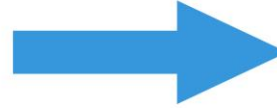


NET(net) Cloud Cost Optimization

Client:

Global provider of financial market database related services, with more than 40K clients in almost 200 countries.



Supplier:



Engagement

Find Value:

Analysis: In-Depth scenario analysis of past, current and future utilization, and savings impact of AWS terms against projected spend commitments.

Get Value:

Negotiation: Engaged in a process with AWS to improve and enhance proposed commercial terms and services for Client, while offering sustained business value for supplier.

Keep Value:

CCO Ongoing Optimization: Execute NET(net)'s CCO program to both maximize negotiated terms, while optimizing future utilization.

Approach

1

Analysis of 5-year spend scenarios performed to set resilient, attainable spend commitments.

2

Risk assessment of workload migrations to ensure appropriate level of resources aligned for timely migrations.

3

Knowledge and skill set risk mitigation to compensate lack of expertise in specific knowledge areas of AWS platform.

4

Improved overall discount structure with a combination of incentive/investment credits and service specific discounts tailored to projected spend profile.

Optimizations

1 Improved effective discount structures

2 Identified several area of utilization improvements:

- 34% savings in right sizing applications
- 27% savings in utilizing AWS savings plans
- 4% savings in recovered utilization from wasted and idle instances

3 Implemented repeatable optimization processes around:

- Orchestration of RI and SP purchases based on workload monitoring
- Optimization of RI and SP ratios
- Leverage and implement compute management services

Results



Additional benefits across

- Professional Services
- MAP
- PIC



65% Overall Savings on Compute achieved

- Optimizations Achieved: \$4.3M USD per year
- Agreement Value Achieved: \$60M USD