



Fannie Mae[®]

CASE STUDY

Fannie Mae has saved over \$25M in cloud spend to date by partnering with CloudSaver

Fannie Mae used opportunities identified in CloudSaver's strategic cloud analysis to achieve significant cost savings. Cost optimization is complex, but insights from the analysis gave visibility to Fannie Mae that enabled significant reductions in its cloud spend.

Fannie Mae is a cloud-based enterprise organization that operates as a leading source of home mortgage financing. In 2022 its annual revenue was \$100.3 billion, and it holds assets exceeding \$4.2 trillion.

In 2021 Fannie Mae requested that CloudSaver perform a strategic cloud analysis on a portion of its cloud infrastructure. The analysis uncovered multiple cost savings opportunities and ultimately Fannie Mae engaged CloudSaver to provide cloud cost management services. Jennifer Samolyk, manager at Fannie Mae's Cloud Center of Excellence recounts,

"We looked at multiple cloud cost optimization vendors. Most just wanted us to purchase their fancy dashboard that simply tracked AWS spending. CloudSaver was different. They not only identified AWS cost optimization opportunities for us, but they also gave us a project manager and cloud engineers to execute their cost savings recommendations."

The ongoing cloud cost analysis partnership has been highly successful. CloudSaver's proprietary tools enhance visibility into Fannie Mae's cloud infrastructure,

identifying multiple infrastructure optimization opportunities. Execution of the optimizations is performed safely and securely by CloudSaver, relieving Fannie Mae from implementation.

Savings examples are easy to find. Fannie Mae's EC2 spend was trending high. CloudSaver determined the causation and then executed infrastructure changes. With a more efficient infrastructure, the EC2 spend dropped monthly from \$700,000 to \$200,000. Over 70% in savings was captured by this one efficiency alone.

With CloudSaver as its managed service provider Fannie Mae has experienced huge savings in its cloud spend. In 2022 it saved over \$15 million dollars or 21.25% of its annualized cloud spend.

Fannie Mae's experience with CloudSaver shows that while cost optimization is complex, the use of a managed service provider eases the burden. The collaboration works because Fannie Mae knows its business and CloudSaver knows the cloud. Invariably, the road to success in cloud cost optimization begins with a strategic cloud analysis.