The Networked Data Platform

Zetaris - The Networked Data Platform

By Zetaris Pty Ltd

An advanced analytical processing engine to join and query distributed data sources in real-time

Get it from Microsoft Azure Marketplace

Microsoft Partner

Gold Application Development
Gold Application Integration
Gold Application Lifecycle Management
Silver Data Analytics
Silver Data Platform

Microsoft

Data is an enterprise's most valuable asset

Zetaris is an advanced analytical processing engine for big data. Join and query distributed data sources in real-time.

CHALLENGES

Data projects fail due to:
- Projects taking too long and being costly
- Migrating to the cloud can be painful, error prone and slow
- Cloud costs are spiral due to duplication
- Data security is high risk
- There isn't a single view of data landscape

Enterprises are searching for a bigger, faster, and affordable data platform that works. The speed at which new data sources are being created, means customers will struggle to centralise.

IDEAL SOLUTION

The Zetaris Networked Data Platform innovation allows you to take queries to the data, rather than requiring centralization in a data warehouse or data lake. This results in:

- Lower error rates and reduction in duplication
- Faster projects, with more budget to spend in other areas in business
- Faster and seamless migrations to the cloud

DESIRED OUTCOMES

- 60% cost reduction in data management spend
- 80% productivity uplift
- Up to 10X faster query performance on complex data
- 50% reduction in data processing cloud spend
- 80% improvement in query performance

The fastest distributed analytical engine for data mesh

Unlock your competitive edge. Make informed decisions quicker, with data in real time.

INSTANT ANALYTICS

Our unique analytical query optimizer ensures speed and scalability for whatever query is being run, across any combination of data sources. With unparalleled query speeds, you can drive competitive insights and make decisions quickly.

1

ANY DATA

Access real-time data across the enterprise. Instantly join & access data silos virtually, across your whole data ecosystem whilst ensuring data governance and security by not moving data, analyzing it at its source.

2

ANYWHERE

Don't move the data. No data extraction, no data transformation and no copying of data to another repository. Remove unnecessary storage, processing and support costs, thanks to zero data duplication.

3

Zetaris' key capabilities

Data Preparation & Integration

Virtual data pipeline

Connect, prepare, transform & integrate data in minutes without code

Metadata surveillance

Automate monitoring of source systems & data structures without code

Data Platform

Analytical query optimizer

Perform deep and complex analytics across any number of datasets at speed

Intelligent adaptive cache

Optimize query cost & performance for complex and repetitive workloads

Data Governance

Policy-based governance

Set your own data governance policies to monitor & stop rogue data joins and queries

Access control

Secure role-based access control down to the attribute and field level

1

Why Microsoft + Zetaris?

1.

Drives ACR

increase consumption 3X, up to $600k per year
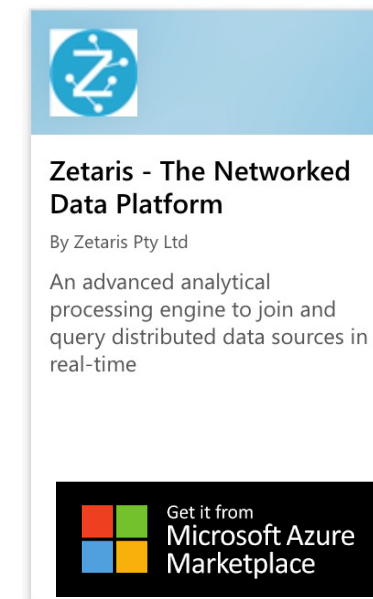

2.

Strong solution verticalization

Telco and Healthcare

3.

A Top 1% Co-Sell Partner

Marketplace transactable

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Why Microsoft + Zetaris? $600k per year Azure opportunity

Zetaris

1.

Drives ACR: increases consumption 3X

Up to $50k per month ACR ($600k per year) per enterprise customer deployment

Large customer deployments, up to 10pb of data – streaming, IoT

Data is in a ready state for Azure services like Power BI, Azure Databricks & Azure ML

RESULT
Up to $600k in resulting Azure revenue per customer per year

2.

Strong solution verticalization

Healthcare research is big data and is an area of substantial investment growth

Healthcare customer win – Murdoch Children's Research Institute.

Telco's have large, complex, disconnected datasets...the biggest generator & consumer of operational data in the world, thousands of data sources

Telco Customer win – Telstra – moved key data workloads to Azure, run over 2000 applications, integrate well with IoT Hub

RESULT
Deliver projects 3X faster & reduce maintenance 10x with specialized industry knowledge

3.

