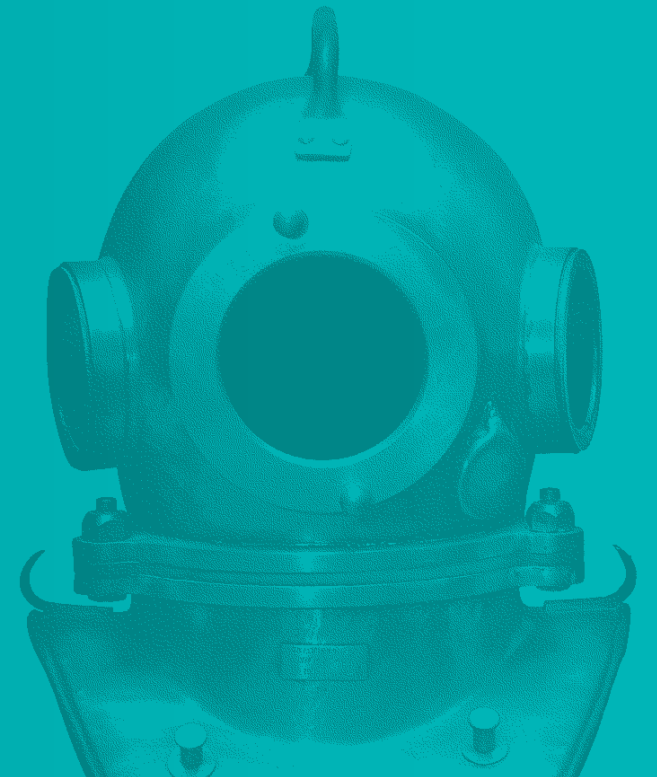


Spot by NetApp

Nikola Radojlović

Regional NetApp Pre Sales Engineer, Adriatic Region

05.2023.



Cloud Compute Purchasing Models

On Demand Instances

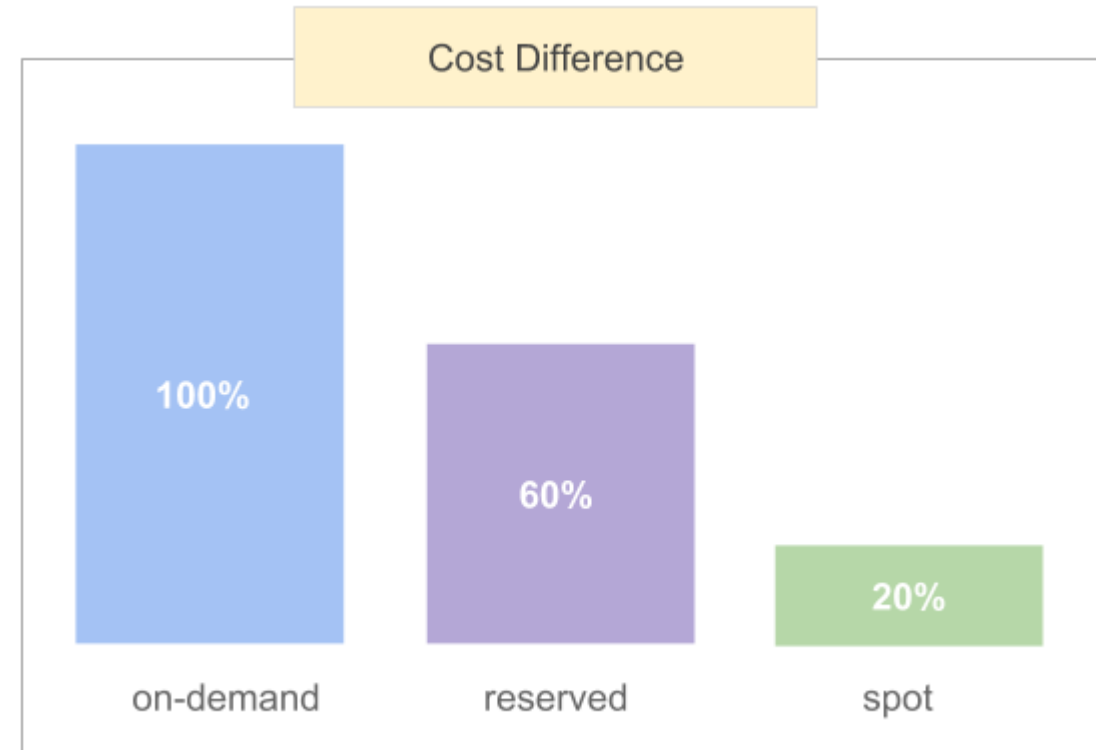
- Scales up and down for variable demand
- Expensive per-unit cost

