

Powering SiriusXM's Cloud Transformation with AWS Marketplace

Presidio partnered with SiriusXM to modernize procurement, strengthen governance, and unlock measurable savings through AWS Marketplace — accelerating innovation while reducing risk.

Challenge: SiriusXM's procurement model struggled to keep pace with evolving cloud commitments. Fragmented contracts, limited visibility into cloud spend, and slow vendor onboarding created inefficiencies and risk of missed financial targets.

Solution: Presidio guided SiriusXM in leveraging AWS Marketplace as a strategic procurement platform. Presidio consolidated contracts into a single ELA, streamlined vendor onboarding and purchasing workflows, and built governance frameworks for stronger financial oversight. Presidio also unlocked cost savings through AWS Marketplace discounts, enabled CPPO purchases for VIP rebates, and provided exposure to a wide range of innovative, cloud-native technologies.

Outcome:

- 30% reduction in procurement cycle time.
- 25% improvement in contract consolidation efficiency.
- 10% cost savings through AWS Marketplace discounts.
- Realized VIP rebates via CPPO purchases.
- Centralized, transparent procurement with improved governance and accelerated access to innovation.

