

PROVE RAPID ROI AND ACCELERATE YOUR DATA ANALYTICS SOLUTIONS WITH OCIENT

Innovate Without Risk

When it comes to innovation, many of today's organizations have reached a saturation point. It's no longer enough for technology to be innovative. It must also demonstrate topline growth and near-term ROI. Calculating those metrics and operationalizing the proposed solution often falls to internal resources, which can delay or even doom new technology initiatives.

Ocient offers the only solutions development approach that helps organizations:

- **Build a business case for innovation**
- **Test and iterate new solutions prior to purchase**
- **De-risk their technical investment during a pilot**
- **Purchase with complete confidence**



Working with Ocient enabled us to get to market months faster than we would have architecting a solution on our own. We can now grow our market share and pursue new revenue opportunities without the resource-intensive process of customizing our own solution internally.

-- Anudit Vikram, former Chief Product Officer at MediaMath

Drive Next-Generation Innovation with Complete Confidence

Ocient's **Customer Solutions and Workload Services** offering closes the gap between a customer's limited resources and the pressing need to prove the value of a new and innovative solution prior to investing precious time and capital. Through our methodology and proven practices, Ocient brings deep industry expertise to each customer engagement, creating a thorough business, technical, and financial case for your next-generation solution.

Our success comes when a customer is able to prove the value of their new solution to key stakeholders, visualize the entire solutions development process, and execute their purchase with complete confidence.

Ocient's unique approach enables customers to:

- **Prove** the business, financial, and technical ROI to stakeholders before investing capital and resources into a new solution
- **Streamline** existing tech ecosystems and operational complexities to simplify operations and reduce spend
- **Innovate** across new and existing workloads with complete confidence
- **Accelerate** delivery by shortening the development lifecycle and tapping Ocient to facilitate the end-to-end migration of your solution.



We go far beyond a demo to develop a fully functioning MVP in the pilot phase so you can test and validate the capabilities of your end-to-end solution prior to purchase. **In other words, we roll up our sleeves and get to work so you can realize the value of your new solution on Day 1 of production.**

Let Ocient Do the Heavy Lifting for your Next-Generation Solution

Whether you're developing your next data-powered product or service or looking to re-platform a legacy solution, assembling the right team can be a challenge. A successful solution requires people from multiple disciplines, including data collection, integration, database engineering, UI, and analytics. Ocient brings deep, multi-discipline industry expertise to each engagement, saving customers precious engineering time and resources.

Ocient's Customer Solutions and Workload Services offering includes:

Cost Savings Analysis — we deliver a thorough economic analysis that demonstrates the technical, business, and financial savings you can achieve with an Ocient solution.

Workload Design & Delivery — first, we develop a thorough understanding of your workload, environment, service level objectives, and desired innovations. Then, we deliver a full technical specification, validation, and documentation.

Platform Migration & Policy Development — we model and plan for hardware, software, labor, and facilities, then execute entire re-platforming and solutions migrations with clear timelines. We also develop or amend organizational policies, such as those related to security and business continuity.

System Sizing & Footprint Optimization — we optimize hardware and cloud sizing, maximize compression, and deliver data durability without replication.

ETL/ELT Flows & Data Integration — we consolidate or sunset standalone ETL environments and landing zones, reducing data movement, copy, and cloud extract costs.

Pilot-to-Production Solutions Engineering — from MVP to full production deployment, we design, prototype, test, and validate your fully operational solution.

Solutions Deployment & Legacy Retirement — we deploy your new production solution, monitor performance 24/7, and sunset your legacy environment while minimizing downtime and operational impact.

"I was so impressed by the solution Ocient built. I could sit back and focus in other areas while our hyperscale solution came to life and delivered exactly what we needed."

