



COMMITMENT MANAGER SOLUTION BRIEF

Automatic purchasing and selling of AWS Reserved Instances and Savings Plans. Achieve over 45% savings, risk-free

Leveraging commitments such as AWS Reserved Instances (RI's) and Savings Plans (SP's) is a great way to optimize cloud compute costs. The majority of companies running workloads on AWS are not maximizing their commitment savings, due to the fact that purchasing commitments requires stability and reliability in forecasts, making it impossible to accurately predict EC2 usage 1-3 years in advance without risking:

- **Over Provisioning** - Stuck with EC2 commitments which are not used, but paid for. (Waste)
- **Under Provisioning** - Running On-Demand instances and paying more than necessary.

Furthermore, it is required to continuously monitor and continuously optimize EC2 environments as they scale in order to maximize cloud savings, which is an overhead for engineering teams.

REAL-TIME, HANDS-FREE AUTOMATIC LIFE-CYCLE MANAGEMENT OF EC2 COMMITMENTS

Commitment manager by Zesty automatically adjusts EC2 commitments in real-time based on the environment's capacity requirements, achieving optimal commitment utilization and dramatic reduction in EC2 spend.



Risk free - buy back guarantee



Zero Engineering Effort



Immediate Cost Savings



24/7 Continuous Optimization



Success - based Pricing model



5 minutes On-boarding



"Zesty really blew up the myth regarding RI management, they are revolutionizing the way people optimize their infrastructure"

Liran Ben Abu
Head of DevOps

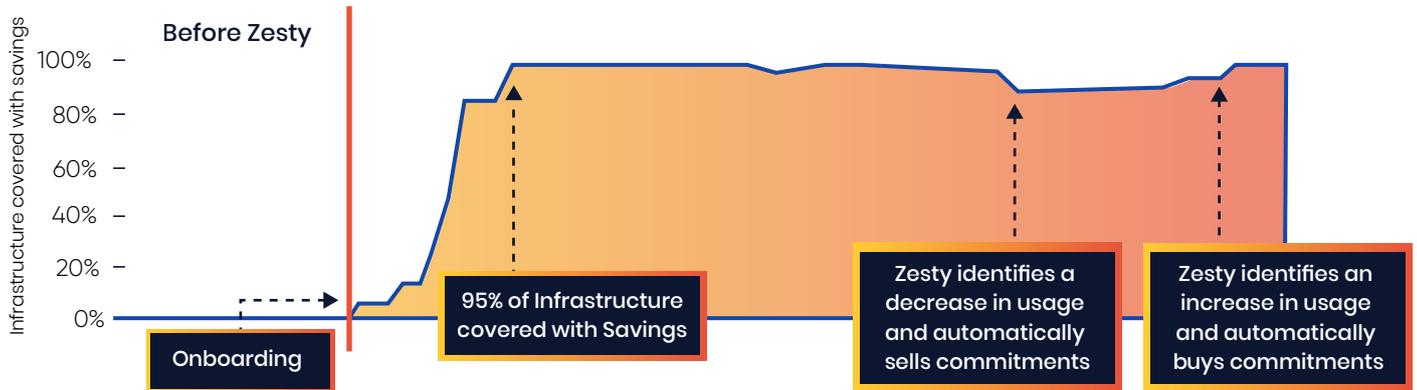


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HOW DOES IT WORK?

1. By collecting CloudWatch and CloudTrail logs, Zesty's AI engine continuously monitors and analyzes infrastructure usage data points



2. Zesty automatically reacts in real-time by purchasing Reserved Instances and/or Savings Plans upon increase in compute usage and by selling Reserved Instances and/or Savings Plans upon decrease in compute usage.
3. When purchasing Reserved Instances, Zesty grabs the most lucrative discounts in the AWS RI Marketplace.
4. When purchasing Savings Plans, Zesty utilizes 3y-no upfront commitments.
5.
 - In case of usage decrease - Sell RI's \ SP's

SELL RI or SAVING PLAN			
Date	Event	Message	Saving
2020-09-14	Sold RI	Reserved Instance purchase in us-east-1, instance: r4.large	51%
2020-09-14	Sold RI	Reserved Instance purchase in us-east-1, instance: r4.large	51%

- In case of usage increase - Purchase RI's \ SP's

PURCHASE RI or SAVING PLAN			
Date	Event	Message	Saving
2020-09-20	Purchase RI	Reserved Instance purchase in us-east-1, instance: t3.large	81%
2020-09-20	Purchase RI	Reserved Instance purchase in us-east-1, instance: t3.large	78%

6. Continuously monitor, continuously optimize, it's that simple



“With simple integration and zero effort, we were able to cut down our EC2 costs by 40%.”

Barak Ben-Rachel
Head of Tech-Ops



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FAQ

Does Commitment Manager require an agent?

The integration is a seamless and non-intrusive process, and does not require an agent. Everything is done using a simple [IAM role](#).

What kind of savings is Zesty able to provide?

On average, Zesty achieves a 45% discount off the on-demand price. The discount depends on the customer's regions \ instance types.

What does a buy-back guarantee mean?

A buy-back guarantee means that in case of over provisioning (too many commitments purchased), the customer gets a full refund for unutilized commitment hours, and we're taking all the risk on us.

I already have RI's \ SP's that are not going to expire anytime soon, can Zesty still provide significant savings?

Yes, even if part of your environment is already covered by savings, Zesty can maximize those savings by increasing your commitment coverage. On average, Zesty achieves 95% infrastructure covered by savings at any given time.

What type of IAM role is required?

[IAM role](#)

Are there any additional costs required?

Zesty is a SaaS platform and does not require additional resources on the customer's account.



FAQ

How can you sell Savings Plans?

Zesty has developed a native Savings Plans marketplace which enables the selling of Savings Plans.

What is the pricing model?

Zesty's pricing model is success-based, meaning that we only collect a small fee from the savings we were able to provide.

Do I need to commit to certain period of time?

Not at all, you can leave any time.

What features are included with Commitment Manager?

Besides automatic costs savings by purchasing and selling RI's and SP's, Commitment Manager also includes:

- Real-time cost analysis dashboard
- EC2 scheduler allows engineers to automate turn on/off cycles of idle EC2 instances.
- Resource Cleaner that identifies and disposes of idle cloud resources such as EBS, EIP and ELB.

Do you support RDS or other managed Databases?

Unfortunately savings plans are not covering these services. Zesty will support these services once it's allowed by AWS.

What is the frequency of buying and selling commitments?

Zesty continuously purchases and sells commitments on an hourly basis, depending on your infrastructure's capacity changes.

What AWS services are supported?

Zesty supports any service relying on EC2, including: EKS, ECS, and EMR

Get your potential savings overview within 5 minutes!

Requires a read-only IAM role

