

Ola Drives 60% Cloud Cost Reduction,
Saving \$1.78M Annually with Mydbops



Client Overview



Ola is a global technology giant and one of the world's largest mobility platforms. Their super-app serves as the central nervous system for a complex, real-time ecosystem, orchestrating ride-hailing, financial services, and logistics for hundreds of millions of users. This operation is powered by a mission-critical database infrastructure where performance, reliability, and cost-efficiency are not just technical requirements—they are fundamental to profitability and operations.

\$1,789,092↑
Annual Savings for ARR
Capital freed annually to drive new ARR growth.

\$149,091↑
Immediate MRR Savings
Direct savings in monthly operational costs.

60 % ↑
Platform Efficiency Gain
By reducing the annual database costs from \$2.98M to \$1.19M.

100 % ↑
Execution Reliability
Flawless execution with zero downtime.

MySQL

Consulting Services



Mydbops team did a very detailed and thorough analysis of all my MySQL DB clusters and came up with phased recommendations on cost optimization. Impressed by documentation they did for the whole process and seamless execution without any production impact.

Shitel Mehta

Chief Architect, Ola, India 🇮🇳



Deployment Type	Database Stack / Services Used	Objective / Outcome
Cloud-Based Deployment	MySQL on EC2, ProxySQL	Annual Cloud - \$2,981,820 → \$1,192,728

Business Challenges

Overview

At Ola's massive scale, their extensive database infrastructure on the cloud had become a major financial burden. The primary business challenge was to rein in this huge cloud spend without disrupting the mission-critical services that power their mobility platform.

- ❗ **Excessive Cloud Expenditure:** Spiraling database costs were a significant line item, reducing gross margins on existing revenue and limiting the capital available for strategic investments in product innovation and market expansion, directly impacting future ARR growth.
- ❗ **Inefficient Resource Utilization:** A widespread pattern of over-provisioned VMs meant the company was paying for capacity it didn't need. This represented millions in wasted resources that could have been allocated to growth-focused activities.
- ❗ **High Risk of Business Disruption:** As a 24/7 real-time service, any downtime or performance degradation during an optimization process was unacceptable. A poorly executed change could lead to service outages, damaging customer trust and directly risking ARR.

Goals

The key objectives the client was aiming to achieve:

- ➔ **Drastic Cost Reduction:** Substantially lower the annual cloud bill for the entire MySQL database fleet.
- ➔ **Improve Efficiency:** Eliminate waste by right-sizing infrastructure to match actual workload demands.
- ➔ **Ensure Zero-Impact Execution:** Implement all changes with Zero downtime.
- ➔ **Establish Cost Governance:** Create a long-term framework for financial accountability and continuous cost control (FinOps).

Solution Provided by Mydbops

Mydbops implemented a meticulous, data-driven FinOps framework. Rather than a disruptive overhaul, the solution was delivered as a series of phased recommendations focusing on analysis, right-sizing, and aggregation, all executed seamlessly to de-risk the process for Ola.

