

## AWS Cost & Performance Survey - Q4 2016

With infinite scale and ease of launching AWS instances, controlling and optimizing your AWS spend has become a non-trivial activity. In our effort to better understand how AWS users forecast and optimize their infrastructure spend, we ran a survey with a significant number of enterprise AWS users.

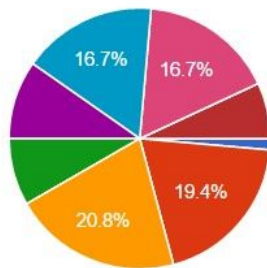
Here are a few highlights that we learned from our “AWS Cost & Performance Survey - Q4 2016”

- AWS spend month on month is increasing: 53% of respondents said their company spent over \$25,000 in monthly AWS expenses
- Increase in usage of 3rd party tools to control cost: 42% of the respondents are using 3rd party tools like Cloudability, Cloud Health, Cloudyn etc.
- Reserved Instances are gaining ground - 26% of users run over a quarter of their instances on RIs



The details of the survey are presented below:

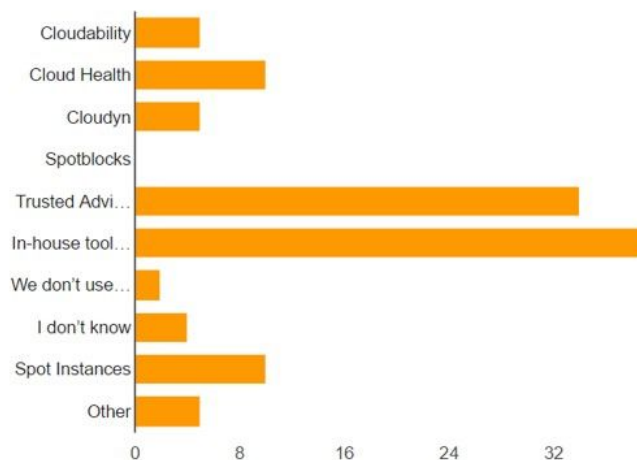
### 53% of respondents spend over \$25,000 in monthly AWS expenses



\$0	1.4%
\$1 to \$5,000	19.4%
\$5,000-\$25,000	20.8%
\$25,000-\$50,000	8.3%
\$50,000-\$100,000	9.7%
\$100,000-\$500,000	16.7%
>\$500,000	16.7%
I don't use AWS	0%
I don't know	6.9%
Other	0%

Source: 2016 Q4 AWS Cost Reduction Survey

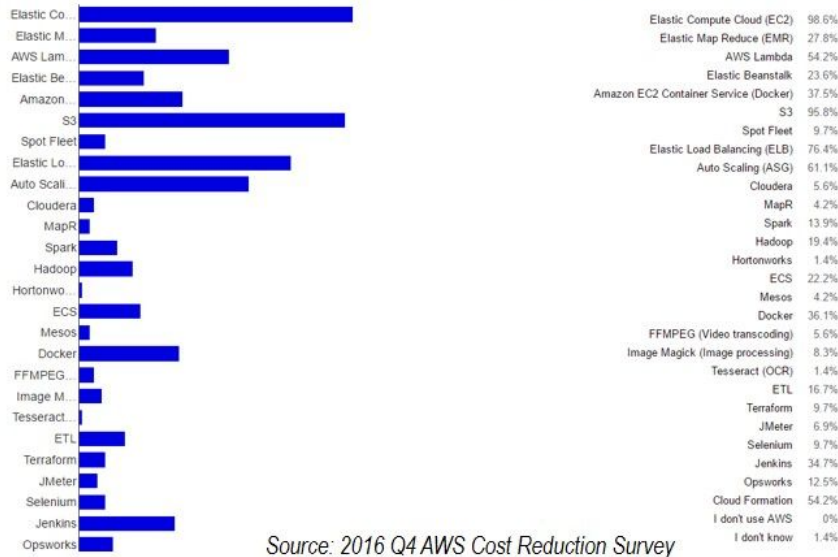
### 42% of respondents use third party services to monitor AWS costs



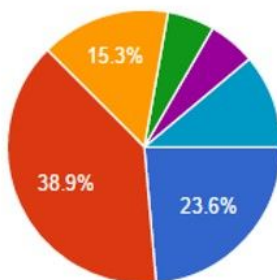
Cloudability	6.9%
Cloud Health	13.9%
Cloudyn	6.9%
Spotblocks	0%
Trusted Advisor	47.2%
engineers to monitor and manage costs	54.2%
We don't use any tools to control cost	2.8%
I don't know	5.6%
Spot Instances	13.9%
Other	6.9%

Source: 2016 Q4 AWS Cost Reduction Survey

## Almost everyone uses AWS for EC2 (98%) and S3(96%)



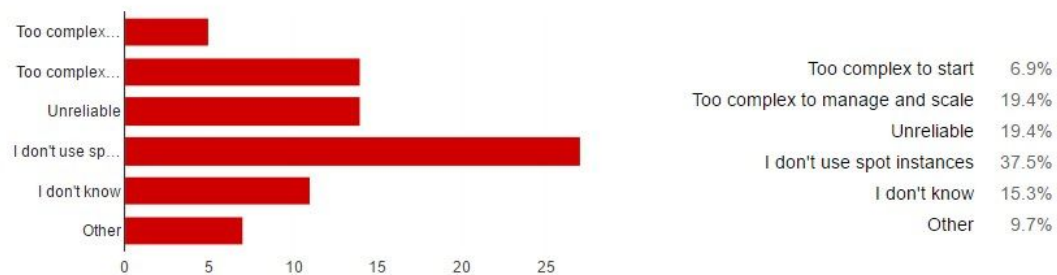
## 26% of users are running more than 25% of their EC2 instances in RI



I don't use Reserved Instances	23.6%
0-25%	38.9%
25-50%	15.3%
50-75%	5.6%
More than 75%	5.6%
I don't know	11.1%
Other	0%

Source: 2016 Q4 AWS Cost Reduction Survey

## Though Spot usage is gaining momentum, 27% of users say it is complex to start and manage while 19% users say it is unreliable



Source: 2016 Q4 AWS Cost Reduction Survey