

CASE STUDY

Global Leader in next-generation digital services

IT/ITES



Customer and About

A global leader in next-generation digital services and consulting. We enable clients in more than 50 countries to navigate their digital transformation.

Employees strength of 3.3 Lakhs plus, presence in 50+ countries and serving 1700+ clients.



Problem Statement

Having multiple business units across the org, maintaining multiple DC's and also having a large footprint on cloud across AWS, Azure & GCP. With a total spend of around 17M\$ for the internal workloads.

Being a huge and distributed organization, many shadow IT running, multiple stake holders, and heavy spender on cloud, cost control and Cost optimization will paly a vital role for any consumer and without being compromised on the performance and compliance.

Customer wanted to start small and then widespread the same solution upon success rate to multiple cloud and BU's, Hence choose to role out the same with AWS first.



Solution Proposed

NetApp SPOT cloud cost optimization solution for maintenance of their RI's, utilizing SPOT instances for reducing the compute cost of the cloud instances.

1. SPOT Eco: Managing the Reserve Instances
2. SPOT Ocean/ElastiGroup: for the migrating the EC2 instances to available SPOT instances automatically without any human intervention as per availability and get the advantage of the SPOT billing for the compute cost.

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Successful Implementation

Kick starting our engagement with CloudOps team since May 2021, successfully demonstrated the capabilities of “Automated” Cloud Cost Optimization platform – Spot.io by NetApp.

Successfully show-cased the Potential Savings on Cloud Compute of the connected Multi-cloud accounts and initiating a Proof of Value with the below inferences:

- **Predicted Savings visibility** of more than \$500,000 per Annum on the linked multi-cloud Accounts.
- Account wise and Instance wise details on the Potential Savings through the platform.

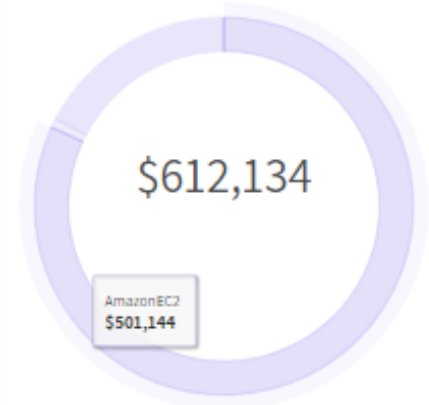


Outcome

- Flexibility of onboarding Spot instances where applicable with effective coverage through commitments with continuous Ramp-up and management of the commitment levels to assure maximal utilization.
- 3-Year savings plans coverage of up to 90% of On-Demand Compute spend, without any commitment and exposure to the commitment duration and spend.
- Ability to scale up & down Savings Plan coverage based on actual usage patterns and requirements, guaranteeing flexibility for any future events (right sizing, projects shutdown, etc.)
- Spot.io’s DevOps offering will allow to **automate** their **VM-based & container-based** applications using Spot instances to driving much higher savings.

Potential Yearly Savings per AWS service ⓘ

AmazonEC2 AmazonES AmazonElastiCache AmazonRDS AmazonRedshift



Conclusion :

Spot.io’ FinOps solution has saved more than estimated savings ~42% vs On-Demand usage via effective and continuous commitments management
Spot.io’ DevOps solution for Stateful, Container and Kubernetes workload is estimated to save an average of ~73% vs On-Demand pricing while maintaining the SLAs to Business Users.