Reserved Instances

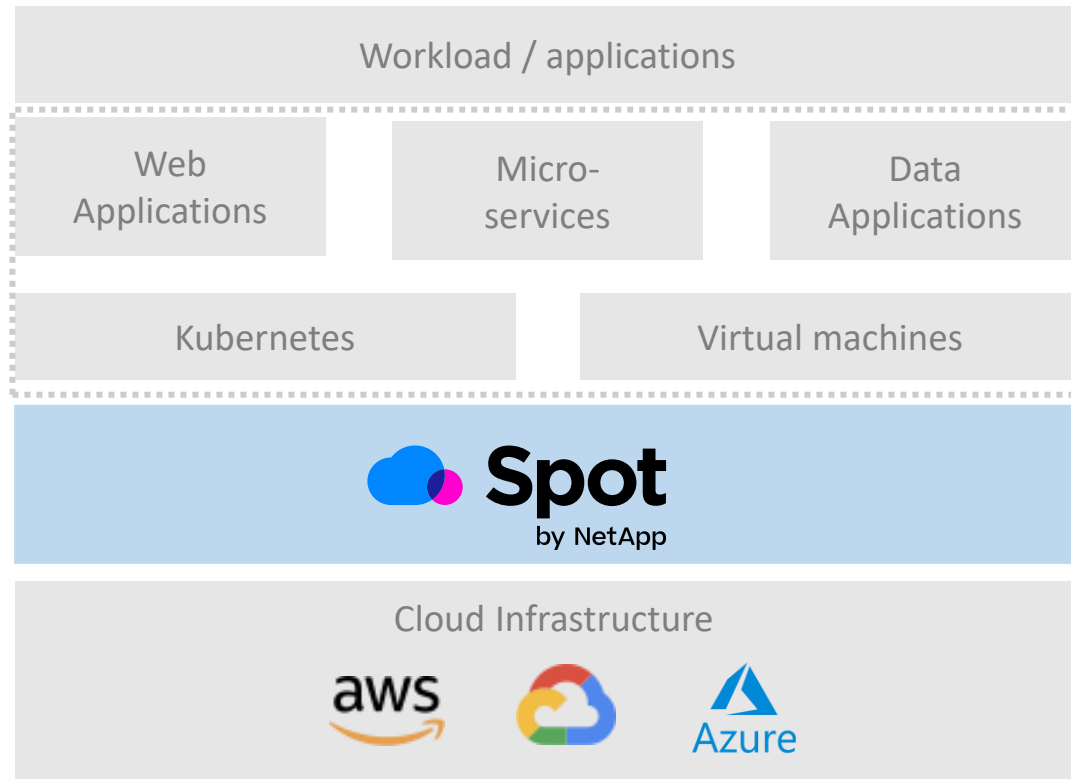
- More affordable per unit (up to 60%)
- Less Flexible – Committed to future use

Spot Instances

- Cheapest option
- Riskiest – No SLA (Can be taken away at any moment)
- Mostly used for batch workloads



Spot by NetApp



Actively orchestrate cloud infrastructure to ensure **performance** and **availability** for workloads

