



Case Study

Services Provider for Governments Saves Millions in AWS Spend

The client

The client is a leading provider of health and human services, working to strengthen communities and improve lives worldwide. For more than 40 years, the company has helped local, state, and federal governments implement critical programs that can rapidly scale for broad impact.

The challenge: Reduce and control cloud costs as the company grows their AWS environment

As the company is in the business of helping government agencies innovate, modernize, and digitally transform, it was important that their own IT systems and processes were at the leading edge. They were looking to vacate two data centers and move their federal applications to federal cloud data centers or AWS®, to build a better foundation for agility and innovation.

Over the previous year or so, the company had worked with Insight on various modernization projects, including prior migrations and data center consolidations, application rationalization, system upgrades, AWS integration and licensing, as well as firewall implementation and endpoint protection.

Operating in a multicloud world

Alongside their need for AWS support, the company was also experiencing challenges with Office 365®. They lacked sufficient resources for software asset management but also needed to true-up before Microsoft's year end and determine whether any cost savings would be possible going forward.

Through a full software asset management engagement and Modern Desktop Assessment, including a 30-day subscription to Block64's inventory and discovery tool, we provided a turnkey solution for right-sizing the company's Office 365 usage and licensing. Our recommendations to remove, unprovision, and uninstall multiple Office 365 technologies enabled the client to uncover potential savings of more than \$2 million annually.

Industry:

Government services

Insight provided:

- Customized PoC
- AWS management, purchasing, and utilization recommendations
- Robust and streamlined AWS management platform
- Regular cadence calls with Insight AWS experts
- Enablement of internal cloud managers

Insight services:

- Cost Optimization Services for AWS

The solution: PoC, accelerated migration, immediate and ongoing cloud optimization services

It was imperative for the company to ensure their newly expanded AWS environment was well managed, particularly from a cost perspective. To demonstrate how Insight could support this effort, we provided a customized Proof of Concept (PoC) of our Cost Optimization Services for AWS. The PoC was a huge success. With permission from AWS, we stepped in as the company's main point of contact for licensing, deployment, and support of their AWS environment.

We performed the company's phase two migration to AWS, which involved using a DevOps approach for rehosting, refactoring, and replatforming applications to AWS, migrating instances that were running on older operating systems, and migrating SQL, Oracle®, and other business workloads. We built a migration automation pipeline with Jenkins® automation, Ansible® playbook, and AWS CloudFormation to speed up the migration and future migrations. We also worked very closely with the company to secure migration acceleration program credits for them from AWS and enter into an enterprise discount program agreement.

Our ongoing services include:



Identifying opportunities to eliminate or implement governance policies to automatically remove underutilized and unused resources.



Cost tracking and reporting of hundreds of AWS accounts, constantly aligning to original targets and revising forecasts to optimize return.



Providing access to a comprehensive cloud cost and health management application, as well as helping establish appropriate processes for use of the application by the company's IT team.



Finding new ways to shift costs from on demand (i.e., list price) to Reserved Instances, with an honest broker neutral assessment and recommendations on value maximization.



Helping identify opportunities for better server utilization, license management, resource management, and cloud governance.



Building and managing a chargeback model for shared services, with inventory reports for auditing needs.

The benefits: Vast and expanding AWS environment with ever-increasing cost savings

The client was looking to optimize their AWS spend — and, optimize we did. As the company increased their AWS environment 50x over the course of a year and a half, we secured an impressive amount of cost savings for them.

They saved roughly \$1.5 million via migration acceleration program credits over a three-year period. Their five-year enterprise discount program agreement gives the company a 12% discount on their overall AWS spend. We helped them realize approximately \$1.1 million in savings with Reserved Instances in the first year of service delivery.

With regular cadence calls with Insight and the cloud cost and health management platform, the company has also been able to drastically improve their own understanding of their AWS environment and how to identify opportunities for optimization. Hundreds of company employees are confidently using the platform today to drive enhancements of their cloud spend and utilization.

Benefits:

- Millions saved over previous 1.5 years via better resource utilization
- Vast improvement in internal knowledge of cloud optimization measures
- Access to user-friendly yet robust cloud management platform
- Effective and up-to-date cloud governance model



Continual
cost savings
in AWS

\$1.5 million
saved in migration
acceleration program credits



12%
AWS spend reduction
for 5 years

Frequent
recommendations
and guidance
from Insight's
AWS experts



©2022, Insight Direct USA, Inc. All rights reserved. All other trademarks are the property of their respective owners.
CS-MX-1.0.02.22

solutions.insight.com | insight.ca