

[DRAFT NOT APPROVED FOR RELEASE]



## Going beyond cloud cost control

### With their Total Cloud Plan (TCP) powered by Optrilo, [REDACTED] positions itself for the next decade of growth

[REDACTED] is a global leader in capital projects, energy, and clean building across data centers and cloud, government, healthcare, and energy generating \$1Billion per year as one of the largest privately held companies in the United States. As an innovator, [REDACTED] knows that economics, capital projects, digital transformation, supply chain, and cloud can only be understood in context of one another. So [REDACTED] partnered with Optrilo and its cutting-edge AI to create an optimal cloud capital expenditure plan that for the first time aligns IT to business goals in a tangible way.

Like most companies, [REDACTED] discovered that it was under invested in cloud. The Optrilo Total Cloud Plan proved instead that increasing cloud spend through commitment-based plans was the capital-optimized way to support the sales department's aggressive growth goals.

### SUMMARY

The Optrilo software analyzed [REDACTED] cloud historicals, business data including complex multi-SKU pipelines and P&L targets, risk tolerance, projected efficiency improvements, and industry trends. Optrilo's software recommended an increase in cloud spend allocating more than two-thirds to discounted multi-year cloud commitments while retaining flexibility to scale up at an on-demand price in the event unlikely business scenarios happen. This reduces the risk of overspending or underspending on cloud capacity and empowers the person to be the ultimate arbiter of success.

With a Total Cloud Plan, [REDACTED] IT and business leadership both left the project with a better understanding of goals and how they can align planning to support them. Empowered to avoid adverse outcomes and make strategic bets on future scenarios, [REDACTED] came away from Optrilo's process with the tools to seize growth opportunities that have previously been left on the table.

### BUSINESS NEEDS

[REDACTED] has an expanding client base and an aggressive sales strategy to pursue future growth. To support these, the company's business leadership has identified a need to optimize its cloud spend. For their Pilot project with Optrilo, they chose to focus on optimizing cloud spending for a key customer-facing and revenue-generating application. At the beginning, the top leadership's goal was to keep cloud spend for this tool flat, replicating the company's budget from previous years.

### SOLUTION

Optrilo's software conducted a four-step analysis process called the Optrilo Method. It analyzed historical cloud consumption, identified key issues, and made high and low forecasts for future cloud capacity requirements, using data from throughout the organization. Optrilo's analysis went beyond long-term spending recommendations: It also detailed the uncertainty surrounding these forecasts and made a recommendation for how many alternate scenarios to plan for when budgeting for cloud capacity.

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# ██████████ Optrilo

Better Together

## More data led to more refinement

Based on ██████████ growth objectives, the software concluded that extrapolating future cloud capacity needs from past consumption cannot adequately capture future scenarios. If the company bases its cloud spend on data from past years, it risks either subpar service for customers, or needing to turn new clients away and leave revenue on the table. Accurate, useful forecasts require not only historical consumption patterns, but also data from other parts of the business, as well as consideration of future plans and objectives. The Optrilo software considered all of these factors.

Optrilo's Total Cloud Plan quantified potential under-investment in cloud through the lens of risk ██████████ risk tolerance and business planning. The Optrilo Total Cloud Plan included an optimal cloud capital expenditure plan, with a final recommendation of leveraging three-year spend plan that exceeded the prior budget. ██████████ will receive a discount from the public cloud providers for committing to a this long-term consumption agreement.



Optrilo's Total Cloud Plan ensures that ██████████ will have sufficient cloud to meet customer demand, avoiding cloud-driven revenue misses. Adjusting the budget to cover fewer scenarios could result in a multi-month growth delay or weighted average cost of capital increase of 5%.

██████████ AI-derived Total Cloud Plan from the Optrilo software went beyond solving the immediate problem of budgeting: It also introduced new dimensions to conversations between ██████████ engineering and P&L teams, which had once focused on cost control and reduction. The company's IT, business, and sales leadership gained a greater understanding of how IT can support growth and serve as an opportunity to define uncertainty, embrace it, and use it to make strategic decisions.



## BENEFITS

- Paradigm shift away from an untenable cost-control approach and toward strategic cloud investment that underpins growth targets
- Evidence-driven, cloud-driven innovation
- Business unit alignment
- Real-time decision bridging and impact analysis
- Quantification of uncertainty and alternate scenarios, providing the data needed for effective risk management
- Black swan mitigation



Contact us for a free no-commitment trial

## When cloud capacity forecasting is effective, IT plays a different role in the organization

Optrilo is software for the enterprise cloud that distills your best possible cloud spend from business targets three years in advance, enabling proper governance, P&L management, and savings of up to 75%.

Every aspect of the Optrilo product is tailored to deliver insights and analysis that help you present proposals that speak the language of the business, support business goals, and are synchronized to an actionable cloud capacity plan.

**Optrilo**  
Bellevue, WA USA

**E** [freetrial@optrilo.com](mailto:freetrial@optrilo.com)  
**W** [www.optrilo.com](http://www.optrilo.com)

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