EDB™

How to Transcend Cost Unpredictability, Vendor Lock-in and Inflexibility with Postgres and EDB

3 Must-Read Success Stories

POWER TO POSTGRES

Reducing TCO and optimizing database performance

Given today's economic uncertainty, many organizations are taking a closer look at their budgets. While the majority of companies continue to invest in tech, and a good number are even increasing their IT spending, most are under pressure to justify investments and do more with less. Lowering the total cost of ownership (TCO) factors into every decision companies make.

You may be familiar with the common business concept called the Cost Iceberg, which refers to the idea that, like an iceberg where only about 10% is visible above the waterline, the visible costs represent only a fraction of the total cost. It's a useful metaphor if you're responsible for your company's spending, as it will help you keep hidden costs to a minimum.

What is TCO?

Total cost of ownership (TCO) refers to the money an organization spends to acquire and maintain a product or service throughout its total lifetime. This metric is ideal for envisioning the long-term cost of making a purchase and quantifying proposed IT purchases.

3 Must-Read Success Stories

See how leading organizations today are escaping legacy databases and using EDB's migration tools and support to break free from restrictive legacy databases, increase performance, accelerate innovation, and decrease TCO.

1

Major North American Automobile Manufacturer

Major North American Automobile Manufacturer Cuts Costs and Modernizes Database Strategy with Postgres and EDB

2

Federal Bureau of Investigation (FBI)

The FBI saves money and maintains data ownership with EDB

3

Murex

Murex increases flexibility, resiliency and support for trading and risk management operations with Postgres and EDB

Major North American Automobile Manufacturer Cuts Costs and Modernizes Database Strategy with Postgres and EDB

Key Takeaways

Abandoned inflexible legacy systems like Oracle and SQLServer in order to take full advantage of the cloud

Successfully adopted Postgres for its flexibility and open source capabilities

Ensured the ongoing performance of mission critical applications, built for commercial databases via Enterprise

Products

EDB Postgres Advanced Server (EPAS)

Technical Account Management (TAM)

EDB Professional Services

EDB Big Animal (planned)

Industry

Auto Manufacturing

About Automobile Manufacturer

This leading automobile manufacturer brings together research and development, engineering, manufacturing, sales and more for the North American market. They've been selling cars and trucks in North America for over 50 years and have built a solid reputation for reliability, efficiency and performance. Their extensive lineup includes SUVs, hatchbacks, hybrid and most recently, fully electric cars.

Challenge: Cost-effectively migrate to the cloud

Businesses across industries are looking to take full advantage of the cloud with cloud-first strategies and cloud native database technologies. Unfortunately, many commercial database providers limit enterprises' options, waylaying them with restrictive licenses, ever-growing costs and frustrating boundaries around what solutions they can and cannot integrate. This was exactly the case for this major North American automobile manufacturer. While the company knew they wanted to move to the cloud, they saw it wasn't feasible with Oracle and SQLServer. Bringing down overall costs and harnessing the transformative power of the cloud required a different, more flexible database solution.

Solution: Abandon inflexible legacy systems with EDB Postgres Advanced Server

The manufacturer researched a range of options and quickly settled upon Postgres. Not only did it offer freedom from the vendor lock-in and rising prices that drove them away from legacy systems in the first place, it provided both open source and

> "As we were looking for something that could suit all of our needs, we realized we had applications we could migrate to the cloud, and applications we couldn't. So, we wanted to find a database solution that could support both."
>
> Senior Manager, Major North American Automobile Manufacturer

commercial options. When the company evaluated vendors, they found that most commercial vendors could only promise 60% or 70% maximum compatibility with Oracle. When comparing that to EDB's 90%, the choice was simple. In addition to the compatibility offered by EDB Postgres Advanced Server, EDB would support them every step of the way.

