

Problem, solved.

Sivantos Group

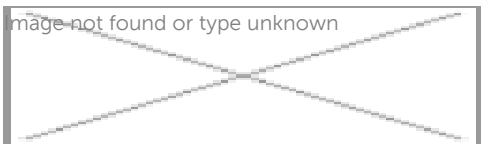
Sivantos is one of the world's top manufacturers of hearing aids. Sivantos Group companies serve hearing care professionals globally, and have built up market-leading positions in many countries.

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“With PICCO we finally have the governance in place to ensure that our cloud environment is used in the best possible way – all at a small investment.”

– Andreas Eismann, Head of IT Collaboration & Tools, Sivantos



Background

The business operations of the former Siemens AG hearing aid division have been incorporated into the Sivantos Group since early 2015. Sivantos can look back proudly on more than 130 years of German engineering and countless global innovations. The international sales organization of Sivantos supplies hearing care specialists and sales partners in more than 120 countries and they aim to develop into the world's leading company in the coming years with its various brands.

The Problem

Sivantos is expanding their worldwide business by incorporating many companies and brands. This situation can easily inflate the costs of cloud operations, while lowering overall profitability and business performance in an uncontrolled manner. Therefore it becomes vitally important to Sivantos to avoid those outcomes already early in the process.

To support Sivantos continuous business success it is important to have a consolidated and improved governance of the cloud usage throughout all projects and brands worldwide.

In addition the financial department demands information quickly on the specific brands and projects which are accountable for the cost spikes. Information the IT team can't deliver so far.

The Solution

After evaluating different cloud management solutions on the market, Sivantos decided to go for FUJITSU's professional cloud cost management tool PICCO.

Sivantos started a free trial and realized how simple it is to achieve transparency and control on cloud consumption. As a SaaS tool, PICCO requires none scripting and integration time. Hence it was easy to set up, quickly delivering first insights on cloud usage and cost. A fact the responsible members of the project team did not expect beforehand.

At the end of the evaluation PICCO was the solution that not only fulfilled, but exceeded all of Sivantos requirements and pain points.

The Benefits

PICCO's set of features helped Sivantos to quickly gain more efficiency in its cloud usage, reducing cloud costs while enhancing cost clarity and transparency across the organization.

"By partnering with FUJITSU, we've become much more responsible around our cloud expenditures and management." says Andreas Eismann. He further states "PICCO provides a very detailed and sophisticated reporting and helps us to keep a clear and broad picture of our cloud usage."

With the ability to setup user specific dashboards with individual reports, every user now has the flexibility to easily answer their own questions in regards to cost and utilization of cloud resources.

Project managers at Sivantos now have verifiable proof of the cost reductions to show their management – along with the fact that the savings are being achieved without cutting flexibility or sacrificing resources.

- **Immediate overview of company's complete IT infrastructure costs**
- **Established cloud usage governance without cutting flexibility for the users**
- **Facilitate cloud cost accountability within the organization**
- **Immediate detection and response to rising consumption, leading to a significant ad-hoc cost reduction**

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