41%
more productive

26%
faster time to market

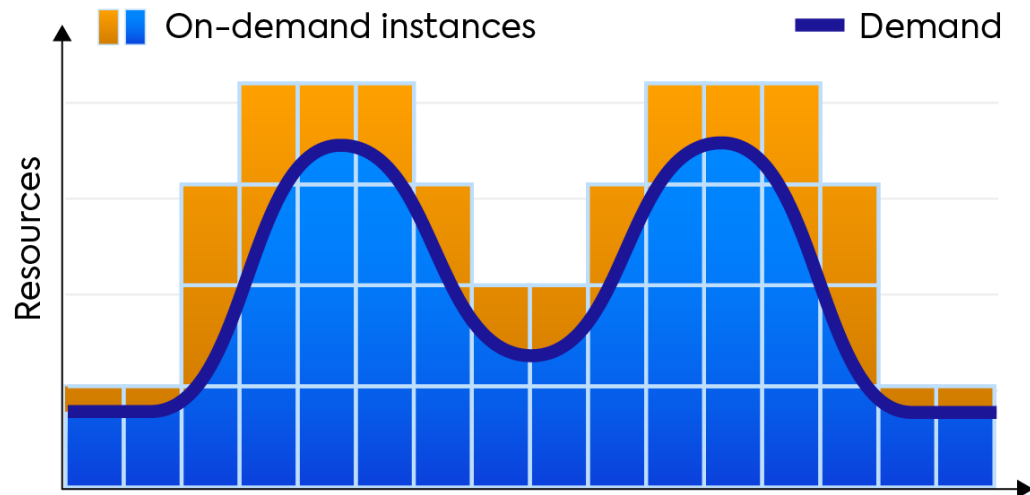
Continuously optimizing a mix of available **purchasing models, commitments, and instance types**

57%
more efficient compute

Optimized, always-on highly-utilized compute in the Cloud

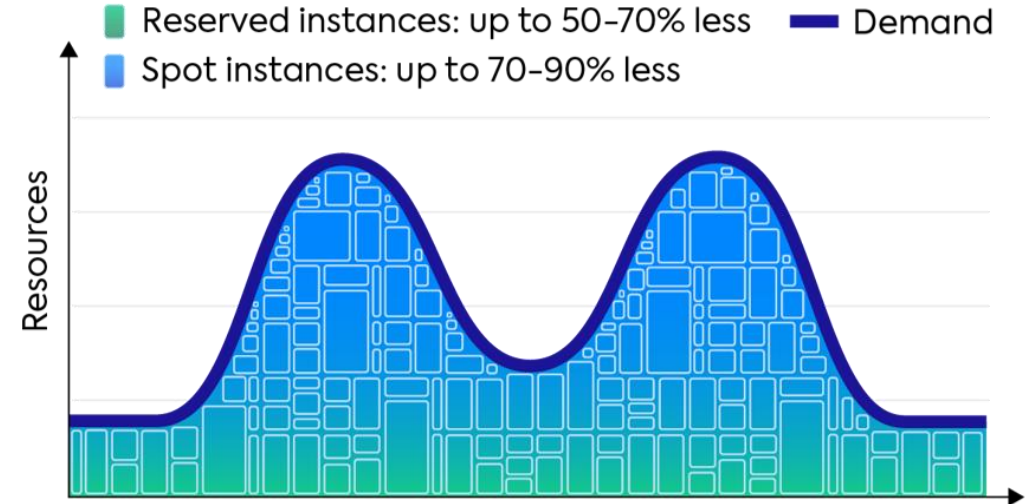
Without Spot

- Overprovisioning
- On demand
- Homogeneous



With Spot

- App driven provisioning
- Spot & reserved instances pricing
- Heterogeneous



Intelligent Lifecycle Automation

Challenges

Continuous optimization of commitment purchasing becomes increasingly difficult with scale. Most organizations miss out on significant cost savings or generate waste with unused commitments.

