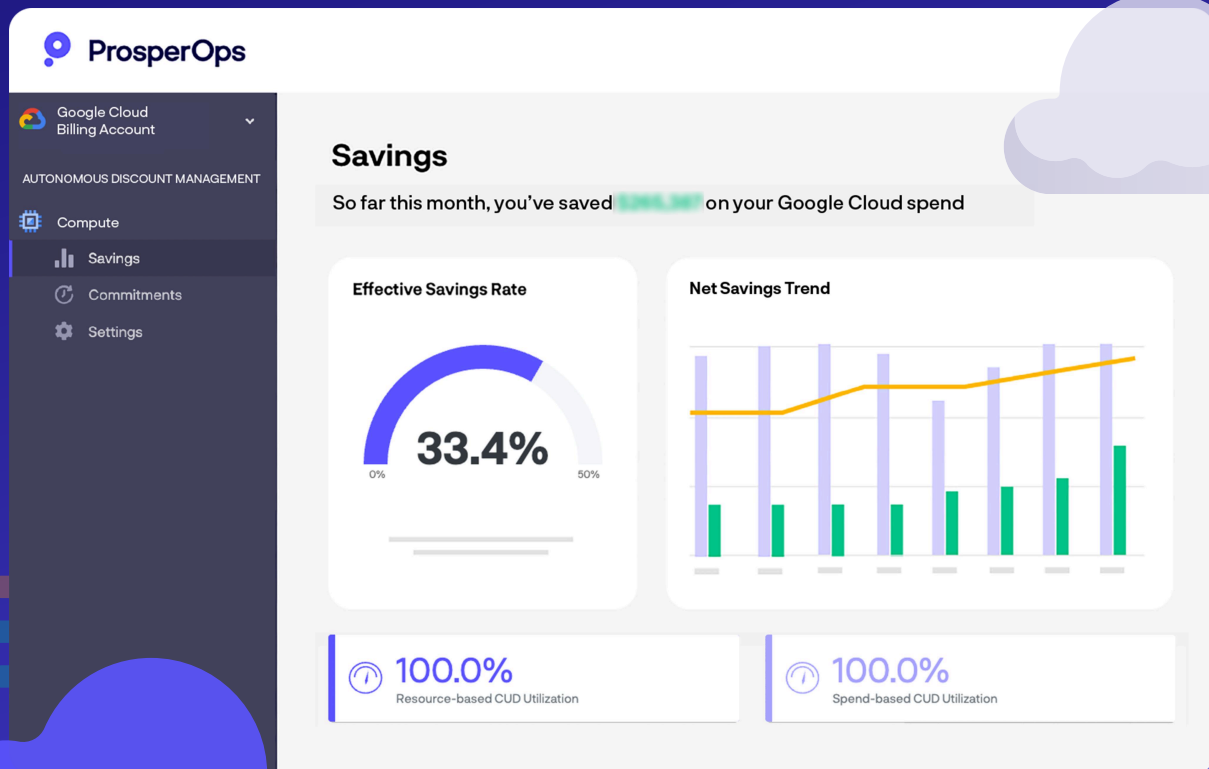


CASE STUDY

How Teamwork Commerce Saves Money For Retailers Without Engineering Impact



INDUSTRY**Omnichannel Retail Platform****ESR****25.6% → 33.4%****COVERAGE****36.6% → 72.1%****CLR****Years → Months**

Balancing uptime and rising compute costs

Teamwork Commerce provides global order management and fulfillment software for retail customers in 30+ countries and manages cloud infrastructure on behalf of their customers. Although this managed service model benefits customer retention and satisfaction, rising cloud infrastructure costs presented a significant challenge. Reducing costs while ensuring application performance became increasingly difficult, especially when many retailers operate with tight margins, and uptime is non-negotiable.

Teamwork's specialized FinOps team drove cost optimization and financial operations initiatives throughout the company. The team sought a solution that would allow them to optimize costs without impacting performance or requiring additional engineering resources. This approach would enable them to deliver high-quality service and maximize cloud ROI.

“Our clients are retailers that operate around the clock with tight margins. It is critical that we ensure their uptime and not impact underlying resources. If I can save our clients money without impacting their environment, that would be a win.”

Tom Godfrey*VP of Technical Services, Teamwork Commerce*

Automating Committed Use Discounts for GKE Workloads on Google Cloud

With ProsperOps, the FinOps team at Teamwork Commerce optimizes compute costs for Google Kubernetes Engine (GKE) workloads on Google Cloud while maintaining the highest standards of customer service. ProsperOps' Autonomous Discount Management (ADM) for Google Cloud Compute

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continuously ingests usage data, monitors compute environments, and optimizes a portfolio of resource-based and spend-based Committed Use Discounts (CUDs). Sophisticated algorithms adapt to compute environment changes to achieve the highest possible ROI in the cloud, accounting for vCPU, memory, region, machine series, and other factors. Since ProsperOps' ADM for Google Cloud Compute solely optimizes rates and remains on the financial side of cloud cost management, retail customers' workloads remain unaffected.