> "We knew almost immediately that Postgres would be our path going forward. It was a very clear solution to the concerns we had been having before. Plus, it was known as low cost, low maintenance—a great combination."
>
> Senior Manager, Major North American Automobile Manufacturer

Result: Ongoing support for their new architecture

Since working with EDB, the manufacturer hasn't been disappointed—especially with the depth and responsiveness of EDB's Technical Account Management and support solutions. Professional Services also proved invaluable, setting up backup and recovery and helping guide the enterprise as they settled into and built upon their new architecture. This support made the organization more confident to continue down the cloud path that initially spurred their journey away from Oracle.
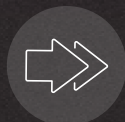
"We have two priorities: reduction of technical debt and modernization of our data management strategy. EDB is an integral partner in this effort."

Director of Databases, Major North American Automobile Manufacturer

FBI

The FBI Saves Money and Maintains Data Ownership by Migrating from Oracle with EDB's Help

Key Takeaways

Migrated mission-critical applications from Oracle to AWS with the help of EDB Oracle Compatibility

Saved money and escaped the restrictions of prohibitive database licensing fees

Products

Oracle Migration Toolkit

Industry

Public Sector; Law Enforcement
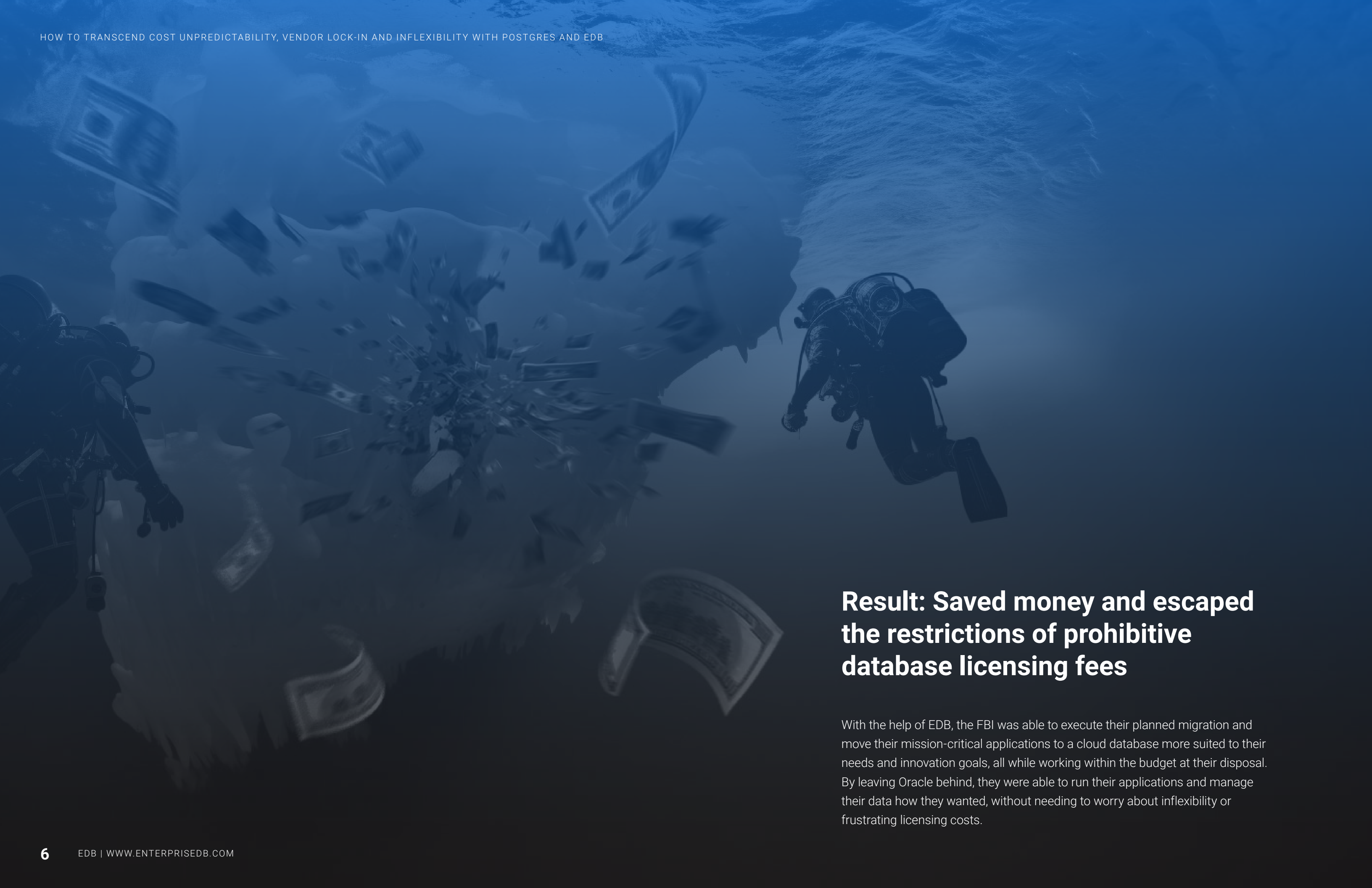
About the FBI