➤ Analysis

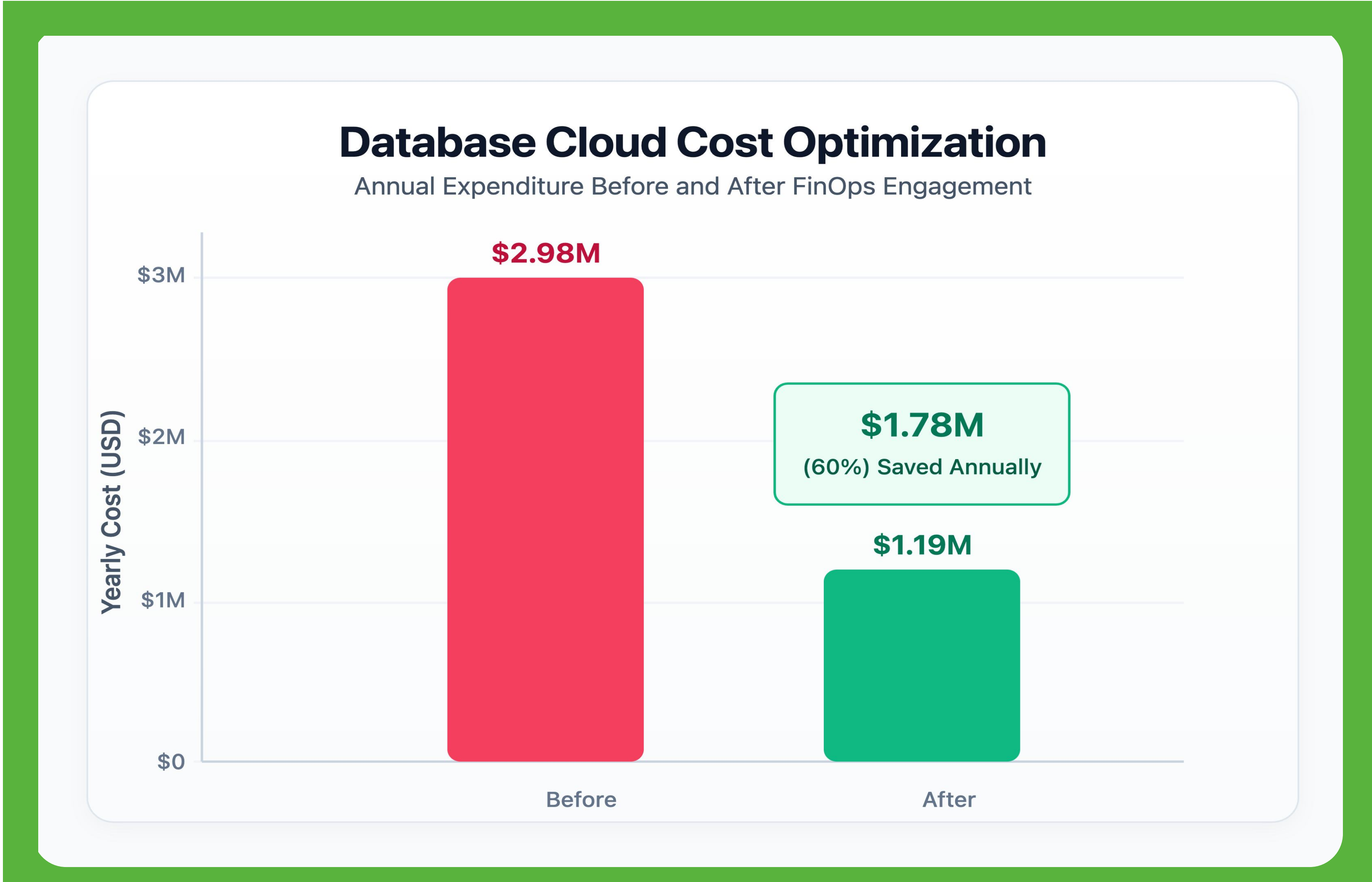
True to the client's feedback, Mydbops began with a "very detailed and thorough assessment analysis" of every MySQL cluster. This involved deep monitoring of performance metrics, query patterns, and utilization trends to build a precise map of waste and opportunity.

➤ Right-Sizing & Optimization

Based on the analysis, Mydbops developed a phased roadmap. The core of the strategy involved right-sizing over-provisioned EC2 instances, optimizing storage configurations (IOPS and volume types), and identifying opportunities for **database aggregation** to improve density and reduce the number of VMs.

➤ Seamless Execution

The entire optimization process was executed with zero production impact. Mydbops' detailed documentation and phased rollout plan, praised by the client, ensured that every change was predictable, safe, and implemented without disrupting Ola's core business.



Results & Impact

Key Outcomes

✅ 60% Annual Savings, Reclaiming \$1.78M in Capital

By systematically eliminating waste through right-sizing and aggregation, Mydbops reduced Ola's annual database spend by over **\$1.78 million**. This had an immediate and profound impact on the company's financial health.

✅ A Proven Framework for FinOps

Beyond the one-time savings, Mydbops delivered a repeatable process for cost governance. Ola's engineering and finance teams are now equipped with the documentation and methodology to maintain cost control as they scale.

✅ Business Continuity Guaranteed

The "seamless execution" was a critical outcome. It proved that massive cost optimization can be achieved without taking on the enormous risk of production downtime, building immense trust in the process.