A Top 1% Co-Sell Partner

MACC eligible & up to $1M TCV - Our customers are enterprises with commitment to consume Azure

Top 1% - Marketplace transactable solution - Built with Tackle.io, Zetaris is fully transactable in Azure Marketplace – 2 free trials

Co-sell benefit – joint revenue target of $10M - $15k bonus marketplace kicker, plus standard $15k per co-sell win
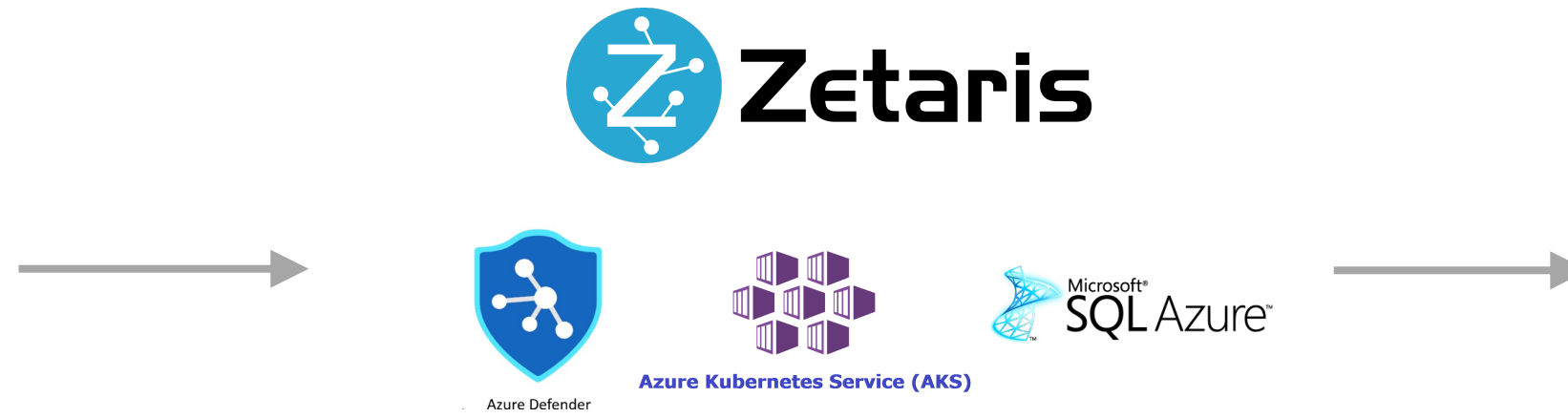
RESULT
Predictable quota retirement with organic growth and low churn

Up to $600k of Retired ACR Quota: **Enterprise customer example**

Data sources

- **Big Data Streams**
- Azure Purview
- Azure IoT Hub
- **Streaming**

- **Unstructured**
- *Images, video, audio, free text (no structure)*

- **Semi -Unstructured**
- *Csv, logs, json, xml (loosely-typed)*

- **Relational Databases**
- (structured)

- **Azure Data Services**
- (Azure Cosmos DB, Dataverse, Azure SQL Database)

Data Analytics

- Data Science
- Business Intelligence
- Data Applications
- Target Data

Azure Defender · Azure Kubernetes Service (AKS) · Microsoft SQL Azure

Sales Opportunity	Earning Potential
Join and query distributed data sources in real-time	Up to $600k / year Azure consumption per installation*
Unlocking usage of Azure services for analytics	Petabytes of data could drive additional $30k+ of consumption through services like Power BI and Azure ML
Annual Contract Value (ACV)	Up to $1M inclusive of software licensing and services
Co-sell benefit on total contract value with Zetaris	$15k per co-sell win $15k Marketplace kicker

- Azure Data Factory
- Azure Databricks
- Azure Purview
- Azure Synapse
- Azure Machine Learning
- Azure Service Bus — Managing Connection Lifetime
- Power BI
- mongoDB

Big Data Success: Customer Story
GenV Medical Research Program

Zetaris

> GenV were able to connect over 50 data sources across the whole research cohort bringing together a full picture of childhood disease progression into adulthood.

> De-identified GenV data was modelled using Zetaris Virtual Data Pipelining into a standardised model to prove the capability for data sharing use cases.

> Data is joined in real time with physical data marts and it's modelled and integrated with MCRI's Identity and Access Management policies providing quick data access and agility.

> With a single technology set, MCRI delivered a complete end-to-end foundational platform to support the GenV research initiative.

"Zetaris is a valued GenV partner that has worked with us to develop the foundational data platform. Powered by Zetaris, the GenV data platform will enable expansion to integrate with many other diverse datasets and support future research."

murdoch children's research institute

Natasha Zaritsky
Director, Platforms and Operations, GenV Program
Murdoch Children's Research Institute

We're on a mission to reimagine data analytics and help build the **future of data.**

- Get it Now - Zetaris on Azure

- Ask a question via email: azuresales@zetaris.com

- Learn more: https://www.zetaris.com/