

Case Study

Kingslake uses CloudFix to find and fix top AWS savings opportunities

THE CHALLENGE:

As the Chairman of Kingslake, Dr. S. Dharmavasan (Dharma to his friends) regularly consults with multinational companies that are household names — and he’s seen firsthand how reducing AWS complexity can increase performance and savings. “Major companies are using AWS for their most strategic business initiatives,” Dharma said. “But they still aren’t using it as efficiently as they could be. That’s where CloudFix comes in.”

Kingslake serves companies across Asia — from India to Hong Kong and Japan — so Dharma sees the unique challenges that multinational companies face as they scale to use AWS for incredible innovation. “AWS is so affordable and powerful

to get started with that department heads dive straight in, but eventually it all has to come back into being managed for cost. CloudFix does that incredibly well, bringing every instance together to centrally manage how much you are using and spending.”

The biggest challenge, according to Dharma, is keeping up with the sheer volume of AWS savings recommendations. “All these communications are coming out of AWS. . . . and I don’t think anyone can keep up anymore. With CloudFix, you don’t have to — CloudFix keeps up with the bulletins and finds and fixes your top AWS-recommended opportunities.”

“It’s incredibly simple to set up — it was a bit like just turning on an iPhone and letting it self-configure.”

Dr. S. Dharmavasan - Chairman of Kingslake



THE SOLUTION:

Aurea CloudFix is an easy-to-use solution that can automatically find and fix Amazon-approved recommendations for savings. Kingslake recommends it to even their largest customers, who Dharma expects will see an average 10% savings rate.

“Big companies tend to turn to consultants to look for AWS and public cloud savings,” Dharma said. “CloudFix often makes more sense. It’s more affordable, it runs in the background, and it finds and fixes only Amazon’s approved recommendations, so you know it’s safe.”

Perhaps his favorite thing about CloudFix: “You can set it and forget it,” Dharma said. “There is absolutely no reason to not have CloudFix running. It’s like virus scanning or malware protection, except it’s constantly fine tuning AWS to implement Amazon’s latest recommended fixes. You can save your consultant budget for more complex stuff.”

Finally, Kingslake loves how easy it is to implement. “It’s incredibly simple to set up — it was a bit like just turning on an iPhone and letting it self-configure,” Dharma said.

10% expected savings on overall
AWS spend

WHAT'S NEXT:

At Kingslake, Dharma has big plans for CloudFix. "We're excited to help take CloudFix even broader across Asia, entering countries like Malaysia and beyond," Dharma said. "This will have tremendous value to medium and large businesses who have been using consultants. Even if it saves you 10 percent, that is a substantial savings on a very large number."

ABOUT CLOUDFIX:

CloudFix scans, automates, and executes 100% safe, AWS-recommended account fixes for optimal cloud hygiene. With AWS issuing 50+ recommendations each week for performance and cost, CloudFix continually adds new fixes to its growing library to ensure you stay compliant with AWS recommendations. Each fix that enters CloudFix's library must meet two criteria: (1) it is zero risk and (2) it offers no downtime. Reduce complexity and boost efficiency with CloudFix.