

TetonCloud

Microsoft INDUSTRY CASE STUDY | MAP Build the Business Case | CLIMB Modernize Platform & Data | SUMMIT Enable AI & Innovation | Frontier Firm™

Case Study: A Leading Automotive Manufacturer

Executive Summary

Facing a Microsoft Enterprise Agreement renewal and a flat CapEx mandate amid rising Broadcom/VMware licensing costs, a leading global automotive technology manufacturer engaged Teton Cloud to assess its digital estate and get ready for AI. Teton Cloud scanned the client's digital estate — roughly 108 applications across 22+ global sites, including primary data centers in the U.S. and Europe and 17 manufacturing locations — to quantify the financial and security case for Azure and map out where AI agents could take people-driven costs out of the business. That roadmap is now in motion: Teton Cloud is modernizing the estate and building the first AI agent proof-of-concepts on the path to 100+ agents.

10+ Global Sites Scanned

~68% Run Cost Reduction

100+ AI Agents Targeted

~300 Servers Ready to Retire

Business Outcomes

- **AI Readiness Roadmap:** Assessment mapped where AI use cases and 100+ agents could take people-driven costs out of the business — the real purpose behind the engagement.
- **Modernization & AI POCs Underway:** Teton Cloud is now modernizing the estate and building the first wave of AI agent proof-of-concepts.
- **Complete Digital Estate Visibility:** ~108 apps mapped across 22+ global sites — replacing a 4-5 year old inventory.
- **Quantified Financial Case:** ~68% potential run-cost reduction ($2.9M → $919K/yr) for priced Azure migration candidates.
- **Security & Governance Gaps Found:** Exposed backups, inactive Defender licenses, unprotected admin accounts, and a landing zone governance gap (3.6/10 vs. Microsoft CAF).
- **No-Regret Quick Wins:** ~300 powered-down/zombie servers flagged for immediate decommission.

Strategic Drivers

- ☑ Get AI-ready: identify where 100+ agents can cut manual, people-driven work
- ☑ Build a defensible case ahead of a Microsoft EA renewal
- ☑ Manage cloud investment within a flat CapEx mandate
- ☑ Preserve latency-sensitive manufacturing (OT) workloads on-prem
- ☑ Close governance and security gaps in parallel with planning
- ☑ Turn Nutanix refresh momentum into Azure funding

> *What started as an assessment to get this manufacturer ready for AI became a roadmap for where 100+ agents could take people-driven costs out of the business — and that roadmap is now in motion, with Teton Cloud modernizing the estate and building the first AI agent proof-of-concepts.*