

# Quality Management Software Company

Lightstream significantly reduces this software company's long-term expenses by designing a plan with terms customized to the company's needs; engaging available yet underutilized technology; and negotiating better EDP agreement terms with a higher discount rate.

## Business Problems

- Following the end of its second year under a prior AWS EDP agreement, the company grew increasingly concerned that it was overpaying for services and missing out on strategic cost-saving opportunities.
- The company was faced with an infinite combination of services and applications to learn about and sort through for the best deal to fit its specific needs.
- They needed an expert in the space to help gather data and calculate relevant and reliable forecasting models on future cloud usage needs.

## Solution

- Relying on its extensive expertise, Lightstream gathered data and performed an analysis for the company to consider in deciding on key services and terms for optimizing cloud costs.
- Lightstream identified advantageous tools and resources the company, was not using due to lack of awareness.
- At their request, Lightstream gathered quotes on new solution providers, confirming the best outcome would be to remain with AWS. This saved both time and costs that a switch in providers would have incurred.

## Business Outcomes

- Through its longstanding relationship with both AWS and the company, Lightstream was able facilitate mutually beneficial negotiations.
- Instead of parting ways, AWS and the company entered a longer-term agreement.
- The company was able to design its operations to better leverage AWS solutions and services, saving time and costs.



## Case Study



 lightstream



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