



lighthouse®

Case Study

perceptive™ 

PERCEPTIVE are the industry's most trusted provider of preclinical to late-phase imaging solutions, Randomisation & Trial Supply Management (RTSM).

Perceptive needed a **more efficient, cost-effective** approach to **cloud management**. While their existing strategy worked, they lacked the clear insights, structured reporting, and cost controls to optimise their cloud investment fully.

IBM Turbonomic and IBM Apptio provided real-time tracking and automation, transforming Perceptive's cloud strategy into a proactive, data-driven model.

*"**Turbonomic and Apptio** have transformed our cloud strategy from a manual, reactive approach to a structured, proactive system that optimises spend and enhances performance."*

– Richard Chalfont, FinOps Manager, Perceptive

Turbonomic and Apptio provided real-time tracking and automation, transforming Perceptive's cloud strategy into a proactive, data-driven model.

Proactive Cost Management

With Turbonomic and Apptio, Perceptive can stay ahead of cloud spending, ensuring resources are optimised and unnecessary costs are avoided.

Perceptive has validated and refined its cloud strategy, reducing manual work and allowing IT to focus on growth, innovation, and business-critical services.

Smarter Decision-Making and Greater Visibility

Traditional cloud cost management requires additional integrations, like **Power BI**, to gain useful insights, an **expensive and complex** approach.

Boosting Engagement and Team Morale

The visibility provided by Turbonomic and Apptio has increased executive engagement in cloud strategy and improved recognition of IT's role in business success.

This transparency has also boosted team morale, as their work is now widely valued.

lighthouse[®]

 **APPTIO**[®] IBM Turbonomic
an IBM Company

perceptive[™] 

*"The powerful insights and reports from these tools have not only **improved executive engagement** but have also boosted our team's morale by showcasing the value of our IT and cloud initiatives."*

– Richard Chalfont, FinOps Manager, Perceptive

Across industries, organisations using Apptio and Turbonomic have reported:

- **20–35% overall cloud cost reduction** through real-time optimisation
- **Up to £2m in annual savings** from proactive workload placement
- **30% decrease in unutilised reserved instances**, reducing waste
- **50% lower manual cloud cost management effort**, freeing up IT teams

£
%

About Lighthouse Technology

The Future of AI-Augmented IT

Perceptive's journey with **Turbonomic and Apptio** is just the beginning. As cloud complexity grows, businesses must **leverage AI-driven solutions** to stay ahead.

Enter **Lighthouse**: a vision where **Conversational AI integrates with IT and data systems** to provide **instant intelligence**.

With **Turbonomic and Apptio** laying the foundation, **Lighthouse** can clear the path for your business to have more cost effective and stable IT environments.

lighthouse[®]
B E A C O N

IBM[®]
Gold Partner