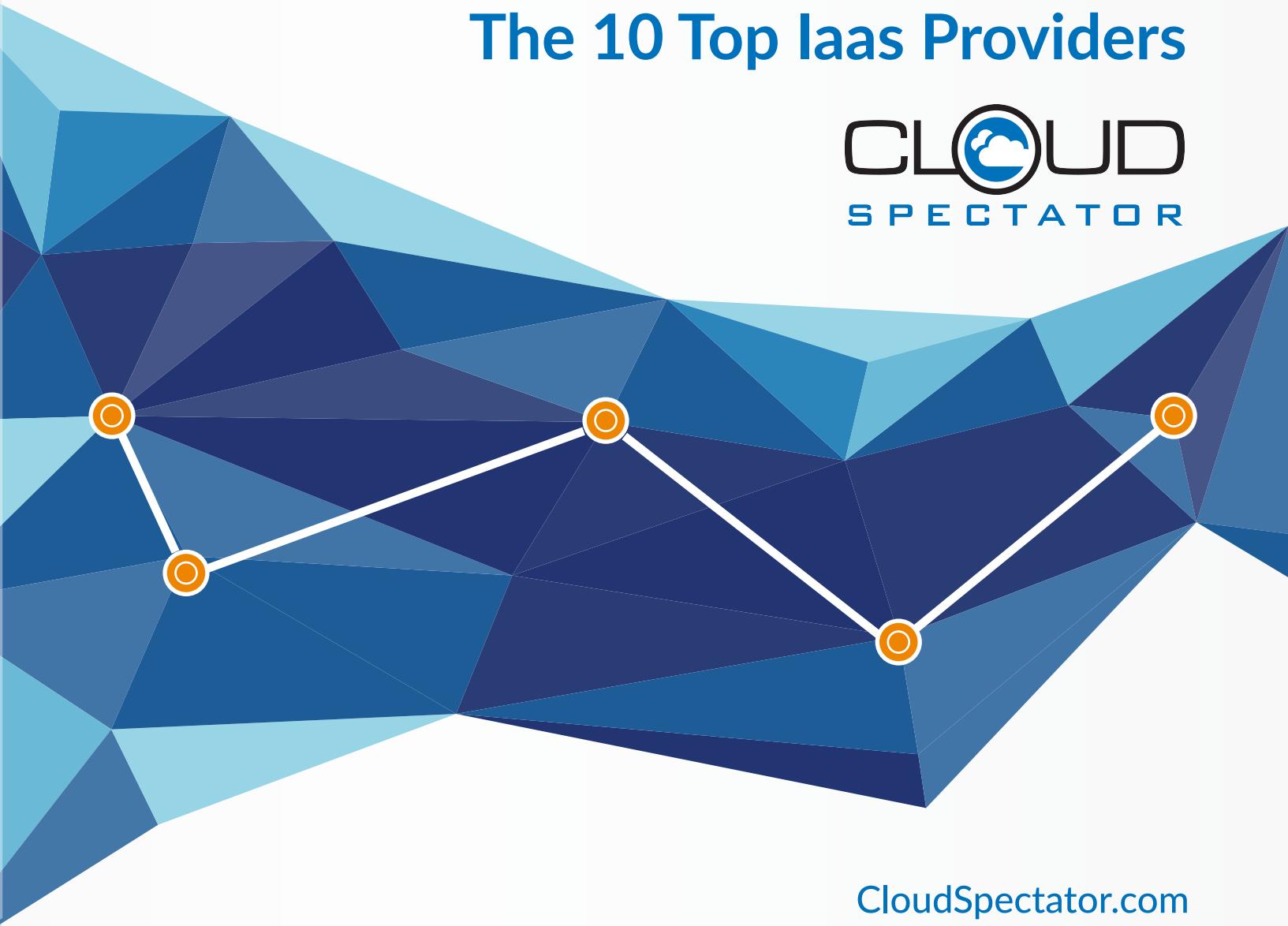


# Cloud Vendor Benchmark 2015

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Part 1: Price Comparison Among  
The 10 Top IaaS Providers



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# Executive Summary

The cloud infrastructure industry is changing constantly. As the Infrastructure as a Service (IaaS) market gets increasingly competitive, price changes are common. For example, Amazon EC2 alone has changed its prices 44 times since 2006. Although other benefits are associated with cloud infrastructure, the low upfront costs and inexpensive payments for servers attract a large segment of customers and are always mentioned as major incentives for cloud adoption. It is important to understand provider pricing in this industry to make informed decisions on IT spending optimization.

## Estimating Cloud Spending

When considering cloud infrastructure total cost of ownership, businesses should ask the following questions:

- What should the size of my virtual machines (VMs) be?
- How many VMs of each size do I need?
- How long do I want to be committed to this cloud provider?
- How many peripheral services on aspects such as storage, security, scaling, etc. am I looking for?
- What discounts are available to me?

Since pricing models vary across cloud providers, the above factors should be considered when estimating and comparing cloud prices.

## About the Pricing Report

The IaaS Industry Pricing Comparison is intended to provide the tools to understand cloud vendor pricing, resulting in informed purchase decisions. The report takes an objective look at each of the listed 10 providers' VM prices for different server configurations over time. Term and volume discounts for some providers are also explored as well as block storage prices for different block sizes. Before the price comparisons, a section on the common pricing structures in the industry is provided, as well as an introduction to the cost comparison describing the methodology.

Price comparisons are broken down into hourly, monthly, annual, and 3-year pricing to gain an accurate perspective on each provider's pricing strategies and advantages across different durations. The Pricing Comparison does not account for performance factors, rather it assumes equivalent performance among providers: e.g., one DigitalOcean core is equivalent to one SoftLayer core is equivalent to one CenturyLink core is equivalent to one Amazon vCPU etc. Price-performance analysis, which compares VMs from a value perspective, is covered in Part 2 of this report series. For more information on obtaining a custom price or price-performance comparison, please contact Cloud Spectator..

All data in this report is accurate as of January 1, 2015.

## Key Findings

- Amazon EC2 displays significant cost advantages in the longer terms (annual and 3-year pricing) with its reserved instances.
- DigitalOcean, Microsoft Azure and SoftLayer in general provide the lowest prices.
- SoftLayer remains the least expensive provider for larger Windows offerings over different term lengths.
- Rackspace's SSD block storage and CenturyLink's Premium block storage are the most expensive block storage offerings, but can provide more value to the right type of users.
- Microsoft Azure's block storage offering is the most inexpensive.
- Microsoft Azure block storage employs a non-linear pricing model, which charges lower unit costs with higher storage volume.

## The IaaS Providers

Amazon EC2

HP Helion

Rackspace Cloud

CenturyLink Cloud

IBM SoftLayer

Verizon Cloud

DigitalOcean

Joyent

Google Cloud

Microsoft Azure



# Provider Characteristics

## Pricing Structures

The chart below shows the different payment options available for each provider:

- **Less than One Hour:** Few large providers (Google, Microsoft, and Rackspace) allow users to commit to subscriptions for less than one hour. Repeated burst jobs, such as batch processing and testing, may benefit from pricing that bills in minute intervals, rather than hour.
- **By Hour:** Most providers require users to commit hourly at a minimum for service. Hourly billing is the most common option for public cloud. Virtual machines that are not required to be up 24x7x365 may see advantages in hourly pricing. While some providers do not charge when the VM is in a stopped state (e.g., Amazon EC2), others require the user to entirely terminate the VM in order to avoid billing (e.g., Microsoft Azure).
- **By Month:** Some providers such as IBM/SoftLayer provide discounts with a monthly commitment. Monthly commitments provide the possibility of discounts without contractual lock-in.
- **By Year:** Some providers such as Amazon EC2 provide long-term discounts, while others offer volume discounts coupled with long-term commitment (e.g., Microsoft Azure, Rackspace, and Joyent).
- **By 3-Year:** Some providers such as Amazon EC2 provide long-term discounts, while others offer volume discounts coupled with long-term commitment (e.g., Microsoft Azure, Rackspace, and Joyent).

PAYMENT OPTIONS	Amazon EC2	CenturyLink Cloud	DigitalOcean	Google Cloud	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace Cloud	Verizon Cloud
< 1 Hour	X	X	X	✓	X	X	X	✓	✓	X
Hour	✓	✓	✓	X	✓	✓	✓	X	X	✓
Month	X	X	✓	✓	X	✓	X	X	X	X
Year	✓	X	X	X	X	X	✓	✓	✓	X
3-Year	✓	X	X	X	X	X	✓	X	✓	X



## Service Level Agreements (SLAs)

Most providers offer a Service Level Agreement (SLA) to guarantee a certain quality of service:

- Uptime Guarantee:** The uptime guarantee refers to the uptime of the virtual machine as stated in each provider's SLA. Many larger providers offer different uptime guarantees for different services (e.g., CenturyLink's Standard vs. HyperScale offering) or components (e.g., network uptime). The uptime listed in the chart below refers to the VM component.
- Cycles:** Cycles refer to the amount of time that passes before providers consider reimbursing their users. A majority of providers examine downtime after a period of one month. Few providers (CenturyLink Cloud, IBM, and Joyent) provide reimbursements after the downtime exceeds a period of time. Digital Ocean provides instantaneous credits for any downtime experience past its SLA threshold.
- Reimbursement:** The percentage a cloud provider agrees to reimburse or credit to the user in a breach of the uptime guarantee. Many providers offer tiered reimbursement levels (i.e., Amazon EC2, Google Cloud, HP Helion, Microsoft Azure, and Rackspace Cloud) that grow with an increased amount of downtime.

SERVICE LEVEL AGREEMENT OPTIONS	Amazon EC2	CenturyLink Cloud	DigitalOcean	Google Cloud	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace Cloud	Verizon Cloud
Uptime Guarantee	99.95%	99.99%	99.99%	99.95%	99.95%	100%	100%	99.95%	99.90%	-
Cycles	Monthly	15 Minutes	Instant	Monthly	Monthly	30 Minutes	30 Minutes	Monthly	Monthly	-
Reimbursement	10-30%	Variable	100%	10-50%	5-30%	5%	5%	10-25%	10-30%	-

## Customizability

Apart from payment options, each provider also gives a level of customizability for cloud server configurations (amount of vCPU, RAM, storage), shown in the chart below. Each provider only offers one category of customizability except IBM's SoftLayer, which offers the option to limitedly configure a VM or purchase bundled resources in a tiered structure (more on configuration options below):

- Fully Configurable:** The cloud servers are entirely scalable for cores, RAM, and hard disk space. Cores are scalable per core, RAM is scalable per GB, and hard disk space is scalable per GB as well.
- Partly Configurable:** The cloud servers are limited in configuration; although the CPU, RAM, and/or hard disk may be independently scalable, those resources are only scalable in a pre-set bundle; e.g., disk space scalable in increments of 10GB.
- Tiered:** Cloud servers come in pre-configured packages and hardware resources are not independently scalable. Scaling up or down would require users to upgrade or downgrade to the closest available package meeting their server configuration requirements.

CLOUD CONFIGURATION OPTIONS	Amazon EC2	CenturyLink Cloud	DigitalOcean	Google Cloud	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace Cloud	Verizon Cloud
Fully Configurable	X	✓	X	X	X	X	X	X	X	X
Partly Configurable	X	X	X	X	X	✓	X	X	X	X
Tiered	✓	X	✓	✓	✓	✓	✓	✓	✓	✓



## Geographic Availability

The chart below is separated into data center location availability by continent. Data centers can be found in North America for all providers, and in Europe for all providers except HP Helion. While most providers have a presence in APAC, few have reach in South America apart from Amazon EC2, IBM SoftLayer, Microsoft Azure, and Verizon's Public Cloud. The numbers in the table represent the number of data centers each provider has in each region.

While the pricing examined in this report is reflective of US data centers, many providers offer cloud-enabled data center locations worldwide. For pricing analysis of different continents or specific regions, please contact Cloud Spectator by email at [contact@cloudspectator.com](mailto:contact@cloudspectator.com) or by phone at (+1) 617-300-0711.

GEOGRAPHIC AVAILABILITY	Amazon EC2	CenturyLink Cloud	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
North America	4	8	2	3	2	8	3	6	3	7
South America	1	X	X	X	X	1	X	1	X	1
Europe	2	2	2	3	X	4	1	2	1	2
APAC	4	X	1	3	X	7	X	8	2	1



# Methodology

Each provider's cost was calculated based on 5 separately sized server configurations. All data on the proceeding pages refer to the specific sizes listed in Table 1.1:

Table 1.1

SERVER	CPU CORES	RAM IN GB
Small	1	2
Medium	2	4
Large	4	8
XLarge	8	16
2XLarge	16	32

The above configuration sizes listed are treated as minimum requirements. Any provider server priced in this report must meet or exceed those requirements. The provider server with the lowest price that meets or exceeds the minimum requirements listed above is used. Variation in both the degree of server customizability among providers and in the configurations of tiered options can lead to different providers being the least expensive option for different configurations. **The values within this Pricing Report only apply to the listed configurations that are serving as minimum requirements. Different target configurations will yield different results, i.e. the most expensive providers with the listed configurations in this report may be the least expensive on other target configurations.** Server configurations vary limitlessly depending on business and application types. These configurations are selected to fall within parameters of most providers. Local storage is not considered.

There is a separate chart for block storage costs. The block sizes used in this report are listed in Table 1.2:

Table 1.2

Block Size
1 TB
10 TB
100 TB
1,000 TB
10,000 TB

For monthly figures not provided by companies, months are calculated using 730 hours.

**Scaling resources in a Tiered Package structure would require the user(s) to select the next available tier that would fulfill the configuration's requirements. This may mean more resources than necessary.**

The application(s) that would hypothetically run on the server configurations listed in Table 1.1 are not assumed to be optimized for cross-server performance; thus, scaling resources in a Tiered Package structure would require the user(s) to select the next available tier that would fulfill the configuration's requirements. For example, the 2XLarge Server configuration of 16 vCPU cores and 32GB RAM would require a purchase of Helion's closest tiered package (CPU & RAM) that fulfills the requirements, which provides 16 vCPU cores, 120GB RAM, and 1770GB storage.

Pricing is measured exclusively by the specification of cores and RAM. Though it is arguable that vCPU performance, RAM performance, and even overall server performance can alter costs based on each user's application's specific needs, the pricing report does not take performance into consideration. For price-performance comparisons, please call or email Cloud Spectator at (+1) .617-300-0711 or [contact@cloudspectator.com](mailto:contact@cloudspectator.com).

**Data in this report is accurate as of January 1<sup>st</sup>, 2015. The report will continue to be accurate for an undetermined duration.**



## Key Considerations

Below are both general and provider-specific notes on how prices were calculated and what assumptions were made. The assumptions made for this report may differ from specific use cases, and thus, impact the relevancy of the price figures.

### General Considerations

- Ephemeral/local storage is not considered in this report.
- Price figures reflect those of US data centers only.
- For monthly, annual and 3-year pricing, virtual servers are assumed to be running for 100% of each month.
- There are assumed to be 730 hours in each month.
- Windows price calculations were made using Windows Server 2012 Standard Edition. Other operating systems may yield different prices.
- Only base virtual machine prices are included. No add-ons that would affect pricing were considered.
- Virtual machine sizes meet or exceed the requirements listed above. The virtual machines with the lowest price that meets or exceeds the minimum requirements are used.
- Since the cloud instances offered by different providers had a wide range of vCPU, RAM and Disk configurations, and since performance was not part of the analysis, the VM pricing comparison should be considered as a reference rather than a ranking.
- Hardware differences affect both virtual machine and block storage pricing and thus should be considered when viewing the results.

### Provider Considerations

Amazon EC2	CenturyLink Cloud	Google	IBM/SoftLayer
<ul style="list-style-type: none"><li>• US East data center pricing is used.</li><li>• Reserved Instances (1-year, 3-year) is calculated with a 100% upfront payment.</li><li>• T-Series (burstable CPU) machines are used for one and two vCPU machines.</li></ul>	<ul style="list-style-type: none"><li>• Only standard virtual machines are used (no Hyperscale machines).</li></ul>	<ul style="list-style-type: none"><li>• Pricing assumes 100% "full sustained usage" for each monthly, annual, and three-year period. Hourly prices assume VMs are running less than 25% of the month.</li></ul>	<ul style="list-style-type: none"><li>• Local 25GB storage is used as there is no additional cost for this.</li><li>• The given hourly prices are used in hourly figures; monthly prices are used in monthly, annual and 3-year price figures.</li></ul>
Joyent	Microsoft Azure		Rackspace
<ul style="list-style-type: none"><li>• On the smallest instance size, different VM sizes are used for Linux and Windows; some sizes are not available with Windows operating systems.</li><li>• Term and volume discounts are not applied (see Discounts section).</li></ul>	<ul style="list-style-type: none"><li>• Both Standard A-Series and D-Series VMs are considered.</li><li>• Basic VM prices are used for one and two vCPU machines.</li><li>• Term and volume discounts are not applied (see Discounts section).</li><li>• Locally Redundant Storage (LRS) is used for Azure's block storage pricing.</li></ul>		<ul style="list-style-type: none"><li>• The "Managed Infrastructure" service level is used for the price figures. Minimum monthly service charges were not factored in.</li><li>• Term and volume discounts are not applied (see Discounts section).</li></ul>

For any further questions or concerns regarding Cloud Spectator's [IaaS Industry Pricing Comparison Report](#), please contact us at (+1) 617 300 0711 or email us at [contact@cloudspectator.com](mailto:contact@cloudspectator.com).



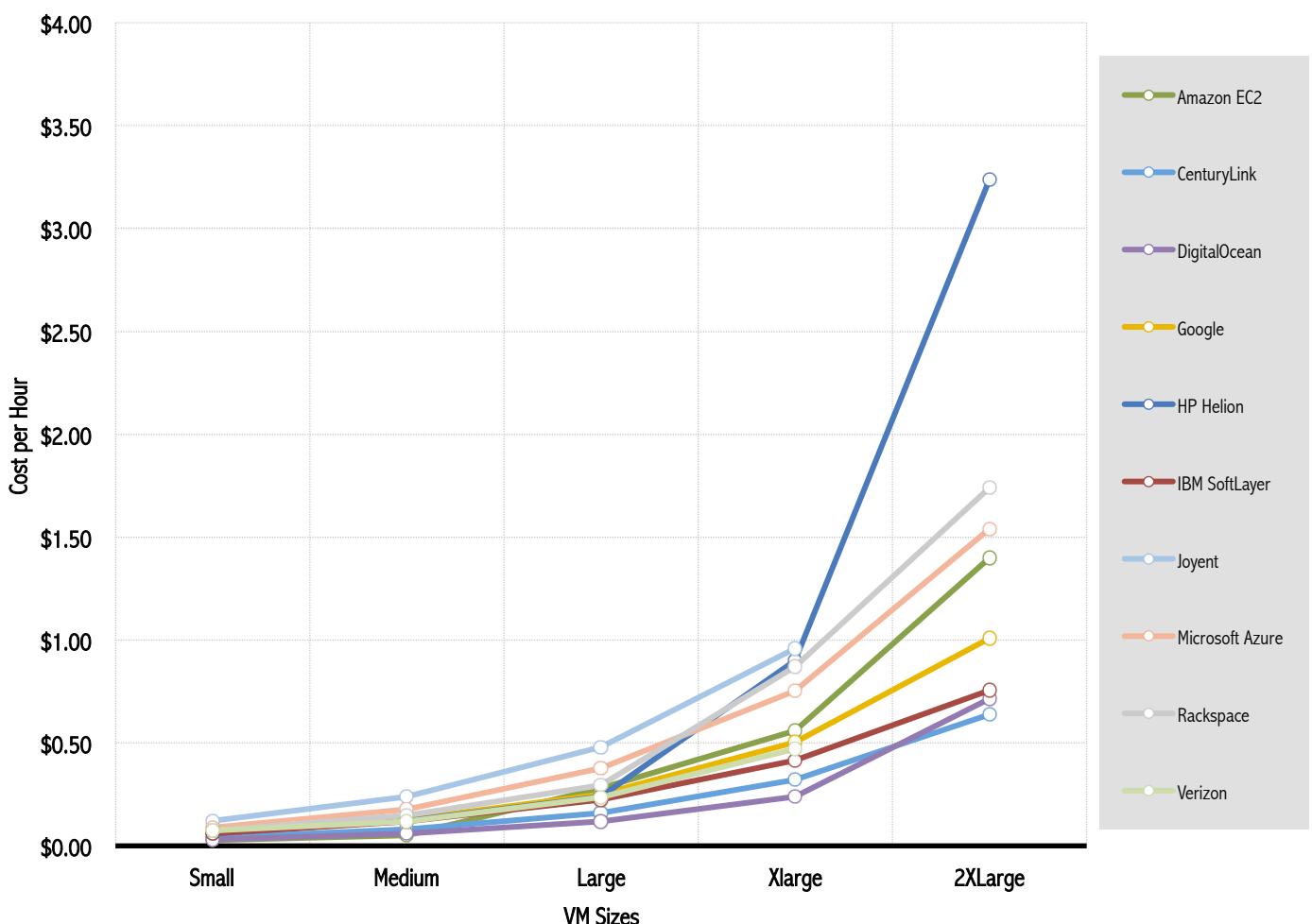
# VM PRICE COMPARISON

The VM Price Comparison below displays the hourly, monthly, annually and 3-year cost per provider depending on each server configuration. For more information on the specific configurations of each server, please refer to Table 1.1 in [METHODOLOGY](#). Both Linux prices and Windows prices are compared for each provider, except for DigitalOcean, which does not have a Windows offering.

