



Leading Enterprise Software Company Identifies Up to 28% Cost Savings Through Cloud Optimization Strategies



138

AWS instances identified



\$1.5M

in potential savings created



5 apps analyzed

in-depth for migration

Company Overview

This leading enterprise software company supports over 10,000 customers and 500 partners worldwide. With a deep commitment to helping companies succeed in their digital transformations, this company's multi-cloud management solutions help bridge the divide between legacy and new IT.

The Challenge: Limited Visibility of Cloud Costs

Because it had limited visibility into cloud costs across all business units, the company's IT team had difficulty understanding where its largest spends were, identifying potential sources of waste, and reducing costs.

The Business Goals: Create a Focused Cloud Strategy and Reduce Cloud Spend

The IT team had limited influence with the business units and needed to design and activate robust, consistent cloud governance and security policies to create a focused cloud strategy. This strategy would allow IT to provide standard, compliant, and agile cloud services, while reducing overall cloud spend.

The Solution: BMC Multi-Cloud Strategic Advisory Service—with the help of BMC Discovery, TrueSight Cloud Cost Control, and TrueSight Cloud Security—identified significant cost savings through cloud optimization strategies.



How did this company achieve its goals?

The software and services vendor worked with BMC Customer Success to execute a comprehensive Multi-Cloud Strategic Advisory Service review of its Amazon Web Service (AWS) accounts and costs across all corporate business units. The assessment used detailed interviews as well as BMC Discovery, TrueSight Cloud Cost Control, and TrueSight Cloud Security to discover what was in its cloud environments, confirm the usage patterns for all the AWS instances, document cloud support and operations maturity and requirements, and identify areas for possible cost savings.

BMC Customer Success identified up to 28% in cloud cost savings, valued at approximately \$430,000 in annual savings, through the implementation of their optimization recommendations. The IT team also helped a key business unit uncover nearly \$1.5M in savings over one year through improved transparency of cloud procurement and workload placement processes.

With BMC Multi-Cloud Strategic Advisory Service, the company:

- Identified cloud instances that could be rationalized and discontinued for further savings
- Provided the framework to support optimization of cloud spend and capacity across all of the business units' cloud providers
- Gave timely guidance to enable the IT team to begin forming cloud governance policies spanning all of the key business units
- Assessed current resources and documented learning pathways to improve the skills of the company's cloud operations staff
- Enabled the IT team to initiate conversations to build out a standard cloud service portfolio and pivot toward becoming a cloud services broker
- Reduced CPU and DASD usage

Learn more about how BMC helps customers solve people, process, and technology challenges

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