transparency across unit economics to ensure optimal performance of their cloud environments. Enter Cloudec.

With more than fifteen years of combined CloudHealth experience, and supported by Arrow's commercial and technical enablement, Cloudec —is one of the most experienced CloudHealth teams in the APAC region. As a result, customers gain consistent multi-cloud governance and a practical way to measure how cloud consumption translates into business value.

The challenge

As cloud footprints grow, many organisations struggle to fully understand or articulate the business value of their cloud investments. The most significant constraint across APAC was a widening FinOps skills gap: few teams could access the rare combination of cloud architecture, financial management and operational governance expertise required to run a mature FinOps practice. The impact was immediate; — slower optimisation, inconsistent accountability and limited ability to articulate cloud business value at senior levels.

The solution

Cloudec provides CloudHealth enablement and ongoing support to some of APAC's largest organisations, using the platform to unify visibility, governance and optimisation across multi-cloud environments. Supported by Arrow, Cloudec's CloudHealth expertise enables the team to deliver a mature and scalable service.

The impact

Embedding CloudHealth into Cloudec's delivery model with support from Arrow has strengthened the organisation's ability to deliver measurable FinOps outcomes for customers across APAC.





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Measured results across customers

15-30%

Cost reductions ranging from 15-30%

95%

Tagging compliance increased to above 95%

5%

Forecasting variance reduced to less than 5%

Customer examples



REDUCED CLOUD COST

A financial services customer achieved a **20% reduction** in cloud costs through improved optimisation and governance.



IMPROVED PREDICTABILITY

A superannuation platform provider improved budgeting and forecasting accuracy, reducing variance by **more than 90%** and strengthened financial predictability.



CLEAR COST-TO-SERVE INSIGHTS

A property transaction company defined and measured cloud business value by linking consumption to transaction volumes, creating clear cost-to-serve insights.



CHARGEBACK ACCURACY

An automotive SaaS provider gained granular visibility across multiple platforms and increased cost allocation accuracy **from 27% to 100%**, enabling precise chargeback.

Arrow's role

Arrow plays a pivotal role in strengthening Cloudec's CloudHealth capability. Through its commercial insight, technical depth and regional go-to-market alignment, Arrow helps Cloudec deliver a more reliable, scalable and efficient FinOps offering.

Arrow's commercial guidance streamlines procurement and licensing, reducing friction around onboarding and ensuring Cloudec can confidently navigate complex renewal and licensing models. Its regional CloudHealth expertise gives Cloudec clearer visibility and faster decision-making across markets.

On the technical side, Arrow's enablement and advisory input help Cloudec optimise CloudHealth configurations, resolve platform queries quickly, and maintain a high standard of delivery.

In joint go-to-market activity, Arrow strengthens Cloudec's presence in customer conversations, tenders and large-scale opportunities, enhancing the impact of Cloudec's FinOps capability.

Five Years Out



Cloudec on the partnership

"CloudHealth, supported by Arrow, has strengthened our ability to measure cloud consumption and align it directly to business value. Strong automation capabilities allow us to scale this consistently across customers, while our team's deep CloudHealth experience enables accurate visibility, strong financial governance and practical optimisation insights which translate into measurable outcomes."

Ghassan Zalaf,
Head of FinOps, Cloudec

For more information around how Arrow can accelerate FinOps driven outcomes with CloudHealth

[Explore more here](#)