

CASE STUDY

National Field Services & Energy Infra Provider

Driving Azure Cost Excellence at Scale

24%

Monthly Cost Reduction

\$14,3K

First-Month Savings

\$172K

Potential Annual Savings

49

Resources Optimized

Background

The company is a national provider of integrated field services for convenience stores, gas stations, and EV charging sites. Through its platform, the company delivers end-to-end solutions spanning fuel system maintenance, electrical construction and EV deployment, compliance and environmental services, and connected store technology.

As the company expanded its service lines and client base nationwide, its Azure footprint grew in tandem. With nine active subscriptions spanning core operations, infrastructure, connectivity, identity, and client environments, cloud costs increased without a unified framework for visibility or governance. Their development and operations team recognized the need for a more structured approach to Azure cost management and engaged VIAcode to assess the environment, identify optimization opportunities, and establish a repeatable process for ongoing cost control.

Client At-a-Glance

of Employees: 5,000+

Location: United States

Industry: Field Services / Energy Infrastructure

Environment: 9 Azure subscriptions

Engagement: Azure Cost Optimization Assessment

Need: Cost visibility, governance, and structured cloud cost management

Why VIAcode

The company selected VIAcode based on its deep Azure expertise and its proprietary vBox platform, which provides a level of cost visibility and optimization specificity that generic cloud tools cannot match.

Key differentiators included:

- VIAcode's vBox platform for real-time Azure cost assessment and recommendation prioritization
- Structured 8-week engagement model with weekly execution cadence and executive briefing at conclusion
- Hands-on partnership with the company's development and operations team to ensure recommendations translated to completed work
- Microsoft-backed methodology aligned with Azure best practices for cost governance
- Established optimization backlog to support continued savings beyond the initial engagement

The VIAcode Solution

VIAcode deployed its proprietary vBox platform to assess the company's entire Azure estate — nine subscriptions representing their core business, platform connectivity, identity, and multiple acquired and client brand environments. The 8-week structured engagement followed VIAcode's Rhythm of Business (RoB) model, with weekly execution calls to surface findings, assign tasks, and track completion with their technical team.

vBox provided real-time cost telemetry and prioritized actionable recommendations across subscriptions. VIAcode's team worked directly with the company's Director of Development and Operations and Head of Technical Client Engagement to translate recommendations into completed optimizations and build a structured backlog for ongoing improvement.

Reserved Instances

22 Resources

Identified for reservation purchasing to lock in favorable long-term compute rates and eliminate pay-as-you-go premiums

Azure Hybrid Benefit

18 Resources

Flagged to leverage existing Microsoft Windows Server and SQL Server licenses, reducing licensing costs immediately

VM Right-Sizing

9 VMs

Targeted for downscaling or decommissioning based on utilization data, removing waste from over-provisioned infrastructure

The Results

The engagement delivered measurable results within the first month and established a clear path for ongoing optimization across the company's Azure environment.

VIAcode's assessment identified total potential annual savings of **\$171,912 across subscriptions**. In month one alone, Azure costs dropped from **\$59,125 to \$44,799** — a **24% reduction** representing **\$14,326 in immediate savings**. Across the engagement, VIAcode created **15 optimization tasks**, completed **6 within the engagement window**, and **optimized 49 resources**.

Beyond the immediate savings, VIAcode identified an additional **\$78,515 in annual savings potential** through the assessment backlog — representing a further **15% reduction** against projected annual Azure spend of \$518,841. These recommendations remain active in their optimization pipeline, prioritized and ready for execution.

Looking Ahead

Following the initial cost optimization engagement, VIAcode and the company are expanding collaboration, using a prioritized optimization backlog to drive continued cost reduction and establish ongoing Azure cost governance as its Azure footprint grows.

About VIAcode

VIAcode is a Microsoft Managed Partner with 25+ years of expertise helping organizations modernize and optimize infrastructure, applications, and data on Azure. With five Microsoft Solutions Partner designations and four Advanced Specializations, VIAcode delivers predictable, measurable outcomes through its Assess > Improve > Manage framework. Proprietary IP such as vBox provides real-time visibility into cost, security, and operations, ensuring clients achieve lasting ROI and a secure foundation for innovation.

Learn more at:

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