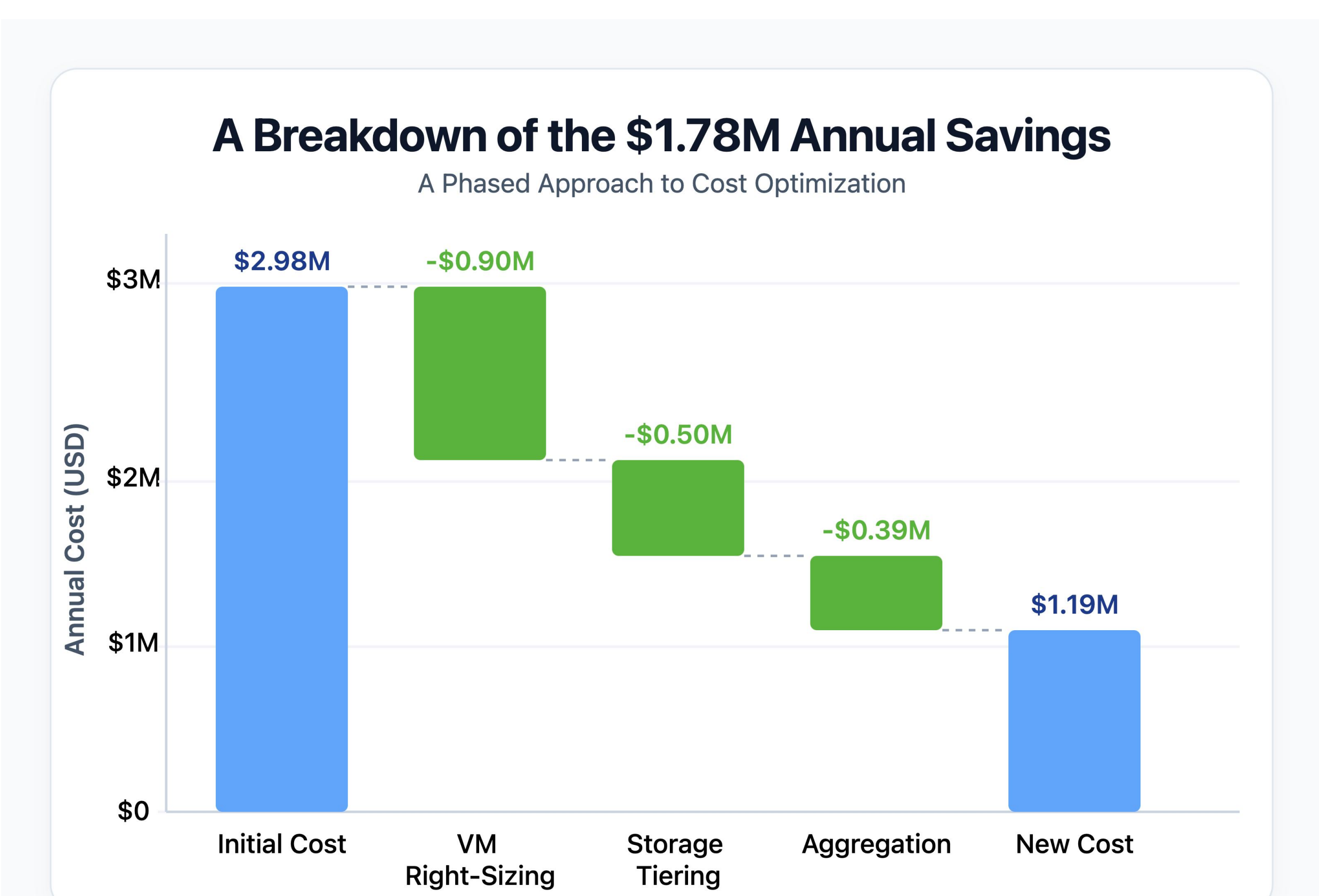
CLIENT NAME	HOSTING PLATFORM	YEARLY COST (BEFORE)	MONTHLY SAVINGS	ANNUAL SAVINGS	PERCENTAGE SAVINGS	YEARLY COST (AFTER)
OLA	Databases on VMs	\$2,981,820	\$149,091	\$1,789,092	60%	\$1,192,728

✅ Return on Investment (ROI) / Total Cost of Ownership (TCO)

With \$1,789,092 in annual savings, the project delivered an exceptional ROI and fundamentally lowered the TCO for Ola's core database infrastructure, directly boosting profitability.

✅ Business Growth Unlocked & The Impact on ARR

The massive cost savings represent a strategic shift. **The \$1.78M saved annually is capital that Ola can now redeploy from operational expenses into strategic initiatives like product development, market expansion, and innovation—all direct drivers of new ARR.** Furthermore, by lowering the cost to serve existing customers, the profitability of their entire ARR base was instantly improved.



The Ola partnership is a blueprint for how the largest technology platforms can approach cost control not as a risk, but as a strategic advantage. For any architect or engineering leader, the idea of changing core infrastructure to save money brings an immediate fear of causing a production outage.

What Shital Mehta's experience highlights is that with a true partner, this fear is unfounded. Through a "detailed and thorough assessment and analysis," followed by "phased recommendations" and "seamless execution," Ola didn't just cut their cloud bill by 60%. They proved that it's possible to free up \$1.78 million in capital without a single moment of downtime. They transformed a major financial liability into a predictable, efficient, and powerful asset for future growth.

Stop Fighting Your Cloud Bill. Start Funding Your Future.

That number on your monthly cloud bill probably feels more like a problem to be managed than a metric to be proud of. You know it could be lower, but the risk of making a change—the fear of impacting performance or causing an outage—is holding you back. Your team is spending valuable time managing costs instead of building the features that will drive your business forward.

We understand that feeling. Our process is designed to give you what you need most: a clear, safe path from financial uncertainty to total cost control. It's a partnership where your team is supported, your production is protected, and your budget is finally freed up to invest in what truly matters.

It's time to turn your biggest expense into your smartest investment.

[Talk to an Optimization Expert](#)