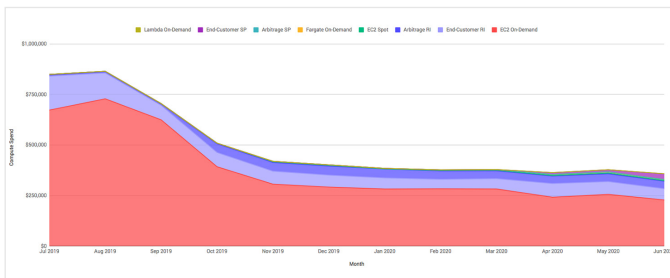


**At scale AWS reseller with multiple resell payers and a nascent arbitrage capability**

- Total compute spend in one payer was ~\$400k/month
- End customer commitments (light purple) covering ~\$120k/month in spend
- Reseller only using ~\$45k/month in commits to generate better margins
- The arbitrage pool (including reseller commits) is ~\$280k/month if they can manage customer risk

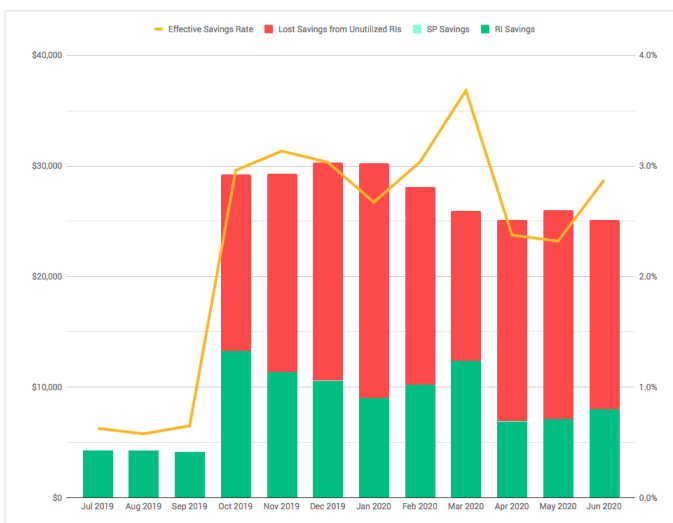
**Trailing Twelve Month Usage By Spend Category**



**Reseller RI commitments were small and not optimized—lost savings were \$160k over 12 months**

- In June '20, they saved \$8k (green bars), but lost \$17k (red bars) from unutilized RIs
- ProsperOps helped the customer understand their Effective Savings Rate (i.e., the overall discount they received on global compute spend)
  - Customer's trailing 12 month ESR (yellow line) averaged 2%, placing them in the 53rd percentile of AWS Optimizers
  - The 90th percentile of AWS Optimizers is 32%

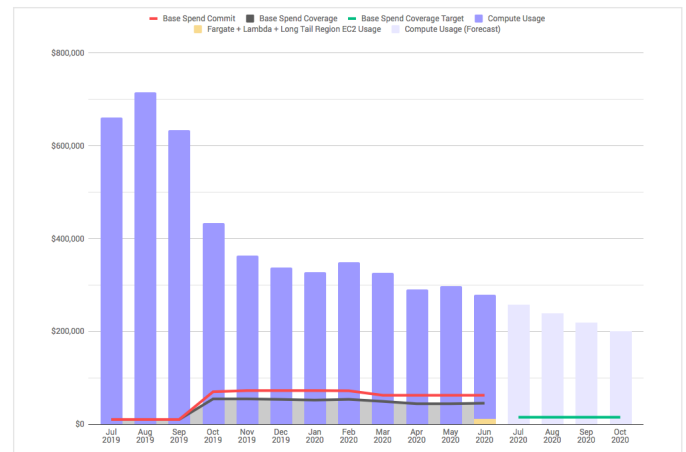
**Financial Savings, Lost Opportunity & Effective Savings Rate**



**ProsperOps showed them an easier way to save while mitigating the end customer risk they don't control**

- We analyzed historical commitment planning through the financial lens: total commitments (red line) and utilized commitments (gray line) relative to usage (purple bars)
- Our opinionated strategy mitigates future commitment risk: a conservative and static "Base" commitment (green line) of Savings Plans is augmented with a dynamic, fully managed "Flex" layer (light green line) of term-optimized Reserved Instances that covers remaining usage and adapts to changes

**Trailing Twelve Month & Future Commitment Planning**



**Savings grew 164% in the first full month of service**

- With ProsperOps, economic results are immediate with no impact or risk to the infrastructure
- Actual net savings and Effective Savings Rate are always net of the ProsperOps charge, so the reseller's gross margin incrementally improves
- All of this work is handled automatically without manual intervention by the reseller

**Net Savings Trend**



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