Since 1908, the Federal Bureau of Investigation has been the US's leading law enforcement agency, and a vital part of its security and intelligence apparatus. Working with local and state law enforcement across the country, the FBI maintains vital records that help solve and prevent crimes across jurisdictions.

Challenge: Avoid expensive Oracle licensing fees

As part of an ongoing modernization effort, the FBI planned to migrate key applications—including those for case management and background checks—away from their Oracle infrastructure and into AWS cloud. However, it quickly became clear that Oracle's licensing fees would make such a migration prohibitively expensive, stalling the plan in its tracks.

Solution: Migrate mission-critical applications from Oracle to AWS with EDB Oracle Compatibility

After researching migration alternatives, the FBI found EDB, whose robust Oracle compatibility features would make it easy and cost-effective to migrate their applications and existing infrastructure into Postgres and AWS with minimal disruption or fear of data loss.

Result: Saved money and escaped the restrictions of prohibitive database licensing fees

With the help of EDB, the FBI was able to execute their planned migration and move their mission-critical applications to a cloud database more suited to their needs and innovation goals, all while working within the budget at their disposal. By leaving Oracle behind, they were able to run their applications and manage their data how they wanted, without needing to worry about inflexibility or frustrating licensing costs.

MUREX

Murex increases flexibility, resiliency and support for trading and risk management operations with Postgres and EDB

Key Takeaways

Integrated Postgres into their MX.3 platform to increase flexibility, capabilities and cost advantages, and leveraged EDB's support for Postgres

Empowers customers to gain maximum availability and performance with Postgres and MX.3

Leverages EDB's Postgres expertise to assist customers with deployment and beyond

Products

EDB Community 360

EDB Standard Plan
(EDB Failover Manger, Barman)

Industry

Financial Services

About Murex

For more than 35 years, Murex has provided enterprise-wide, cross-asset financial technology solutions to capital markets players. Its cross-function platform, MX.3, supports trading, treasury, risk and post-trade operations, enabling clients to better meet regulatory requirements, manage enterprise-wide risk, and control IT costs. With more than 60,000 daily users and clients across the financial services industry, Murex is committed to providing cutting-edge technology, superior customer service and unique product innovation.

Challenge: Support for a seamless and risk-free integration with Postgres

Murex designed their MX.3 solution to run on Sybase, Oracle and Microsoft SQL Server databases to give their customers plenty of options. But with more and more professionals choosing open source Postgres for its lack of vendor-lock in, cloud-friendly foundation, and reduced cost of ownership, Murex decided to adapt their system so that it would be compatible with Postgres as well. Because Murex's traders and risk manager clients use their MX.3 platform to enable a high volume of trades daily and even hourly, it was critical for their system on Postgres to be deployed in a highly available manner, with disaster recovery mechanisms in place. That's why the company wanted to partner with a top-notch provider who could help ensure maximum availability and performance with Postgres at deployment and beyond.