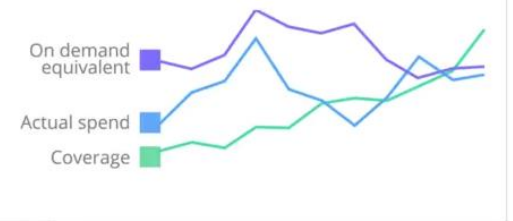
Solution

- Uses adaptive-learning models to define, execute, and manage commitment purchasing strategy
- Purchases ideal commitment portfolio (Reserved Instances, Savings Plans, Reservations) and responds to changes in usage automatically
- Ensures full utilization of RIs, Savings Plans and Reservations
- Returns time to operations and infrastructure teams

Commitments over time report

Commitment type	Instance type	Quantity	Service	Region	OS	Payment option	Start date	Generated savings
Standard RI	c3.2xlarge	5	EC2	us-east-1	Linux Ubuntu 18.04	All upfront	10/20/19	\$1,400
Convertible RI	10 / c3.2xlarge					All upfront		\$1,400
EC2 Savings Plan	c3.2xlarge	1	EC2	us-east-2	Windows Server	All upfront	09/21/19	\$1,498
EC2 Savings Plan	c4.large	3	RDS	us-west-2	Linux Ubuntu 18.04	Partial upfront	06/27/19	\$1,300
Standard RI	m3.xlarge	10	EC2	us-west-2	Windows Server	No upfront	06/11/19	\$1,620
Total generated savings								\$97,251

Coverage over time



Savings and monthly commitments



Spot Product Portfolio



Cloud Analyzer

Unified portal for cloud spend visibility and one-click cost optimization across all your deployments.



Ocean

Hands-free infrastructure management and cost optimization for containerized applications.



Eco

Full lifecycle management for optimized reserved capacity planning, purchasing and portfolio maintenance.



Elastigroup

Reliable, SLA-backed consumption of spot instances and preemptible VMs for both stateful and stateless applications.



Spot Storage



Spot Security



CloudCheckr

instaclustr

Now part of Spot by NetApp



Cloud Analyzer by Spot



WELCOME TO SPOT

CLOUD ANALYZER

Cost Analysis

Trends & Notifications

Optimization

MSP Management

ELASTIGROUP

OCEAN

ECO

MANAGED INSTANCE

ADDITIONAL SERVICES

Organization

All accounts



Cloud Analyzer Cost Analysis

Share

Cloud Providers



AWS



GCP



Azure

Master Payer Account

Accounts selected 3 (of 7)

