

Global tech company identifies \$5M in annual savings with UnifyCloud CloudSupervisor

Some business challenges can be prevalent in companies of all sizes. A major global technology company was struggling to manage its Azure spend across its internal organizations. Individual divisions had not been strategic in planning their Azure spending, and budgets were not being tracked by managers.

The IT division of the company in particular was having great difficulties with its Azure budget. In fact, the IT division had exceeded its Azure budget so dramatically that the company began actively seeking a solution that would reduce and optimize its Azure spend.

The risks of unmanaged Azure spend

In just a single month, the IT division's bill for Azure was US \$750K, raising concerns over how money was being spent—and whether a budget of this size was necessary. "It was imperative for the company to get a clearer understanding of their IT Azure spend," said Marc Pinotti, CEO of UnifyCloud. "They ultimately wanted to work toward improving their overall cost management strategy—and this was a great place to start."

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Part of the problem was unmonitored Azure subscriptions. The company needed a solution that would enable them to assign accountability to subscription owners, and to provide full transparency into all divisional spending at the Director, VP, and C-levels. It turned to UnifyCloud for help.

The solution: Cloud monitoring with CloudSupervisor

UnifyCloud began active monitoring of the IT division's cloud environment with its CloudSupervisor application, gathering data and analytics to help build the client's cost management strategy. With integrated dashboards that include data on cost, security, and governance, risk, and compliance controls across Azure subscriptions, CloudSupervisor delivered daily reports, remediation recommendations, detailed analytics, and security alerts.

Identifying budget inefficiencies

Within a few weeks of having CloudSupervisor in place, the analytics indicated that the company's IT division was not using Azure as efficiently as it could. The data indicated that 25% of the resources within the IT division's top four Azure subscriptions were not being well-managed. CloudSupervisor found that managers were not receiving the detailed cost analyses they needed to successfully monitor and manage Azure budgets.

CloudSupervisor also identified 13 individuals who were associated with the division's top four Azure subscriptions. Using this information, the company was able to revise subscription ownership policies, ensuring that each subscription now has a single owner, with management views for Director level and higher.

And it turned out that the issues weren't confined to the IT department. CloudSupervisor found that other divisions had been hosting apps and services in the IT Azure environment, driving up spend in the IT cost center. CloudSupervisor also reported that many subscriptions were running even when not needed. By breaking the Azure environment out into individual states, the company was able to pause subscriptions when not needed and re-activate them when they were required.

In all, UnifyCloud was able to identify more than \$5M in potential annual cost savings for the company.

Results

By having insight into which individuals were making decisions that affected Azure spend, the company was able to make changes that delivered significant results:



Identified potential **\$5M in annual savings**



Overall cloud **expenditures reduced by more than 50%**



Saved 30% on VM costs through Azure right-sizing



Over \$230K in lowered Azure subscription costs by snoozing them when not in use

Conclusion

With CloudSupervisor, the company was able to identify big inefficiencies in its Azure cost management strategy. "Using insights from CloudSupervisor, they made immediate changes that significantly improved management of their Azure services," said Pinotti. "We also worked with them to set up robust governance, cost control frameworks, controls, and best practices to reduce the risk of these problems reoccurring."