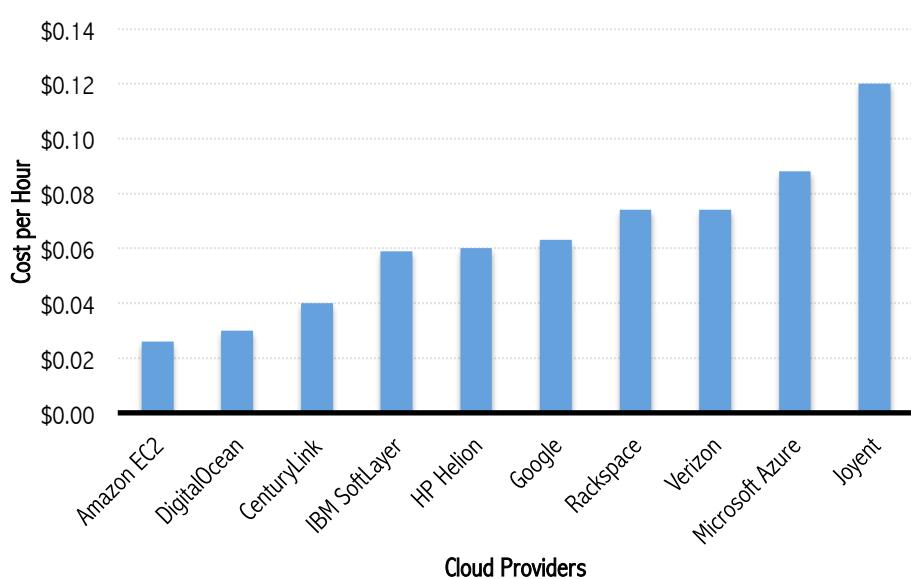
HOURLY PRICE

Linux

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$0.026	\$0.040	\$0.030	\$0.063	\$0.060	\$0.059	\$0.120	\$0.088	\$0.074	\$0.074
Medium	\$0.052	\$0.080	\$0.060	\$0.126	\$0.120	\$0.118	\$0.240	\$0.176	\$0.148	\$0.118
Large	\$0.280	\$0.160	\$0.119	\$0.252	\$0.240	\$0.224	\$0.480	\$0.376	\$0.296	\$0.236
Xlarge	\$0.560	\$0.320	\$0.238	\$0.504	\$0.900	\$0.416	\$0.960	\$0.752	\$0.870	\$0.472
2XLarge	\$1.400	\$0.640	\$0.714	\$1.008	\$3.240	\$0.756	-	\$1.542	\$1.740	-

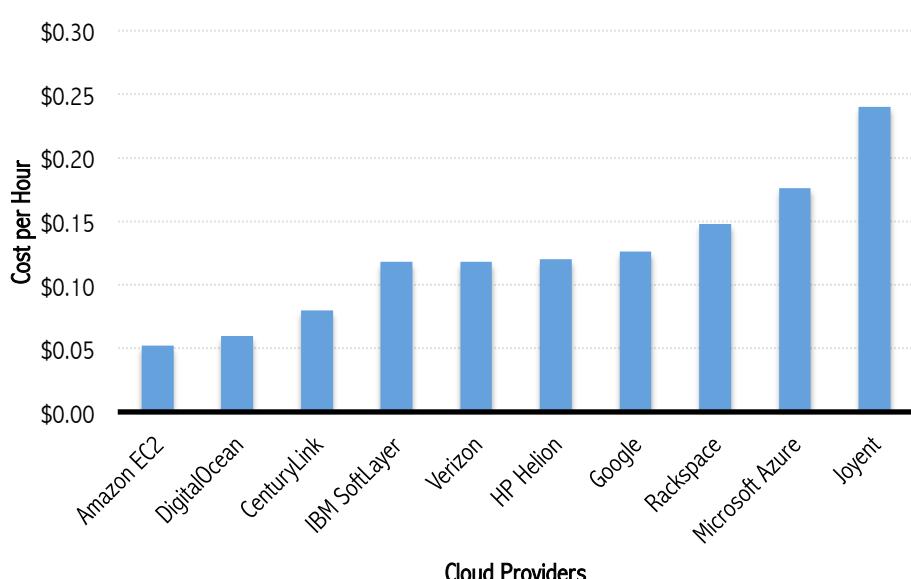


### SMALL HOURLY INSTANCE (1 Core, 2GB RAM, LINUX)



SERVICE	HOUR
Amazon EC2	\$0.026
DigitalOcean	\$0.030
CenturyLink	\$0.040
IBM SoftLayer	\$0.059
HP Helion	\$0.060
Google	\$0.063
Rackspace	\$0.074
Verizon	\$0.074
Microsoft Azure	\$0.088
Joyent	\$0.120

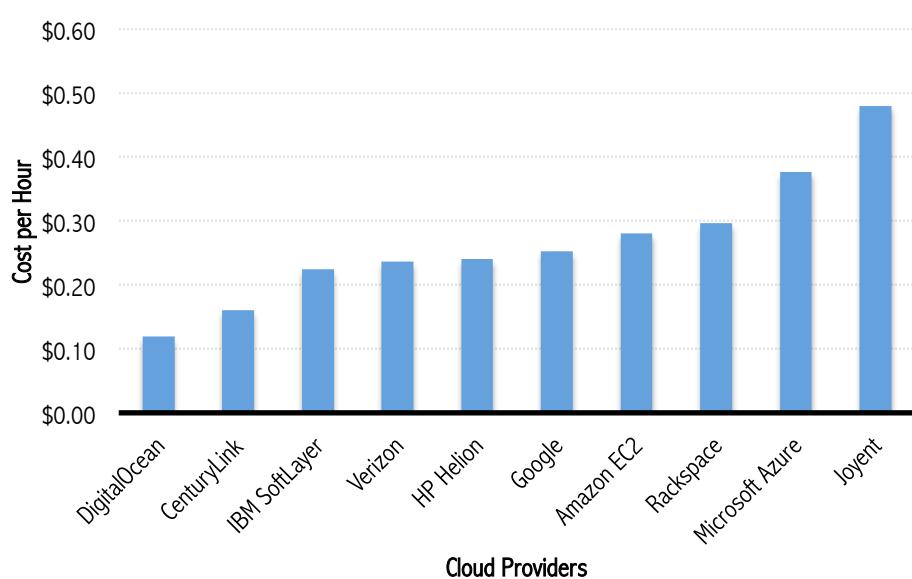
### MEDIUM HOURLY INSTANCE (2 Core, 4GB RAM, LINUX)



SERVICE	HOUR
Amazon EC2	\$0.052
DigitalOcean	\$0.060
CenturyLink	\$0.080
IBM SoftLayer	\$0.118
Verizon	\$0.118
HP Helion	\$0.120
Google	\$0.126
Rackspace	\$0.148
Microsoft Azure	\$0.176
Joyent	\$0.240

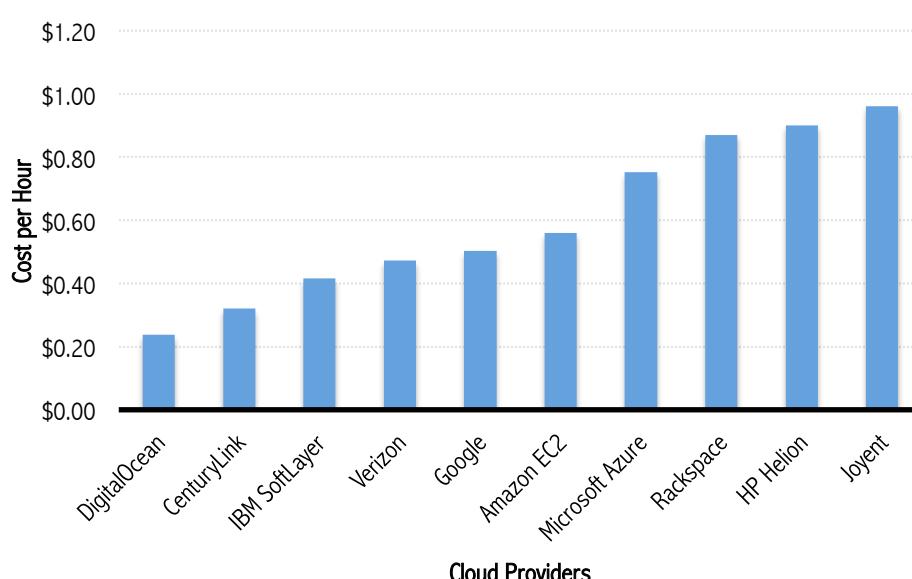


### LARGE HOURLY INSTANCE (4 Core, 8GB RAM, LINUX)



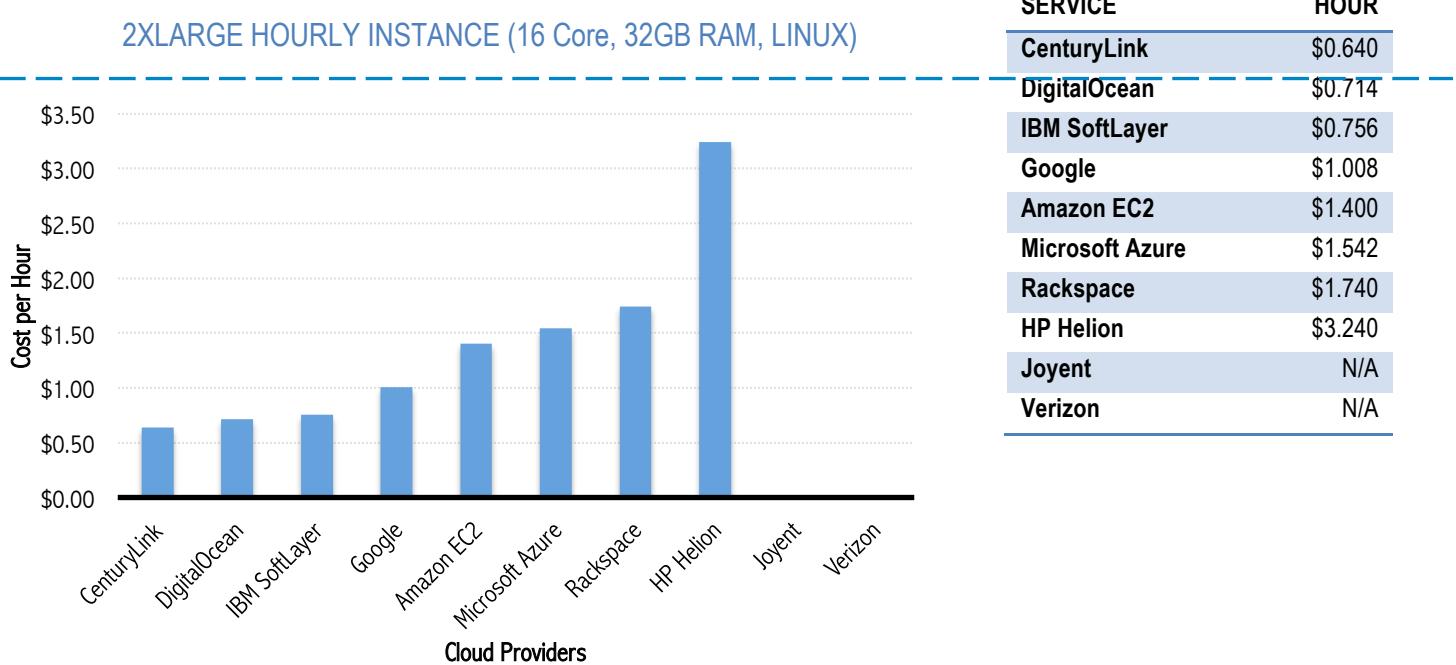
SERVICE	HOUR
DigitalOcean	\$0.119
CenturyLink	\$0.160
IBM SoftLayer	\$0.224
Verizon	\$0.236
HP Helion	\$0.240
Google	\$0.252
Amazon EC2	\$0.280
Rackspace	\$0.296
Microsoft Azure	\$0.376

### XLARGE HOURLY INSTANCE (8 Core, 16GB RAM, LINUX)



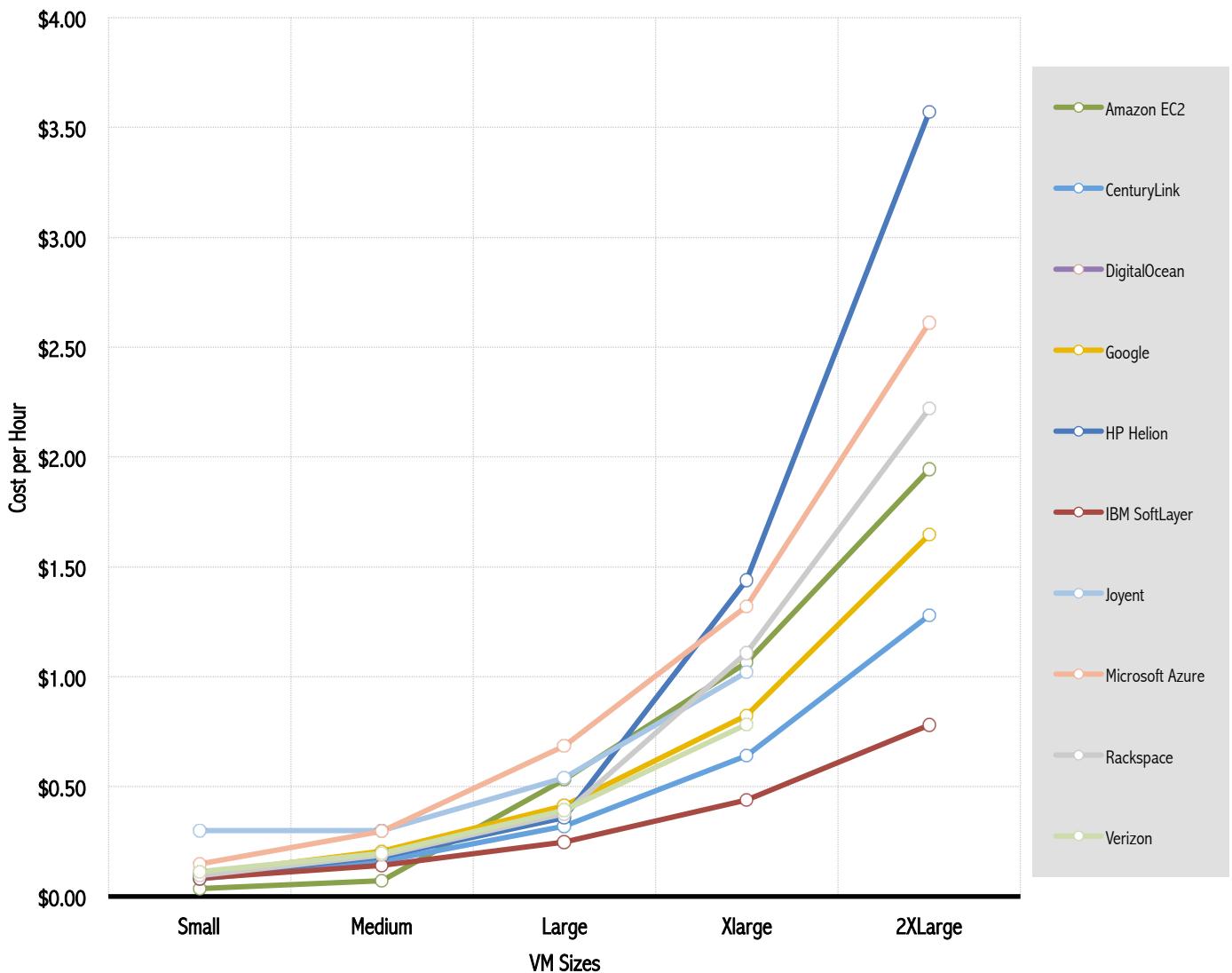
SERVICE	HOUR
DigitalOcean	\$0.238
CenturyLink	\$0.320
IBM SoftLayer	\$0.416
Verizon	\$0.472
Google	\$0.504
Amazon EC2	\$0.560
Microsoft Azure	\$0.752
Rackspace	\$0.870
HP Helion	\$0.900
Joyent	\$0.960



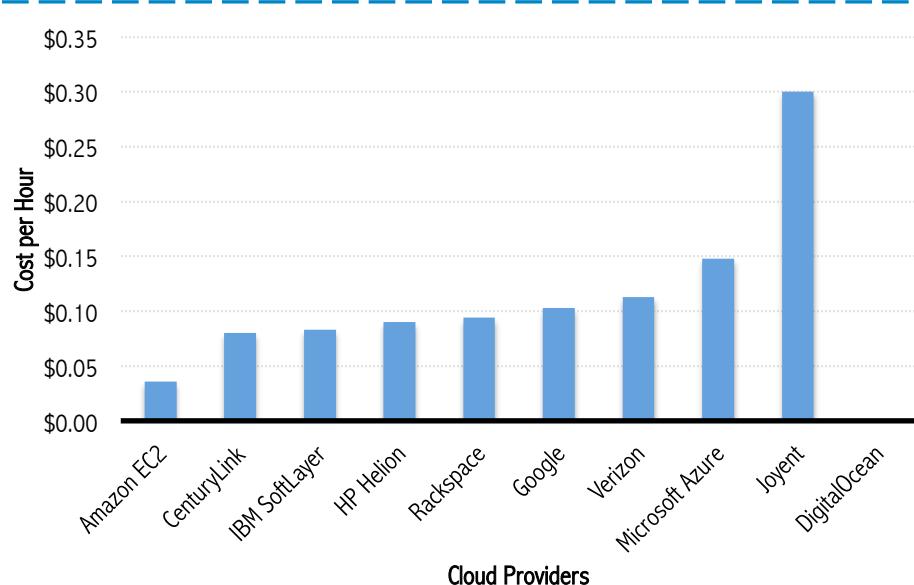


## HOURLY PRICE Windows

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$0.036	\$0.080	-	\$0.103	\$0.090	\$0.083	\$0.300	\$0.148	\$0.094	\$0.113
Medium	\$0.072	\$0.160	-	\$0.206	\$0.180	\$0.142	\$0.300	\$0.296	\$0.188	\$0.196
Large	\$0.532	\$0.320	-	\$0.412	\$0.360	\$0.248	\$0.540	\$0.684	\$0.376	\$0.392
Xlarge	\$1.064	\$0.640	-	\$0.824	\$1.440	\$0.440	\$1.020	\$1.320	\$1.110	\$0.784
2XLarge	\$1.944	\$1.280	-	\$1.648	\$3.570	\$0.780	-	\$2.611	\$2.220	-

