



Cloud Optimization Services

Stop Overspending on Cloud

According to numerous industry studies, companies are significantly overspending on cloud by as much as 70%. Improved visibility to better plan and manage their cloud can positively change the cost dynamic when coupled with a formal cloud optimization plan.

The Balancing Act

However, even with improved visibility, most companies are faced with a balancing act in allocating additional time and expertise to cloud optimization while also ensuring resources stay focused on core competencies and company objectives.

Groupware Has the Solution

Our team of Certified Cloud Optimization Specialists has helped customers across a variety of industries achieve an optimized cloud environment with measurably reduced costs. We give you the visibility needed to manage your environment by leveraging CloudHealth, an industry leading cloud service management platform. Our team and tailored solution become your eyes and ears, alerting you to opportunities so that you can focus on what is most important: your core business.

Proven Results

Our cloud optimization services have provided customers with:

Peace of Mind. We monitor your environment so you don't have to. We deliver a brief, customized analysis of your environment each week so that you will never have any surprises when your monthly invoice arrives.

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 that you understand your monthly invoice, have the business metrics you require and feel comfortable that your workload spends are optimized.

Groupware Technology, Inc.

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Customer Testimonials

"The Groupware cloud optimization team provided me with a great educational session on AWS Savings Plans and how they save significantly on AWS compute costs. The team has become a trusted advisor to IXL on optimizing our cloud spends."

Eric McCrea
Sr. Systems Admin., IXL Learning

"The Groupware team has been a tremendous help in optimizing our spending within AWS. Their assistance allows our teams to keep focused on building our product while knowing that we have support to keep things in tune."

Ryan Scott
CTO, AiBUY, Inc.

"Groupware's extensive knowledge of AWS Savings Plans combined with the power of the CloudHealth platform enabled us to reduce our spend by over 15%."

Lance Shinseki
Exec. Dir. of IT, MyoKardia

Now featuring these additional AWS offerings:

- Seamless spot instance orchestration to save you up to 80% on EC2 costs
- Well-Architected Reviews (WAR) to evaluate architectures for best practice guidance and a strategic business advantage



Cloud Optimization Service Levels

When you partner with Groupware Technology as your trusted cloud advisor, you have the option of three tiers of services to choose from:

Categories	Cloud Services	Description	Associate	Premium*	Enterprise
Deploy CloudHealth & Training	Onboarding	Provisioning of Accounts into CloudHealth & Training on Key Features	✓	✓	✓
	Account Administration	Ongoing Administration of User Accounts, Monthly Invoicing & Help Desk	✓	✓	✓
	Health Checks	Regular Review of Account Status with Customer Success Manager	✓	✓	✓
Instrumentation & Reporting	Financial Tracking	Policy-based Configuration of Budget Requirements & Thresholds		✓	✓
	Security Alerts	Targeted Security Alerting aligned with CIS & Cloud Provider Standards		✓	✓
	Resource Instrumentation	Creation of Best Practices Tagging Strategy based on Operational Metrics		✓	✓
	Analytics & Insights	Custom Dashboards, Reporting and Alerts		✓	✓
Cost Optimization	Infrastructure Rightsizing	Optimization of Cloud Resources for Maximum Efficiency		✓	✓
	Reservation Management	Continual Reserved Instance Analysis & Recommendations		✓	✓
	Asset Reclamation	Recovery of Unused Assets (e.g. Disks, Snapshots, IPs, etc.)		✓	✓
	Weekly Analysis	Customized email detailing cloud spend, issues and opportunities		✓	✓
Advanced Services	Dedicated Engineering Resources	Cloud Optimization Staff Deployed Onsite			✓
	Architectural Analysis	Analysis and Proposals based on Best Practices Cloud Frameworks			✓
	Enterprise Agreements	Negotiation of Volume Agreements with Cloud Providers			✓
Pricing			2%	6%	Call for Pricing

* Premium Tier - Capped Monthly Spend - Professional Services Credits