

2020

VENDOR OPTIMIZATION RESULTS IN HUGE COST SAVINGS

PREPARED BY

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2020

PHASE 1 COLLABORATION TOOLS

We recently worked with a small IT company to figure out how much they were spending on collaboration tools, cloud services, and SAAS software. During our financial cost savings audit we uncovered a large cost savings opportunity centered around duplication of tools.

In phase 1 we audited tools in which they were paying user license fees for each employee and/or subscription fees. These tools consisted of:

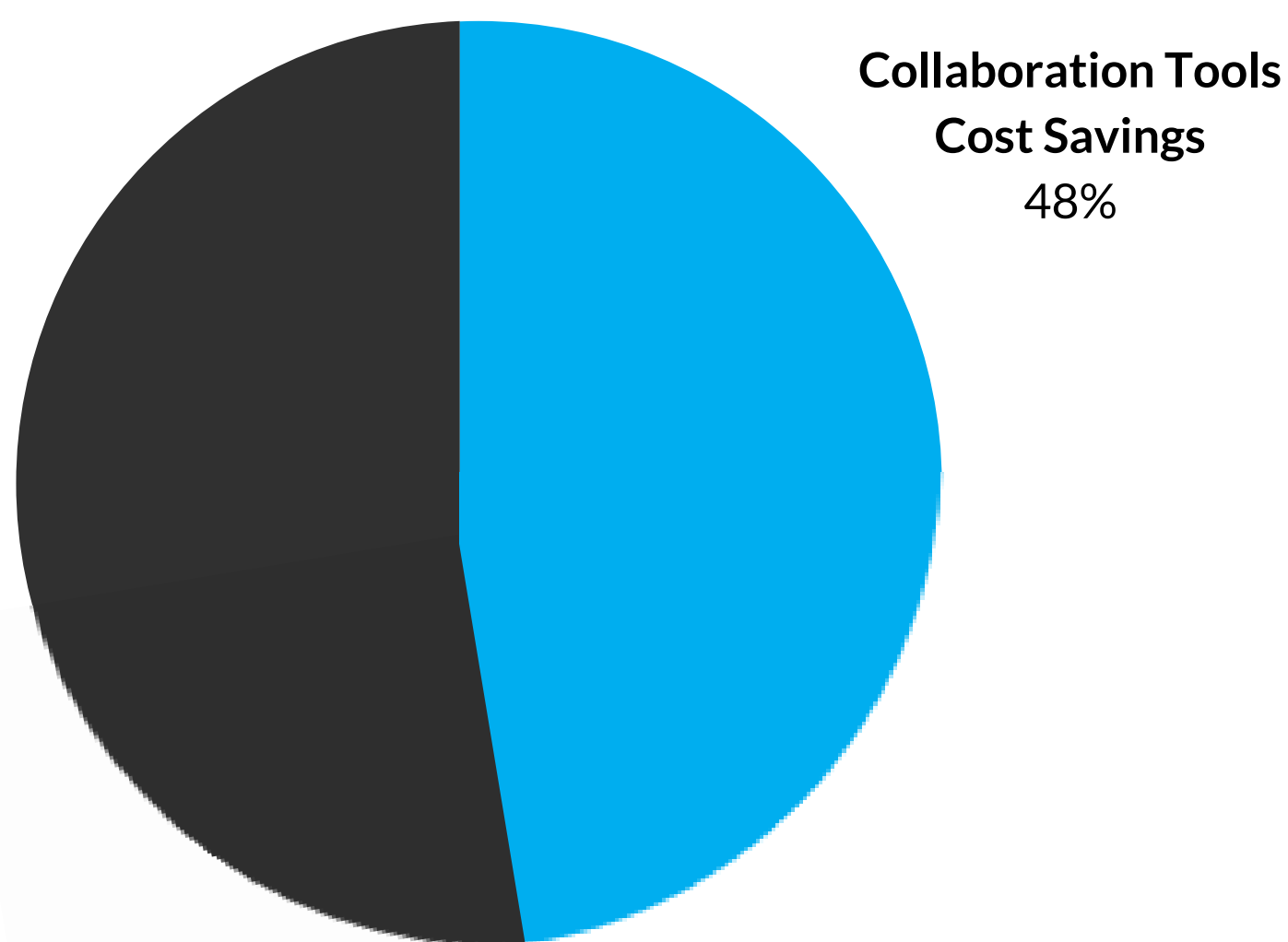
- Office 365 licenses (email, OneDrive, MS Teams, and MS Office versions)
- ZOOM licenses in which most of the employees had but were not utilizing
- Audio conferencing for their phone system

Some of the things we uncovered during our financial cost savings audit were:

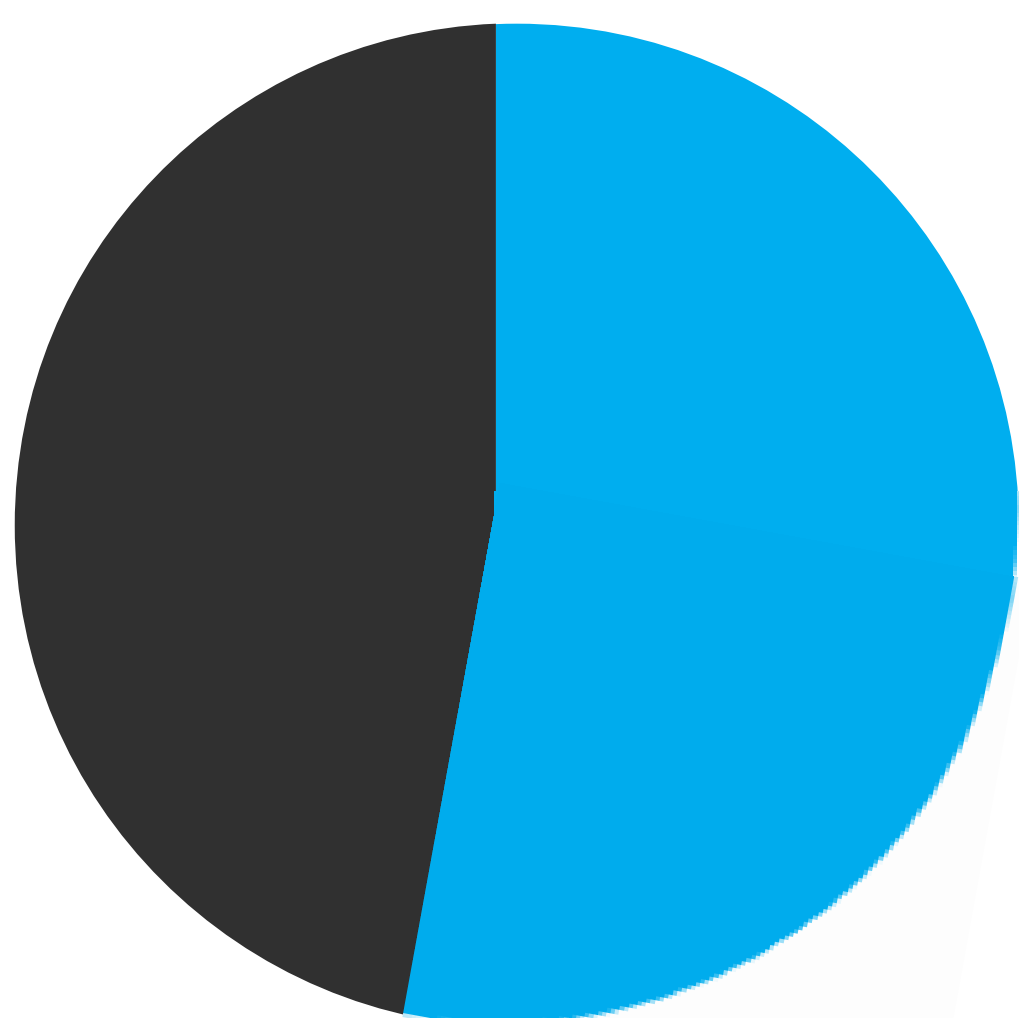
- We found that 25% of Office 365 licenses were assigned to dormant employees, and the company was able to realize a 25% cost savings right off the bat with no impact to existing employees.
- Not all employees required the full version of MS Office licenses. Team members such as developers and trainees could utilize only the online version of MS office and didn't need the desktop version.
- We recommended the company start utilizing MS Teams for video conferencing, phone system for audio, collaboration, and document sharing. The MS Teams service is FREE with their MS Office license and employees didn't need to launch or learn new tools.
- By using MS Teams this also allowed them to decrease their ZOOM subscription expense by 80% and only use ZOOM on an as needed basis.
- Upon our recommendation they started utilizing Microsoft OneDrive for document sharing and folders.

OUTCOME

By having us complete a financial cost savings audit we were able to reduce the company's collaboration tools expense by 48%. This savings resulted in the company keeping at least 10 of their key staff employed, and made collaboration simpler for user and support staff. The pandemic provided a great opportunity for the company to really dive in and optimize their vendor costs and focus on strategy and cost control measures.



CLOUD SERVICES COST SAVINGS
60%



2020

PHASE 2 CLOUD TUNEUP

Upon conducting our audit we discovered our client was using multiple instances from AWS and SSD. They were also using third party OS instances for low level applications.

We eventually uncovered that their spending on cloud based infrastructure had grown over 300% in a single year. We conducted an in depth analysis on their current usage and how critical each instance was as well as how it was performing.

By moving DEV, TEST, and QA back on-premise they were able to realize a 60% savings on their overall cloud spending. Within 3 months they received an ROI that allowed them to purchase two DELL servers and clustered them with VMware.

By consolidated cloud services back to on-premise and investing in physical hardware each developer now has their own development servers thereby enhancing productivity and output.

We were also able to save the over 40% on their remaining cloud infrastructure by consolidating business critical production servers to fewer instances based on customer needs and performance. They are now utilizing snap, backup, and DR with SNAP technology for roll-out validation and backout if needed. Additionally, through our analysis and discovery we were able to determine they would be able to save an additional 60% on the production side by converting all instances to containers from customer data-segregation and security.

CONCLUSION

By looking at our clients overall business needs, customer needs, productivity, bandwidth, usage, and employee needs we were able to implement significant cost cutting measures immediately.

If you are looking for ways to save costs in your organization, but don't know where to start reach out to us for a no cost, no obligation consultation. Even if you do know where to start we have expertise in turning over every stone to ensure you are not overpaying when you don't have to.

Call us today! 214-239-3014