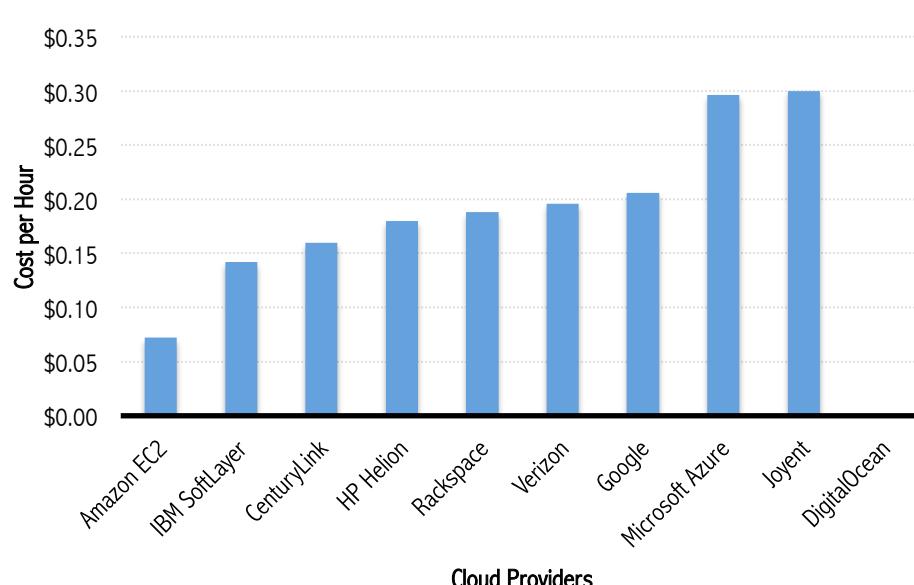


## SMALL HOURLY INSTANCE (1 Core, 2GB RAM, WINDOWS)



SERVICE	HOUR
Amazon EC2	\$0.036
CenturyLink	\$0.080
IBM SoftLayer	\$0.083
HP Helion	\$0.090
Rackspace	\$0.094
Google	\$0.103
Verizon	\$0.113
Microsoft Azure	\$0.148
Joyent	\$0.300
DigitalOcean	N/A

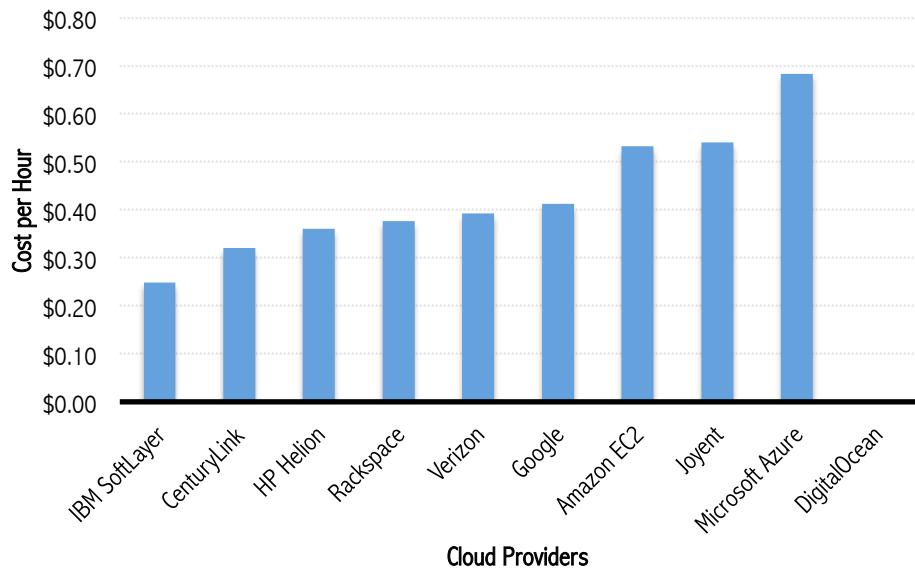
## MEDIUM HOURLY INSTANCE (2 Core, 4GB RAM, WINDOWS)



SERVICE	HOUR
Amazon EC2	\$0.072
IBM SoftLayer	\$0.142
CenturyLink	\$0.160
HP Helion	\$0.180
Rackspace	\$0.188
Verizon	\$0.196
Google	\$0.206
Microsoft Azure	\$0.296
Joyent	\$0.300
DigitalOcean	N/A

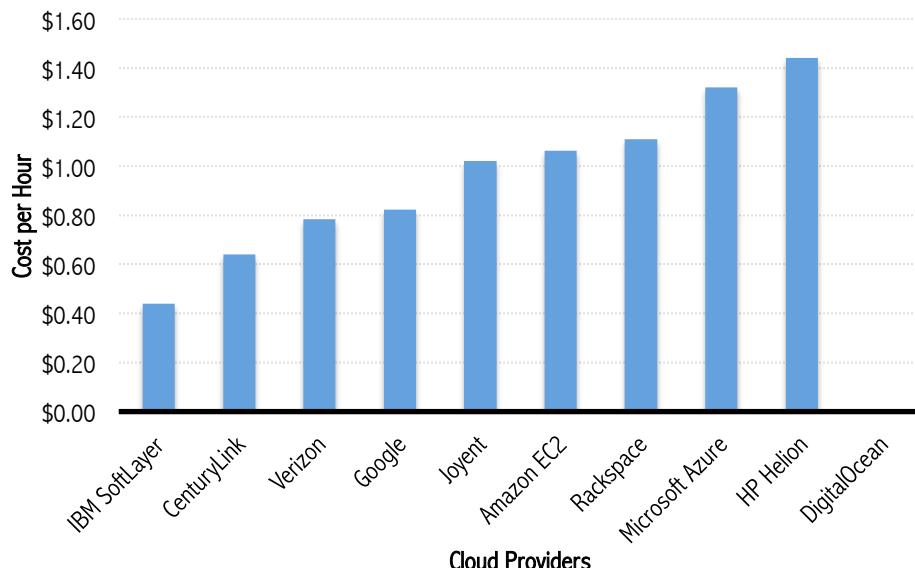


## LARGE HOURLY INSTANCE (4 Core, 8GB RAM, WINDOWS)



SERVICE	HOUR
IBM SoftLayer	\$0.248
CenturyLink	\$0.320
HP Helion	\$0.360
Rackspace	\$0.376
Verizon	\$0.392
Google	\$0.412
Amazon EC2	\$0.532
Joyent	\$0.540
Microsoft Azure	\$0.684
DigitalOcean	N/A

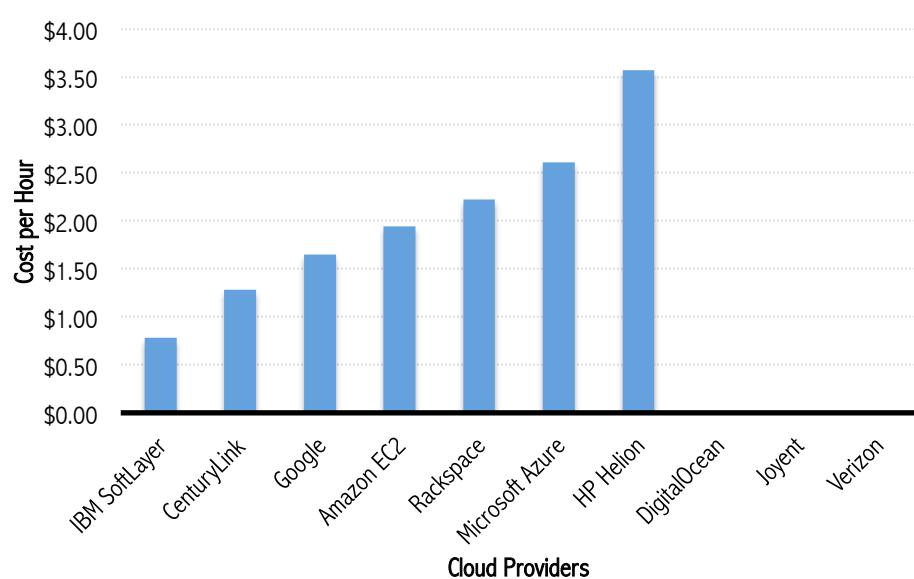
## XLARGE HOURLY INSTANCE (8 Core, 16GB RAM, WINDOWS)



SERVICE	HOUR
IBM SoftLayer	\$0.440
CenturyLink	\$0.640
Verizon	\$0.784
Google	\$0.824
Joyent	\$1.020
Amazon EC2	\$1.064
Rackspace	\$1.110
Microsoft Azure	\$1.320
HP Helion	\$1.440
DigitalOcean	N/A



## 2XLARGE HOURLY INSTANCE (16 Core, 32GB RAM, WINDOWS)



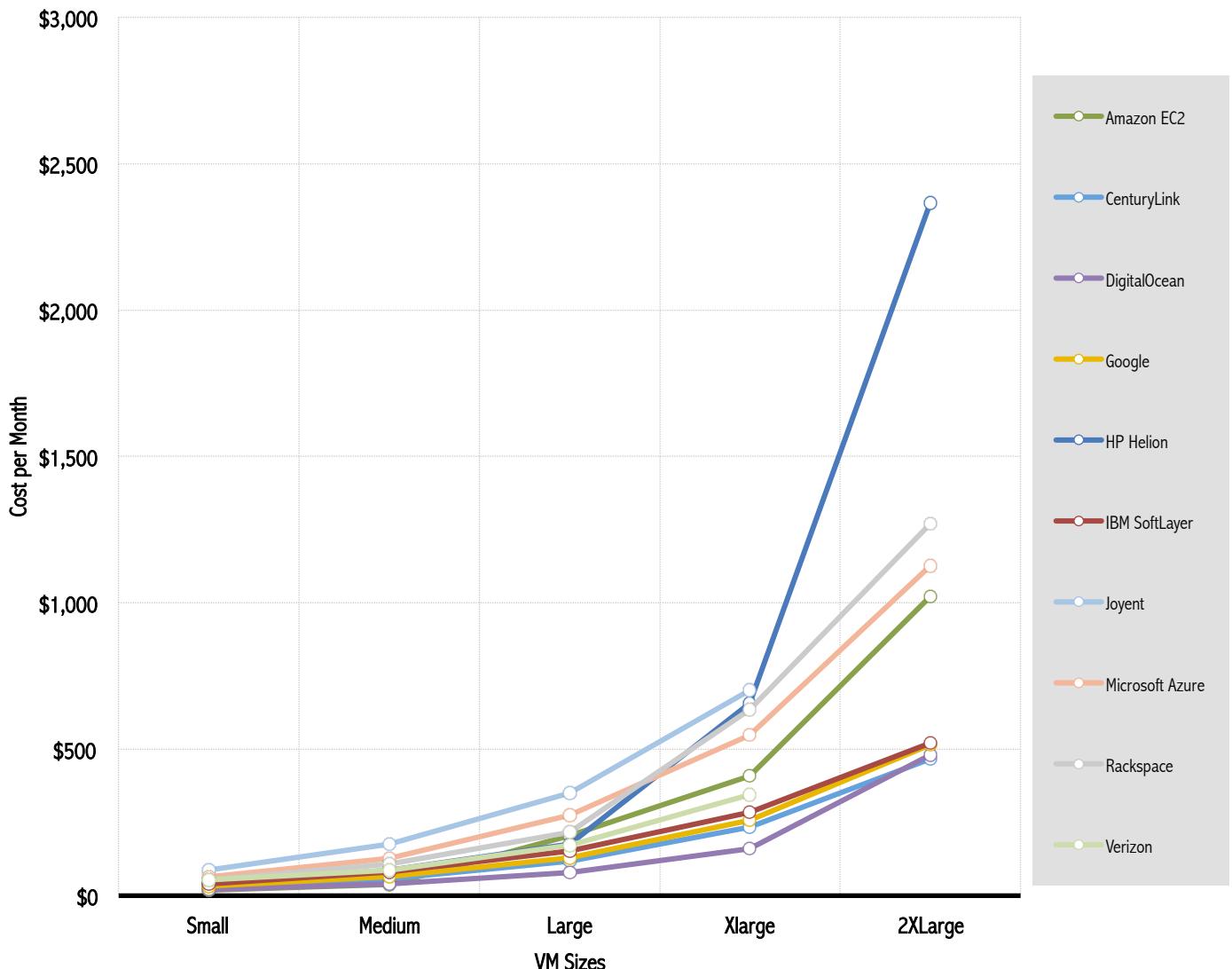
SERVICE	HOUR
IBM SoftLayer	\$0.780
CenturyLink	\$1.280
Google	\$1.648
Amazon EC2	\$1.944
Rackspace	\$2.220
Microsoft Azure	\$2.611
HP Helion	\$3.570
DigitalOcean	N/A
Joyent	N/A
Verizon	N/A



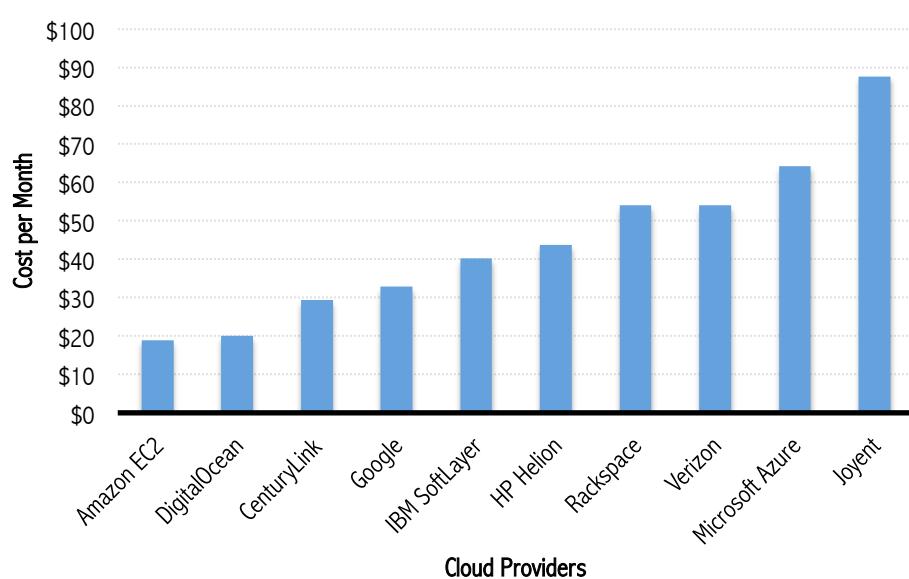
## MONTHLY PRICE Linux

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$18.98	\$29.35	<b>\$20.00</b>	\$32.85	\$43.80	<b>\$40.20</b>	\$87.60	\$64.24	\$54.02	\$54.02
Medium	\$37.96	\$58.55	<b>\$40.00</b>	\$64.97	\$87.60	<b>\$80.40</b>	\$175.20	\$128.48	\$108.04	\$86.14
Large	\$204.40	\$116.95	<b>\$80.00</b>	\$129.21	\$175.20	<b>\$153.60</b>	\$350.40	\$274.48	\$216.08	\$172.28
Xlarge	\$408.80	\$233.75	<b>\$160.00</b>	\$257.69	\$657.00	<b>\$285.60</b>	\$700.80	\$548.96	\$635.10	\$344.56
2XLarge	\$1022.00	\$467.35	<b>\$480.00</b>	\$515.38	\$2365.20	<b>\$520.80</b>	-	\$1125.66	\$1270.20	-

\*Prices in red are discounted prices.

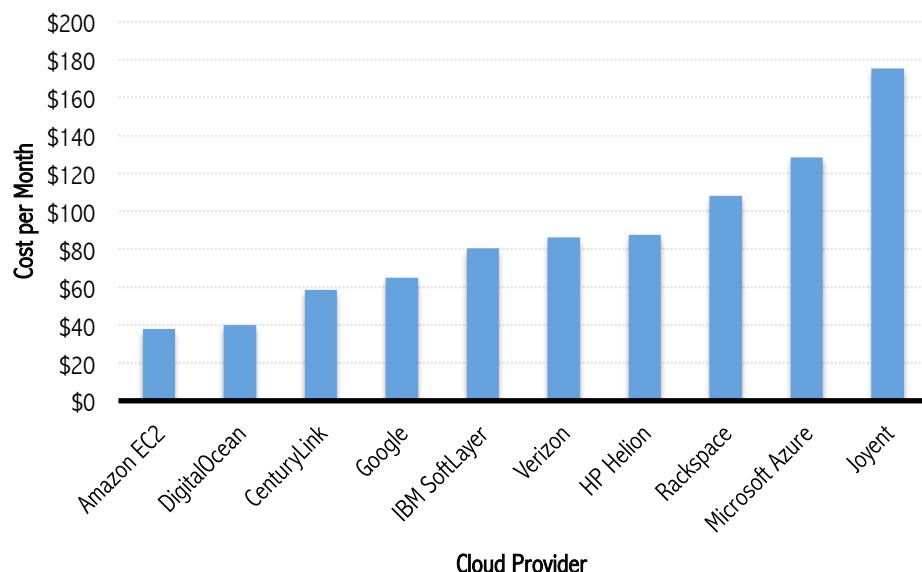


## SMALL MONTHLY INSTANCE (1 Core, 2GB RAM, LINUX)



SERVICE	MONTH
Amazon EC2	\$18.98
DigitalOcean	\$20.00
CenturyLink	\$29.35
Google	\$32.85
IBM SoftLayer	\$40.20
HP Helion	\$43.80
Rackspace	\$54.02
Verizon	\$54.02
Microsoft Azure	\$64.24
Joyent	\$87.60

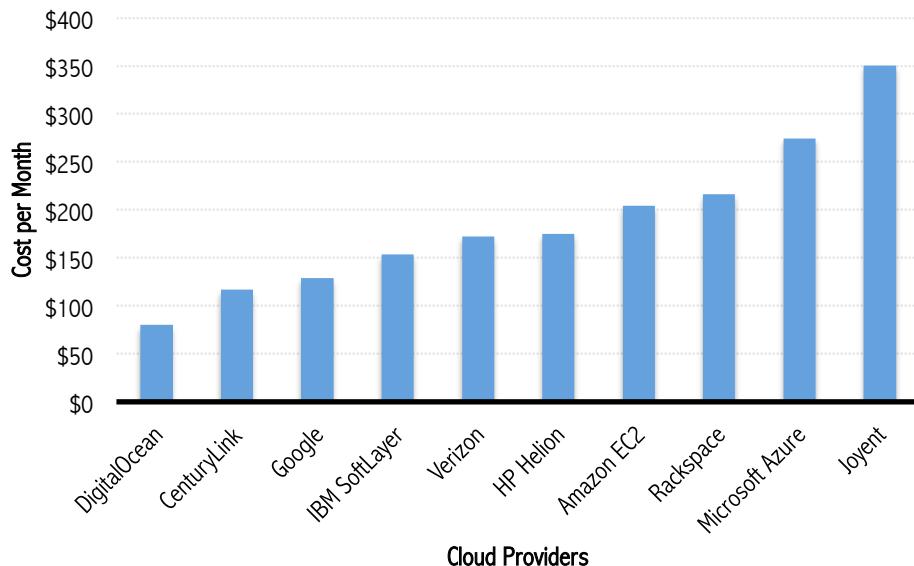
## MEDIUM MONTHLY INSTANCE (2 Core, 4GB RAM, LINUX)



