STUDENT TESTING COMPANY EXPANDS
AND INCREASES REVENUE WITH EDB POSTGRES

GOALS

- Reduce database spend and reliance on traditional vendors.
- Engage Postgres vendor offering enterprise-class performance, security, manageability, and SLAs.
- Select solution that could be deployed and configured quickly, supported by existing Oracle-trained staff.

BENEFITS OF EDB POSTGRES

- Open source-based EDB Postgres cost 80% less than licenses from a traditional vendor, and provided a flexible, comprehensive annual subscription with upgrades and support.
- EDB offered enhanced Postgres, integrated with capabilities enterprises require to deploy Postgres at scale that is supported by required SLAs.
- EDB Postgres deployed quickly, and with less than a week of training, the company's Oracle-trained staff was able to quickly embrace the new system.

A major U.S. testing and assessment company providing services to educational institutions and government agencies worldwide was introduced to Postgres through their subsidiary's use of open source. This testing company was focused on growth and saw an opportunity to expand in a key market, leveraging the economics and flexibility of their subsidiary's open source Postgres solution. The approach had widespread potential to enable their growth at lower costs and with greater flexibility than their current Oracle® database afforded.

However, the company soon realized it required a more powerful system than the open source Postgres solution could support. Additionally, the company's own corporate software standards required more robust security, performance, and vendor-supported SLAs (service-level agreements). This led the company to partner with

EnterpriseDB (EDB) and migrate its subsidiary's system onto the enterprise edition of the EDB Postgres™ Platform.

The EDB Postgres Platform can be configured to include either open source Postgres or EDB's enhanced version of Postgres, which is integrated with enterprise-class performance, security, manageability, developer features, and compatibility with PL/SQL, the programming language used in the Oracle database. Enterprises require these additional capabilities to deploy Postgres at scale for mission-critical applications. The company selected EDB's enhanced version, the EDB Postgres Advanced Server database option, for their EDB Postgres Platform.

By offering a world-class solution and the cost efficiencies and high performance of open source-based EDB Postgres, the company was able to win multiple new

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student testing contracts across the U.S. at dramatically lower costs and without sacrificing any performance requirements.

"The addition of EDB Postgres as a standardized database solution had an immediate and significant impact on our ability to rapidly develop and market a new product, expand in a growing market, and increase revenue for the business unit," said the company's IT director and head of data management.

As the company expanded the business unit, EDB Postgres was integral in supporting multiple strategic goals:

Legacy Migration:
The assessment system application was easily migrated from open source Postgres onto EDB Postgres because the core of EDB Postgres is open source Postgres and the foundation was the same. Further, the company's Oracle-trained developers and database administrators were able to quickly begin using EDB Postgres after only a few hours of online training. EDB Postgres is compatible with Oracle, offering PL/SQL programming language as well as common syntax and stored procedures.

New Application Development:
Significant new development took place after the deployment of EDB Postgres to support the needs of multiple new contracts.

Vendor Partnership:
The company had sought to lower database spend and extract itself from protracted and complex licensing negotiations common among traditional vendors. EnterpriseDB offers simple annual subscriptions that include support, maintenance, and upgrades while also supporting the service level agreements (SLAs) enterprises require. The EDB Postgres Platform represented a more comprehensive, performant, and cost efficient offering than traditional vendors were able to provide, providing hard cost savings of nearly 80%.

Not only did EDB Postgres help the company expand faster, but it also demonstrated superior performance. In one state testing center alone, the solution developed with EDB Postgres supported nearly 100,000 concurrent users, with 6,000 to 8,000 transactions per second at a peak of 20,000 transactions per second. However, peak CPU usage on EDB Postgres was just 40%.

"The EDB Postgres system outperformed similar systems. We called it Oracle lite because it ran better, faster, and more effectively than our comparable systems that were based on Oracle," said the IT director and head of data management.

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