Month to Date Cost

\$10,662

↑ 18%

Over Last Month

Projected Costs

\$17,738

↑ 23%

Over Last Month

Last Week Missed Savings

\$8,602

Top Account Spend Efficiency

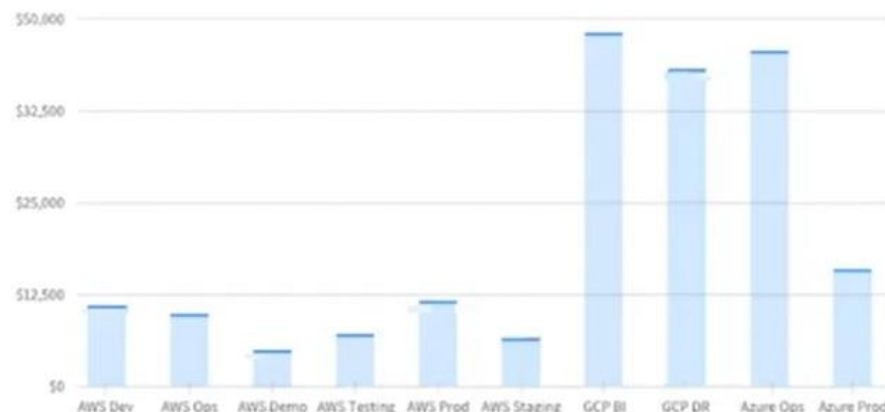
View All Accounts

	AWS Prod	<div><div></div></div>	\$36K - \$40.5K	Est. Additional Savings	View
	AWS Testing	<div><div></div></div>	\$21.5K - \$25K	Est. Additional Savings	Connect
	GCP BI	<div><div></div></div>	\$730 - \$759	Est. Additional Savings	View
	GCP DR	<div><div></div></div>	\$8K - \$8.5K	Est. Additional Savings	Connect
		81% Optimized			
	Azure Ops	<div><div></div></div>	\$7.5K - \$9K	Est. Additional Savings	Connect
	Azure Prod	<div><div></div></div>	\$3K - \$3.5K	Est. Additional Savings	View

Top Accounts

Last Month

Current Month



Eco - Complete Portfolio of Commitment Plans



Elastigroup by Spot

Prediction is the Key

Elastigroup predicts spot Instances behavior, capacity trends, pricing and interruptions rate to maintain workloads' high-availability.

Spot Market Scoring



Up to 90% Cost Optimization

By predicting interruptions and fluctuations Elastigroup is able to offensively rebalance clusters to prevent interruption and save up to 90% of On-Demand pricing.

Elastigroups (277)