SERVICE	MONTH
Amazon EC2	\$37.96
DigitalOcean	\$40.00
CenturyLink	\$58.55
Google	\$64.97
IBM SoftLayer	\$80.40
Verizon	\$86.14
HP Helion	\$87.60
Rackspace	\$108.04
Microsoft Azure	\$128.48
Joyent	\$175.20

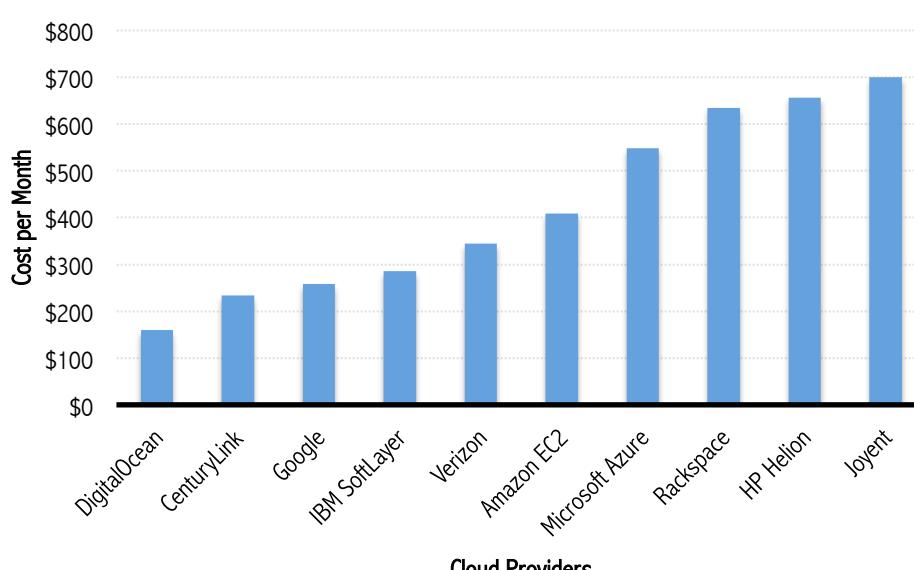


## LARGE MONTHLY INSTANCE (4 Core, 8GB RAM, LINUX)



SERVICE	MONTH
DigitalOcean	\$80.00
CenturyLink	\$116.95
Google	\$129.21
IBM SoftLayer	\$153.60
Verizon	\$172.28
HP Helion	\$175.20
Amazon EC2	\$204.40
Rackspace	\$216.08
Microsoft Azure	\$274.48
Joyent	\$350.40

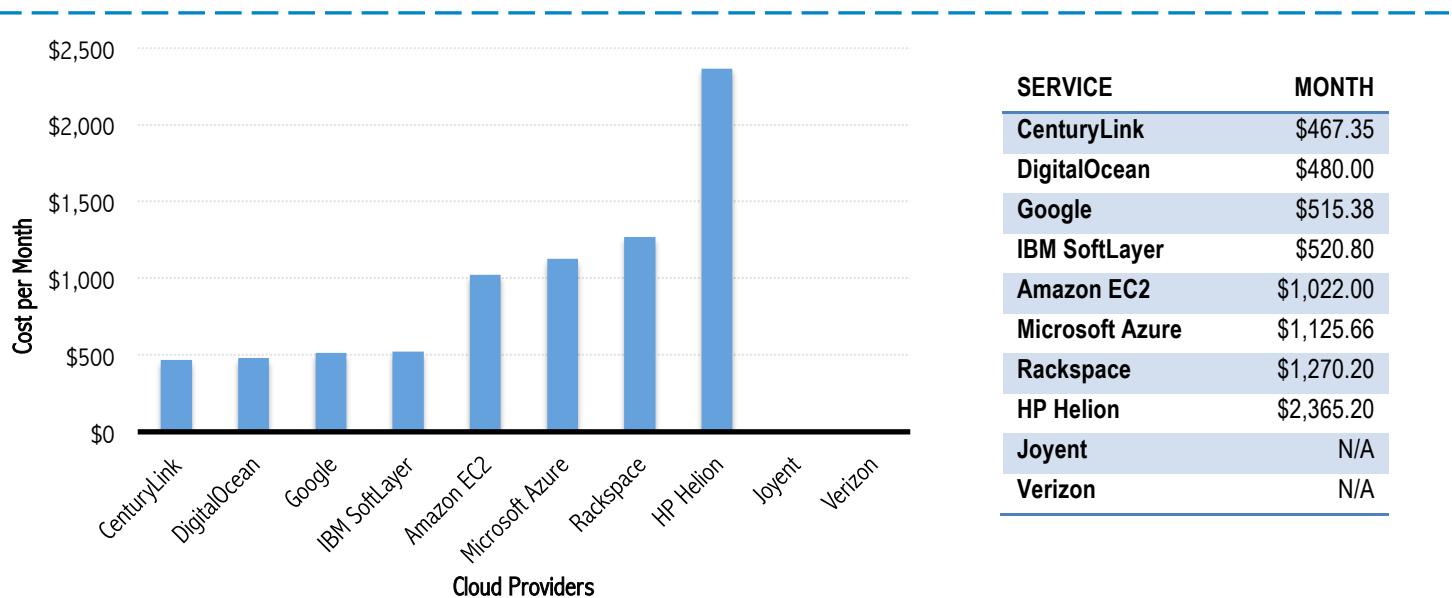
## XLARGE MONTHLY INSTANCE (8 Core, 16GB RAM, LINUX)



SERVICE	MONTH
DigitalOcean	\$160.00
CenturyLink	\$233.75
Google	\$257.69
IBM SoftLayer	\$285.60
Verizon	\$344.56
Amazon EC2	\$408.80
Microsoft Azure	\$548.96
Rackspace	\$635.10
HP Helion	\$657.00
Joyent	\$700.80



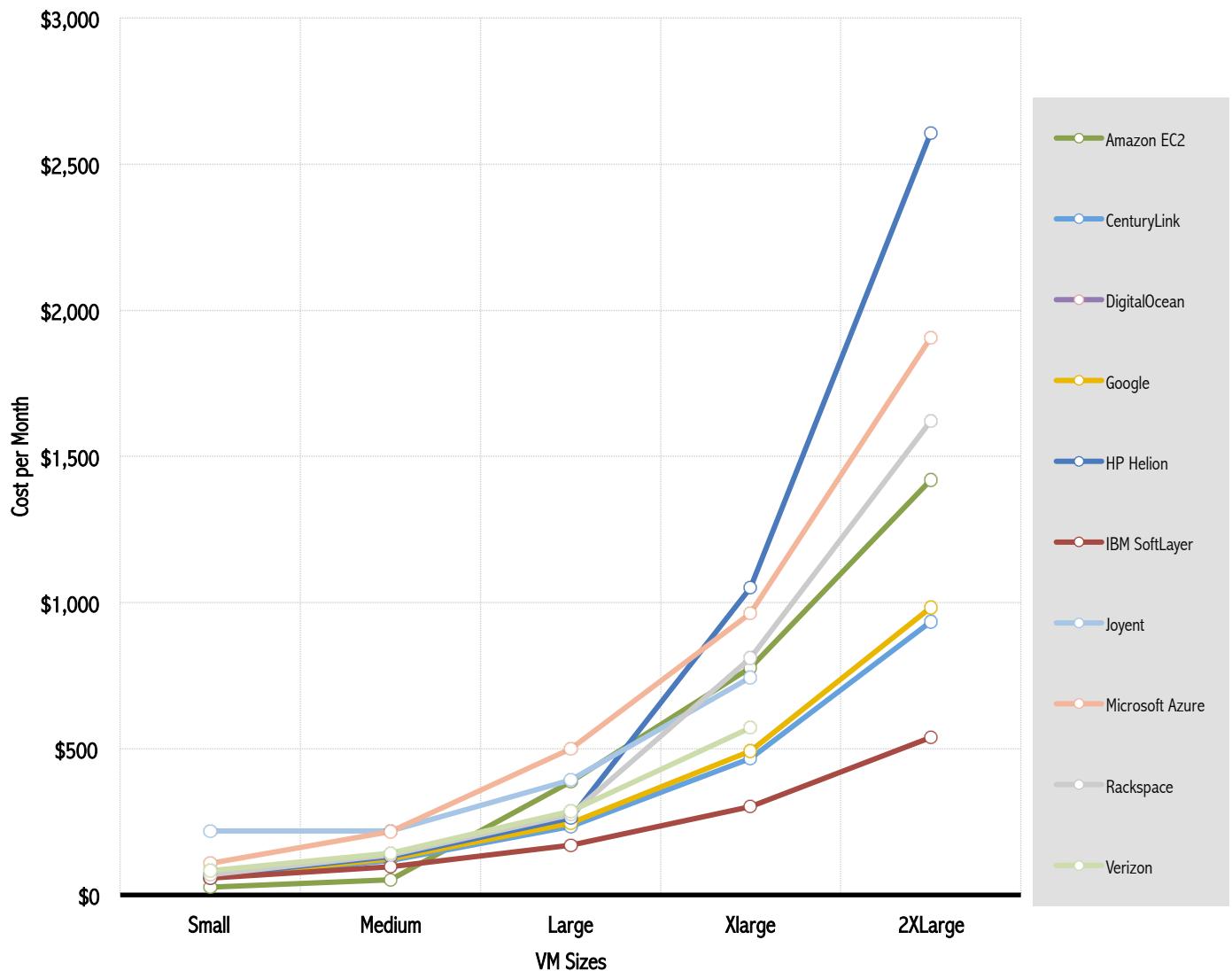
## 2XLARGE MONTHLY INSTANCE (16 Core, 32GB RAM, LINUX)



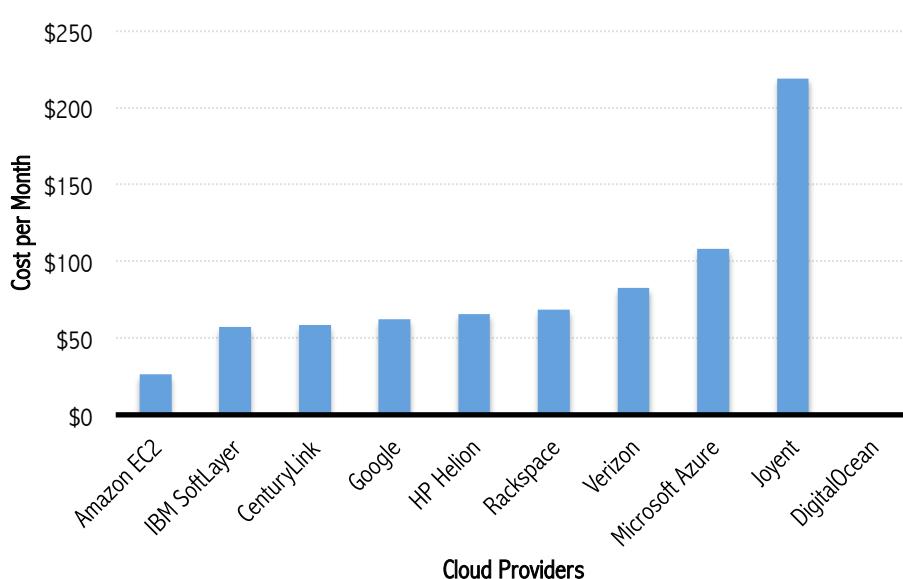
### MONTHLY PRICE Windows

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$26.28	\$58.55	-	\$62.05	\$65.70	<b>\$57.20</b>	\$219.00	\$108.04	\$68.62	\$82.49
Medium	\$52.56	\$116.95	-	\$123.37	\$131.40	<b>\$97.40</b>	\$219.00	\$216.08	\$137.24	\$143.08
Large	\$388.36	\$233.75	-	\$246.01	\$262.80	<b>\$170.60</b>	\$394.20	\$499.32	\$274.48	\$286.16
Xlarge	\$776.72	\$467.35	-	\$491.29	\$1051.20	<b>\$302.60</b>	\$744.60	\$963.60	\$810.30	\$572.32
2XLarge	\$1419.12	\$934.55	-	\$982.58	\$2606.10	<b>\$537.80</b>	-	\$1906.03	\$1620.60	-

\*Prices in red are discounted prices.

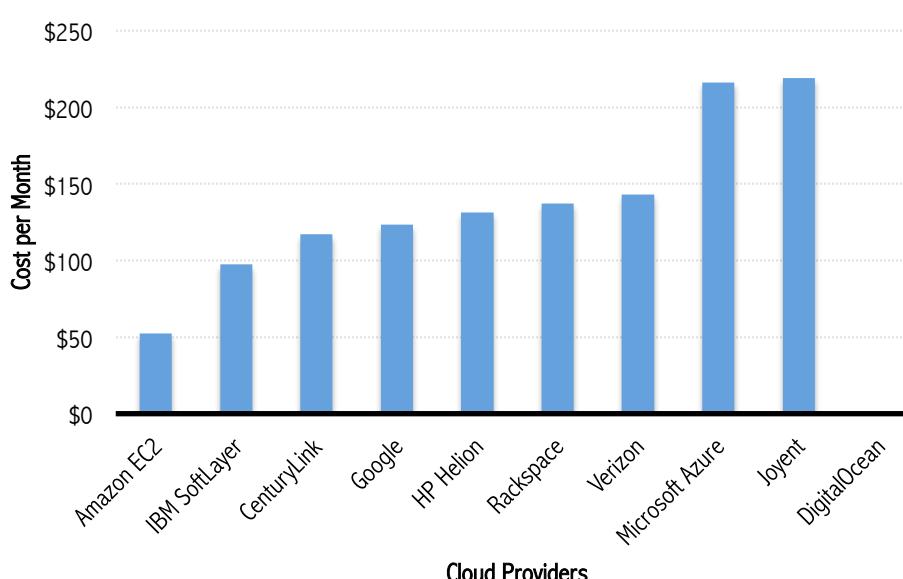


### SMALL MONTHLY INSTANCE (1 Core, 2GB RAM, WINDOWS)



SERVICE	MONTH
Amazon EC2	\$26.28
IBM SoftLayer	\$57.20
CenturyLink	\$58.55
Google	\$62.05
HP Helion	\$65.70
Rackspace	\$68.62
Verizon	\$82.49
Microsoft Azure	\$108.04
Joyent	\$219.00
DigitalOcean	N/A

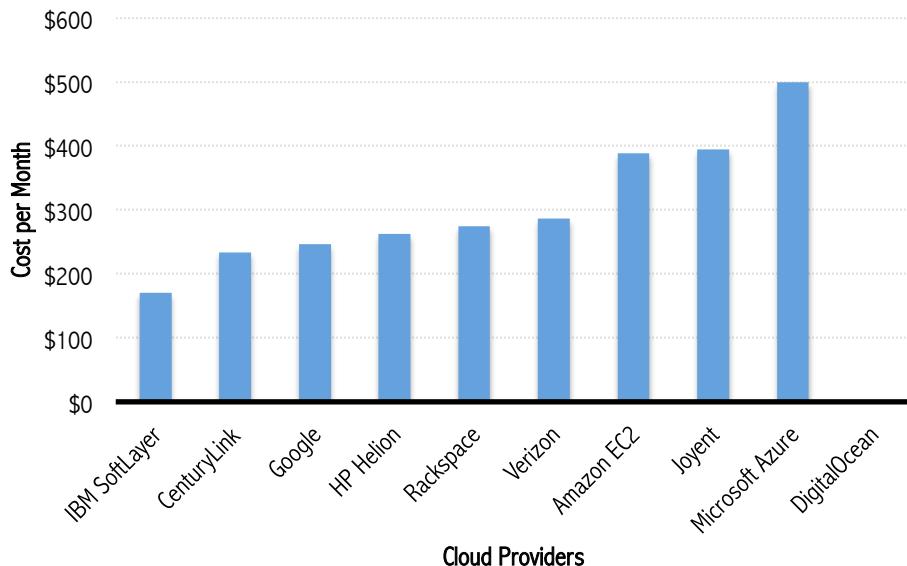
### MEDIUM MONTHLY INSTANCE (2 Core, 4GB RAM, WINDOWS)



SERVICE	MONTH
Amazon EC2	\$52.56
IBM SoftLayer	\$97.40
CenturyLink	\$116.95
Google	\$123.37
HP Helion	\$131.40
Rackspace	\$137.24
Verizon	\$143.08
Microsoft Azure	\$216.08
Joyent	\$219.00
DigitalOcean	N/A

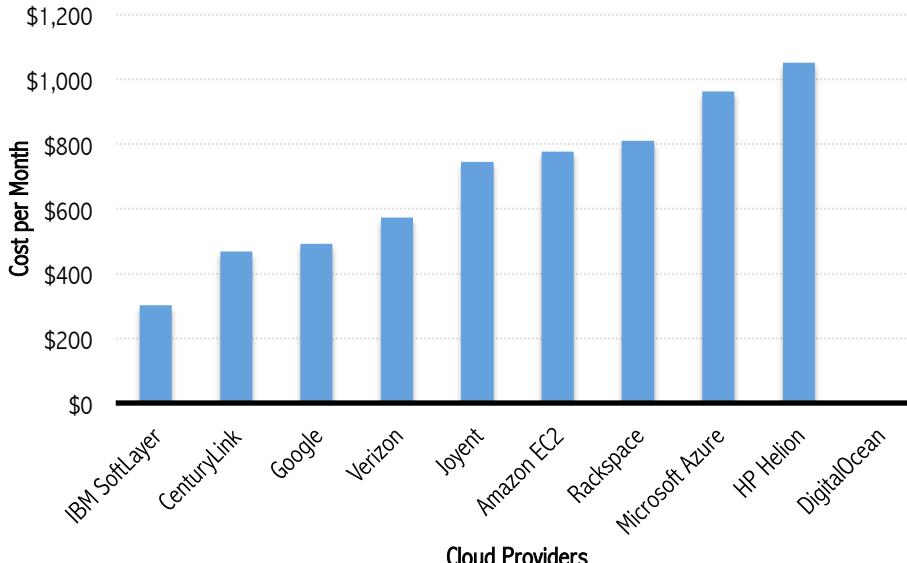


## LARGE MONTHLY INSTANCE (4 Core, 8GB RAM, WINDOWS)



SERVICE	MONTH
IBM SoftLayer	\$170.60
CenturyLink	\$233.75
Google	\$246.01
HP Helion	\$262.80
Rackspace	\$274.48
Verizon	\$286.16
Amazon EC2	\$388.36
Joyent	\$394.20
Microsoft Azure	\$499.32
DigitalOcean	N/A

