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MariaDB's Path to Google Cloud with SADA Systems

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About Us



MariaDB Path to the Cloud

WHY MARIADB LAUNCHED A MODERN APPLICATION DBaaS ON GCP

- MariaDB develops and delivers SkySQL as a source vendor build on GCP - and it leverages GKE
- **Launched on Google Cloud Marketplace with SADA in 2020**

Who is SADA?

SADA

WINNER, GOOGLE CLOUD SALES PARTNER OF THE YEAR— NORTH AMERICA

For the 5th year, SADA has been recognized for delivering transformative customer experiences with the power of Google Cloud.

1



SADA

SADA by the numbers

30M+

Users migrated
to the cloud

10K+

Workloads migrated
to the cloud

4000+

Clients served

84

NPS

Increase your technical acceleration



Shorten path to value

Our Google Cloud experts and deep relationships with Google help you do things faster + GCP's automated right-sizing recommendations help you get the most out of your money.



Mitigate risk

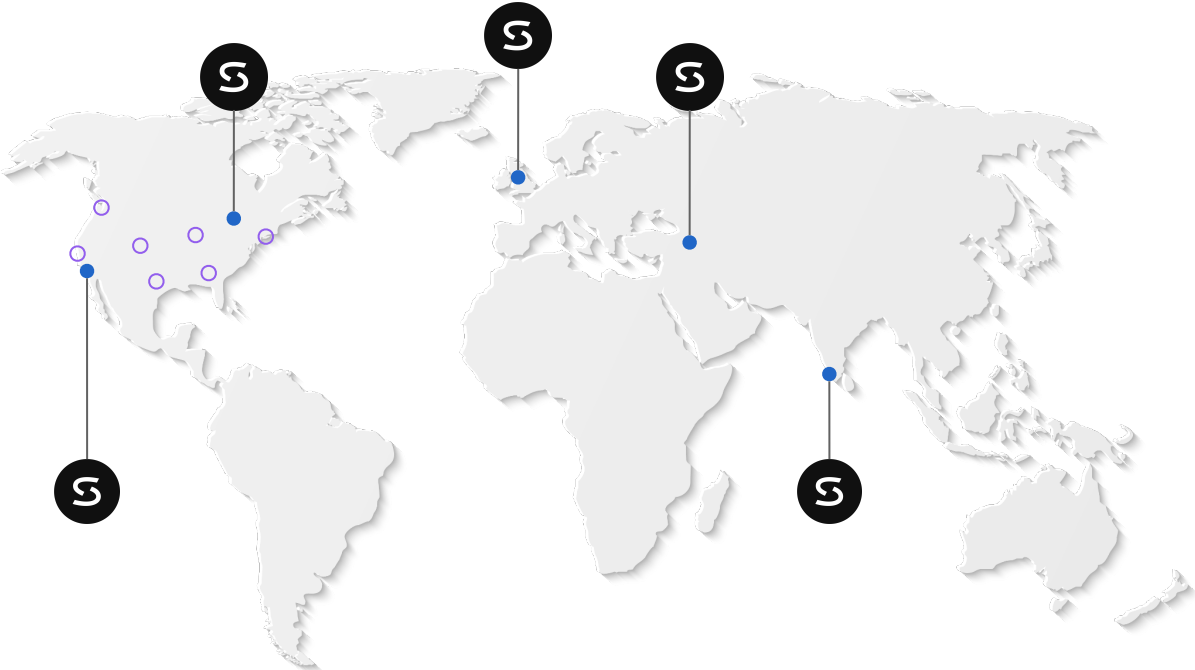
Build vs buy, security, productivity and performance, downtime exposure, and manageability—SADA helps you navigate the options to future-proof your architecture.



Consistent support layer

SADA has built its business on delivering services that provide technical expertise, streamline your costs, and secure your environment, so you can manage your business.

Global in reach, but local in impact



We'll meet you wherever you are

- Our multi-shore footprint has you covered across time zones, with a cost profile tailored to match your budget and needs.

Why do Customers Choose SkySQL?

Virgin Media O2 Moves to the Cloud with MariaDB SkySQL on GCP over Google CloudSQL



BACKGROUND



[Virgin Media O2](#) is one of Europe's largest telecommunications service providers,



First to offer free Wi-Fi to the public at locales throughout the UK and Northern Ireland

CHALLENGE



Rapid growth created challenges; continuous updates, software patches and other maintenance in-house added risk



Lacked full visibility into their database performance

SOLUTION



Migrated off of MySQL on premises to MariaDB SkySQL and SkyDBA team

BENEFITS



Scalability, Faster performance and better customer experience

30 million+

Serve over 30 million users on SkySQL running all transactions for Virgin Media O2's network



Campus Cloud Manages All Student Data with MariaDB SkySQL on Google Cloud



BACKGROUND



Formerly Campus Cloud, a cloud-based Student Information Systems Provider



Cloud solution that manages all student data in one place – across admissions, academics, financial aid, accounts and billing, graduation and career placement

CHALLENGE



Support over 100K students during peak use periods e.g., class enrollment, admissions



On-premise, in-house support of existing platform deficiencies exposed during Covid-19

SOLUTION



Selected MariaDB SkySQL on GCP for Enterprise-grade Open Source with SkyDBA support



Key decision factors: HA, Dynamic scalability, security, zero-downtime, SkyDBAs

BENEFITS



Improved connectivity with key learning management systems: Canvas, Moodle, Brightspace



Lift-and-shift, given they were running MariaDB on-premises, so up and running during the pandemic



Consolidate and replace Oracle with MariaDB SkySQL



BACKGROUND

30 Years

As an FSI Software Vendor Financial Network, Inc. (FNI)



Loan Origination Software for Auto, Credit, and Student loan lenders

CHALLENGE



Expensive Oracle licensing was preventing FNI from competing



Worried swapping out Oracle or going to the Cloud would sacrifice security and uptime

SOLUTION



Selected MariaDB SkySQL over Postgres, Informix, DB2 & Sybase



Key decision factors:
MaxScale, Encryption at Rest, Price/Performance

BENEFITS



Enhanced analytics capabilities in their offerings

80%

of their Oracle database
\$2M license cost



Joint Sada - MariaDB Customers

- Large Cybersecurity Company: Leveraging SkySQL allows high performance reading and writing enabling a new attack surface management product.
- Major Online Gaming Company: Migrated a self hosted MariaDB implementation to SkySQL to reduce operating costs by over 20%.
- Leading Cloud Networking Company: Worked together to implement a hybrid deployment with MariaDB deployed within manufacturing plans and SkySQL on GCP.

Questions from the audience

NEXT STEPS

Check out these sources to learn more about SADA and MariaDB

[MariaDB's Move to the Cloud with SADA](#)

[Try SkySQL on GCP](#)

[Empowering the anywhere database & business](#)

(presentation with Brian Suk & Bryan Alsdorf)

[SaaS Alliance Program Flyer](#)

SADA



THANK YOU



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