



How Cisco Umbrella Achieved 91% RI Coverage With Cloudability

As apps and business grow, organizations large and small start to notice their cloud costs spike. For those willing to do what it takes to build a culture of cloud cost management around this increasing spending, there is a huge opportunity for savings, as well as increased communication and visibility organization-wide.

OVERCOMING CLOUD COST GROWING PAINS

Cisco Umbrella, part of the Cisco family, specializes in internet security with a focus on providing intelligence to uncover current and emerging threats, visibility on activity across all devices and ports anywhere you are, and blocking features for malware, phishing and ransomware. Their focus is on providing internet security for the way the world works today.

As a cloud-based company, Cisco Umbrella continues to grow rapidly with focused expansion into the cloud. Managing those growing cloud cost, particularly with AWS, becomes more and more complicated as business and cloud operations grow.

Not only did Cisco Umbrella need to dedicate time to managing its monthly cloud bills (which, anyone who has combed through a Detailed Billing Report or DBR knows is a huge task), but they needed personpower to dedicate towards drawing insights from those bills in order to make adjustments to their operations. Maximizing things like AWS Reserved Instance planning and auditing AWS resource usage had become a fulltime role.

(continued on reverse)

LEARN HOW Cisco Umbrella sought to get more out of their AWS Reserved Instances spending by using Cloudability to build a stronger culture of cloud cost management.

 Cisco Umbrella

umbrella.cisco.com

2006
Founded

2016
Customer Since

500
Company Size

OpenDNS helps the world connect with confidence on any device, anywhere, anytime.



TELLING A MORE COMPLETE STORY FOR FINANCE

Packaging up cloud costs beyond the monthly DBR is beneficial for conveying changing cloud costs to financial teams, or to help those teams with cost allocation and chargebacks. Without a means of ingesting and visualizing monthly cloud cost data, it became increasingly difficult for Cisco Umbrella to tell a comprehensive cloud spending story to their finance team about when and how much to invest in things like Reserved Instances.

DELIVERING CLOUD COST ACCOUNTABILITY AND IMMEDIATE SAVINGS TO CISCO UMBRELLA

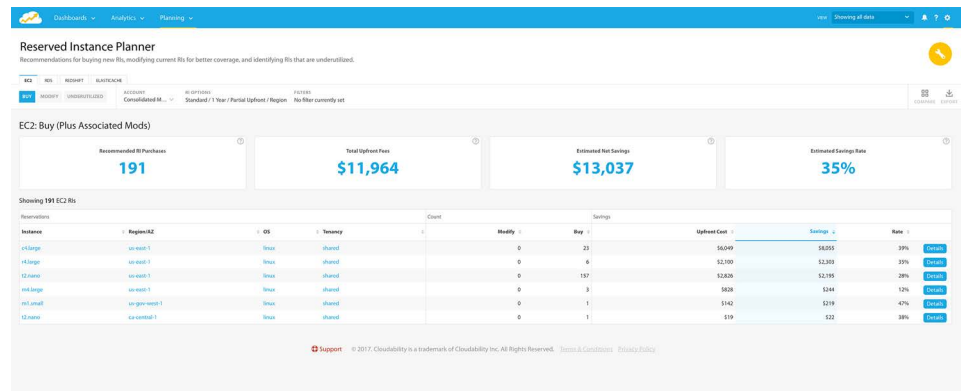
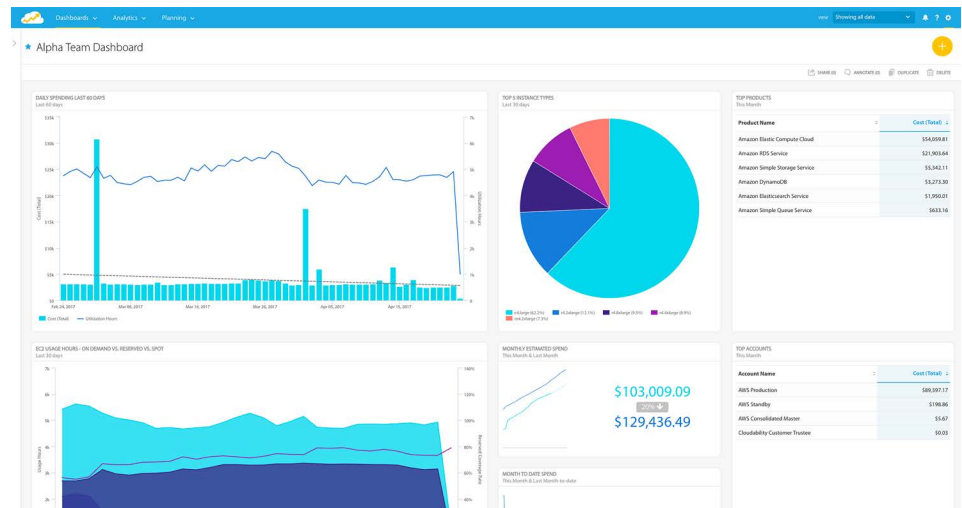
Jennifer M. Basalone, Engineering Manager for Cisco Umbrella, worked with the Cloudability team to immediately deliver increased cloud cost accountability and management, while helping to improve AWS RI coverage and savings.

To Basalone, the Cloudability Reserved Instance Planner and Portfolio had the biggest impact on her ability to plan and optimize. She was able to create custom views and generate daily emails for the engineering and finance teams. Each team can now have visibility and accountability into their spending. It created an opportunity for them to catch and understand spending increases quickly (which makes any finance team happy).

“Cloudability’s solutions let us quickly see tagged resources and pivot the data so that teams could see focused spending,” said Basalone. “The ability to confidently purchase RIs to get the biggest financial benefit was huge.”

GAINING INSTITUTIONAL CONFIDENCE AND A RETURN ON INVESTMENT

Using the Reserved Instance Planner, Basalone and company were able to not just deliver visibility into cloud spending, but also boost



“Cloudability is simple, easy and tells such a clean cloud cost story for our business. It helps us focus on maximizing our cloud spending while understanding our bill.”

—Jennifer Basalone, Engineering Manager at Cisco Umbrella

confidence in purchasing AWS RIs to help Cisco Umbrella achieve the most return on investment.

When Cisco Umbrella first started using Cloudability their RI coverage rates were hovering around 30 percent. They made a goal to hit 80% RI coverage, and at the latest update they had achieved **an astounding 91% RI coverage.**

We love helping businesses like Cisco Umbrella discover ways to report and save on their growing cloud costs, and to find ways to optimize their cloud spending. Our experts are ready to help anyone interested in finding similar RI savings and cost monitoring for their organization. [Get in touch](#) to get the conversation started today!

Figure 1 (top) Different users can have different dashboards. Users can show the right cloud cost and usage data to the right teammates to empower better cloud cost management and efficiency.

Figure 2 (bottom) Users can quickly jump into the Cloudability Reserved Instance Planner to take action on cloud cost insights. Data-driven recommendations ensure users pay the lowest rates possible on their compute and database instances.

Get a free 14-day trial at cloudability.com or schedule a demo at demo@cloudability.com