

» CASE STUDY

Food giant cooks off 12 percent of cloud spend

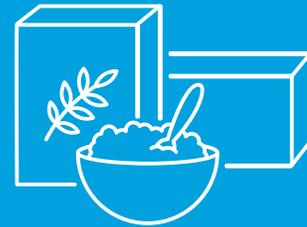
The challenge

Growing cloud use required better controls

One of the world's leading food manufacturers, with \$13 billion in annual sales, was seeking a solution to provide guardrails for their fast-growing, multi-cloud environment. The company had lacked a centralized way to deliver and optimize cloud services and had been using a combination of manual scripting and cloud-native tooling from Amazon Web Services (AWS).

» HIGHLIGHT

12.22% cloud spend saved in the first 5 months with Flexera Cloud Cost Optimization



» AT A GLANCE

A food manufacturing conglomerate with more than 30,000 employees worldwide needed control over their expanding cloud use, having lacked centralized delivery and optimization of cloud services for their employees. By choosing Flexera, the company achieved twelve percent annualized overall cost savings in just five months.

The solution

After a nod from Gartner, the company chose Flexera Cloud Cost Optimization

The food manufacturer had been a long-standing customer of Gartner, a global research firm. About eight weeks before Gartner named Flexera a leader in their Magic Quadrant (MQ) for Cloud Management Platforms, Gartner revealed to the manufacturer that Flexera led in the MQ.

Initially, the focus of the company was on establishing governed, self-service provisioning, while also preparing to be multi-cloud ready. They were given a two-week proof-of-concept period led on the technical side by a Flexera solutions architect.

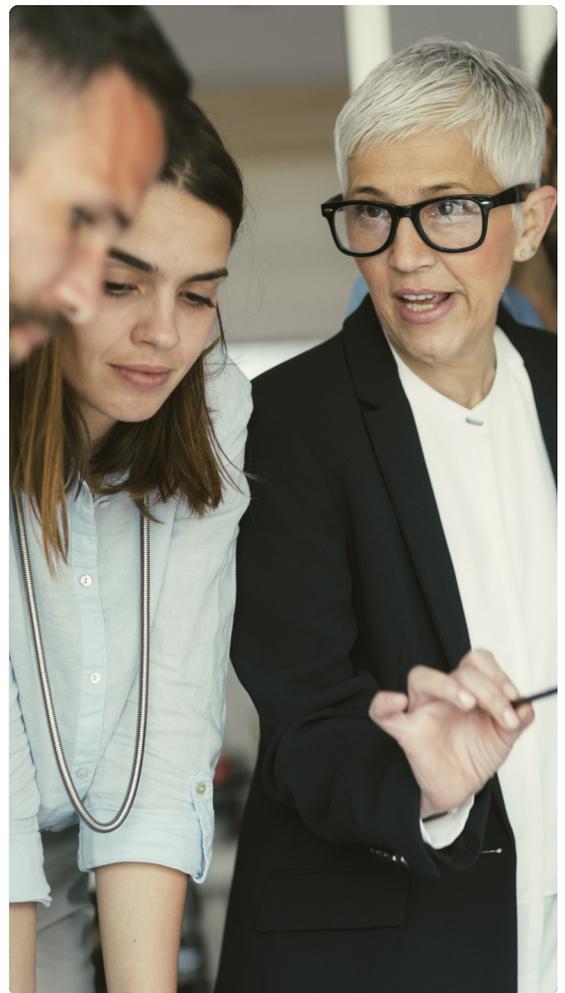
Soon after, the company signed one-year contracts with several professional services companies to help with onboarding and implementation.

Not long after the food manufacturer signed the contracts, it shifted to a single-cloud focus on AWS, because more workloads were being migrated to that service than any other cloud provider. Cost management and optimization quickly became a priority as their cloud bill began to grow.

The company loaded their cloud bill information into Flexera's Cloud Cost Optimization to examine their cloud spend. Cloud Cost Optimization was then able to provide a roadmap for the food manufacturer to more effectively manage and optimize its cloud spend. Not only did they succeed, but the company was able to establish guardrails to make sure the waste wouldn't return.

» HIGHLIGHT

Gartner named Flexera a leader in the Magic Quadrant for Cloud Management Platforms



The result

Automated policies were leveraged to help manage cloud costs, which reduced waste and saved twelve percent overall

Cost optimization experts analyzed recommendations and determined how best to save money. Flexera provided a contextual roadmap of savings that spanned the full cloud bill, including instances, storage, PaaS workloads and more. They also helped prioritize the order of operations that made sense for the company's business. The initial focus was on properly utilizing discounts and eliminating storage waste for Amazon Elastic Compute Cloud (EC2) reserved instances.

The team provided a customized reserved instance plan that took into account the company's business context, cash flow and technology use cases to ensure effectiveness. Following multiple different purchases that resulted in significant savings, the food manufacturer enabled Cloud Cost Optimization's automated reporting to check that the discounts were being used correctly. The cloud optimization services team acts as an extension of the company's cloud group to tune these discounts and fully optimize the estate.

In the first five months, the company's spend annualized to a 12.22 percent savings overall and 15.21 percent savings for the Amazon EC2 service.

» HIGHLIGHT

**15% savings
on Amazon EC2
with Flexera
Cloud Cost
Optimization**

About Flexera

Flexera delivers SaaS-based IT management solutions that enable enterprises to accelerate digital transformation and multiply the value of their technology investments. We help organizations **inform their IT** with definitive visibility into complex hybrid IT ecosystems, providing unparalleled IT insights that allow them to seize technology opportunities. And we help them **transform their IT** with tools that deliver actionable intelligence across an ever-increasing range of dimensions to effectively manage, govern and optimize their hybrid IT estate.

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» NEXT STEPS

Optimize your cloud spend with Cloud Cost Optimization

DISCOVER HOW