# Cloud Optimization Services

## Gain Control of Your Cloud with Groupware Technology

Our team of Certified Cloud Optimization Specialists can help you achieve an optimized cloud environment so that you can focus on what is most important: your core business. Our cloud optimization success stories are numerous, providing customers:

### Identifying Unused Resources + AWS Savings Plan = Over $31K Monthly Savings

A cybersecurity company and new Premium customer has seen the instant benefits of Groupware's cloud optimization services. Within two weeks of onboarding, this customer saved over $6K per month by identifying unused resources. Groupware is also advising them on AWS Savings Plan purchases that will save them over $25K per month.

### Legacy Customer Looks to Groupware as Trusted Advisor

An event automation company has saved thousands of dollars per month under the AWS Savings Plan with Groupware's governance. This longtime customer also relies on Groupware to alert them to unexpected spend and expiring reservations.

- **Peace of Mind.** We monitor your environment so you don't have to

- **Cost Savings.** We have proven results in helping customers measurably reduce their cloud spend through hygiene, rightsizing and pre-payment options. We provide continuous monitoring of cost reduction opportunities

- **Trusted Advisor.** We become your trusted advisor, comprehensively monitoring your environment to ensure you understand your monthly invoice, have the business metrics you need and to ensure your workload spends are optimized

### Global Learning Leader Saves on Compute Costs

Groupware has become a trusted advisor to a leading K-12 learning site on optimizing cloud spends. A recent educational session for this longtime customer resulted in them purchasing an AWS Savings Plan, enabling Groupware to help them save significantly on AWS compute costs.

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## Extending the Life of Credits

A clean fuel company had several thousand dollars in AWS startup credits that they were applying to their EC2 compute costs. In advising them to purchase an AWS Savings Plan, Groupware enabled this customer to extend the life of their credits and save money in the long run.

## A Monitored Environment Gives Peace of Mind

This biopharmaceutical company saw the value in cloud optimization when Groupware analyzed their platform and discovered they had significant opportunities in EC2 instances. As this customer expands their cloud platform, Groupware's governance in monitoring their environment gives them peace of mind and allows them to focus on their core business.

## Monthly Bill Savings Through Data Mining

Groupware enabled savings of 10% on monthly bills via data mining for an equipment sales software company. Groupware also automated very manual reports and provided guidance on new reservation/savings plans for this customer. Additionally, in alerting them to an error where they inadvertently oversized a new resource, Groupware saved the customer thousands of dollars.

## Startup Saves Over $1k a Month

A real estate app startup saved more than a thousand dollars per month when Groupware identified a reservation type that this customer did not know existed. Groupware also provides a much relied upon weekly cloud analysis to the CEO, providing him the peace of that his cloud environment is being monitored when his team doesn't have the time or resources to do so.

## Spending Spikes Flagged with Cloud Optimization

Over a two-year period, Groupware identified numerous spending spikes due to security breaches, manual error and unexpected circumstances for a SaaS company with the Cloud Optimization Premium tier. Groupware has become a trusted advisor to this Groupware legacy customer in managing their AWS and Azure footprints.

## Strong Relationship with AWS Results in Saved Billing Fees

Groupware has taken charge in navigating the complex reserved instances space for an entertainment platform provider. Groupware has also leveraged its strong relationship with AWS to enable the waiving of thousands of dollars in billing fees to this customer.

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