

# CUSTOMER SUCCESS STORY



**Learn how Cloudride helped RADWIN Cut Cloud Costs by 50%, and achieve ongoing cost management and optimization**

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“For a year and a half, we have seen a constant rise in the cost of the cloud without understanding what causes the rise. Today we hold monthly meetings with Michael, the FinOps at Cloudride, and together we've managed to **obtain a 50% cost reduction** without changing or reducing our ongoing activities in the cloud”

AVIEL DAHAN - GLOBAL IT DIRECTOR

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## THE CHALLENGE:

RADWIN is a leading provider of Point-to-Multipoint and Point-to-Point broadband wireless solutions. RADWIN operates two active cloud accounts on AWS - for development and for production, and was facing huge volatility in its cloud costs, as they had very little visibility, management and control over their cloud expenses, and lacked ability to optimize such expenses due to excessive service consumption.

## THE GOAL:

To obtain full visibility into each team's cloud consumption and actual needs, and enable management, optimization and planning of cloud expenses moving forward, alongside carrying our strategic activities to reduce overspend wherever possible.

## THE RESULTS:

**50%**

**Cost Reduction within 4 months**

WITHIN THE 1ST  
**4 WEEKS**

**"We already saw significant savings"**

## THE CLOUDRIDE SOLUTION:

There are three main stages of the Radwin FinOps strategy.

Within each stage, Cloudride offers specific capabilities to help them achieve their goals.

### Monitor

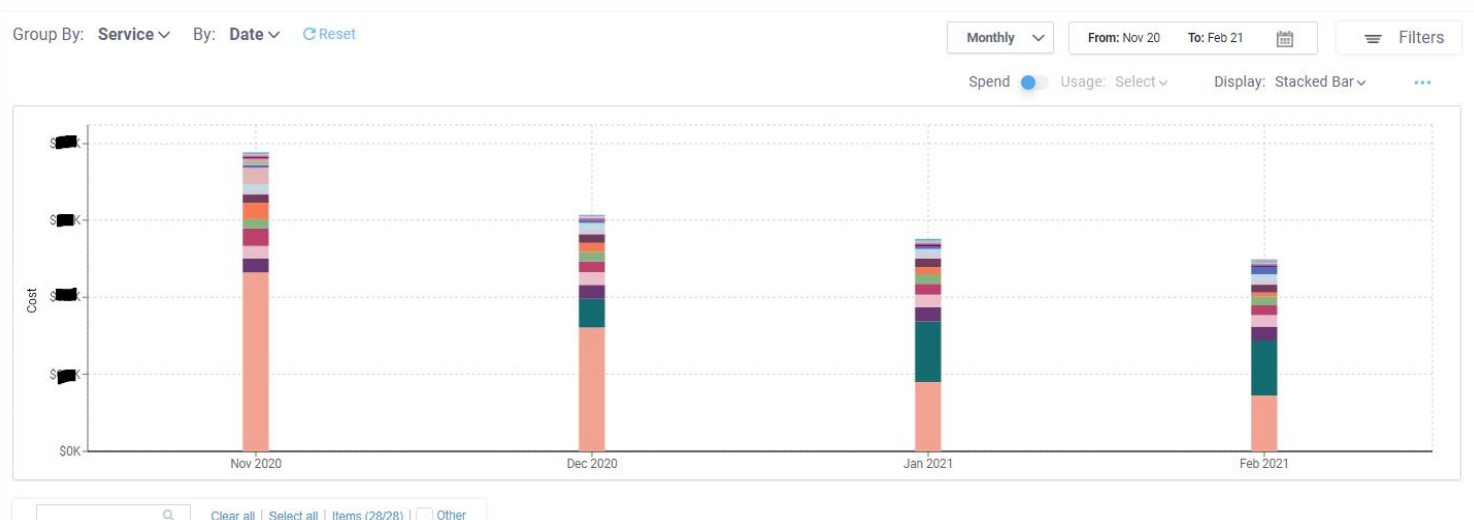
- Month-to-date costs
- Daily average costs
- Alerts on unusual usage

### Optimize

- Detect Idle / Underutilized resources
- Establish tagging best practices

### Forecast

- Estimate future needs
- Purchase Committed usage for discounts



"WITHIN A MONTH WE TRANSFERRED BOTH OUR ACCOUNTS AND WITHIN TWO MONTHS WE HAD ALREADY SEEN AN IMPROVEMENT AND REDUCTION IN COSTS".



## THE CLOUDRIDE SOLUTION - CONT.:

- Radwin can control and monitor the monthly budgets much more easily with the Cloudrise solution, by getting automatic alerts when thresholds are reached, allowing the team to make adjustments before surpassing their budget.
- Radwin also works with Cloudrise's security team to identify potential threats or misconfigurations.
- By utilizing advanced rightsizing tools, cloudrise analyses Radwin's usage and easily identifies potential optimization opportunities for EC2 instances. Cloudrise then provides recommendations to downgrade or upgrade those instances and sends reports to project managers so the appropriate action is taken.
- Radwin also leverages cloudrise's granular Reserved Instance (RI) and Savings Plans (SP) recommendations, based on historical usage that help optimize future costs.
- In Addition, Cloudrise summarizes the costs and expected savings of different options for Compute or EC2 Savings Plans according to the desired coverage, Commitment length and Payment terms.  
Radwin utilizes Cloudrise's report summarizing the cross-account cost saving opportunities, including Resizing for Idle and Underutilized resources, Commitment recommendations and even recommendations regarding data transfer between regions. This allows the team to make cost-effective decisions. The report also shows the percentage of the Cloud expenses that is wasted and can be optimized.
- Another key Cloudrise feature that Radwin leverages is budget forecasting. Radwin's key stakeholders need to know where costs will be incurred in the future. Cloudrise collects 6 months of past usage data to predict future costs, allowing Radwin to easily forecast total cloud costs for future quarters.



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"CloudRide gives you the feeling that they are really willing to go above and beyond. They are driven by providing value and results, and are simply willing to take those extra steps that differentiate between a supplier and a partner".

AVIEL DAHAN - GLOBAL IT DIRECTOR

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"Our Financial operation practises, together with Radwin's amazing team, had exemplified once again the expertise and dedication required to plan, create, execute and control ongoing costs and usage for the AWS cloud platform.

Throughout the process towards ongoing costs optimization, we found several ways for immediate reduction of unused resources and shut them down.

But the most important goal is to keep the optimisation process with automatic alerts, dashboards and a clear strategy for continuous cost control, while helping our customers maximize the overwhelming capabilities and services AWS offers to support their growth".

DANNY LEV RAN, CLOUDRIDE CEO

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# REACH OUT



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