



# Manage and optimize RIs and Savings Plans, automatically



Cloud is an increasingly material expense for managed service providers (MSPs). Therefore, finding ways to be cost efficient is more crucial than ever to ensure business success.

Many MSPs utilize Reserved Instances (RIs) and Savings Plans to reduce the cost of cloud and enhance their profit margins. However, managing a commitment portfolio in a way that maximizes savings on cloud resources while reducing your risk exposure is not simple.

## Extensive, ongoing management required

To fully benefit from the cost savings afforded by RIs and Savings Plans, you need in-house expertise to fully understand the nuances of each of the plans. You also need the resources and the agility to trade in the AWS Reserved Instance Marketplace — a complex and time-consuming activity that requires analyzing thousands of RI listings each and every month.

Unanticipated changes to your customers' business and capacity needs add yet another layer of complexity when planning and managing your cloud purchasing strategies. And these challenges are further exacerbated when servicing a large and diverse customer base — all with different business needs.

Given the complexity and the fear of risking large capital outlays, it's therefore no surprise that MSPs who manually manage their commitment portfolios often end up leaving 20%-30% or more of cloud savings on the table.

### Key Benefits:

#### Reduce cloud costs

A flexible commitment portfolio that drives maximum utilization and ROI

#### Increase profit margins

Invoice customers for their cloud at the rates you choose

#### Save time

Through intelligent machine learning and automation

#### No complexity

No need to change the compute services in use today

## Reduce cloud costs and increase profit margins

CloudCheckr, integrated with Spot Eco, automatically manages RI and Savings Plan commitment portfolios, continuously keeping the portfolio diverse and optimized throughout its lifecycle to achieve the best pricing for cloud with the greatest flexibility and maximum utilization.

### How CloudCheckr with Spot Eco works for partners



#### Analyze

Eco analyzes your cloud usage by region, instance family, lifespan, and scale to gain a holistic view of on-demand use across all your linked accounts. Eco also assesses the effectiveness of your existing RI and Savings Plan portfolio.

---



#### Recommend

Utilizing this analysis, together with years of marketplace and industry usage data, Eco's machine learning and predictive modeling algorithms determine an optimal purchasing strategy that includes the right mix of RIs and Savings Plans to meet you and your customers' needs.

---



#### Optimize

Eco then automatically creates and dynamically optimizes your commitment portfolio to deliver maximum utilization and savings with minimal financial lock-in and risk. To achieve this, Eco operates within your budget and strategies and continuously seeks out the best deals on third-party RIs in the AWS Reserved Instance Marketplace. It also offloads unused RIs.

These tactics can generate massive savings — even for shorter-term projects (e.g., three to six months) — without the risk of long-term commitments. And whenever cloud capacity or resource requirements change, Eco easily adjusts the commitments to ensure goals are met.



## Profit

Without CloudCheckr, AWS automatically applies the RI and Savings Plan discounts across your customer accounts based on compute usage, thereby potentially eliminating your profit margin enhancement opportunity. To fully capture this margin, CloudCheckr automatically recalculates customers' commitment consumption back to on-demand rates. This gives you complete flexibility to control if and how to distribute the savings to each payee account — all directly through CloudCheckr's billing engine.



## Report

Eco enhances CloudCheckr's core cloud visibility and reporting, providing detailed analysis of the commitment portfolio — including what is being spent and by whom, with current, historical, and projected cost and usage visualizations across all cloud deployments.

