

Accrete AI Slices \$750,000 Off Cloud Bills in Just Four Months



COMPANY SIZE

120+

INDUSTRY

Defense, Intelligence, and Cybersecurity

Accrete AI implemented Kubernetes to help modernize DevOps practices and improve Amazon EC2 utilization. However, to gain visibility into shared infrastructure costs and identify product margins more accurately, Accrete required a seamless and cost-efficient Kubernetes and cloud cost monitoring solution. After vetting different technologies, Accrete chose and integrated Kubecost to deliver the Kubernetes and cloud cost insights and optimization it required. With Kubecost, Accrete's engineering team identified \$750,000 in yearly savings within its first four months using the platform (without impacting application performance). The quickly growing company is also now able to much more accurately define annual revenue targets, spending, and margins.

ACCRETE: PRESERVING ORGANIZATIONAL KNOWLEDGE

Accrete's mission is to end organizational knowledge loss. It does this by compressing tacit human domain knowledge into knowledge engines that then enable AI agents to make predictions and decisions—in perpetuity.

A dual-use enterprise AI company, Accrete licenses highly specialized high-performance expert AI agents to both government and enterprise customers struggling with information overload and knowledge loss. Accrete's Knowledge Engines compress tacit domain expertise into AI software that reasons at superhuman scale and generates predictive insight accurate enough to drive automated decisions. Customers include the U.S. Department of Defense, the U.S. Special Operations Command, the U.S. Army, and Fortune 500 companies in industries including Media & Entertainment and Consumer Goods.



CHALLENGE

Kubernetes and the quest for COGS transparency

Founded in 2017, Accrete is a born-in-the-cloud company. However, until recently the company's development style was slowed by several inefficient DevOps practices—including shuttling code between servers, performing hot patches, and back-patching edits made directly in production into lower environments. In 2023, the company adopted Kubernetes to establish best practices such as CI/CD, IaC, and well-maintained development and test environments. Achieving better utilization of its rapidly growing Amazon EC2 instances was also a major goal of the move to Kubernetes.

Accrete's engineering team also wanted to be able to prove out the projected cost-efficiency and value of its Kubernetes-driven improvements. As part of that goal, the team focused on how to identify the company's cost of goods sold (COGS) based on shared infrastructure expenses. With those metrics, Accrete could better understand the total costs of operating its solutions for customers, and then align its pricing and margins more accurately. Considering the criticality of these FinOps-facing metrics and the high potential cost of managing cost monitoring internally, Accrete realized the best path forward was an effective external solution that could meet its requirements.



SOLUTION

Kubecost provides invaluable Kubernetes and cloud cost visibility

Accrete's engineering team vetted several potential solutions, but found most to be so expensive that they offered no savings compared to hiring internally. Open-core Kubecost (self-hosted with a support license) emerged as the most capable and financially prudent path forward—and with an especially strong price point given the savings the team knew it would be able to extract using the platform.

Implementation was straightforward, and Kubecost was deployed within a month. With the platform in place, Accrete now easily views its Amazon EC2 spending across all of its accounts from a single pane of glass. The dev team can quickly identify overprovisioning and poorly sized workloads, and they can provide real-time metrics to DevOps engineers to help flag and troubleshoot any anomalies quickly.

Accrete can also easily identify untagged workloads and attribute them to specific products or development activities—bringing full accounting to infrastructure that was previously opaque. Whereas tracking down that untagged infrastructure by looking into individual accounts would once have been a cumbersome and time-consuming process, Kubecost brought visibility into all those costs from its single pane of glass, delivering impressive value beyond just Kubernetes monitoring.

Accrete locks down costs with Kubecost

Within four months of implementing Kubecost, Accrete identified and clawed back \$750,000 in Kubernetes-related cloud costs. The company can now more accurately estimate yearly revenue targets and spending, enabling more effective margins.



Historically, FinOps would periodically ask our team, 'Why is your bill so big? Can you do something about it?' said Dylan Storey, Vice President and Head of Engineering at Accrete. "Now with Kubecost, we take a proactive approach of constantly asking that question ourselves and managing those expenditures, honestly pretty ruthlessly. Kubecost has been instrumental in helping us identify where we're spending money—not just on Kubernetes but on EC2 instances across our multiple accounts, and all from one single pane of glass. Kubecost is phenomenally easier to navigate than AWS cost reports, leading directly to the \$750,000 in yearly savings that we were able to target just this past quarter. At this point, Kubecost has already done more than I ever expected to help us identify and lock down costs."



RESULTS

Efficiency on the horizon

With Kubecost, Accrete is now prepared to continue to grow and scale efficiently in the cloud: the engineering team cites that even adding 100 more Kubecost-monitored clusters today would be a straightforward process.

The team is looking forward to utilizing Kubecost's efficiency metrics to further increase cluster optimization, with a goal of raising the current 30-40% efficiency level in most clusters into the high 60s.

MONITOR & REDUCE KUBERNETES SPEND

Kubecost provides real-time cost visibility and insights for thousands of enterprise teams using Kubernetes, such as Audi, Coinbase, GitLab, and Under Armour. Get cost transparency by project or business divisions, and reduce your spend by over 30% in your first 30 days.

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