



CUSTOMER SUCCESS STORIES

Metasphere Elevates Global Water Safety in Partnership with EDB





CUSTOMER: METASPHERE

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Director of Product Management
at Metasphere

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OVERVIEW

A cleaner, greener world — powered by data

The safety and sustainability of water relies on powerful data systems. But with more frequent climate change issues and natural disasters, can these systems scale to meet the world’s increasing demands? Metasphere partnered with EDB to face this challenge and protect Earth’s most precious resource.

Metasphere uses massive amounts of data to help water and utility companies prevent leaks and spills. As a leader in telemetry, the company deploys IoT devices at scale and uses machine learning to automatically and remotely optimize water systems. This gives utility companies the superpower of reliable and robust monitoring – creating a more water-secure future for the world. Sensors are placed throughout the water distribution network to monitor critical factors such as water flow, pressure, temperature, pH level, turbidity, and chlorine levels. These sensors continuously collect data, generating a stream of readings that are stored and analyzed for decision making. A typical customer has up to tens of thousands of telemetry devices that send data every five minutes.



Chris Fryatt, Director of Product Management at Metasphere, explains: “Our telemetry solutions help customers detect unexpected rises or drops in levels that can be early indicators of a blockage forming. That in turn enables utilities to prevent the blockages, leading not only to a much cleaner environment, but also massive cost savings from clearing the blockage, the clean up that results from it, and the potential infrastructural damage if a pipe collapses.”

Water system failures cost cities a total of [\\$194 billion](#) annually and deplete our natural resources. As the impact of climate change continues to unfold, monitoring water networks has become a global challenge of utmost importance. Metasphere planned to expand globally to meet these growing demands.

An unforeseen issue with Oracle

As Metasphere made plans to scale internationally, it hit a major roadblock with its existing database. Oracle's bias toward on-premise data centers conflicted directly with Metasphere customers' desire to keep data in-country and drove costs astronomically higher.

"Oracle's core-based licensing meant that customers of every size needed to purchase multiple database licenses just to run one instance. It dramatically increased the cost of our solution," recalled Fryatt.

Metasphere was now on the hunt for a new database that could better meet its needs for expansion, including:

- Operate seamlessly in AWS, which would enable the team to confine customer data to a relevant region
- Reduce licensing costs to bring down the total cost for Metasphere's offering
- Support a "land and expand" model that enabled new customers to get started with a small number of devices and then quickly and effortlessly scale as they added more and more devices





A win for MetaspHERE, its customers, and the world

MetaspHERE chose Postgres and EDB as the leading platform to deliver on the requirements they needed to scale, including Oracle compatibility to make the shift. But they faced another issue – they couldn't risk an outage during migration, which could result in water waste spillage, billions of dollars in recovery, and potential harm to the environment. With white-glove support from EDB, MetaspHERE successfully made the migration from Oracle to PostgreSQL – without customer disruption.

With EDB powering its database, user response times and speed to access data within their platform improved, which meant utility companies could take action even faster to prevent leaks. The migration allowed MetaspHERE to dramatically reduce licensing costs for both themselves and their clients. And as a result of the partnership, MetaspHERE expanded their market opportunity – offering both a lower-priced on-premises solution built on Postgres as well as a cloud-hosted offering for regulators and smaller organizations.

"Since migrating to Postgres, we've not only achieved our goals, we've exceeded them," said Fryatt.

With EDB, MetaspHERE can now confidently take on the massive 10x increase in expected industry demand and support the universal need for environmental sustainability.



EDB provides a data and AI platform that enables organizations to harness the full power of Postgres for transactional, analytical, and AI workloads across any cloud, any time. For more information, visit www.enterprisedb.com.