



Commitment Manager



It's Time to Put Your Amazon EC2 Savings on Auto-Pilot

Reduce EC2 costs by up to 60% without manual forecasting. Zesty's cloud cost optimization tool, Commitment Manager, automatically buys and sells AWS Reserved Instances (RI) according to real-time infrastructure needs. Offering the full flexibility of On-demand pricing with the reduced pricing structure of RI commitments, Commitment Manager makes it possible to experience the full flexibility of the cloud, risk-free.

The Problem

Never Pay EC2 On-Demand Prices Again

Cloud spend is bursting budgets. While many organizations are increasing their cloud budget, 24% are still bursting through the funds they've allocated. What's worse is that 35% of cloud spend is underutilized, meaning that a chunk of that cloud budget is going to waste.

Much of the time, this cloud waste comes from being over-provisioned, where an allocation of cloud resources, such as AWS RIs and Saving Plans, were purchased, but don't end up being used. On the other hand, big costs are also accrued when an account has no discount or has under-provisioned discounted resources. In this scenario, a premium is paid for On-Demand instances that are the most flexible, but also the most expensive.

Zesty's Solution

Save up to 60% off On-Demand costs, minus the commitment and the effort

Zesty's Commitment Manager automatically buys and sells RIs according to real-time needs.

This enables the full flexibility and scalability of the cloud without the high price tag, typically reducing EC2 On-Demand costs by up to 60%.

Commitment Manager uses AI to instantly adjust EC2 commitments in real-time so that purchases are exactly matched to usage.

Total commitment utilization is achieved automatically without any manual predictions, forecasting, or frequent monitoring and adjustment.



As close to "free money" as I've ever gotten, Zesty saves us hundreds of thousands of dollars per year, with almost zero downside.

Dan Robinson • CTO at Heap



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So, why Commitment Manager?



Immediate Cost Savings: As soon as Zesty is deployed, cost savings are immediately realized. The solution takes time to ramp up to full capacity, as the algorithm recognizes non-covered steady compute usage and immediately covers it with an RI.



Get Freedom from Managing RIs: Relieve DevOps from periodically reviewing and adjusting cloud commitments by having them autonomously monitored and adjusted in line with your application's needs.



Eliminate RI Forecasting and Predictions: The instantaneous and responsive scalability means organizations can dynamically respond to changing needs. As businesses grow and require more compute, Zesty provisions RIs and likewise in the reverse, releases compute that isn't needed.



Automated Optimization in Real-time: Commitment Manager is the only cloud management solution that uses real-time data to enable rapid RI adjustments which can be modified alongside changing demand.



Eliminate Risk: We stand by our commitment to match cloud commitments according to cloud usage with a **buy-back guarantee**. Zesty will reimburse you for any over-provisioned RIs.



Success Based Pricing Model: Only pay a percentage of the amount you save, month to month. No commitment. No setup fee.



Zero-Engineering Effort: Integration is a seamless and non-intrusive process that does not require any integration with an agent on your EC2 instance, but just requires set permissions to your AWS Cost Explorer account.



100% Secure: Authentication is based on the AWS Identity and Access Management (IAM) cross-account role for which an external ID needs to provide two-factor authentication. As a member of the AWS marketplace, Zesty falls within AWS's GDPR and SOC 2 compliance.



It's cloud savings on auto-pilot, it's completely hands-free, and it saves us a huge amount of time

Yair Leshem • DevOps engineer at Yotpo



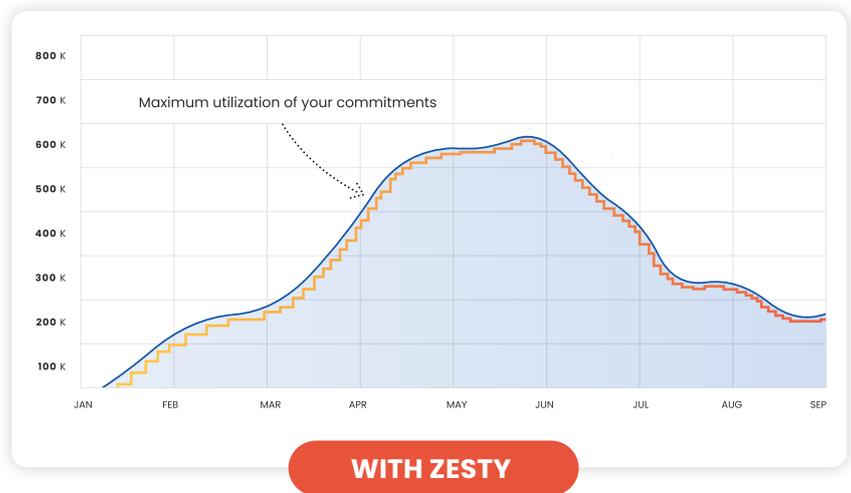
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How it Works

Zesty's algorithm starts collecting near real-time cost and usage data which is analyzed and used to train the prediction model on the account. At the same time, the algorithm is analyzing the sale prices of RIs in the AWS marketplace, so that the most lucrative discounts can be picked up. Zesty reacts in real-time by purchasing RIs based on increases in compute usage and selling RIs based on decreases in usage. Gradually the solution ramps up so that after a few weeks 95-100% of an environment is covered. This gradual implementation is the secret sauce behind our flexibility. By purchasing RIs with a small unit count, we can easily sell off RIs in the event of a usage decrease.

- 1 Zesty is granted an IAM role
- 2 Collects your workload usage and patterns
- 3 Real-time data is analyzed, algorithm is trained
- 4 Algorithm reconciles account behaviour with discounts on AWS marketplace
- 5 Zesty purchases and sells RIs based on actual compute usage
- 6 Commitment Manager gradually ramps-up to almost total coverage
- 7 Logs continue to be monitored, algorithm continues to improve



With Zesty, Armis is able to save 53% on our EC2, which is amazing. What I love best is the fact that it's a no-touch solution.

Roy Amitay • Head of DevOps at Armis