



CASE STUDY

How NewEdge Services used Cloudsaver to save upwards of 40% on their AWS spend.

"Cloudsaver helped us realize not only hard savings, but we gained a significant savings in staff time. I could focus on serving our clients and building our business."

Gary Parker, Director of Cloud Operations, NewEdge Services



Cloudsaver captured significant savings in cloud spend for NewEdge Services, who relies primarily on Amazon Web Services (AWS) for its business model. In the database management and mapping industry, NewEdge provides mapping services through Esri, Cityworks and GIS cloud hosting.

Cloud spend outpacing company growth

The mapping firm knew that it needed to better understand and control its cloud spend. They were not yet experiencing runaway costs, but they had concerns they were trending that direction and believed costs could be better controlled. After researching several options, they contacted Cloudsaver, who specializes in AWS cloud cost optimization.

Cloudsaver has unique proprietary technology used by a team of certified AWS engineers, program managers, and CPA financial analysts to provide ongoing managed services. Cloudsaver's singular focus is to optimize resources and eliminate unnecessary cloud spend. NewEdge's director of cloud operations, Gary Parker, stated, "Cloudsaver was a fit for us. Research and rightsizing is time consuming and they specialize in that. I knew we had problems, but I had no idea of the of the full upside potential."

The Cloudsaver process

The cloud review process began with a collaborative assessment of NewEdge's cloud usage and business needs. Cloudsaver's experienced staff assessed the firm's cloud usage and identified opportunities for restructuring and significant reduction in cloud spend. This team of experts identifies ways to optimize resources by rightsizing opportunities. "I wanted someone to keep an eye on our account – watching utilization and making adjustments as needed. Cloudsaver offers those services," said Parker.

Optimization recommendations and guaranteed cost savings

The data uncovered and insights gleaned by Cloudsaver's team during its assessment shaped the recommendations presented to NewEdge. Cloudsaver's recommendations guaranteed a reduction in cloud spend. Often the savings guaranty

is exceeded, which is what NewEdge experienced. Additionally, it proved substantially more cost effective and less labor intensive to engage Cloudsaver's management services than to hire additional staff and task them with AWS oversight responsibilities.

When Cloudsaver's recommendations were reviewed by Parker, he commented, "That's an amazing business model. The potential reduction in our cloud spend is incredible. We are looking at optimizing several services and saving nearly 40% in some instances. At this point it's an easy decision."

Clear visibility

Clear visibility of AWS activity is an important feature that Cloudsaver brings to the table. The Cloudsaver intuitive dashboard reflects the continuous monitoring of client's AWS cost structure and cloud usage to uncover and identify any anomalies.

The first part of cost optimization is to provide visibility to the people who control decision making. With that in mind, savings and activity are displayed in near real-time. Parker said, "The interface is intuitive, and our firm didn't require any training." Additionally, clients may have unlimited users and each user can customize their dashboard to provide information that is most relevant to them.

Time savings realized

In addition to visibility and reducing cloud spend, Cloudsaver services reduce the amount of time a business must invest in its cloud activities and oversight. One of the initial goals for this client was to secure additional resources for the director of cloud operations.



Client Overview

NewEdge Services, LLC is focused on implementing Geographic Information Systems (GIS), Asset/Work Management Systems, Cloud Hosting, and Related Services. NewEdge provides turnkey solutions for a wide variety of needs and can provide additional resources for clients on specific projects.

Website

newedgeservices.com

Company size

11-50 employees

Headquarters

Frisco, TX

Founded

2015

His schedule was demanding, with multiple time-sensitive client needs. Client demands required that AWS resource utilization and execution take a back seat to more pressing concerns. Cloudsaver saved the director precious time by relieving him of the need to perform AWS related tasks. Cloud resource utilization and spend is continuously monitored by Cloudsaver's team of AWS certified technicians, program managers and financial analysts.

This client found that receiving recommendations and making cost saving changes through Cloudsaver managed services is both efficient and timely. After engaging Cloudsaver, Parker commented, “Cloudsaver helped us realize not only hard savings, but we gained a significant savings in staff time. I could focus on serving our clients and building our business.”

The right size

Cloudsaver personalizes its recommendations for rightsizing and optimization to account for the unique needs of each client, ensuring that the client has no service disruption. A collaborative review of proposed recommendations helps ensure performance and resource optimization.

For example, recommendations to NewEdge accounted for usage spikes and ensured top performance with maximum

savings. All decisions to accept, reject or modify a Cloudsaver recommendation was made by NewEdge.

An added benefit is that NewEdge became more efficient in onboarding new AWS resources. Parker realized that, “By working with Cloudsaver, we found that the creation of new AWS architecture was better informed, more efficient and more cost effective.”

Ongoing partnership

After working with Cloudsaver for several months, Parker concluded, “Even as our business grows and we’re adding new clients and new AWS instances, our cloud spend has stabilized. Working with Cloudsaver has definitely put hard savings into our pockets. Cloudsaver knows the cloud, I know my business. It’s been a great partnership.”

About Cloudsaver

Cloudsaver is a technology-enabled, managed service company that helps organizations realize the promise of the cloud. Our team of AWS certified analysts, utilizing our proprietary suite of 30+ cloud optimization tools, have saved our clients up to 50% on their cloud spend. Cloudsaver serves a client base of global organizations ranging from small and mid-size companies to Fortune 50 enterprises. For more information, visit [Cloudsaver.com](https://cloudsaver.com).