

SSI keeps unwanted cloud costs at bay with Virtana; Sees 12% reduction in monthly spend



ABOUT

Industry
Agribusiness software

Headquarters
Shelbyville, Illinois, USA



OBJECTIVE

The dynamic nature of business and the cloud make it hard to identify sizing issues, idle resources, and other costly waste.



RESULTS

Wasted spend is quickly identified and eliminated to keep cloud costs in check.

ABOUT SSI

Software Solutions Integrated (SSI) is a leading developer of agribusiness software with over 3,200 customer locations throughout the US and Canada. Their Agvance software enables ag retailers to integrate business process functions from every facet of their operations. From diversified cooperatives to national retailers, SSI has a proven process and track record for successful software implementations.



The fact that we get this information in an email makes it so easy. I don't have to do anything other than click on it and if it's what I expect to see, I delete it, otherwise I can take immediate action.



Darin Russell
IS Team Lead at SSI



THE CHALLENGE:

Constant change is a constant opportunity for cloud waste

Cloud bills aren't the easiest to decipher. Darin Russell, IS Team Lead at SSI, has been using Virtana's standalone CloudWisdom for years to understand and manage the company's AWS spend. They are now transitioning to the Virtana Optimize module of the Virtana Platform, which the Agvance IT team uses to understand their AWS spend. This includes seeing where costs are coming

from and identifying opportunities to reduce those costs, even in other areas across the business. With ongoing development work happening, as well as evolving business initiatives, it's a constantly changing environment that's difficult to keep continuously optimized without the precision, highdefinition observability Virtana provides.

THE SOLUTION:

Virtana Optimize for ongoing cost management

Virtana Optimize delivers complete visibility into cloud costs and enables you to take control by eliminating idle resources, rightsizing instances, and optimizing usage. Virtana Optimize is a module of Virtana Platform, which delivers highdefinition precision observability to manage your entire IT infrastructure across on-premises, public cloud, and hybrid cloud deployments with a combination of AIOps, ML, and data-driven analytics for efficient migration and ongoing performance, capacity, and cost optimization.

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Darin Russell
IS Team Lead at SSI

THE RESULTS:

Real-time insight into wasted spend

Using Virtana Optimize, SSI is able to take control of their AWS costs by rightsizing instances, eliminating idle resources, and improving planning. Here are just a few examples.

Rightsizing: Russell was talking to one of the Agvance developers who has a couple of AWS accounts. Using Virtana Optimize, they were able to see that there were some EBS volumes that were bigger than they needed to be. They also had some Windows-based servers running with SQL Standard, which is expensive, and were able to re-size those. Plus, they identified some servers that weren't being used off hours. Not only was this an opportunity to create a 70+% savings, they could set up a scheduler so those servers would only run from 8 am to 5 pm Monday through Friday. The developer doesn't have to remember to turn things on and off, it just happens automatically. All of these easy changes resulted in a \$67K per year savings in just one department that they would have been hard-pressed to find without Virtana Optimize.

Eliminating idle resources: There was another time when someone was rebuilding an environment, so they wiped out all their servers and started from scratch. But all those EBS volumes were still sitting out there, which would turn into an \$8-9K monthly charge.

Thanks to the Virtana Optimize idle EBS report email, they uncovered this the very next day and avoided spending money on unused and unneeded storage. "This is exactly why we have that report," said Russell. "The fact that we get this information in an email makes it so easy. I don't have to do anything other than click on it and if it's what I expect to see, I delete it, otherwise I can take immediate action." Once the new servers were set up in the environment, Virtana Optimize provided rightsizing recommendations and using the EC2 scheduler, they were able to automate those.

Planning: Russell was refining the company's backup process. The current process was retaining more backups than the company needed—and was therefore costing more than they needed to spend. Using Bill Analysis data from Virtana Optimize, he was able to develop a proposal to share with his boss that included credible savings numbers to back up the plan, which would save the company \$40K+ annually.

These three actions alone resulted in a ~12% reduction in monthly spend. "While a 12% savings may not sound huge," said Russell, "this is a big impact considering it represents only a subset of total actions we are able to recommend thanks to Virtana Optimize."