

CASE STUDY:

CA Technologies



“AIQ knows how to understand our current cost model, predict and then deliver savings with 99.5% accuracy in 30 days across various business services. AIQ prepares our requirements in a manner that enables our services to be completed using the AIQ internet-enabled marketplace. I have tracked the results over a decade, in multiple companies. AIQ has been able to consistently double the savings we could have obtained on our own.”

- Mahendra Durai, Senior Vice President, CA Technologies IT

[Read the full article here](#)

KEY OUTCOMES:

- **\$6M in annual savings on IT service projects**
- **55% savings on the first project with an ROI in just 19 days**
- **Consistent cost optimization across multiple companies with average savings of 50%+**



CHALLENGE

CA Technologies faced the challenge of **reducing operational expenses while preserving service quality**. A critical IT service cost the company \$13M annually, creating pressure to optimize expenses without impacting performance.

Mahendra Durai, Senior Vice President of CA Technologies IT, aimed to **align "run" expenses with strategic initiatives** by leveraging the capabilities **AuctionIQ (AIQ)**, a **trusted partner with a proven track record** of achieving significant cost reductions across various business services.



RESULTS

By collaborating with AIQ and utilizing its Internet-enabled marketplace and proprietary optimization processes, CA Technologies achieved: \$6M in savings (45%) on the \$13M IT service.

Consistent results: Savings matched a prior project's 55% cost reduction, proving repeatability and reliability of the AIQ process.

EPS improvement: These savings translated to an estimated \$0.02 earnings per share (EPS) improvement.

Streamlined procurement: AIQ's processes ensured fast and accurate delivery of savings, maintaining service quality and providing confidence for reinvestment in growth initiatives.



CONCLUSION

CA Technologies' collaboration with AIQ illustrates the power of combining advanced IT solutions with procurement optimization to achieve **measurable savings and strategic realignment**.

Mahendra Durai emphasized the critical role of partnerships in achieving such results, stating: "As an IT leader, it's important not to believe all answers and capabilities are available in-house. **AIQ brings expertise, processes, and a marketplace that cannot be replicated internally**. Their results allow us to focus on core business initiatives while using savings to self-fund new investments." This case study serves as a blueprint for IT leaders looking to maximize the impact of their technology investments.

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