Acquia + CloudHealth = Nearly a Decade of Leading Digital Experiences for Drupal Customers

CloudHealth’s first customer, Acquia, the open digital experience company and leader in Drupal innovation, has relied on the company since 2012 to manage its cloud provider. The relationship has helped Acquia optimize and transform the digital experience for some of the world’s most ambitious brands.

The Challenge
Acquia’s software and services were built around Drupal to give organizations the ability to build, operate, and optimize websites, apps, and other digital experiences. Since 2008, Acquia’s customer base has grown at an accelerated pace. With that growth, their cloud consumption also increased, requiring the company to look for a cloud management solution. Acquia decided to move forward with CloudHealth as a strategic partner that allows them to run infrastructure more efficiently and ultimately support the changing digital needs of their customers.

Cloud Journey
Acquia was born in the cloud and grew quickly. CloudHealth was able to provide and empower them with powerful dashboards and reports. “It’s easy to consume a lot of resources as an infrastructure provider, since so many costs are hidden. CloudHealth enabled us to gain the infrastructure visibility we needed to control costs and manage them efficiently, while keeping up with our pace of innovation.” said Jeannie Finks, Strategic and Technical Operations Director, Strategic PMO, Acquia.

“It’s easy to consume a lot of resources as an infrastructure provider, since so many costs are hidden. CloudHealth enabled us to gain the infrastructure visibility we needed to control costs and manage them efficiently, while keeping up with our pace of innovation.”
— Jeannie Finks
Strategic and Technical Operations Director, Strategic PMO, Acquia
“CloudHealth is more than a vendor to us. We view them as a trusted advisor and participating in their cloud cost optimization workshop takes things to an entirely new level.”

Fast forward to 2019, Acquia decided to take advantage of CloudHealth’s cost optimization workshop, which was created for customers interested in seeing an even greater return on their cloud investment.

THE WORKSHOP AND BEYOND

The CloudHealth workshop involved Acquia employees from different cross sections of the company, including individuals from operations, finance, engineering, product and strategic PMO, who were able to gain valuable insight by working together with their cloud provider and CloudHealth. The hands-on workshop enabled participants to go through policies, actions, governance recommendations, and advanced functionality available in their cloud environment. The time spent between all parties resulted in a stronger partnership that continues to produce trusted collaborations and diversity of thought.

Specific workshop topics included:

- New approaches to infrastructure tagging
- Relationship optimization insights
- Perspectives development for precision reporting

In particular, workshop participants were able to take advantage of:

- Discrete recommendations provided by the CloudHealth platform, pairing them with their cloud provider’s framework to assess architectures and deploy designs that will scale with Acquia’s roadmaps.
- Insight into new offerings, while gaining visibility into additional reports and features necessary to generate and execute each recommendation.
- A new level of cloud infrastructure visibility, enabling them to make significant optimization improvements.
- Valuable insights from the cloud provider and CloudHealth experts throughout the day.
THE CLOUDHEALTH-ACQUIA RELATIONSHIP

As a result of working with CloudHealth for the past several years, and taking advantage of the recent workshop, Acquia is able to provide a well-rounded and informed view to leadership, which has led to faster business decisions. Through unprecedented levels of visibility, Acquia has also been able to foster a closer relationship with product owners and managers by empowering them with ongoing insights and reporting, while allowing them to quickly take action on issues. From the IT department to finance, Acquia has been able to create a true culture of awareness.

NEXT STEPS

Based on the success Acquia has achieved with CloudHealth over the years, the company plans to continue tapping into many of CloudHealth’s features.

“As a company grows, CloudHeath is right there with you. The team does a fantastic job putting recommendations into action.”

— JEANNE FINKS
Strategic and Technical Operations Director, Strategic PMO, Acquia