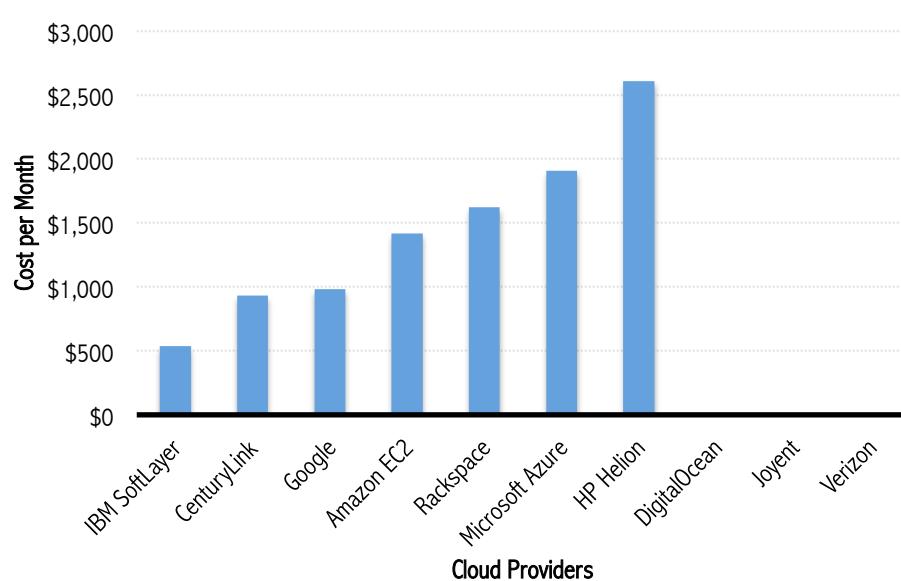
## XLARGE MONTHLY INSTANCE (8 Core, 16GB RAM, WINDOWS)



SERVICE	MONTH
IBM SoftLayer	\$302.60
CenturyLink	\$467.35
Google	\$491.29
Verizon	\$572.32
Joyent	\$744.60
Amazon EC2	\$776.72
Rackspace	\$810.30
Microsoft Azure	\$963.60
HP Helion	\$1,051.20
DigitalOcean	N/A



## 2XLARGE MONTHLY INSTANCE (16 Core, 32GB RAM, WINDOWS)



SERVICE	MONTH
IBM SoftLayer	\$537.80
CenturyLink	\$934.55
Google	\$982.58
Amazon EC2	\$1,419.12
Rackspace	\$1,620.60
Microsoft Azure	\$1,906.03
HP Helion	\$2,606.10
DigitalOcean	N/A
Joyent	N/A
Verizon	N/A

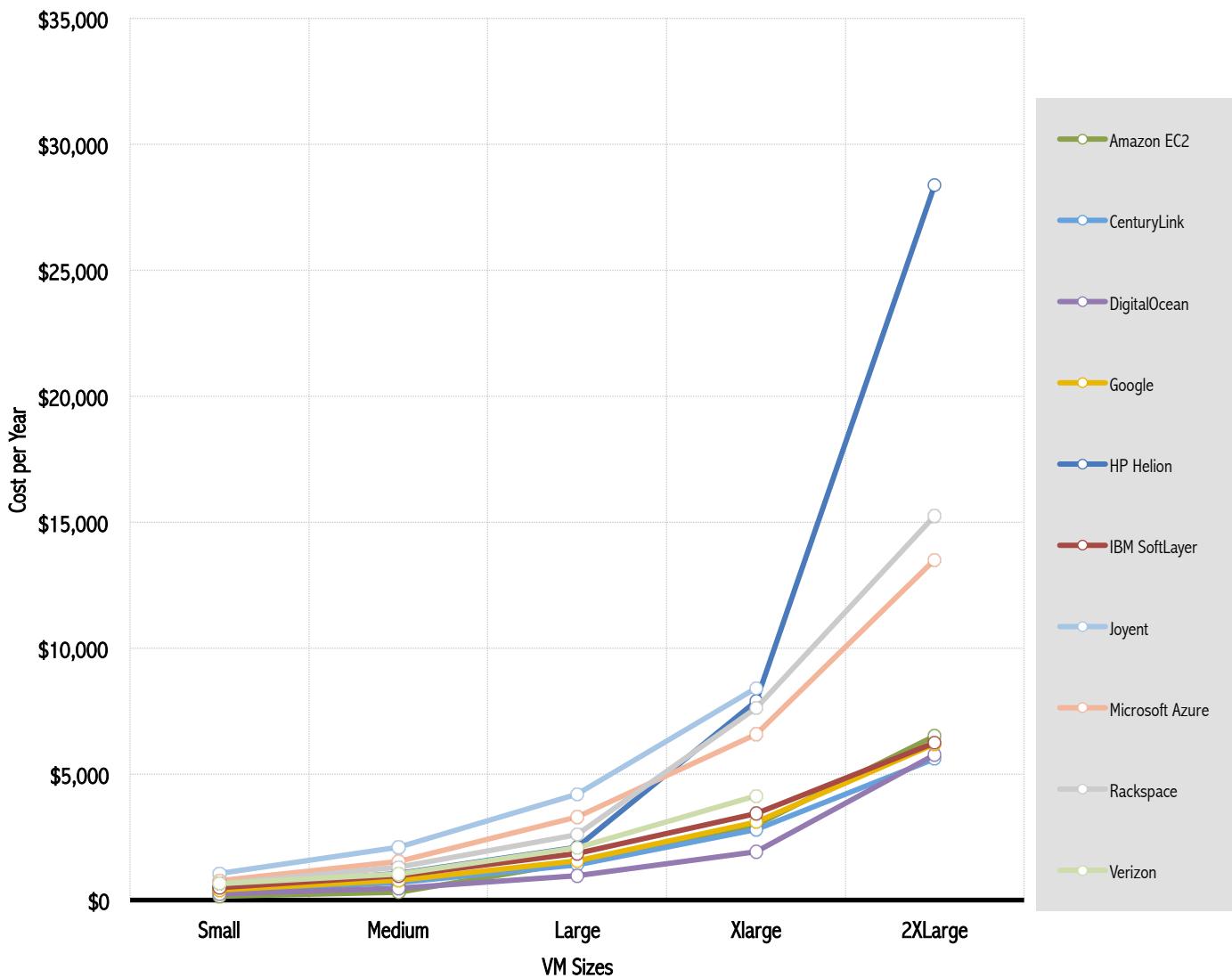


## ANNUAL PRICE

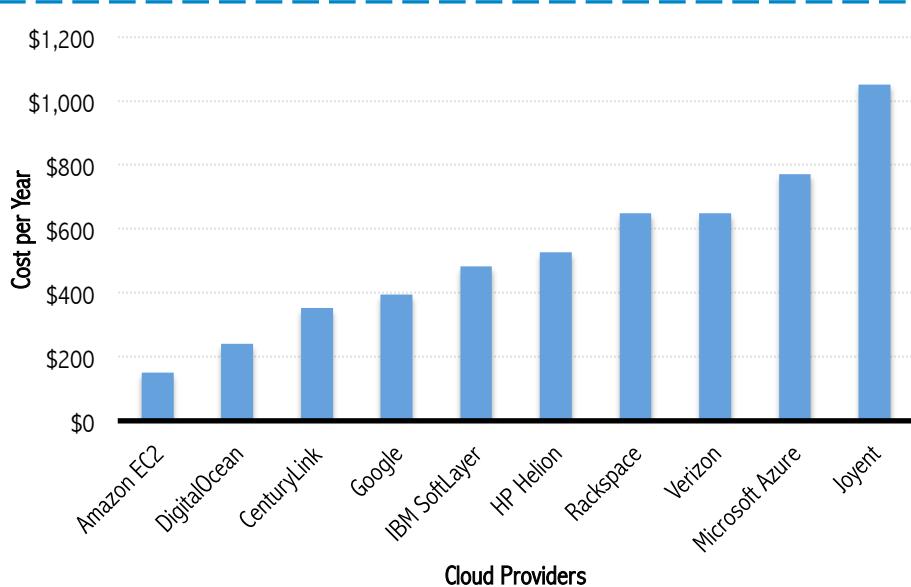
### Linux

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$151	\$352	\$240	\$394	\$526	\$482	\$1051	\$771	\$648	\$648
Medium	\$302	\$703	\$480	\$780	\$1051	\$965	\$2102	\$1542	\$1296	\$1034
Large	\$1503	\$1403	\$960	\$1551	\$2102	\$1843	\$4205	\$3294	\$2593	\$2067
Xlarge	\$2989	\$2805	\$1920	\$3092	\$7884	\$3427	\$8410	\$6588	\$7621	\$4135
2XLarge	\$6507	\$5608	\$5760	\$6185	\$28382	\$6250	-	\$13508	\$15242	-

\*Prices in red are discounted prices.

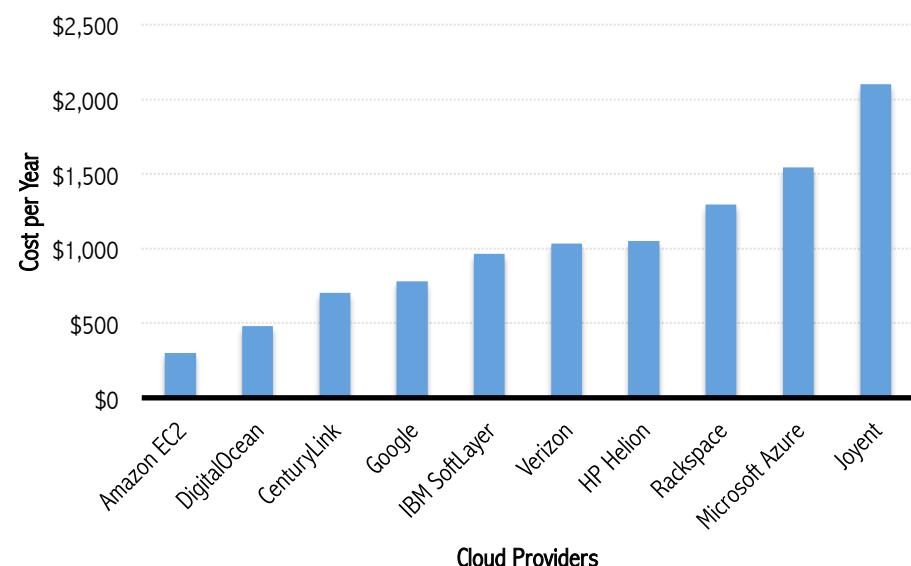


### SMALL ANNUAL INSTANCE (1 Core, 2GB RAM, LINUX)



SERVICE	YEAR
Amazon EC2	\$151
DigitalOcean	\$240
CenturyLink	\$352
Google	\$394
IBM SoftLayer	\$482
HP Helion	\$526
Rackspace	\$648
Verizon	\$648
Microsoft Azure	\$771
Joyent	\$1,051

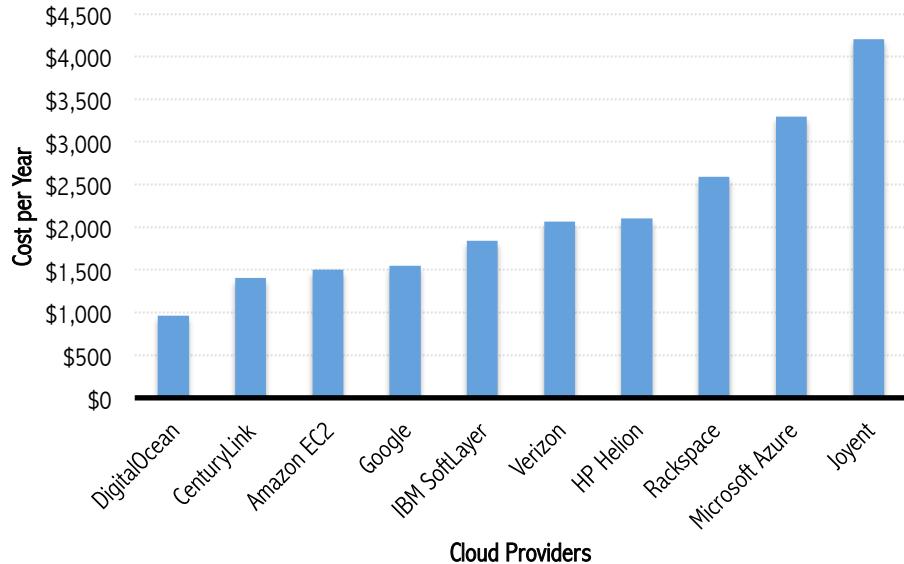
### MEDIUM ANNUAL INSTANCE (2 Core, 4GB RAM, LINUX)



SERVICE	YEAR
Amazon EC2	\$302
DigitalOcean	\$480
CenturyLink	\$703
Google	\$780
IBM SoftLayer	\$965
Verizon	\$1,034
HP Helion	\$1,051
Rackspace	\$1,296
Microsoft Azure	\$1,542
Joyent	\$2,102

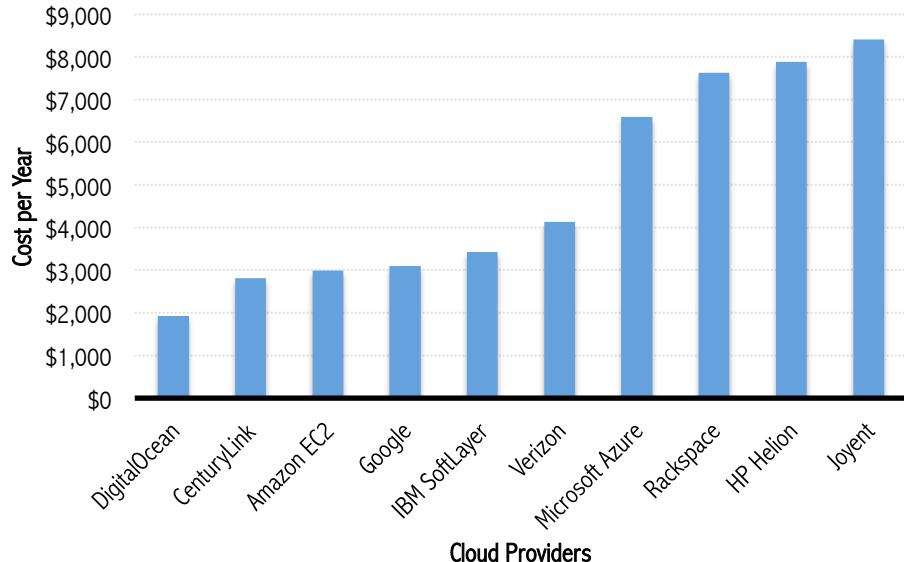


### LARGE ANNUAL INSTANCE (4 Core, 8GB RAM, LINUX)



SERVICE	YEAR
DigitalOcean	\$960
CenturyLink	\$1,403
Amazon EC2	\$1,503
Google	\$1,551
IBM SoftLayer	\$1,843
Verizon	\$2,067
HP Helion	\$2,102
Rackspace	\$2,593
Microsoft Azure	\$3,294
Joyent	\$4,205

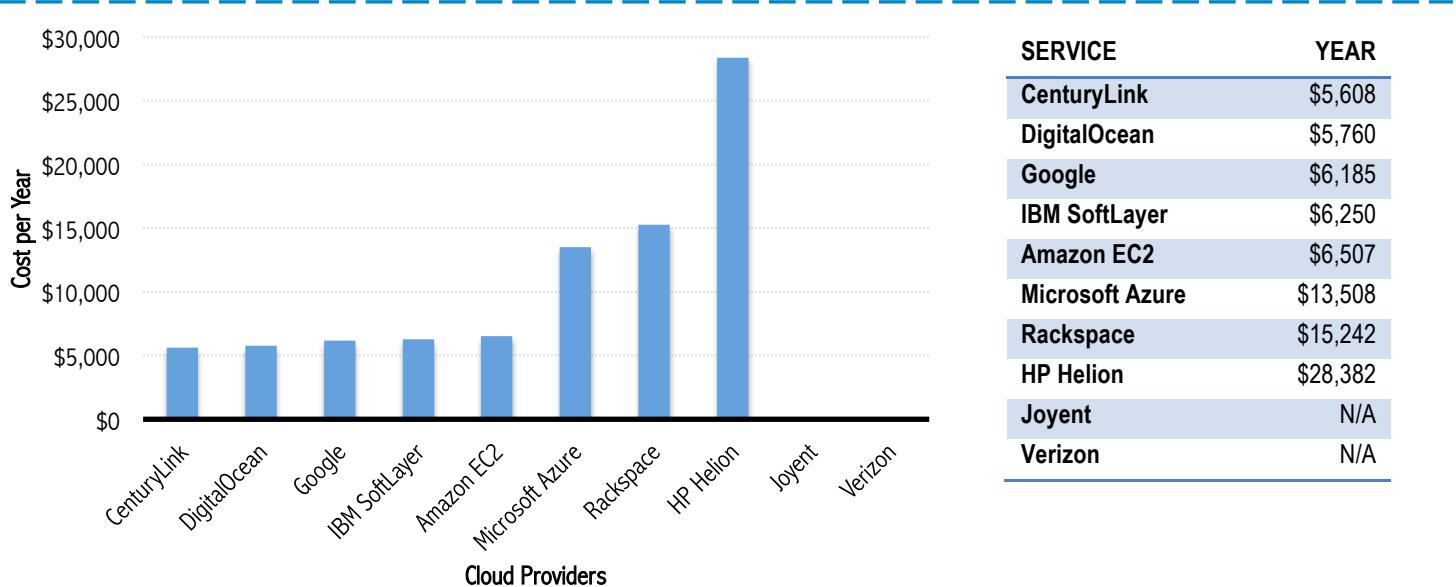
### XLARGE ANNUAL INSTANCE (8 Core, 16GB RAM, LINUX)



SERVICE	YEAR
DigitalOcean	\$1,920
CenturyLink	\$2,805
Amazon EC2	\$2,989
Google	\$3,092
IBM SoftLayer	\$3,427
Verizon	\$4,135
Microsoft Azure	\$6,588
Rackspace	\$7,621
HP Helion	\$7,884
Joyent	\$8,410



