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Icertis Transforms Contract Management With the Cloud

ICERTIS, A LEADER IN ENTERPRISE CONTRACT LIFECYCLE MANAGEMENT IN THE CLOUD, provides an intelligent, easy-to-use, enterprise-wide platform known as Icertis Contract Management (ICM). Founded in 2009, Icertis manages more than 5.7 million contracts in 40 languages across 90 countries.

THE CHALLENGE

Icertis had been dedicated to providing best-of-breed contract management, and wanted to build a solution that would scale for their customers all around the world. Icertis selected Microsoft Azure as their cloud of choice due to its Platform-as-a-Service offerings, their existing relationship with Microsoft via the .NET development platform, and the fact that Azure gives them greater flexibility for their customers with hybrid environments. Sandeep Kulkarni, Vice President of Information Technology, commented "We prefer an OPEX model over CAPEX model, so moving to the cloud was a no-brainer."

Icertis soon realized that although the cloud is very easy to use, managing costs required a specialized solution. As the company's Azure usage continued to grow, senior management recognized the need for a cloud cost management platform. In particular, they wanted to better understand their cloud spend, determine if their existing infrastructure is being adequately used in terms of capacity, and ultimately, compare the company's revenue against how much they are spending.

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THE SOLUTION

Icertis evaluated cloud management platforms that could help them accomplish their cost initiative. According to Sandeep, they ultimately chose CloudHealth because, "CloudHealth can be used by people who understand business needs, and by those who understand technology." He further added, "CloudHealth provides intuitive, easy-to-use reports, and someone who understands Azure can very quickly filter those reports to get to the specifics they need."

THE RESULTS

Icertis now has complete visibility into their cloud spend and is able to track monthly projections, while gaining a better understanding of the positive impact of any infrastructure change. In addition, Icertis is able to eliminate waste and reduce their cloud spend by relying on CloudHealth's optimization capabilities. "With CloudHealth, we have been able to save 30-40% on our Azure spend month over month," stated Sandeep. Also, since Azure Virtual Machines and SQL Databases make up 60% of the company's infrastructure, Icertis leverages CloudHealth's rightsizing recommendations to automatically resize their non-production environment. Further, Icertis is taking advantage of CloudHealth's Reserved Virtual Machine Instance management capabilities. Prior to CloudHealth, the team would spend half a day creating a spreadsheet for purchasing reservations. "CloudHealth gives me quick and easy-to-share cost and utilization reports, enabling us to maximize our ROI."

Icertis not only benefits from the CloudHealth platform functionality, but from their experience with the support team as well. "I love working with CloudHealth Customer Support. They are very patient, and no matter what time I open a ticket I get a fairly quick response," said Sandeep. Looking forward, Icertis plans to dive into the world of containers.

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