

## CIVITAS LEARNING REDUCES AWS COSTS BY \$1.5 MILLION

CIVITAS LEARNING IS A HIGHER EDUCATION SOFTWARE PROVIDER BASED IN AUSTIN, TEXAS. CIVITAS USES PREDICTIVE ANALYTICS TO BRING DEEP INSIGHTS TO PARTNER INSTITUTIONS AND PERSONALIZED RECOMMENDATIONS TO STUDENTS, FACULTY, AND ADVISORS. ITS PARTNERS INCLUDE MORE THAN 75 INSTITUTIONS AND SYSTEMS, 817 CAMPUSES, AND MORE THAN 2.7 MILLION STUDENTS.



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—SCOTT CHAMBERLAIN  
CFO, Civitas Learning

### The Challenge: Rising and Unpredictable Costs of Amazon Web Services (AWS) Usage

Scott Chamberlain, Chief Financial Officer at Civitas Learning, had a business problem to solve: the company saw its AWS spending rising from one month to the next, often sharply and unpredictably. He had no way to effectively monitor and control that line of spending.

Civitas initially tried AWS's enterprise support and a SaaS-based cloud cost management tool, but neither option provided quantifiable improvement. AWS costs continued to be an erratic budget item.

Chamberlain asked finance leaders in other organizations how they were solving the problem. The most frequent advice from colleagues was to hire an in-house expert or a team of experts to handle the job. But adding headcount for this purpose was a costly option that Chamberlain wished to avoid.

What Civitas Learning needed was a managed-service provider that focuses specifically on AWS cost optimization.

### The Exstratus Solution: Lean and Agile AWS Cost Performance Analysis and Oversight

After researching possible solutions for more than a year, Civitas Learning eventually turned to Exstratus, an AWS managed-service provider that specializes in cost optimization.

Using its combination of financial and technical expertise, Exstratus brought together engineers and managers to identify the various factors that drove Civitas' AWS spending. After identifying both the useful and the wasteful cost drivers, Exstratus led the company's teams to immediately address the inefficiencies.

## The Results: Rapid AWS Savings Without Added Headcount

Within a year, Civitas had saved about \$1.5 million in AWS costs. And it had also instilled an effective cost-management culture across departments — one that gave engineers more insight into and accountability for costs without sacrificing the agility that makes AWS such a powerful tool.

Results were rapid, and the outcome greatly exceeded Chamberlain's expectations. In less than two quarters, Exstratus had moved into retainer mode, performing cost-effective ongoing governance and maintenance.

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While cost controls are important to Civitas' engineering leaders, urgent issues inevitably take priority - a common scenario for businesses.

"When we have a fire, I have to pull everyone on my team to work on it," explains Chad Walters, VP of Engineering at Civitas Learning. "Having an outside group dedicated to cost savings has allowed my team to concentrate solely on innovation. Exstratus has realized savings for us that we never would have accomplished on our own."

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— CHAD WALTERS, VP of Engineering

We saved about 1.5 million dollars by the end of the first year with Exstratus.

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CFO, Civitas Learning

FOR EVERY  
DOLLAR A  
COMPANY LIKE  
CIVITAS LEARNING  
SPENDS WITH  
EXSTRATUS,  
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**THREE DOLLARS**  
BACK IN SAVINGS.

### ABOUT EXSTRATUS

Exstratus, headquartered in Austin, Texas, is a full-service firm dedicated to reducing cloud costs for businesses. Exstratus has saved millions for its clients and drawn rave reviews in the process. The firm's unique expertise brings financial accountability to the cloud and establishes it as the global leader in cloud cost control.

FIND OUT HOW MUCH EXSTRATUS COULD SAVE YOUR COMPANY.  
CALL 888-500-9553 OR EMAIL [SALES@EXSTRATUS.COM](mailto:SALES@EXSTRATUS.COM)  
TO REQUEST A 3-DAY, NO-RISK SAVINGS ESTIMATE.