

# Software Company

Lightstream's Cloud Managed Services provided enhanced visibility, security, and configuration, plus a 20 percent savings in overall cloud spend. Migrating to the cloud also made it easy for the company to procure and spin up resources quickly and in real-time, increasing their agility and innovation and giving them a competitive edge.

## Business Challenge

- Service procurement and spending visibility became increasingly difficult as the company's cloud usage expanded along with its global footprint
- The organization had been using dozens of AWS services, constantly flexing up and down to meet demands. Monthly invoicing offered no insight into what cloud resources were being used and by whom, complicating client billing

## Solution

- We tailored our service package to help the company achieve four objectives: cloud optimization, in-depth spending visibility, waste management, and cost reduction
- We negotiated a contract with AWS and the software company to resell its cloud services
- The organization uses our Cloud Managed Services (CMS) and Lightstream Connect for a holistic view of the technology spend and performance

## Business Outcomes

- In less than six months, Lightstream helped achieve 64% cloud optimization
- The organization realized over \$50,00/mo. savings through procurement optimization and waste management
- We applied identity and access management to enhance cloud security
- We negotiated a private pricing offering, saving \$40,000+/mo. over three years



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