

NET(net) Cloud Cost Optimization

Client:

Global provider of human capital solutions (HR benefits, payroll) serving 30 million people across 188 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

Over/Under Commit Risk Assessment:

A sensitivity analysis of 5-year spend scenarios was performed in order to set a resilient, attainable spend commitment.

2

Investment Risk of Workload Migrations:

Mitigate investment risk ('transition cost bubble') and to insure appropriate level of resources toward timely migrations.

3

Mitigation Risk of On-prem Incumbent Provider:

Look at ways to reduce carve out liabilities related to data center reduced footprint.

4

Improve and Optimize Discount Structure:

Assess and determine strategy to achieve discounts tailored to projected spend profile and consumption.

Optimizations

Commit structure was established with total 5-year commitment and minimum annual commits.

Incentive credits negotiated and are in place to mitigate investment risk ('transition cost bubble').

Credits in place to reduce the exit/carve out liabilities.

Implemented a combination of incentive/investment credits and service specific discounts.



Optimizations Achieved:

\$2.7M USD in Savings



Projected Optimizations:

\$10M+ Additional Savings Over 40 Months with Ongoing CCO (Cloud Cost Optimization)