



Let's Solve



A Larsen & Toubro  
Group Company



## Case Study

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**Over 25% (USD 2 million) annual  
cloud cost reduction for a leading  
manufacturing company**



## Client

One of the leading companies in manufacturing and distributing heating, ventilating and air conditioning (HVAC) systems. The company was founded over 100 years ago and has an **annual revenue of over USD 18 billion**, with **50,000+** employees serving customers in **150+ countries**.



## Challenges

- ▶ Azure environment, spread across 150+ subscriptions, with mix of PaaS & IaaS and comprising multiple resources across hosting, storage, database & network.
- ▶ The original Azure spend of client was USD 8 million annually (higher than their budget)
- ▶ The entire landscape was getting difficult to manage and optimise, with 3000+ VMs hosting hundreds of applications.
- ▶ Client was also concerned about the infrastructure spends accentuated by the COVID crisis, forcing budget cuts.



## LTI's Solution


- ▶ Under Save Now, Pay Later program, LTI conducted a detailed analysis of client's Azure landscape
- ▶ LTI designed a cost reduction roadmap with a clear strategy to cut down Azure spend by over 25% within 3 months.
- ▶ LTI used its proprietary tool – CloudEnsure – which is a proven multi-cloud tool with 100+ deployments that optimises costs, remediates vulnerabilities and increases operational efficiencies.
- ▶ LTI identified multiple initiatives to achieve the target cost reduction, such as resizing of VMs, deletion of unattached disks, deletion of unused public IPs etc.



## Business benefits:



**USD 2 million+**  
annual saving



**ZERO**  
upfront payment  
by client



**3 months**  
to implement  
initiatives

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