ProsperOps systems also minimizes Commitment Lock-In Risk (CLR) for Teamwork Commerce. CLR, the companion metric to ESR, quantifies the time dimension risk of committing to a cloud provider in exchange for a discounted rate as measured in months; the lower the number, the lower the risk. While the traditional approach to managing CUDs requires purchasing traditional full term 1-year or 3-year CUDs, ProsperOps uses Adaptive Laddering to distribute CUDs such that small portions of their commitment frequently expire over time. This allows Teamwork Commerce to safely increase coverage with maximized flexibility

More savings without forgoing engineering flexibility

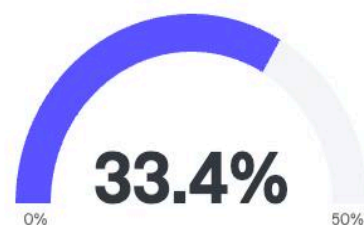
Teamwork Commerce onboarded onto ProsperOps within a few hours. Since onboarding, ProsperOps' Autonomous Discount Management has helped Teamwork Commerce boost their Effective Savings Rate from 25.6% to 33.4% (net of ProsperOps fees), a 29% improvement. Their coverage also increased from 36.6% to 72.1%, surpassing what would have been achievable without automation.

“ProsperOps is probably one of the simplest implementations I’ve had in our environment. The deployment was seamless, and we achieve savings without engineering impact or additional resources.”

Eugene Chikovani

Infrastructure Team Lead, Teamwork Commerce

Effective Savings Rate With ProsperOps



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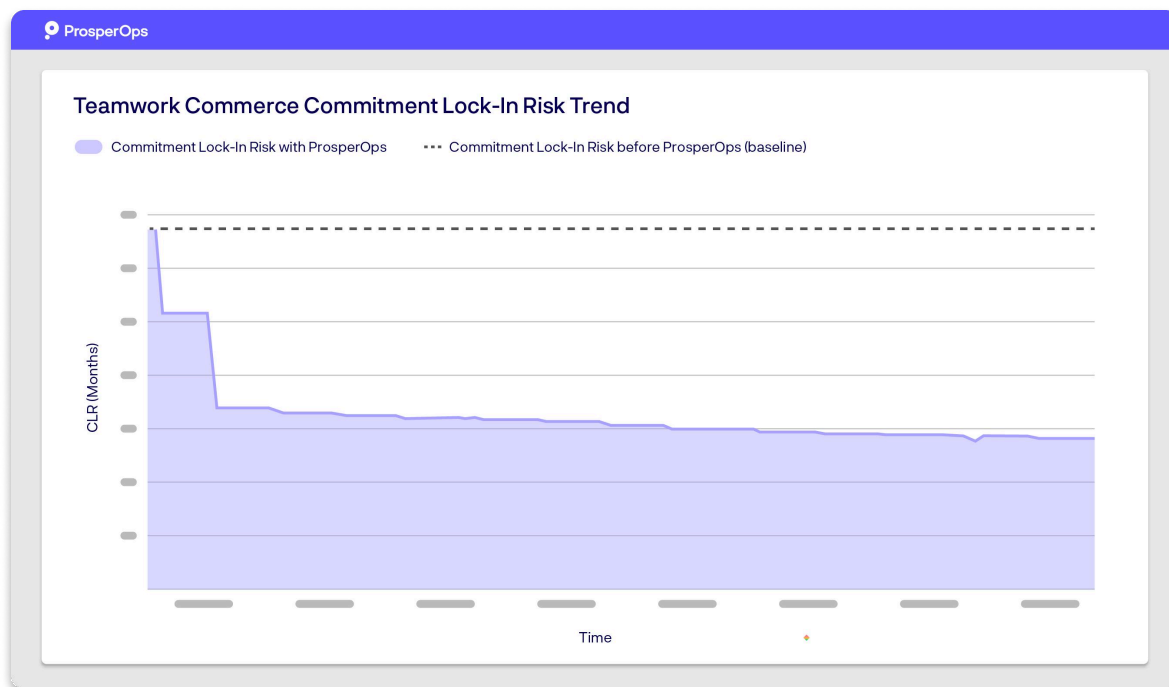


As for Commitment Lock-In Risk, Teamwork Commerce's CUDs now continuously expire within months, eliminating the need to batch purchase traditional commitments for 1-year or 3-year terms. Their CLR decreased by more than 50%.

By leveraging ProsperOps, Teamwork Commerce achieves world-class savings without risking disruptions to their customers' engineering environments. They pass significant monthly savings to customers, further enhancing customer retention and satisfaction.

Freeing up time to tackle other strategic FinOps initiatives

Beyond lowering cloud costs and reducing lock-in risk, the autonomous nature of ProsperOps' solution enabled the FinOps team at Teamwork Commerce to realize savings without expanding their engineering team or adding operational overhead. It also freed up time for them to focus on other complex, strategic initiatives, such as optimizing Kubernetes resources, where human decision-making may be more important.



Graph comparing the Commitment Lock-In Risk (CLR) before and after ProsperOps shows significant risk reduction from years to a few months (purple line vs. dashed line). ProsperOps algorithms ladders and adjusts to changes in usage quickly to mitigate long-term lock-in.

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Teamwork Commerce is a flexible tech stack for retailers that includes POS, OMS, Clienteling, Inventory Control and Reporting - a cloud-based system that is constantly evolving to provide cutting-edge technology to meet the needs of the ever-changing retail landscape. With Teamwork's omnichannel solution, retailers gain a deeper understanding of their customers to provide personalized experiences through invisible technology. Trusted by top retailers globally including, Moose Knuckles, Colorado Rockies, Asics, Milwaukee Bucks, Catbird and Paul Stuart.

Ready to optimize your cloud spend?

Schedule a [demo](#) or request a [free Savings Analysis](#) with ProsperOps today.

About ProsperOps

ProsperOps is the leading FinOps automation platform. Founded in 2018, ProsperOps delivers autonomous cloud cost optimization. By algorithmically optimizing rates, ProsperOps removes complexity and delivers world-class cost savings outcomes so every business can prosper in the cloud.



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