



# Ninth Dimension Unlocked \$500K in Cloud Savings for IT Leader Through Intelligent Automation

## Client Snapshot

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**Company:** Global Leader in Next-Generation Digital Services & Consulting

**Industry:** IT / ITES

**Company Size:** 3.3 lakh+ employees

**Location:** Operations spanning 50+ countries, serving 1,700+ clients

**Cloud Footprint:** Multi-cloud — AWS, Azure & GCP with ~\$17M annual internal cloud spend

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## Uncontrolled cloud sprawl was draining millions

As one of the world's foremost digital services organisations, this IT/ITES giant had a cloud footprint to match its scale. But scale came at a cost: visibility had not kept pace with growth. Dozens of stakeholders managed cloud resources independently, with no centralised governance. The result was a sprawling, unoptimised multi-cloud environment where spend was climbing and accountability was thin.

### Key challenges

Multiple business units each maintaining their own data centres

Widespread shadow IT across a large, distributed organisation

Heavy footprint across AWS, Azure, and GCP with ~\$17M in annual internal workload costs

Reserved instances being managed manually, leading to underutilisation and wasted commitments

No automated mechanism to shift EC2 workloads to lower-cost Spot instances

Cost optimisation needed to work without compromising performance, compliance, or SLAs

The organisation knew a sweeping overhaul carried risk. Instead, they chose to prove the model first — starting with AWS before extending the solution across all clouds and business units.

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# Towards a single, intelligent FinOps platform

Ninth Dimension introduced NetApp's Spot.io cloud cost optimisation platform, a solution purpose-built to automate the financial and operational complexity of running workloads at scale across multiple clouds. Rather than a rip-and-replace approach, the engagement began with the CloudOps team in May 2021, with a focused proof of value on AWS that surfaced the scale of opportunity immediately.

Two capabilities formed the core of the solution. Spot Eco took over the management of reserved instances, continuously right-sizing commitments, maximising utilisation, and eliminating guesswork. Spot Ocean and ElastiGroup went further, automatically migrating EC2 instances to available Spot instances without any human intervention, capturing Spot pricing for compute costs while preserving availability and performance.

# The implementation journey

## PHASE 01 Engagement Begins — Proof of Value on AWS

Tech: Spot.io by NetApp

Ninth Dimension engaged the CloudOps team to demonstrate Spot.io's automated cloud cost optimisation capabilities

Multi-cloud accounts connected to the platform; potential savings surfaced immediately

Account-wise and instance-wise breakdown of savings opportunities delivered through the platform

## PHASE 02 Spot Eco — Reserved Instance Governance

Tech: Spot Eco

Spot Eco deployed to take over management of the organisation's reserved instances on AWS

Continuous commitment ramp-up and management implemented to assure maximum RI utilisation

Coverage made fully flexible; scalable up or down based on actual usage patterns, right-sizing events, and project shutdowns

Zero exposure to commitment duration or spend risk

## PHASE 03 Spot Ocean & ElastiGroup — Automated Compute Optimisation

Tech: Spot Ocean, ElastiGroup, Kubernetes

EC2 instances migrated automatically to available Spot instances without any human intervention

Spot billing captured for compute costs across applicable workloads

VM-based and container-based applications automated using Spot instances via Spot.io's DevOps offering

Stateful, container, and Kubernetes workloads brought under automated Spot management

SLAs to business users maintained throughout — no performance or compliance compromise

## PHASE 04 Multi-Cloud & Business Unit Rollout

Tech: Spot.io

Success on AWS validated the model for broader expansion

Solution scoped for rollout across Azure and GCP workloads

Additional business units onboarded following proven outcomes from the initial AWS engagement

Centralised visibility and governance established across the organisation's full multi-cloud footprint

## Results

Predicted annual savings of more than \$500,000 identified across linked multi-cloud accounts in the proof of value phase

FinOps solution delivered ~42% savings versus on-demand usage through effective and continuous commitment

DevOps solution for Stateful, Container, and Kubernetes workloads estimated to save an average of ~73% versus on-demand pricing

3-year savings plans coverage achieved for up to 90% of on-demand compute spend, with zero commitment risk or exposure

Reserved instances managed continuously and automatically, eliminating underutilisation and manual overhead

EC2 workloads shifted to Spot instances automatically, without human intervention, while maintaining availability

Full flexibility retained; savings plan coverage scalable up or down based on actual usage, right-sizing, and project changes

SLAs to business users maintained throughout; performance and compliance never compromised

The scale of savings surfaced during the proof of value alone told us we had been leaving significant money on the table. Spot.io gave us the automation and visibility we needed to finally govern our cloud spend at the pace our organisation moves. What started as a focused AWS pilot is now the model we are extending across every cloud and every

— CloudOps Lead, Global IT/ITES Organisation

### A FinOps foundation built to scale

With the proof of value behind them and AWS optimisation in full swing, the organisation has a proven, automated governance model that scales across Azure, GCP, and every business unit. Shadow IT is no longer invisible. Reserved Instance commitments carry no risk. And compute costs are always moving toward Spot pricing wherever workloads allow. Spend that was once uncontrolled is now an engine for efficiency.

### Ready to Take Control of Your Cloud Spend?

Discover how Ninth Dimension can help your organisation cut cloud costs, eliminate waste, and build a FinOps platform that scales with your

[www.9thdimension.co.in](http://www.9thdimension.co.in)

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Enabling Information

