

# How Mission Cloud Helps Customers with EDPs

Let us help negotiate and maximize your savings



If you're leveraging AWS at scale, an AWS Enterprise Discount Program (EDP) can save your business a lot of money. However, EDP structures are complex and mistakes can be extremely costly. This means due diligence is essential, from early conversations through end-stage negotiations.

Whether it's your first time doing an EDP, you're looking to renew, or you've got an acquisition or other new workload you're looking to optimize, we help maximize your savings and reduce risk by aligning your EDP commitments to your business strategy, forecasted growth, and opportunities for efficiency.

## Why Mission Cloud

When Mission helps you negotiate an EDP, we share the risk of the commitments by becoming the purchaser of record with AWS. That means our incentives are tightly aligned to yours and we'll be your advocate in negotiating the strongest possible discount while ensuring the structure of the EDP fits your needs, objectives, and forecasts. We may even suggest delaying a commitment if we uncover other avenues for cost optimization we think you should first explore.

Using our FinOps team's experience across many EDPs and the relationships we've built as an AWS Premier Partner, we'll help you:

- Avoid an inflated or undersized commitment
- Understand discount terms and how to burn down the commit
- Lower your total infrastructure costs, where possible
- Optimize your environment to maximize your spend efficiency
- Meet the stringent AWS support qualifications

## AN EDP ASSESSMENT

From the outset, we validate current and future AWS needs, factor anticipated growth, and ensure your EDP is properly calibrated to manage risk. We help you to ensure you're not missing commits through under-utilization or leaving savings on the table through over-utilization.

## Holistic Optimization & Financial Engineering



### RESERVED INSTANCE OPTIMIZATION

With our Reserved Instance Optimization service (RIO), we can help you save before and after entering your EDP by managing RIs and SPs on your current architecture to maximize your savings. Like your EDP, we become your purchaser, helping you to avoid risk and recycle unused commitments without penalty.



### A TEAM OF CLOUD ANALYSTS FOR FINOPS AND INFRAOPS + ENTERPRISE SUPPORT

Your Cloud Analysts will review your environment, identify savings opportunities, and help you to forecast costs as you grow into the future. They work with our 24/7 Enterprise Support team to monitor your environment and make proactive suggestions for performance and architecture.

## Holistic Optimization & Financial Engineering (continued)



### CLOUDHEALTH + MISSION CONTROL

We've integrated industry-leading tooling in cost visibility and management through our cloud services platform. Your Cloud Analysts help you leverage these tools to improve your efficiency, monitor burndown of your commit, and help you adjust on the fly—even after your EDP is signed.



### SERVICE-LEVEL PPAs

If you'd like a service-level Private Pricing Agreement for a specific service with AWS, we can also help you fine-tune, using the data we've collected and our ongoing analysis of your environment.

## Customer Success Story

"The relationship that we have with Mission is that they know my roadmap and see what's most important to me. We've had very candid conversations like, 'I'm in cost savings mode, what can you do to help me hit my target?' And that's where the great partnership comes in."

**HELEN JOHNSON**  
Chief Technology Officer

# COMPLY

### CHALLENGE

COMPLY, a compliance software provider, faced skyrocketing costs after acquiring three firms with varying AWS footprints. With the expiration of its AWS Enterprise Discount Program (EDP) nearing, COMPLY needed to renew but also to rapidly optimize these acquired environments ahead of recommitting.

### SOLUTION

Mission deployed **Mission Cloud Foundation**, its service for cost optimization and foundational best practices. Through this service, Mission Cloud provided AWS enterprise support, a designated technical account manager (TAM), and a FinOps Cloud Analyst - all for the same price as AWS Business Support. Mission Cloud also helped COMPLY save by modernizing EBS volumes and provided substantial discounting its reserved instance optimization (RIO) program.

### RESULTS

- COMPLY was able to **save \$460K in AWS spend** with no lapse in EDP coverage
- Mission significantly reduced COMPLY's support costs through Enterprise Support with Mission Cloud Foundation
- With Mission's Reserved Instance Optimization service, COMPLY's SP and RI coverage increased while Mission Cloud Analysts helped to right-size infrastructure and eliminate waste spending as part of the multi-environment optimization effort



Mission Cloud is a next-generation cloud services provider, combining managed and professional services. We help businesses migrate, manage, modernize and optimize their AWS environments at every stage of their cloud journey.

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