Solution: Integrating Postgres and leveraging EDB support

Murex researched companies that could help get the maximum value from open source Postgres. They chose to work with EDB because EDB was a well-known leader across industries, and they saw that EDB offered the resiliency, security, high availability, support and best-in-class professional services that enable Postgres to perform at the highest levels and be always on for professionals initiating trades and doing other critical work. Along with EDB's experience and expertise, EDB's global presence was important to the team, because it ensured that their customers in various regions could partner closely with EDB and gain the support and guidance needed to be successful.

> "We have someone who always responds, whether we have questions or are experiencing technical issues."
>
> Arnaud de Chavagnac, Head of Product Marketing, Murex

Result: High performance, stability, and security with Postgres on the public cloud

With EDB as their support partner, Murex has the confidence that they're able to provide the best possible support to their customers with Postgres open source technology. Their customers can select EDB's support to maintain high availability for trading, avoid vendor lock-in, modernize their systems and perform other mission critical activities. EDB's expertise and experience help ensure their customers attain high performance, stability, and security with Postgres running on the public cloud. Their customers gain peace of mind knowing that EDB actively follows and contributes to Postgres' open source community and is readily available to help solve database issues and fully leverage the power of Postgres.

"I would encourage everyone to gather the right expertise, the right skills, and the right experience in Postgres, and to accelerate this learning curve by working with the right partner. It's key to leverage the experience which is already available with firms that have been doing this for years. This is what we get with EDB."

Arnaud de Chavagnac, Head of Product Marketing, Murex

Maximize performance and cost savings with Postgres

More and more enterprises are choosing Postgres for its open source freedom, flexibility, and lowered cost. EDB makes it easy to transition to Postgres to minimize impact and maximize performance and cost savings for the short and long term. With the superior economics EDB offers compared to legacy databases, migration tools that ensure uptime of mission-critical applications, 24/7 support, unmatched Oracle compatibility, and ability to run in the cloud or on prem, you can confidently make the switch to open source and never look back.

The benefits of partnering with EDB start with migration and continue far beyond, with all the information and tools you need to get the most out of Postgres.

Choose EDB Postgres to:

Lower your IT costs:
Save as much as 80% on software licensing and support costs when moving from Oracle to Postgres with our **migration guarantee program**.

Avoid vendor lock In:
Embrace open source freedom and transcend cost unpredictability by moving from legacy databases to Postgres in the cloud or on prem.

Leverage your existing dev experience:
EDB's Oracle compatible features and work-alike tools help ease the transition to Postgres and enable developers and DBAs to hit the ground running.

Migrate faster:
EDB helps most customers migrate schema and data from Oracle in 20 days or less, minimizing downtime and disruption.

Tap 24/7 support:
Gain expert support and tooling at a fraction of the cost of legacy vendors.

Future proof your technology:
With the largest database development community in the world, open source Postgres is evolving faster than legacy and specialized databases. As the largest contributor to Postgres, EDB helps shape the technology, delivering a unique set of value-added services and tools that empower modern development and new cloud-native applications.

It pays to choose EDB Postgres

Every company strives to lower the cost of doing business. As you've seen in the customer stories featured in these pages, open source Postgres presents a unique opportunity to lower TCO while increasing database flexibility and innovation. With EDB by your side, you can cut licensing fees, streamline your migration to Postgres, prevent downtime, and ease your administrative burden. All while reaping the full benefits of Postgres today—and tomorrow.

Contact EDB for a free migration business value assessment

About EDB

EDB provides enterprise-class software and services that enable businesses and governments to harness the full power of Postgres, the world's leading open source database. With offices worldwide, EDB serves more than 1,500 customers, including leading financial services, government, media and communications and information technology organizations. As one of the leading contributors to the vibrant and fast-growing Postgres community, EDB is committed to driving technology innovation. With deep database expertise, EDB ensures extreme high availability, reliability, security, 24x7 global support and advanced professional services, both on premises and in the cloud. This empowers enterprises to control risk, manage costs and scale efficiently. For more information, visit www.enterprisedb.com.

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