



How a partnership with Vertica can help grow your systems integration business

Our clients buy the results that their current and future analytics deliver. As the Unified Analytics Warehouse, Vertica provides the ability to deliver outcomes by leveraging data for strategic planning, tactical value, and competitive advantage.

These data-driven companies rely on Vertica.

<p>IoT Analytics</p>	<p>AdTech Analytics</p>	<p>Route Optimization</p>
<p>Ride Share</p>	<p>Wearable Analytics</p>	<p>Customer Analytics</p>
<p>Smart Agriculture</p>	<p>Software Optimization</p>	<p>Predictive Maintenance</p>
<p>IoT Analytics</p>	<p>HPE InfoSight</p>	<p>Security Analytics</p>

Why should a leading Global Systems Integrator partner with Vertica?

Industries such as financial services, health and life sciences, media and entertainment, technology, telecommunications, and utilities use Vertica to lead their most demanding analytics projects. Vertica is the Unified Analytics Warehouse, and it offers major advantages over other data warehouse implementations. It uses MPP and column-store architecture in a shared-nothing data warehouse designed for extreme scale in support of complex, modern analytical workloads for blazing-fast analytics.

As a technology vendor, Vertica is a transformational solution that, when partnered with industry-aligned systems integrators, can deliver leading-edge predictive analytics at massive scale. Customers and integrators using Vertica's capabilities are able to solve challenges related to revenue, margin, time-to-market and, in today's world, COVID-related impact.

Our joint customers leverage analytics and AI to:

- Help drive revenue by aligning with customer behavior and buying focus areas
- Gain access to actionable insights regarding their customers to reduce the cost of operations while maintaining agility to address these uncertain times.
- Address COVID-related business impact now.

Many leading analytical solutions embed

Vertica, including those from Domo, GoodData, and others.

When technology companies embed Vertica in their solutions, customers gain the industry's most flexible, expandable data warehouse that will help those companies land further engagements down the road.

We need your expertise!

Vertica is continually recognized by business analysts and users for its technical capabilities. We have an unparalleled Unified Analytics Warehouse optimized for huge data sets and high performance requirements. Our core focus has intentionally remained on making our product the best in the market.

But enterprise businesses are interested in buying solutions to business problems, not technology. By partnering with companies where business values align we can create specific vertical offerings that address data modernization and migration efforts required for digital transformation.

Your breadth of industry expertise and trusted advisor relationships gives you an ability to better understand business requirements that a technology vendor does not have. Your consulting relationships and existing IP combined with the Vertica Unified Analytics Warehouse is a winning combination that will enable the delivery of customer projects on time, and under budget.

Contact us at:
www.vertica.com

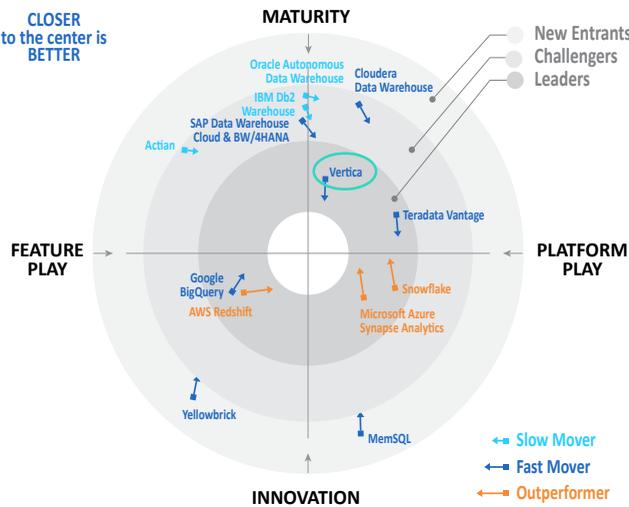
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“Vertica’s platform offers strong performance; a wide variety of built-in analytics functions; excellent integration with data science workloads and external data lakes; and notable flexibility in its deployment options.”



maintain the high levels of service availability and system performance clients deserve.”

-Bill Graff, Senior Vice President,
 Cerner Technology Services

Results:

- Analysis for a client’s 6 million performance timers reduced from 20 minutes to 20 seconds—a 6,000% improvement
- Concurrency raised to more than 450 simultaneous users
- Ability to scale analytics capabilities as demand grows
- User workflow analysis to improve efficiency and quality of patient care, supporting government regulations

Bottom line: By partnering with Vertica, systems integrators can accelerate business outcomes across the industries they serve.

A partnership with Vertica will help grow your revenue

Consider a partnership with Vertica, which will benefit your systems integration capabilities in a number of ways:

Services – Greater capacity to create services around our analytical platform. Displace legacy databases, and power your customers’ migration needs.

Solutions – Embed Vertica in your custom solutions for top customers, and have Vertica serve as your “digital transformation” platform for analytics.

Business acceleration – Together, Vertica and your organization can accelerate time to market for our customers, dramatically increase their ROI in analytical technology, and increase revenues. When they win, we win. We look forward to toasting a new partnership with you.

Vertica use cases across selected industries

Financial Services

Finansbank, UK & US

“Vertica implementation facilitated the generation of compliance and audit reports. Formerly, the supply of bulk reports was a time and human consuming job, whereas it takes minutes now.”

-Erdem Alasehir, Consulting Security Designer,
 Finansbank

Results:

- Over 120 gigabytes gathered daily from 15,000 data sources
- Performed queries on 2-4 billion data rows
- Improved report generation
- Empowered security team to quickly detect anomalies

Healthcare

Cerner Corporation, Missouri

“The Vertica Analytics Platform delivers the speed and massive scalability we need to

Software and Technology

The Trade Desk, New York City

“When we compare Vertica to other alternatives, we consistently find that Vertica does more with less. It is more efficient at data and query processing and has a head start of years compared to other products.”

-Ron Cormier, Principal Database Engineer,
 The Trade Desk

Results:

- Cost-effective cloud implementation for easy capacity planning
- Lean Vertica management and administration with self-service capability
- SQL Interface and Hadoop file format support for seamless integration
- 40,000 reports processed by Vertica each day
- Massive data volumes, velocity, and variety managed

Learn more at
www.vertica.com