

COMPAREX Customer Reference

Customer: Optima Energy Systems
Industry: Utilities
Solution: Consultancy to selection of Microsoft Azure; Management of Microsoft SPLA
Project Duration: Sep. 2015 – Dec. 2018

Customer Statement:

“To maximise our investment, we needed to hire expertise from outside our organisation. We engaged with COMPAREX because they have a wealth of experience in software licensing and Microsoft Azure. This allowed us to fully understand our licensing options and cloud usage going forward.”

Paul Healey, Director, Optima Energy Systems

About the Customer

Optima Energy Systems is the UK's leading provider of advanced software for all aspects of the management, validation, analysis and presentation of energy data. Scalable to handle tens of thousands of meters, Optima Software provides a class-leading platform for processing a host of tasks including monitoring, budgeting, re-charging, bill validation and cloud based reporting and analytics.

Its software manages the energy data for over 22,000 organisations across 380,000 locations; processing more data than any other energy management software provider.

Initial Situation / Challenges

As their platform increased in popularity, Optima was soon collecting data from 385,000 meter points every single day. The amount of data the business was processing meant its existing data centre capacity could not effectively handle the increased workload.

Deciding to pursue a policy of business-wide digital transformation, Optima took the decision to migrate its platform to Microsoft Azure. By reducing the burden of managing physical infrastructure, Optima would be able to concentrate on what it does best – pulling actionable insight from energy consumption data for its customers.

Contact:

Will Bishop, SaaS Account Manager, COMPAREX UK

Solution

As Optima's platform would be accessed by customers on Azure, it needed to select and manage a Services Provider License Agreement (SPLA) to remain compliant. There were a number of agreements to choose from, and this is where a trusted partner, such as COMPAREX, was invaluable; helping not only in the initial licence selection, but consulting on an ongoing basis as Azure consumption and user numbers fluctuate.

COMPAREX helped the team understand the requirements of Azure, so Optima could configure its in-house monitoring tool to ensure its maximised its return on investment.

Results / Benefits

- » A minimisation of the cost of running, maintaining and managing servers within a data centre.
- » Optima could create a reliable budget plan based on actual figures, and minimise the unbudgeted costs that are common with cloud projects.
- » By defining budget parameters, they avoid unplanned costs, and also receive email notifications when approaching thresholds – spending is tracked in real-time.
- » The insight gathered from the platform has also provided a trend line, which enables reliable planning for future growth.

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