Running Spot

11,670

Potential Costs

\$50,267

Savings

83.03%

Spot Hours

220,180

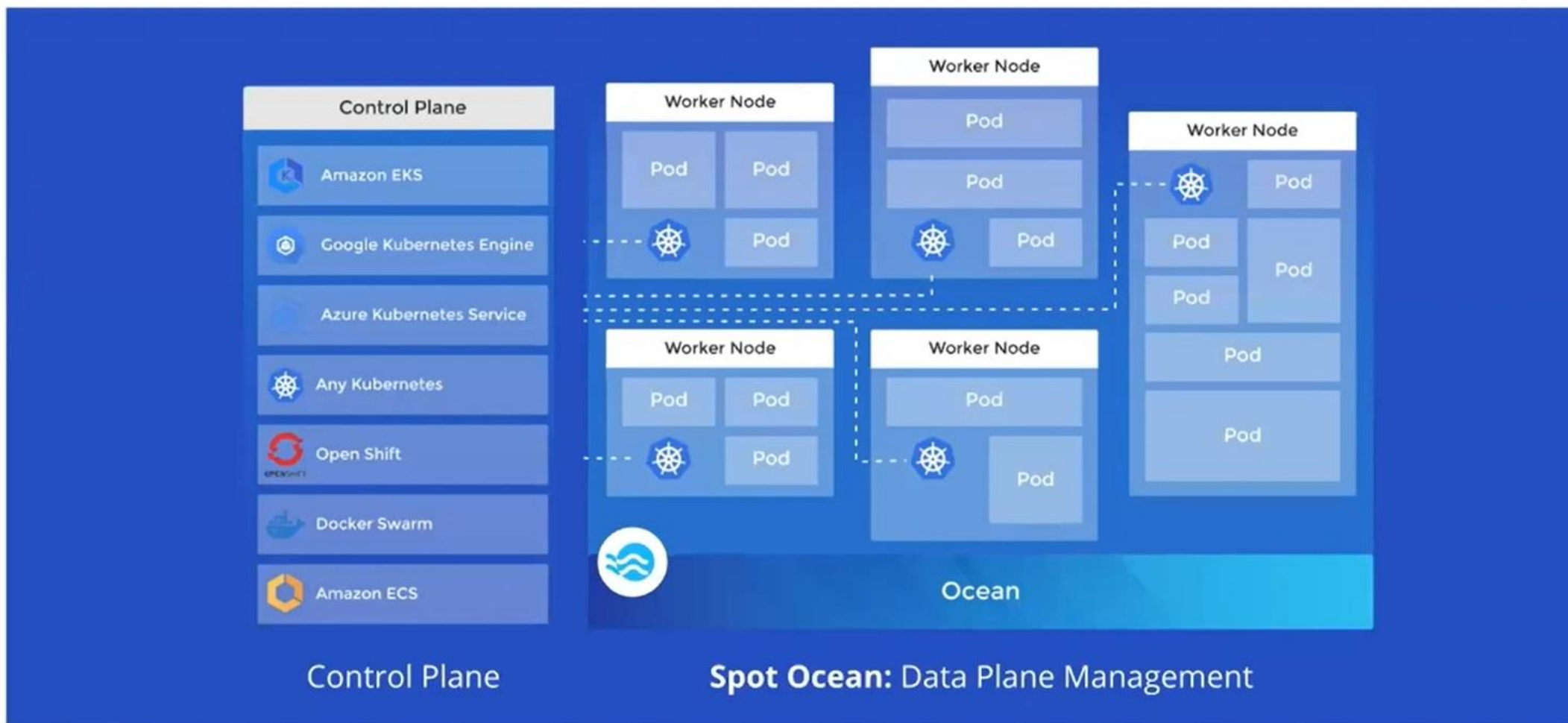
Actual Spot Cost

\$16,115

Total Saved

\$34,152

Ocean By Spot - Serverless Containers



Spot Storage

- Waste elimination**

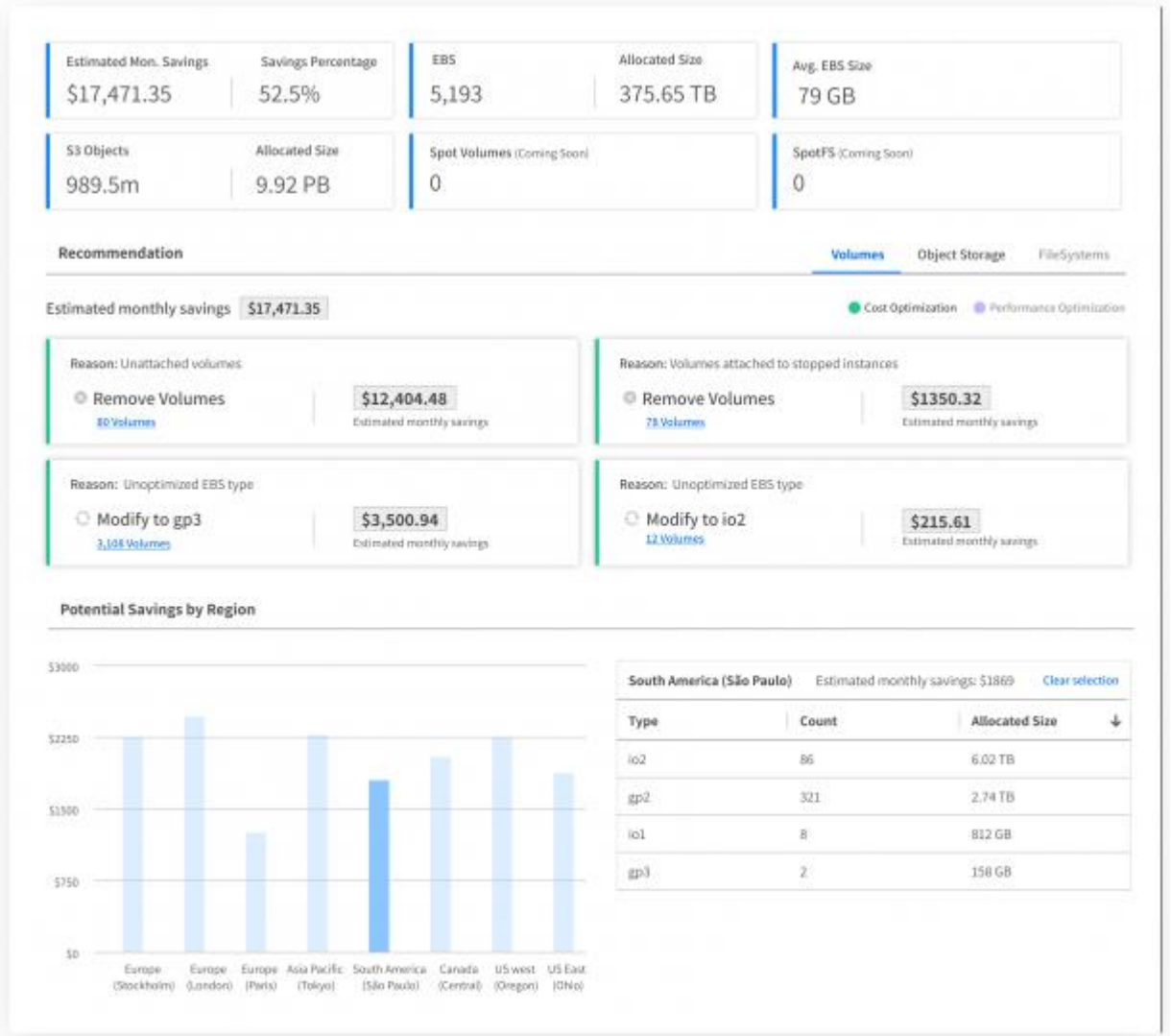
Leverage built-in recommendations and autoscaling engines to gain advanced waste management across all storage types.