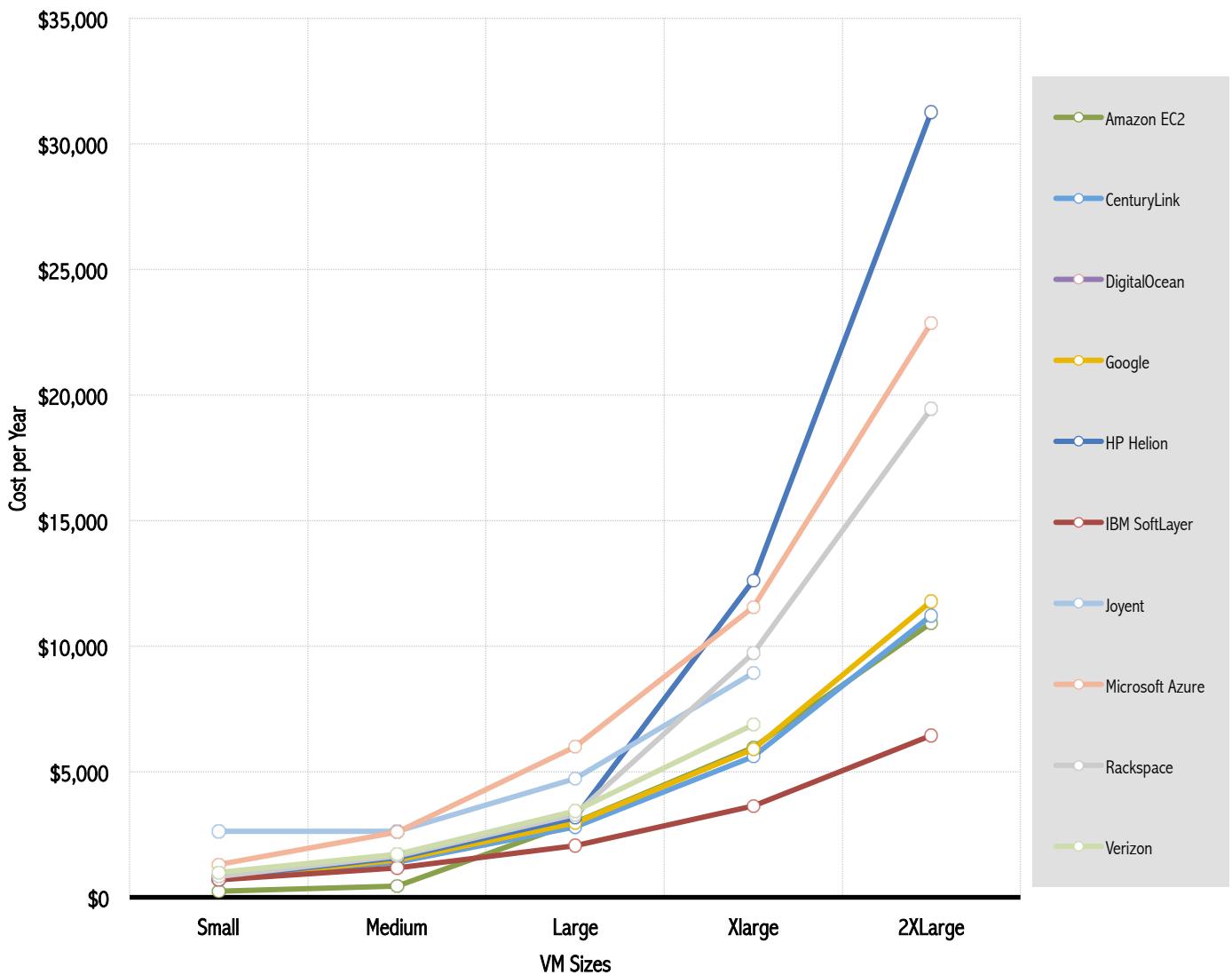
## 2XLARGE ANNUAL INSTANCE (16 Core, 32GB RAM, LINUX)



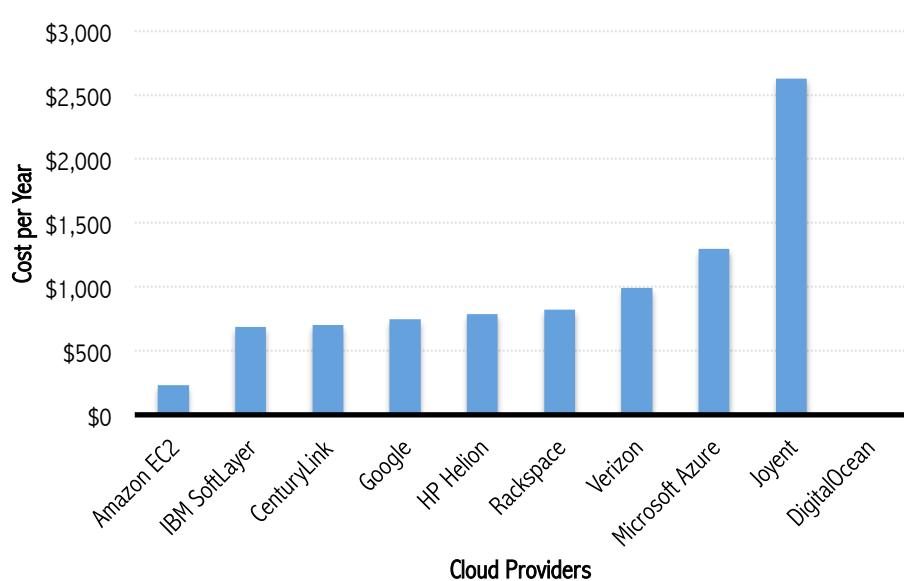
### ANNUAL PRICE Windows

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$232	\$703	-	\$745	\$788	\$686	\$2628	\$1296	\$823	\$990
Medium	\$455	\$1403	-	\$1480	\$1577	\$1169	\$2628	\$2593	\$1647	\$1717
Large	\$2987	\$2805	-	\$2952	\$3154	\$2047	\$4730	\$5992	\$3294	\$3434
Xlarge	\$5965	\$5608	-	\$5895	\$12614	\$3631	\$8935	\$11563	\$9724	\$6868
2XLarge	\$10932	\$11215	-	\$11791	\$31273	\$6454	-	\$22872	\$19447	-

\*Prices in red are discounted prices.

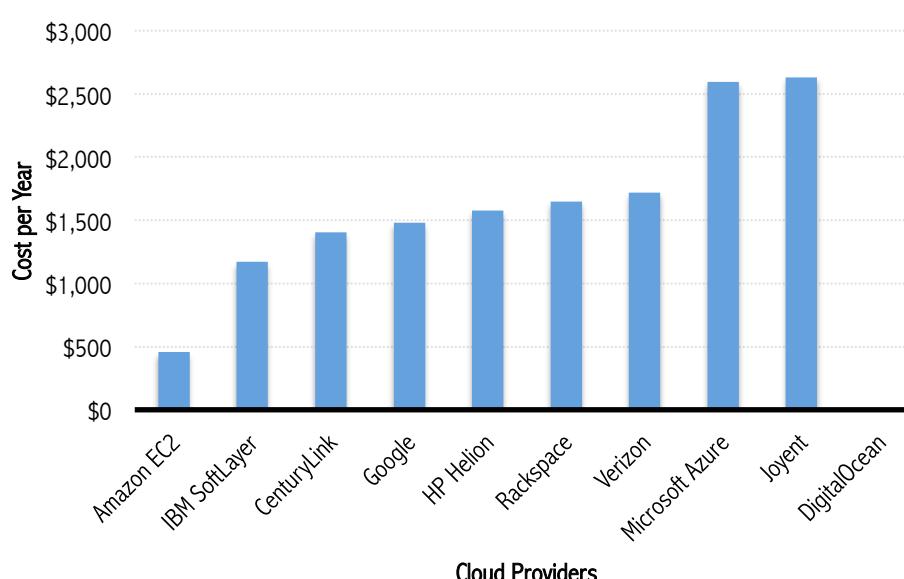


### SMALL ANNUAL INSTANCE (1 Core, 2GB RAM, WINDOWS)



Service	Year
Amazon EC2	\$232
IBM SoftLayer	\$686
CenturyLink	\$703
Google	\$745
HP Helion	\$788
Rackspace	\$823
Verizon	\$990
Microsoft Azure	\$1,296
Joyent	\$2,628
DigitalOcean	N/A

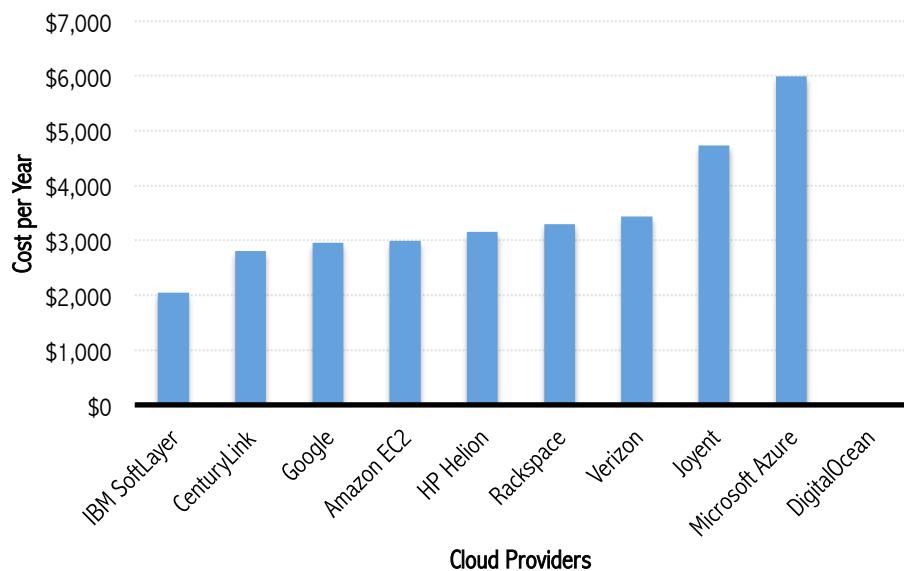
### MEDIUM ANNUAL INSTANCE (2 Core, 4GB RAM, WINDOWS)



Service	Year
Amazon EC2	\$455
IBM SoftLayer	\$1,169
CenturyLink	\$1,403
Google	\$1,480
HP Helion	\$1,577
Rackspace	\$1,647
Verizon	\$1,717
Microsoft Azure	\$2,593
Joyent	\$2,628
DigitalOcean	N/A

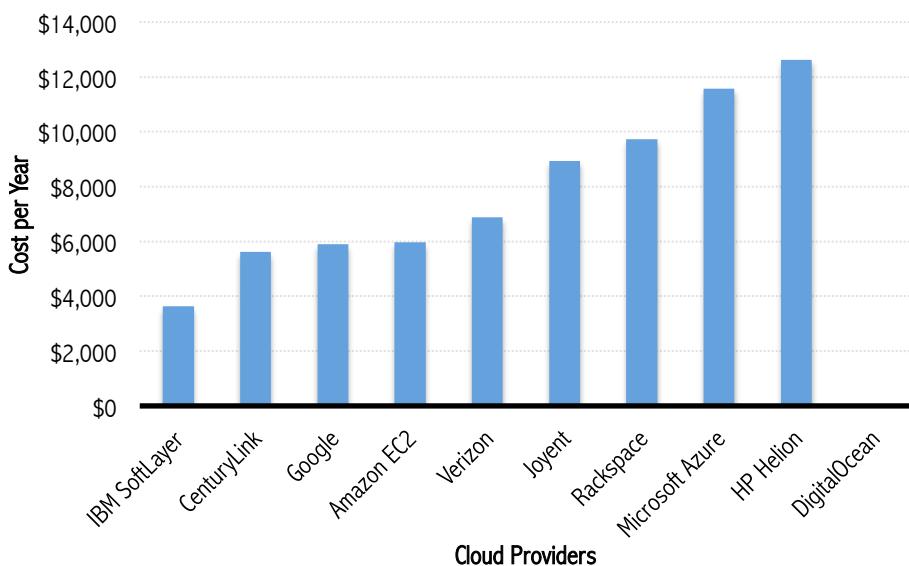


### LARGE ANNUAL INSTANCE (4 Core, 8GB RAM, WINDOWS)



SERVICE	YEAR
IBM SoftLayer	\$2,047
CenturyLink	\$2,805
Google	\$2,952
Amazon EC2	\$2,987
HP Helion	\$3,154
Rackspace	\$3,294
Verizon	\$3,434
Joyent	\$4,730
Microsoft Azure	\$5,992
DigitalOcean	N/A

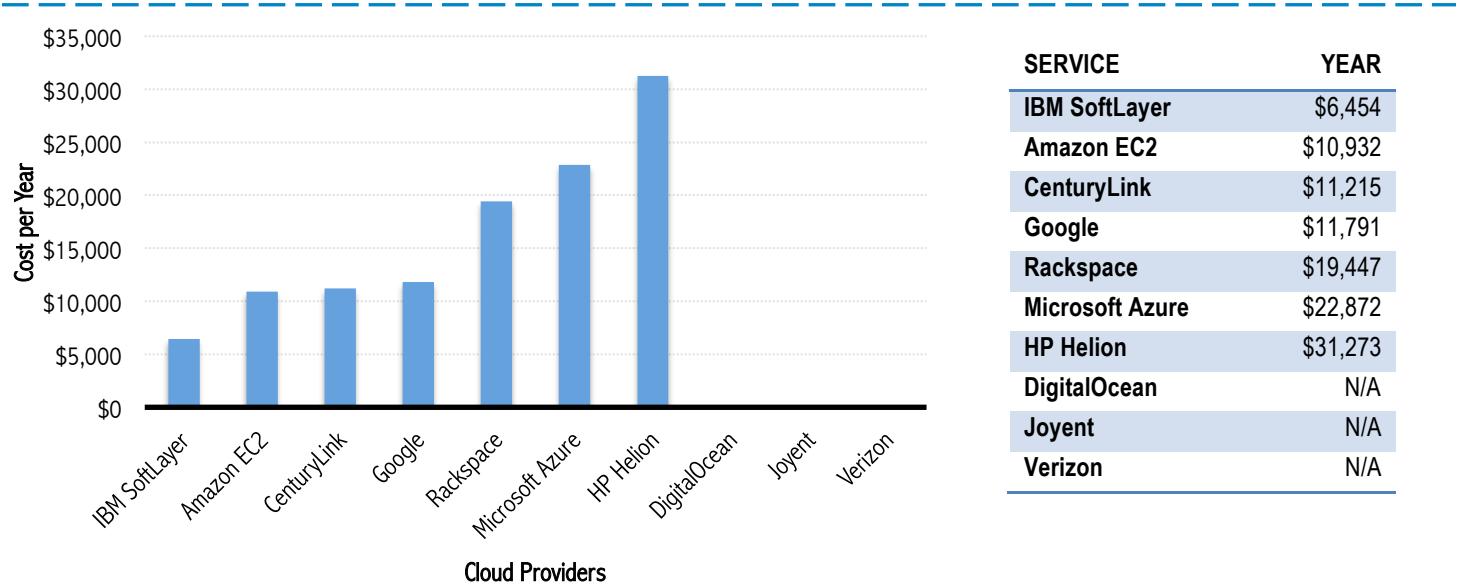
### XLARGE ANNUAL INSTANCE (8 Core, 16GB RAM, WINDOWS)



SERVICE	YEAR
IBM SoftLayer	\$3,631
CenturyLink	\$5,608
Google	\$5,895
Amazon EC2	\$5,965
Verizon	\$6,868
Joyent	\$8,935
Rackspace	\$9,724
Microsoft Azure	\$11,563
HP Helion	\$12,614
DigitalOcean	N/A



## 2XLARGE ANNUAL INSTANCE (16 Core, 32GB RAM, WINDOWS)

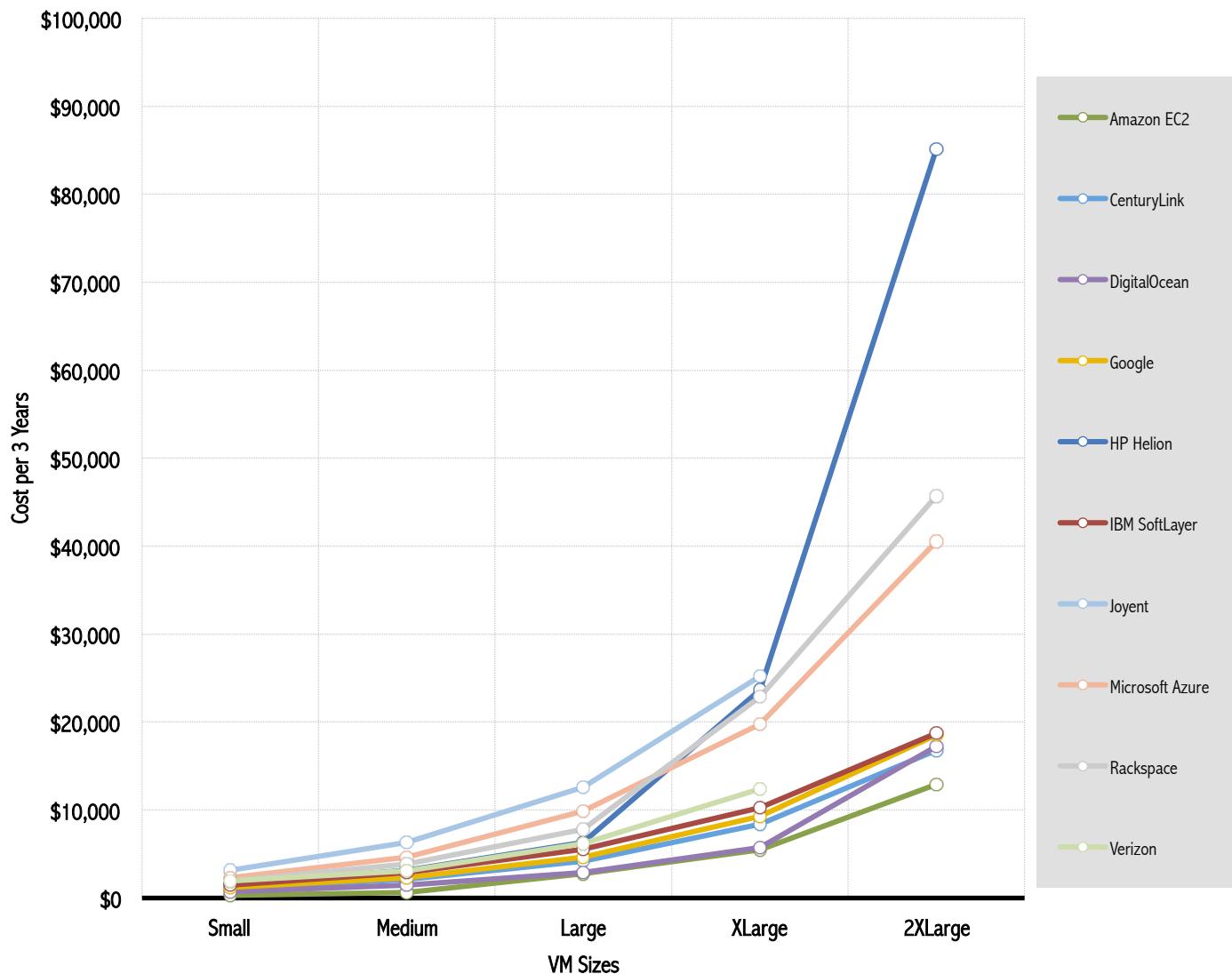


### 3-YEAR PRICE

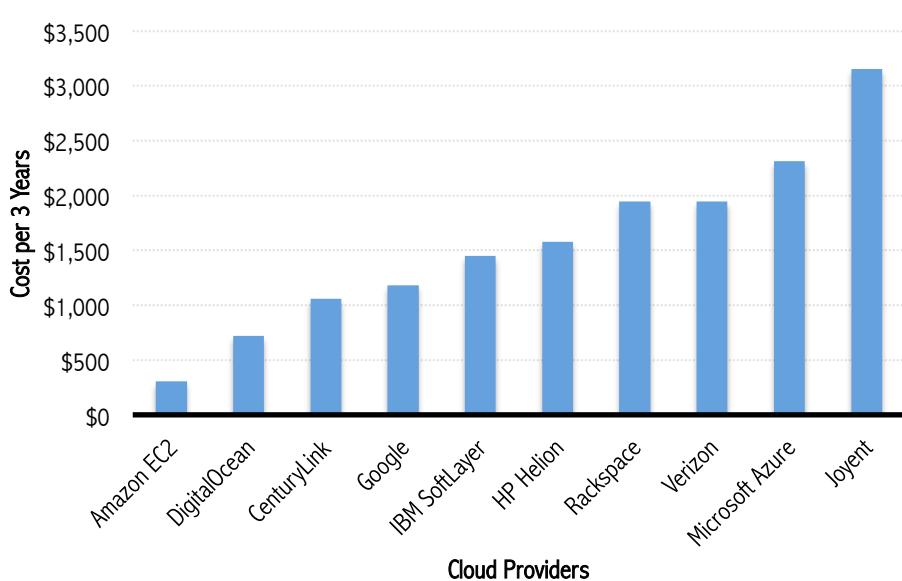
#### Linux

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$303	\$1057	\$720	\$1183	\$1577	\$1447	\$3154	\$2313	\$1945	\$1945
Medium	\$607	\$2108	\$1440	\$2339	\$3154	\$2894	\$6307	\$4625	\$3889	\$3101
Large	\$2746	\$4210	\$2880	\$4652	\$6307	\$5530	\$12614	\$9881	\$7779	\$6202
Xlarge	\$5493	\$8415	\$5760	\$9277	\$23652	\$10282	\$25229	\$19763	\$22864	\$12404
2XLarge	\$12906	\$16825	\$17280	\$18554	\$85147	\$18749	-	\$40524	\$45727	-

\*Prices in red are discounted prices.

