

# TOY MANUFACTURER



## CLOUD SERVICES EXPENSE MANAGER SUCCESS STORIES

A toy manufacturer eliminated customized, manual cloud processes by leveraging current telecom expense management processes and tools within their MDSL enterprise software platform

### TELECOM ENVIRONMENT

**11** Countries

**19,000** Active Users

**122** Cloud Accounts (IaaS)

**\$220,000** Monthly Spend (IaaS)

**\$1,000,000** Spend (PaaS)

### WHAT WE HEARD

“Getting our cloud spend into our standard telecom expense process was so easy we want to do it for all our technologies.”

## EXECUTIVE SUMMARY

A toy manufacturer was frustrated and exhausted with manually compiling cloud usage data into spreadsheets just so finance could pay the bills. And every month, they uncovered additional accounts and additional spend, much of it for unapproved projects. They wanted a standard process that spanned multiple expense categories.

## ABOUT THE COMPANY

A Danish toy manufacturing company with 19,000 employees in 11 countries.

## CHALLENGES

The IT department spent multiple days each month logging into various cloud portals and accounts to extract data, which was manually exported to spreadsheets. These spreadsheets were aggregated and manipulated to produce the data necessary for accounting to pay the invoices.

IT leadership struggled to assign the actual resource cost utilized by various departments. Further, they were unable to validate the cost of specific projects and determine actual metrics, including ROI, on the different projects. This led to countless hours of debates on the value of certain projects, how best to proceed on IT modernization, and numerous other arguments based on opinion instead of facts.



## GOALS

The company wanted to achieve a series of things in two distinct phases:

- **Phase One** - Automation of processes, consolidation of payers, bill monitoring, and cost insight.
- **Phase Two** - Automatic provisioning of accounts, reserved instance management, recommendations for remediation on unused capacity and configuration corrections.

## SOLUTION

MDSL implemented our Cloud Services Expense Manager (CSEM) module into their existing TEM (Technology Expense Management) solution in less than two weeks. We integrated, via API into their IaaS providers, bringing the data into a single repository. Jointly, we set up a number of dashboards and automated reporting to eliminate the manual data entries and adjustments. Utilizing this data, the company was able to allocate costs to various general ledgers and projects. They were able to quantify the exact number of IaaS accounts, as well as uncover a substantial spend on PaaS, which they were previously completely unaware. The entire organization was able to leverage standard expense procedures to reduce the time spent on cloud specific processes.

## RESULTS

- Three days a month of manual data manipulation were eliminated
- All company IaaS and PaaS cloud spend was documented and managed to company policy
- Actual IT resource usage by functional area and project were accurately quantified, leading to fact-based discussions and decision making

MDSL

**BY THE NUMBERS**

**\$12B+**

Annual technology spend under management

**350+**

Clients with the largest, most complex global technology environments

**98%**

Customer retention rate

**11**

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