– Chris Ingrassia, former Distinguished Architect, MediaMath

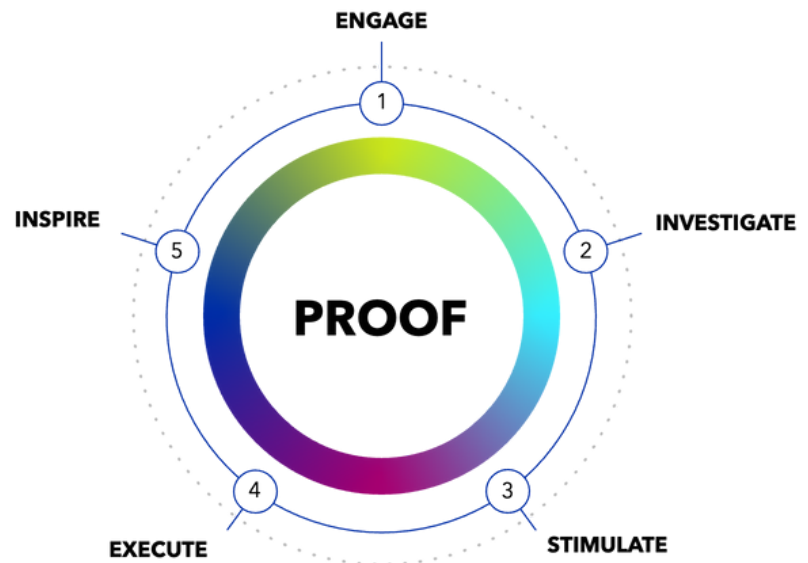
"We could have gone to the Google Cloud Platform marketplace and purchased any data warehouse, but that would have meant performing the migration ourselves, on top of the mission critical work our teams do every day. Ocient provided us with precisely the expertise and assistance we needed. With them, we were able to complete the initial migrations from our legacy Mainframe environment in a matter of months."

– VP of Engineering, Ocient Customer

Our Unique Approach: The EINSTEIN Proven Practices (EP2) Methodology

Ocient focuses on proven methods and metrics-driven models to drive customer innovation and ROI faster than any other consulting practice or services organization. We have pioneered the **EINSTEIN Proven Practices Methodology** to rapidly prove — through demonstrations, financial P&Ls, implementation and operationalization — the business, technical, and financial ROI to stakeholders prior to their investment of capital and resources into a new solution.

Our solutions development framework is truly different in that it is centered around one concept: "Proof." From initial requirements gathering to the prototyping, building, validation, and deployment stages of an engagement, Ocient's EP2 Methodology empowers customers with the proof they need to rapidly re-architect and re-platform entire end-to-end solutions, and retire legacy systems and architectures with confidence.



- **Engage:** The Ocient team engages with customers and educates them on the Ocient solution, its fit for purpose for the workload, and our industry expertise
- **Investigate:** Through a deeply consultative approach, the Ocient team gathers core workload, business, and financial requirements. This process efficiently uses codified processes and collateral designed to comprehensively understand requirements for hyperscale data integration and analytics workloads
- **Stimulate:** Through rapid prototyping and an iterative validation approach, Ocient demonstrates its ability to execute an indicative workload at scale, as well as its understanding of the requirements of the production solution proposal and the financial case. We also demonstrate our full understanding of complex data movement and transformation processes, as well as intra-database logic. This phase is highly iterative with each step stimulating new ideas and requirements to ensure comprehensiveness of proposed solutions
- **Execute:** Ocient's pilots are different from traditional PoCs. Through Ocient's pilot program, Ocient will partner with the customer to fully operationalize the production solution. Said another way, the day after the pilot ends, the customer is running in production. No more purchasing of solutions only for the onus to be placed on the customer to understand the new technology and implement the solution. Ocient will partner with the customer every step of the way to help the customer achieve the business, technical, and financial case that was outlined prior to the pilot
- **Inspire:** Once in production, Ocient is invested in making every aspect of the engagement a success story. We don't just stop after "go-live." Ocient wants to make every customer ready to be a reference. We not only offer a fully managed service wherever the customer deploys the solution, but our customer solutions and workload services team is laser focused on working with every customer to continue driving next generation innovation

Cut your data analysis costs by up to 80%.

Ready to prove your ROI? If you're looking to drive efficiencies, streamline your infrastructure, accelerate your next deployment, and drastically reduce costs, let Ocient put together a free Cost Savings Analysis for your business.

Contact sales@ocient.com to get started.