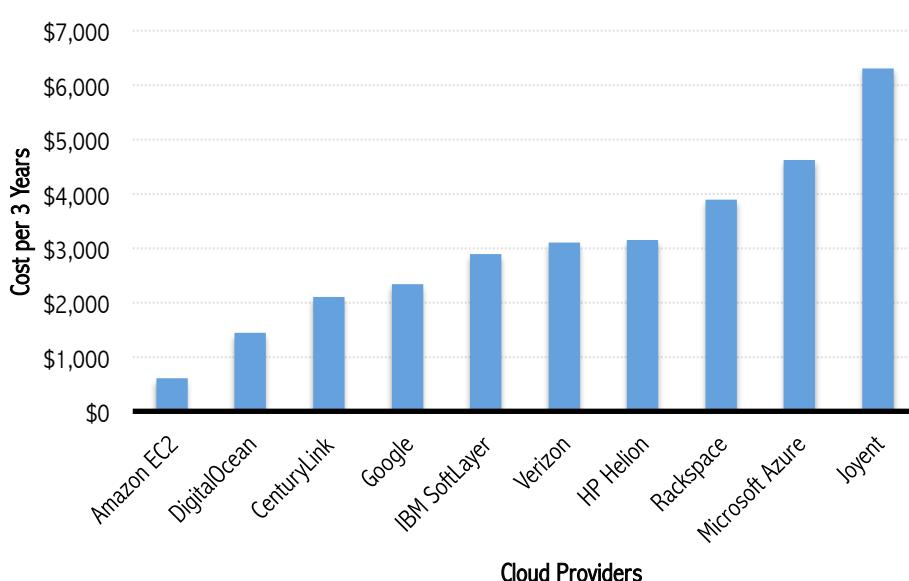


### SMALL 3-YEAR INSTANCE (1 Core, 2GB RAM, LINUX)



SERVICE	3 YEARS
Amazon EC2	\$303
DigitalOcean	\$720
CenturyLink	\$1,057
Google	\$1,183
IBM SoftLayer	\$1,447
HP Helion	\$1,577
Rackspace	\$1,945
Verizon	\$1,945
Microsoft Azure	\$2,313
Joyent	\$3,154

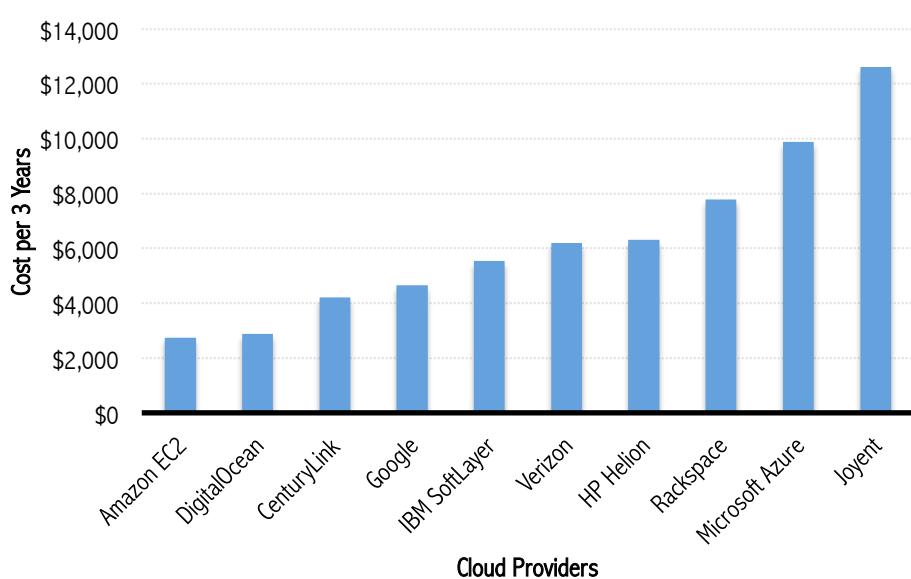
### MEDIUM 3-YEAR INSTANCE (2 Core, 4GB RAM, LINUX)



SERVICE	3 YEARS
Amazon EC2	\$607
DigitalOcean	\$1,440
CenturyLink	\$2,108
Google	\$2,339
IBM SoftLayer	\$2,894
Verizon	\$3,101
HP Helion	\$3,154
Rackspace	\$3,889
Microsoft Azure	\$4,625
Joyent	\$6,307

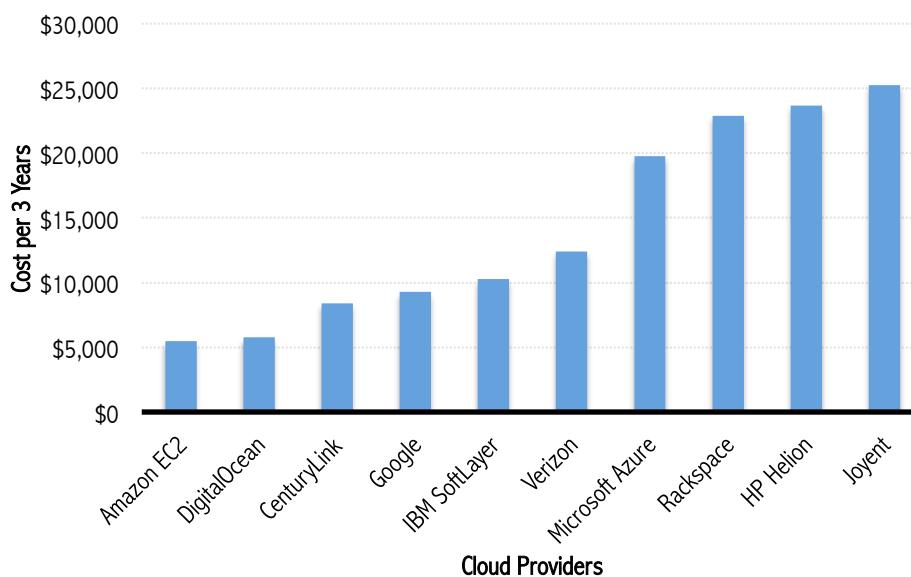


### LARGE 3-YEAR INSTANCE (4 Core, 8GB RAM, LINUX)



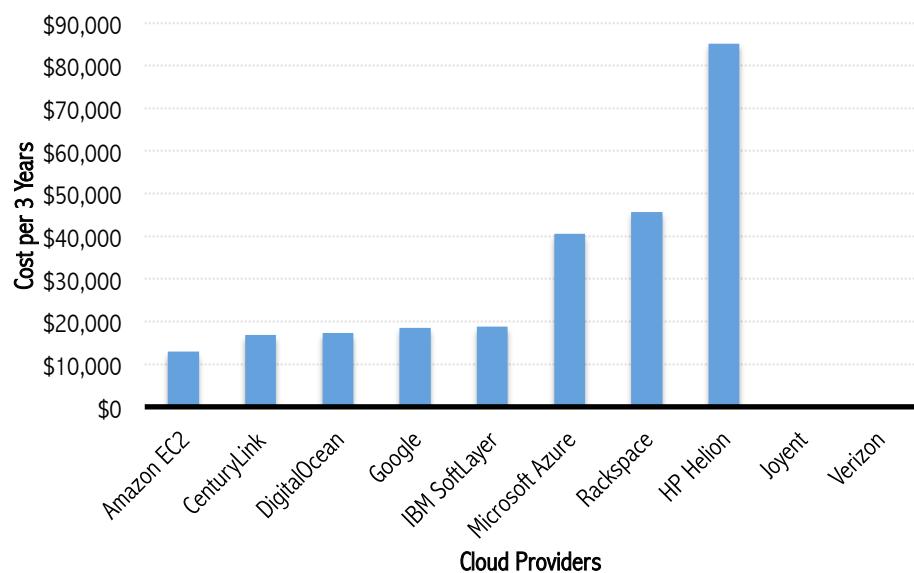
SERVICE	3 YEARS
Amazon EC2	\$2,746
DigitalOcean	\$2,880
CenturyLink	\$4,210
Google	\$4,652
IBM SoftLayer	\$5,530
Verizon	\$6,202
HP Helion	\$6,307
Rackspace	\$7,779
Microsoft Azure	\$9,881
Joyent	\$12,614

### XLARGE 3-YEAR INSTANCE (8 Core, 16GB RAM, LINUX)



SERVICE	3 YEARS
Amazon EC2	\$5,493
DigitalOcean	\$5,760
CenturyLink	\$8,415
Google	\$9,277
IBM SoftLayer	\$10,282
Verizon	\$12,404
Microsoft Azure	\$19,763
Rackspace	\$22,864
HP Helion	\$23,652
Joyent	\$25,229

## 2XLARGE 3-YEAR INSTANCE (16 Core, 32GB RAM, LINUX)



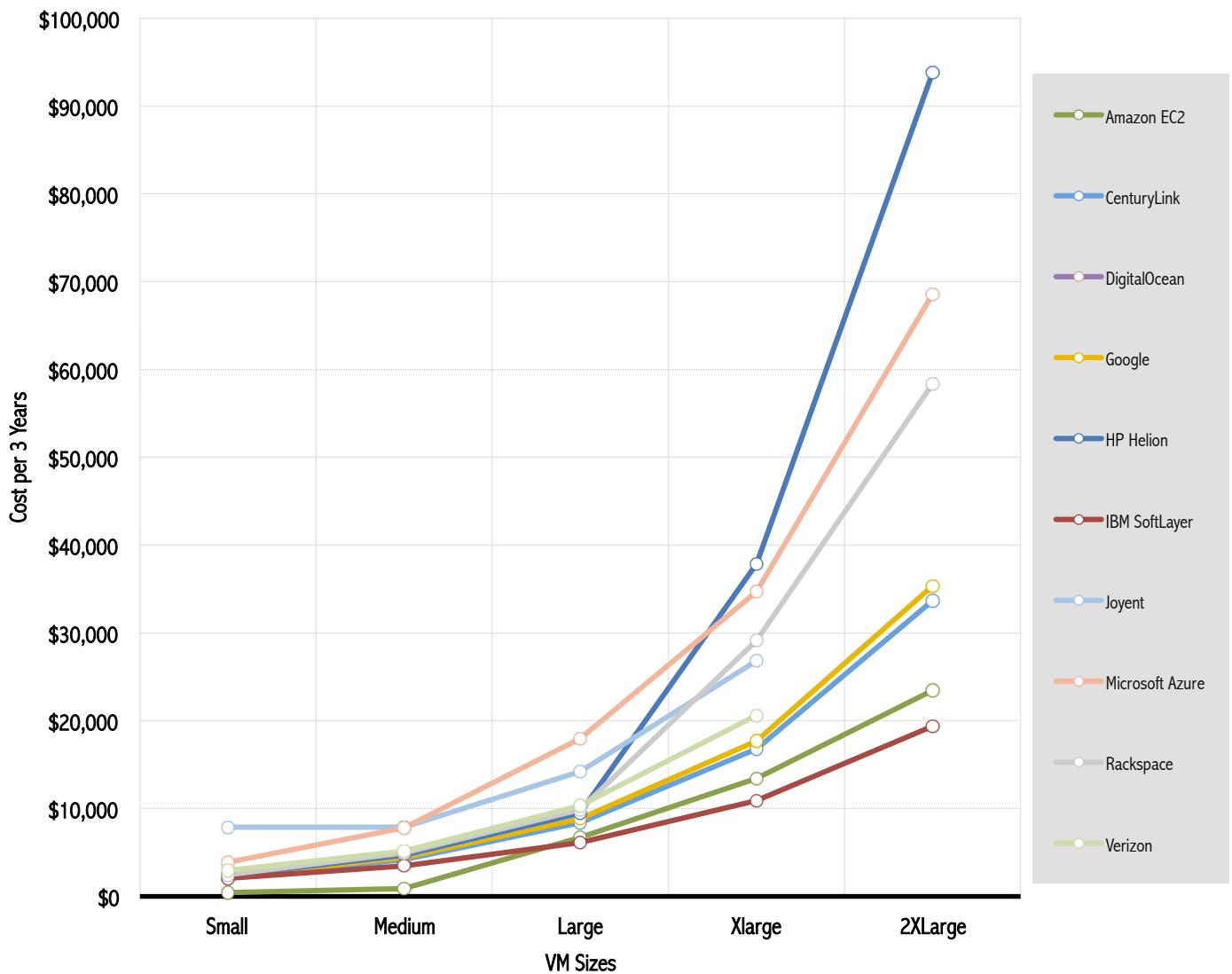
SERVICE	3 YEARS
Amazon EC2	\$12,906
CenturyLink	\$16,825
DigitalOcean	\$17,280
Google	\$18,554
IBM SoftLayer	\$18,749
Microsoft Azure	\$40,524
Rackspace	\$45,727
HP Helion	\$85,147
Joyent	N/A
Verizon	N/A



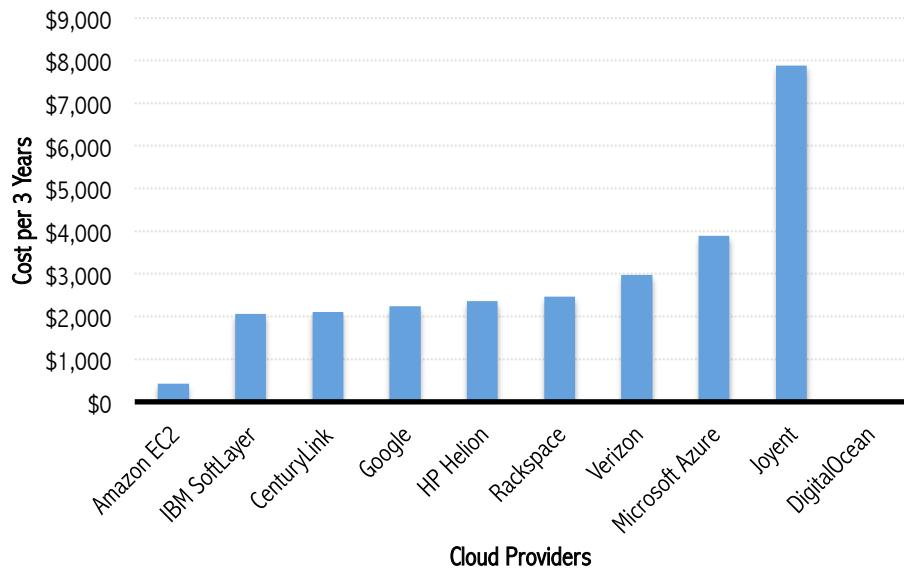
### 3-YEAR PRICE Windows

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
Small	\$430	\$2108	-	\$2234	\$2365	\$2059	\$7884	\$3889	\$2470	\$2970
Medium	\$859	\$4210	-	\$4441	\$4730	\$3506	\$7884	\$7779	\$4941	\$5151
Large	\$6708	\$8415	-	\$8856	\$9461	\$6142	\$14191	\$17976	\$9881	\$10302
Xlarge	\$13417	\$16825	-	\$17686	\$37843	\$10894	\$26806	\$34690	\$29171	\$20604
2XLarge	\$23468	\$33644	-	\$35373	\$93820	\$19361	-	\$68617	\$58342	-

\*Prices in red are discounted prices.

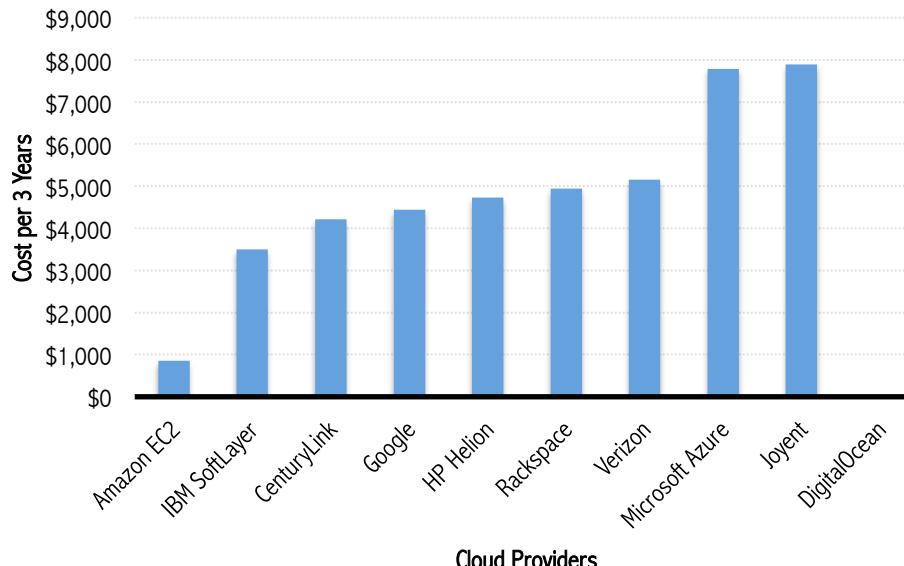


### SMALL 3-YEAR INSTANCE (1 Core, 2GB RAM, WINDOWS)



SERVICE	3 YEARS
Amazon EC2	\$430
IBM SoftLayer	\$2,059
CenturyLink	\$2,108
Google	\$2,234
HP Helion	\$2,365
Rackspace	\$2,470
Verizon	\$2,970
Microsoft Azure	\$3,889
Joyent	\$7,884
DigitalOcean	N/A

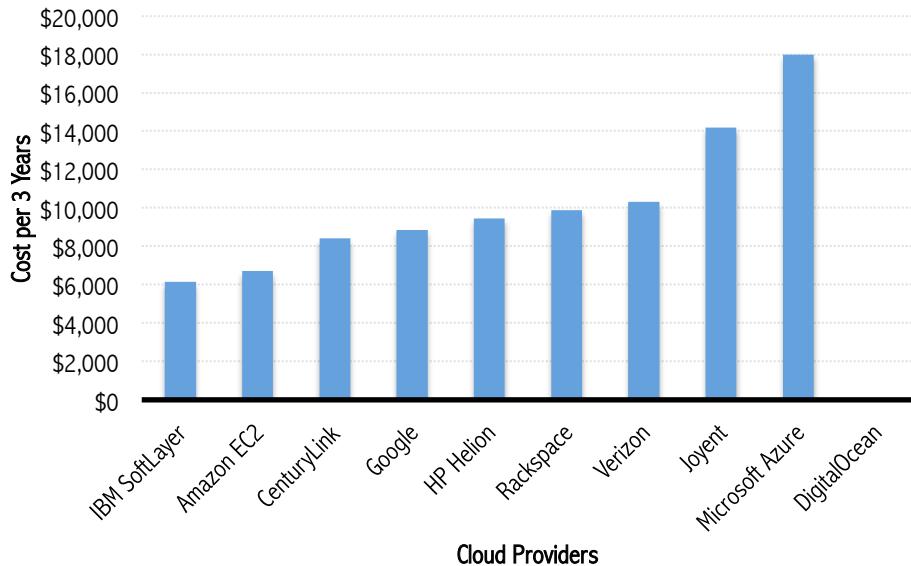
### MEDIUM 3-YEAR INSTANCE (2 Core, 4GB RAM, WINDOWS)