- Capacity autoscaling**

Expand and shrink capacity for both managed file systems and block storage devices according to application requirements and needs.

- Performance autotuning**

Scale disk performance by continuously monitoring and updating underlying media type and configurable parameters based on predicted usage.



Spot Security

Security Continuous Monitoring



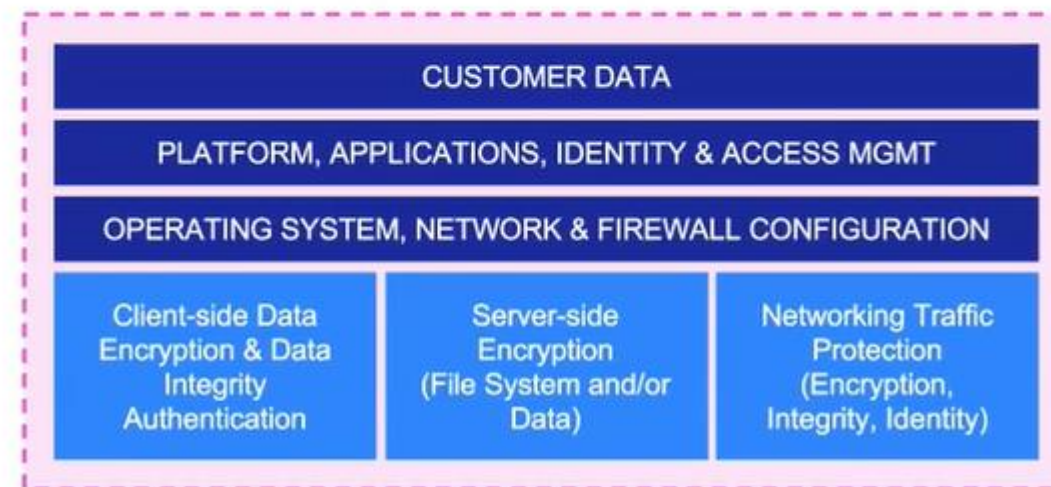
Cloud Provider

Responsible for Security OF the Cloud



Customer

Responsible for Security IN the Cloud



COVERED BY SPOT SECURITY



CloudCheckr



**For your
customers**

Cloud Visibility

Understand what services and assets are in use and how they are driving costs and consumption

Cost Optimization

Continually optimize spend - by 30% or more
- by acting on trends and recommendations

Security & Compliance

Mitigate risk by ensuring infrastructure is securely configured and in compliance

Resource Utilization

Track changes to resources and identify opportunities to improve utilization



**For your
operations**

Service Enablement

Automate delivery of consistent service and reporting white labeled for under your brand

Pricing & Billing

Allocate spend to customers and flexibly bill at rates you determine

Sales & Solutioning

Audit prospects' cloud environment and craft custom governance solutions to win more deals

