

US SaaS Procurement Company Stabilizes and Reduces Cloud Spend

Overview

In the fast-paced SaaS industry, agility and cost management are crucial, prompting organizations to leverage the cloud for control and flexibility.

However, when inheriting an existing cloud environment, this East Coast-based SaaS procurement company faced unpredictable costs month-to-month with no visibility into why.

To gain insights and control, they enlisted TierPoint, whose cloud experts stabilized their Microsoft Azure spend, instantly lowering it by 6% and securing lasting savings of 15%.

Challenge

When you're running a SaaS company, agility and cost management are key.

That's why forward-thinking organizations turn to Microsoft Azure: it gives them the control they need to react quickly to changing variables while only paying for what they use.

But what if you don't know what exactly you're using? This was the position that a New England-based procurement organization found themselves when they inherited and took control of an existing Azure environment.

In this sprawling infrastructure, the company was caught in a perfect storm of cloud confusion. They had:

- Wildly varying monthly costs, with a difference of as much as \$70,000 from one month to the next
- Limited visibility into cloud usage, which prevented them from seeing idle and unused resources that were spiking costs and eating up storage space
- No insight into how best to optimize their Azure environment to rein in spending

Our Client

This software company is a dynamic SaaS procurement company that provides faster, better deals for customers.

Revenue-Impacting Benefits

- Identify and remediate thousands of dollars in idle virtual machines (VMs) that were eating up cloud storage (and the bottom line)
- Assign and/or remove dozens of virtual machines and managed disks that were unassigned, leading to a projected 30% cost reduction
- Resizing and optimizing applications across the company's cloud environment to stabilize monthly cloud costs
- The cloud assessment and follow-up initiatives led to an immediate 6% cut to the organization's cloud costs, with a projected 15% reduction over time



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Solution

This organization is a pro when it comes to connecting network buyers and sellers from a wide array of industries, from technology to retail and everything in between.

When they identified inconsistencies in their Azure environment, they contacted our experts to step in. Partnering with TierPoint for a four-pronged cloud engagement not only helped reduce and streamline the company's Azure costs, it gave them much needed stability when it came to their monthly cloud expenses.

Beginning with a free 2-week cost optimization assessment, TierPoint helped identify the exact measures the company could take to reduce and stabilize their cloud costs.

Revenue-Impacting Benefits

This SaaS procurement company chose an in-depth assessment to stabilize and optimize their cloud infrastructure and achieve its full innovative potential.

Partnering with TierPoint for this cost optimization assessment, provided the company with:

- An immediate 6% cut to the organization's cloud costs, with a projected 15% reduction over time
- A clearer picture that led to identifying and remediating thousands of dollars in idle virtual machines (VMs) that were eating up cloud storage (and the bottom line)
- Assigned or removal of virtual machines and managed disks, leading to a projected 30% cost reduction
- A stable cloud environment with optimized or resized applications, providing predictable monthly cloud costs

Operational Benefits

Partnering with TierPoint to optimize their Azure investment led to huge cost savings and stabilized the company's monthly cloud spending, but it also allowed them to focus on growing their business.

TierPoint's cloud experts helped this organization:

- Achieve total visibility into their cloud usage costs with robust data sets and easy reporting, allowing them to make adjustments on the fly to reflect their organizational needs
- Execute a robust Well-Architected Framework (WAF) as assessment to ensure all Azure workloads adhere to five pillars of excellence: reliability, security, cost optimization, operational excellence, and performance efficiency
- Implement end-to-end Azure Site Recovery to ensure business continuity and minimize downtime during outages
- Enhance their applications and deliver seamless end-to-end customer experiences

Reduce Your Cloud Spend with TierPoint

This company has greater visibility into their entire cloud infrastructure with predictable cloud spend. Now it's your turn. Call 844.267.3687 or email sales@tierpoint.com a free initial assessment of your cloud environment to see how we can help your organization stabilize and optimize your cloud infrastructure.

About TierPoint

TierPoint (tierpoint.com) is a leading provider of secure, connected IT platform solutions that power the digital transformation of thousands of clients, from the public to private sectors, from small businesses to Fortune 500 enterprises. Taking an agnostic approach to helping clients achieve their most pressing business objectives, TierPoint is a champion for untangling the complexity of hybrid, multi-platform approaches to IT infrastructure, drawing on a comprehensive portfolio of services, from public to multitenant and private cloud, from colocation to disaster recovery, security, and more. TierPoint also has one of the largest and most geographically diversified U.S. footprints, with dozens of world-class, cloud-ready data centers in 20 markets, connected by a coast-to-coast network.

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