SERVICE	3 YEARS
Amazon EC2	\$859
IBM SoftLayer	\$3,506
CenturyLink	\$4,210
Google	\$4,441
HP Helion	\$4,730
Rackspace	\$4,941
Verizon	\$5,151
Microsoft Azure	\$7,779
Joyent	\$7,884
DigitalOcean	N/A

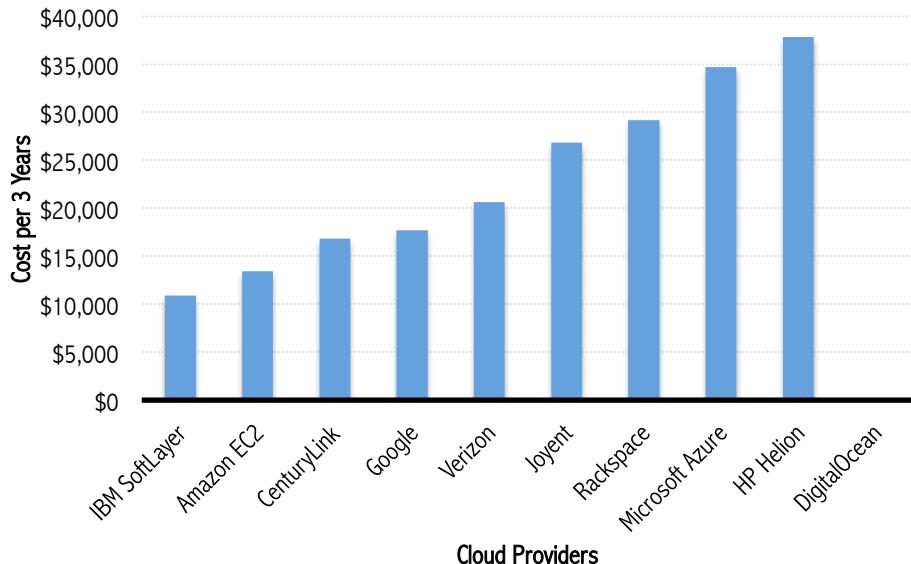


### LARGE 3-YEAR INSTANCE (4 Core, 8GB RAM, WINDOWS)



SERVICE	3 YEARS
IBM SoftLayer	\$6,142
Amazon EC2	\$6,708
CenturyLink	\$8,415
Google	\$8,856
HP Helion	\$9,461
Rackspace	\$9,881
Verizon	\$10,302
Joyent	\$14,191
Microsoft Azure	\$17,976
DigitalOcean	N/A

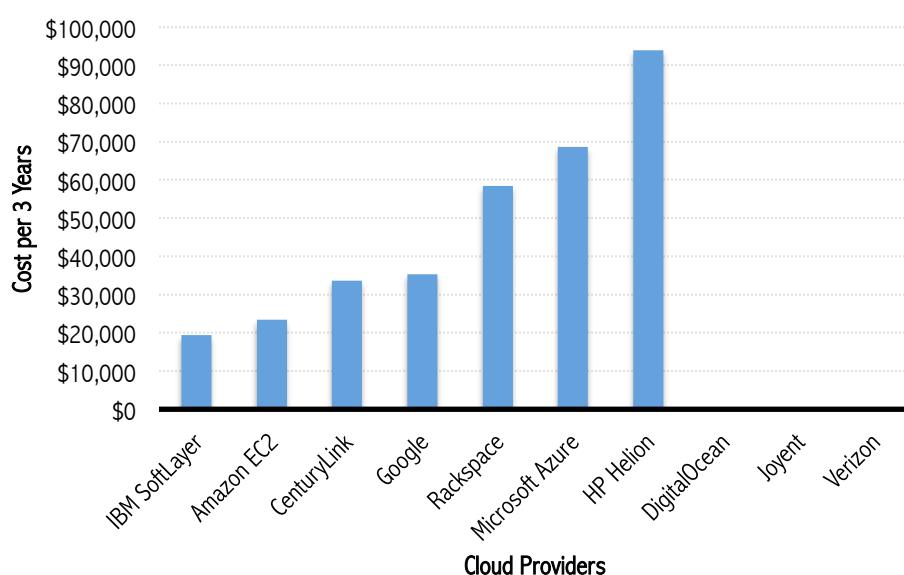
### XLARGE 3-YEAR INSTANCE (8 Core, 16GB RAM, WINDOWS)



SERVICE	3 YEARS
IBM SoftLayer	\$10,894
Amazon EC2	\$13,417
CenturyLink	\$16,825
Google	\$17,686
Verizon	\$20,604
Joyent	\$26,806
Rackspace	\$29,171
Microsoft Azure	\$34,690
HP Helion	\$37,843
DigitalOcean	N/A



## 2XLARGE 3-YEAR INSTANCE (16 Core, 32GB RAM, WINDOWS)



SERVICE	3 YEARS
IBM SoftLayer	\$19,361
Amazon EC2	\$23,468
CenturyLink	\$33,644
Google	\$35,373
Rackspace	\$58,342
Microsoft Azure	\$68,617
HP Helion	\$93,820
DigitalOcean	N/A
Joyent	N/A
Verizon	N/A



# DISCOUNTS

Many of the large IaaS providers offer discounts based on term, volume, or a combination. Amazon EC2 and Google Compute Engine offer very flexible discount plans that require no minimum monthly spend, although a commitment for use is required. Others, such as Rackspace and Microsoft Azure, require minimum monthly spend thresholds. While not advertised, many providers offer volume-based and commitment discounts on a case-by-case basis. This information can be obtained by contacting a representative from the providers' sales team. Discounts that are not publicly advertised are not listed in this document.

Provider	Maximum Savings from Hourly Cost
Amazon EC2	75%
CenturyLink Cloud	Not publicly available
DigitalOcean	Max price at 672 hours per month
Google Compute Engine	60%
HP Helion	Not publicly available
IBM SoftLayer	Not publicly available
Joyent	Not publicly available
Microsoft Azure	Not publicly available
Rackspace	37%
Verizon	Not publicly available

## Amazon EC2

Amazon EC2 offers Reserved Instances, which are based on a one-year or three-year commitment. Traditionally, Amazon EC2's reserved instance pricing required an upfront payment (variable depending on instance size and commitment terms of one or three years). Recently, the provider introduced Reserved Instances without upfront payment requirements. Users are allowed to sell purchased Reserved Instances on the AWS Marketplace.

Specific information about Reserved Instances and pricing can be found at <http://aws.amazon.com/ec2/purchasing-options/reserved-instances/>.

## Digital Ocean

Digital Ocean charges no more than 672 hours per month per VM. This means that, while the user is still charged at full price per hour, as soon as the user uses a VM for more than 672 in the month, the remainder usage of that VM for the month will not be charged.

Pricing information about Digital Ocean can be found at <https://www.digitalocean.com/pricing/>

## Google Compute Engine

Google Compute provides users discounts based on their usage of the virtual machine throughout the month. Each hourly price is a base rate. Depending on the amount of usage from the user, a discount of up to 60% can be achieved in the last quarter of each month. Discounts are automated calculated at the end of each month.

More information about Google Compute Engine's Sustained Use discounts can be found at <https://cloud.google.com/compute/pricing>.

## Joyent

Joyent offers a 1-year and 3-year Reserved Instance pricing discount. Users should contact Joyent sales for more information on the discount.

For Joyent pricing and to contact their sales department for information on Joyent's Reserved Instances, please visit <https://www.joyent.com/public-cloud/pricing>.

## Microsoft Azure

Previously, Microsoft Azure offered 6-month and 12-month commitment plans to users based on monthly spend, which ranged from a minimum spend of \$500 to higher than \$480,000 per month. In turn, users could expect to save 20-32% per month on VMs. Unfortunately, the offer is no



longer available to new subscribers, although it is still available for existing subscribers to the plan. Microsoft Azure now offers Enterprise Agreements, which require an upfront monetary commitment, but offers the best pricing for users.

Specific information about Microsoft Azure's Enterprise Agreement can be found at <http://azure.microsoft.com/en-us/pricing/enterprise-agreement/>.

### Rackspace

Rackspace offers discounts based on volume—a minimum spend of \$5,000 per month must be maintained to qualify. The volume discount can be combined with term commitment (6, 12, 18, 24, or 26 months) to achieve higher discounts. When selecting the term discount, a user also has the option of pre-paying, similar to Amazon EC2's Reserved Instances, in order to maximize savings.

Specific information about Rackspace's Volume, Commitment, and Prepayment discounts can be found at <http://www.rackspace.com/cloud/public-pricing>.



# BLOCK STORAGE COMPARISON

The following is a comparison of block storage features from each provider.

	Amazon EC2	CenturyLink	DigitalOcean	Google	HP Helion	IBM SoftLayer	Joyent	Microsoft Azure	Rackspace	Verizon
<b>Block Storage</b>	Yes	Yes	No	Yes	Yes	Yes	No	Yes	Yes	Yes
<b>High-Performance Option</b>	Yes	No	No	Yes	No	No	No	Yes	Yes	No
<b>IO Read/Write Charges</b>	Yes	No	No	Yes	Yes	No	No	Yes	No	No
<b>Block Storage Provisioned IOPS</b>	Yes	No	No	No	No	Yes	No	No	No	Yes

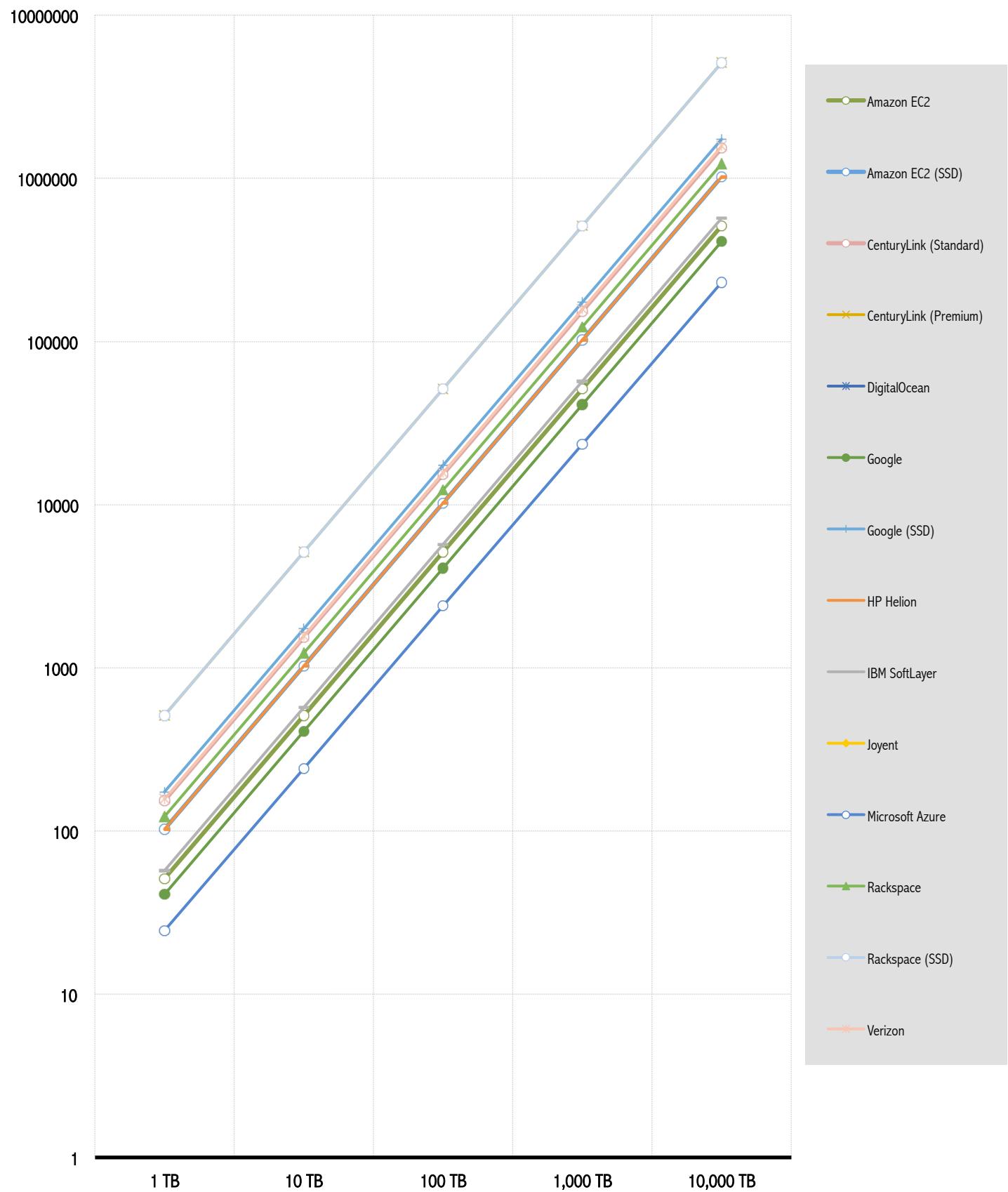
The Block Storage Price Comparison below displays the cost per provider depending on block sizes. DigitalOcean and Joyent do not have block storage offering, and therefore are not part of the comparison.

	1 TB	10 TB	100 TB	1,000 TB	10,000 TB
<b>Amazon EC2</b>	\$51.20	\$512.00	\$5120	\$51200	\$512000
<b>Amazon EC2 (SSD)</b>	\$102.40	\$1024.00	\$10240	\$102400	\$1024000
<b>CenturyLink (Standard)</b>	\$153.60	\$1536.00	\$15360	\$153600	\$1536000
<b>CenturyLink (Premium)**</b>	\$512.00	\$5120.00	\$51200	\$512000	\$5120000
<b>DigitalOcean</b>	-	-	-	-	-
<b>Google</b>	\$40.96	\$409.60	\$4096	\$40960	\$409600
<b>Google (SSD)</b>	\$174.08	\$1740.80	\$17408	\$174080	\$1740800
<b>HP Helion</b>	\$102.40	\$1024.00	\$10240	\$102400	\$1024000
<b>IBM SoftLayer</b>	\$57.14	\$571.45	\$5715	\$57145	\$571450
<b>Joyent</b>	-	-	-	-	-
<b>Microsoft Azure</b>	\$24.58	\$242.07	\$2397	\$23573	\$230011*
<b>Rackspace</b>	\$122.88	\$1228.80	\$12288	\$122880	\$1228800
<b>Rackspace (SSD)</b>	\$512.00	\$5120.00	\$51200	\$512000	\$5120000
<b>Verizon</b>	\$156.98	\$1569.79	\$15698	\$156979	\$1569792

\*For storage more than 5,000 TB, customers have the option to contact the provider and discuss rates.

\*\*The Premium option provides 14 days of rolling backups at a secondary center rather than the 5 days of rolling backups offered by the Standard Option





# DATA TRANSFER PRICE COMPARISON

Below is a price comparison of the data transfer out from each provider. Prices are given per GB. All providers offer free transfer from the Internet into the VM.

	Amazon EC2	CenturyLink Cloud	DigitalOcean	Google	HP Helion	IBM SoftLayer*	Joyent	Microsoft Azure	Rackspace	Verizon
<b>First 1 GB</b>	\$0.00	\$0.05	\$0.02	\$0.12	\$0.00	\$0.05	\$0.00	\$0.00	\$0.12	\$0.05
<b>First 5GB</b>	\$0.09	\$0.05	\$0.02	\$0.12	\$0.12	\$0.05	\$0.12	\$0.00	\$0.12	\$0.05
<b>Up to 1TB</b>	\$0.09	\$0.05	\$0.02	\$0.12	\$0.12	\$0.05	\$0.12	\$0.09	\$0.12	\$0.05
<b>1 to 5 TB</b>	\$0.09	\$0.05	\$0.02	\$0.11	\$0.12	\$0.05	\$0.12	\$0.09	\$0.12	\$0.05
<b>5 to 10 TB</b>	\$0.09	\$0.05	\$0.02	\$0.11	\$0.12	\$0.05	\$0.12	\$0.09	\$0.12	\$0.05
<b>Next 40 TB</b>	\$0.09	\$0.05	\$0.02	\$0.08	\$0.09	\$0.05	\$0.09	\$0.08	\$0.10	\$0.05
<b>Next 100 TB</b>	\$0.07	\$0.05	\$0.02	\$0.08	\$0.07	\$0.05	\$0.07	\$0.07	\$0.08	\$0.05
<b>Next 50 TB</b>	\$0.05	\$0.05	\$0.02	\$0.08	\$0.05	\$0.05	\$0.05	\$0.05	\$0.08	\$0.05
<b>Next 300 TB</b>	\$0.05	\$0.05	\$0.02	\$0.08	\$0.05	\$0.05	\$0.05	\$0.05	\$0.07	\$0.05

\*IBM SoftLayer's monthly subscription comes with 5TB of free data transfer out.



# VM SIZING

The table below outlines the specific VMs used for each pricing comparison.

	Provider	Instance	vCPU	RAM	DISK (GB)
Small VMs	AWS	t2.small	1	2	EBS only
	Microsoft	A2 Basic	2	3.5	60
	Joyent	standard3	1	3.75	123
	Joyent (Windows)	standard4	2	7.5	738
	Verizon	1	1	3.5	-
	HP	Standard Small	2	2	10
	Google	n1-standard-1	1	3.75	-
	Digital Ocean	standard2	2	2	40
	Rackspace	General1-2	2	2	40 SSD
	SoftLayer	customized	1	2	25
Medium VMs	CenturyLink	customized	1	2	1
	AWS	t2.medium	2	4	EBS only
	Microsoft	A3 Basic	4	7	120
	Joyent	Standard4	2	7.5	738
	Verizon	3	2	4	-
	HP	Standard Medium	2	4	50
	Google	n1-standard-2	2	7.5	-
	Digital Ocean	standard4	2	4	60 SSD
	Rackspace	General1-4	4	4	80 SSD
	SoftLayer	customized	2	4	25
Large VMs	CenturyLink	customized	2	4	1
	AWS	m3.xlarge	4	15	2 x 40 SSD
	Microsoft	D3	4	14	200 SSD
	Joyent	Standard5	4	15	1467
	Verizon	7	4	8	-
	HP	Standard Large	4	8	130
	Google	n1-standard-4	4	15	-
	Digital Ocean	standard5	4	8	80 SSD
	Rackspace	General1-8	8	8	160 SSD
	SoftLayer	customized	4	8	25
X Large VMs	CenturyLink	customized	4	8	1
	AWS	m3.2xlarge	8	30	2 x 80 SSD
	Microsoft	D4	8	28	400 SSD
	Microsoft (Windows)	A7	8	56	605
	Joyent	Standard6	8	30	1683
	Verizon	11	8	16	-
	HP	Standard 2XL	8	30	470
Google	n1-standard-8	8	30	-	



Digital Ocean	highvol1	8	16	160 SSD
Rackspace	Memory1-60	8	60	-
SoftLayer	customized	8	16	25
CenturyLink	customized	8	16	1
2X Large VMs	AWS	r3.4xlarge	16	122 1 x 320 SSD
	Microsoft	D14	16	112 800 SSD
	Joyent	-	-	-
	Verizon	-	-	-
	HP	Standard 8XL	16	120 1770
	Google	n1-standard-16	16	60 -
	Digital Ocean	highvol3	16	48 480 SSD
	Rackspace	Memory1-120	16	120 -
	SoftLayer	customized	16	32 25
	CenturyLink	customized	16	32 1