Instaclustr

Managed Platform

Full
Lifecycle

100% Open
Source:
No Licenses/
No Lock-In

Operations
First

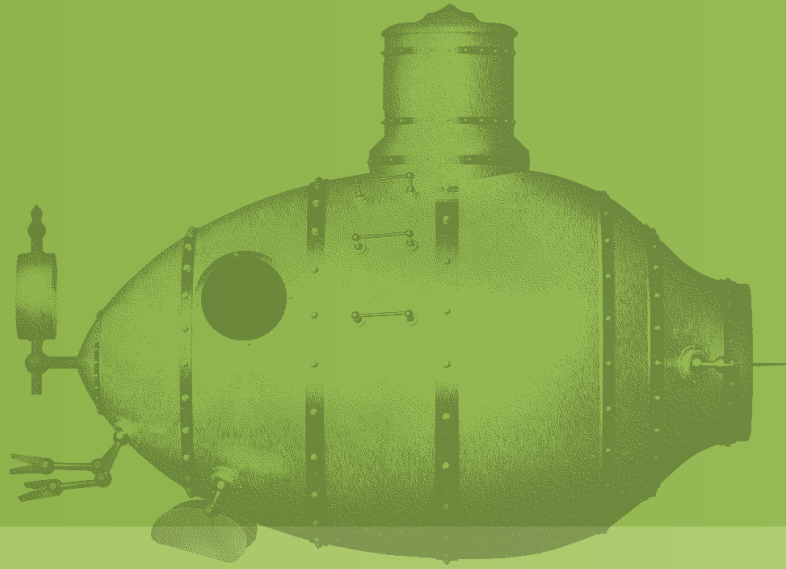
Certified
and Tested
Builds

Fills Gaps
From Open
Source
Ecosystem

Consulting

Support





Demo

X ALEF

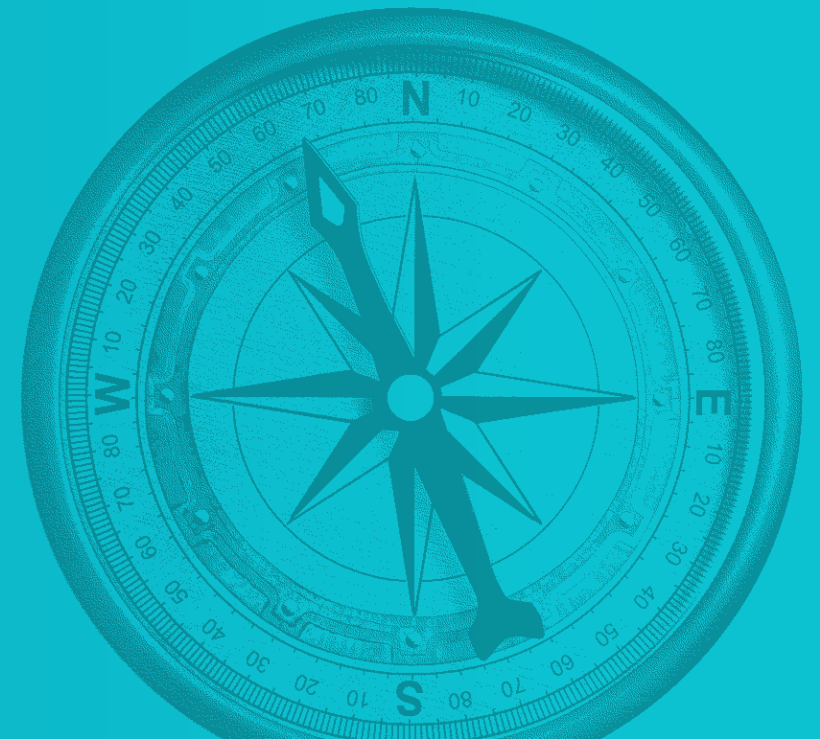
Thank you

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ALEF