EC2RL

# What is EC2RL?

The tool is used to assist SAs in the sizing and planning of Redis Enterprise clusters when migrating from Elastic Cache (or from OSS). The script does the following:

1. Gathers current usage of Elastic Cache
2. Translates usage data to Redis Enterprise Planner required inputs.
3. Generates RL sizing and pricing of shards and infrastructure.
4. Provides competitive information such as cost-saving, risks in existing EC setup, etc.

The EC2RL tool  is here to solve the following issues:

1. Prospects are reluctant to gather EC usage details as it requires significant manual effort.
2. Generate accurate cloud sizing, as the alternative manual process is prone to errors and long for complex deployments.
3. Knowing the actual costs customers are paying using the billing API.
4. The tool can also be used to evaluate sizing when migrating from OSS2RL, and other combinations.

# The Need

We have many prospects that are heavy users of ElastiCache that would like to migrate to our solution. In order to migrate there is a long process to fully understand their current usage, including all the relevant information as the machines been used, memory, throughput and so on.

To get all this information prospects need to invest a lot of time to extract this information, or we take educated assumptions according to the prospects understanding and not based on facts. This can result that the prospects will not want to invest the time to extract the information which takes too much time, or we get inaccurate information which can result in unhappy customers.

This process does not end in extracting the information, we need to analyze the information in order to prepare all the information that is needed to properly plan a Redis cluster that would fit all the prospect needs.

# The Solution

To address all of the above pains we have created a tool, EC2RL is a series of scripts which helps and streamlines this process.

The first script can be run by our prospects to extract all the information that is needed for us to plan the cluster according to current state of the prospect. This information includes technical information that is needed as well as their current pricing in AWS.

Once the prospect sends us the information we can use the tool to calculate all the parameters that are needed in order to plan the cluster according to their current state.

Then we can finally send all the information to the planner and get the pricing for the cluster that we would create including the comparison between the prospect current hardware and its pricing against the hardware pricing post migration.

# Benefits

The EC2RL has many benefits both for the prospect and for the sales team, to succeed in the sales cycle:

* Extracts all information without any effort from the prospect
* Saves the solution architects a lot of precious time, calculating and iterating with the planner
* Less human errors
* Fast response to prospect needs

The tool has already been used by several prospects and has proven to help close deals such as Swiggy, Madlan….