
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV





PRT095

SPONSORED BY ZESTY

How SingleStore saves 56 percent on Amazon EC2 with no DevOps hours invested

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SingleStore

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Director of Customer Success
Zesty



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Agenda

About SingleStore

SingleStore tech stack

Use case: Adding Zesty to Savings Plans

Product evaluation

Results and achievements

About Zesty

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SingleStore: Growth & Momentum

FINANCIAL STRENGTH

$ 308M

Raised in the last 20 months alone

CUSTOMER & REVENUE

209%

YoY Cloud Customer growth

COMMUNITY

1M+

Downloads of free production SingleStoreDB

EMPLOYEES

400+

Employees in 9 countries
Growing at 24% YoY

Fiscal '22 ending February 2022

TrustRadius TOP RATED 2022

IN 4 CATEGORIES

G2 Leader SUMMER 2022

G2 Momentum Leader SUMMER 2022

INDUSTRY EXCELLENCE AWARD 2022 Winner — Dresner ADVISORY SERVICES

Gartner

Recognized in Gartner MQ for Cloud DBMS -2021

Gartner peerinsights™

2020 Inc. 5000 LIST

500 Technology Fast 500 2020 NORTH AMERICA Deloitte.

★★★★★ 5.0

"Best SQL distributed database available in 2022"

April 5, 2022

★★★★★ 5.0

"I don't think you can beat SingleStore. It's a 'Ferrari' of a DB"

June 13, 2022

★★★★★ 5.0

"SingleStore - the only database you will ever need"

June 23, 2021

★★★★★ 10 out of 10

"SingleStore is the fastest database ever tested by us"

SIEMENS

August 18, 2021

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Built for Modern Applications & Analytics

Speed

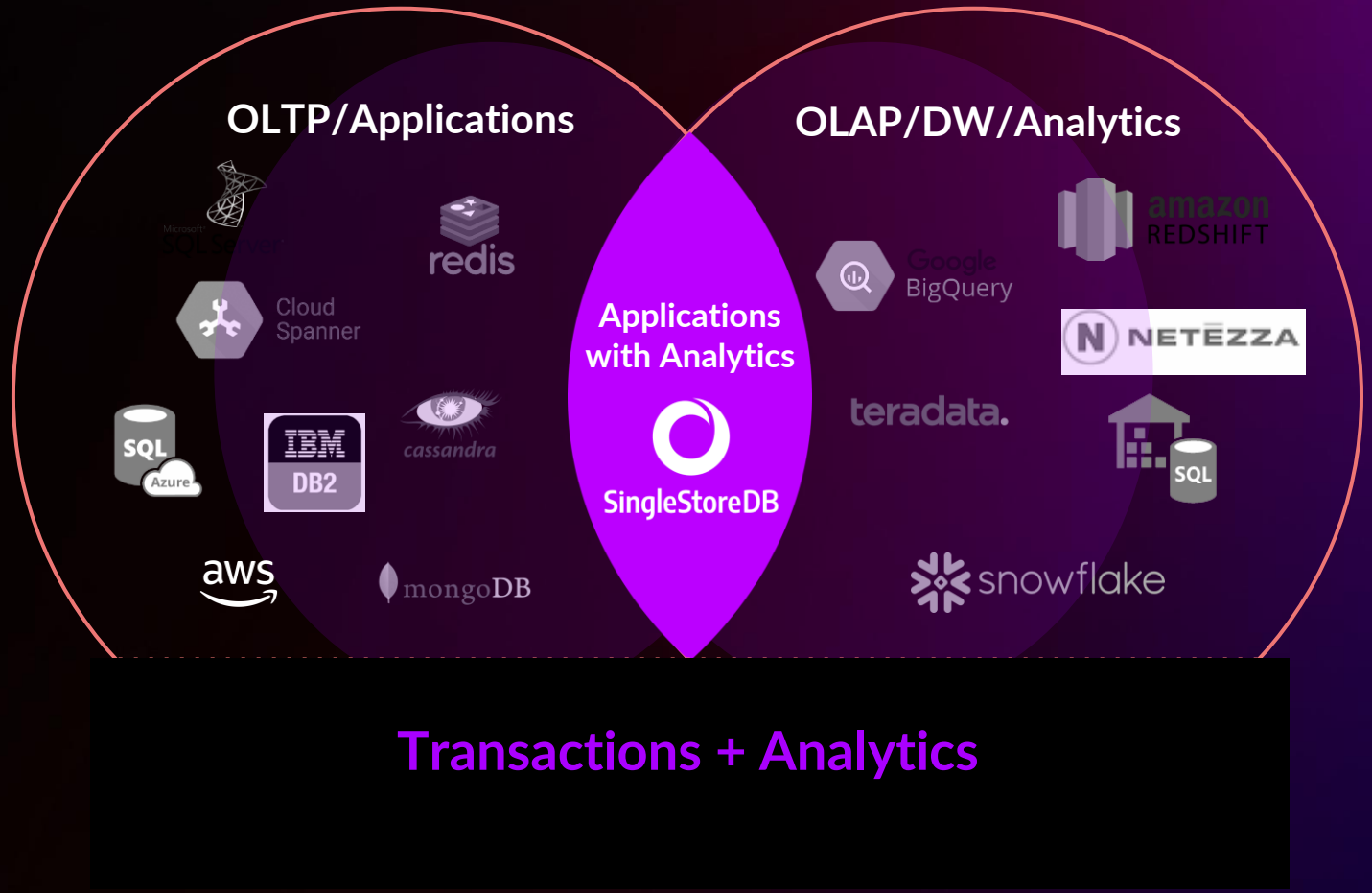
- Ultra-fast ingest (millions of events/sec)
- Low latency processing (in milliseconds)
- No data movement/ETL
- High concurrency support

Scale

- Distributed architecture
- Scale up or out

Simplicity

- Deploy anywhere
- Robust interoperability
- Leverage existing skills and code
- Multi-Model - Store many data types



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Use case: Adding Zesty to Savings Plans

- Managing cloud costs is a huge chunk of managing company cost margins
- Savings ceiling achieved with Savings Plans
- How Zesty was implemented alongside existing Savings Plans

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Product evaluation

Evaluation criteria

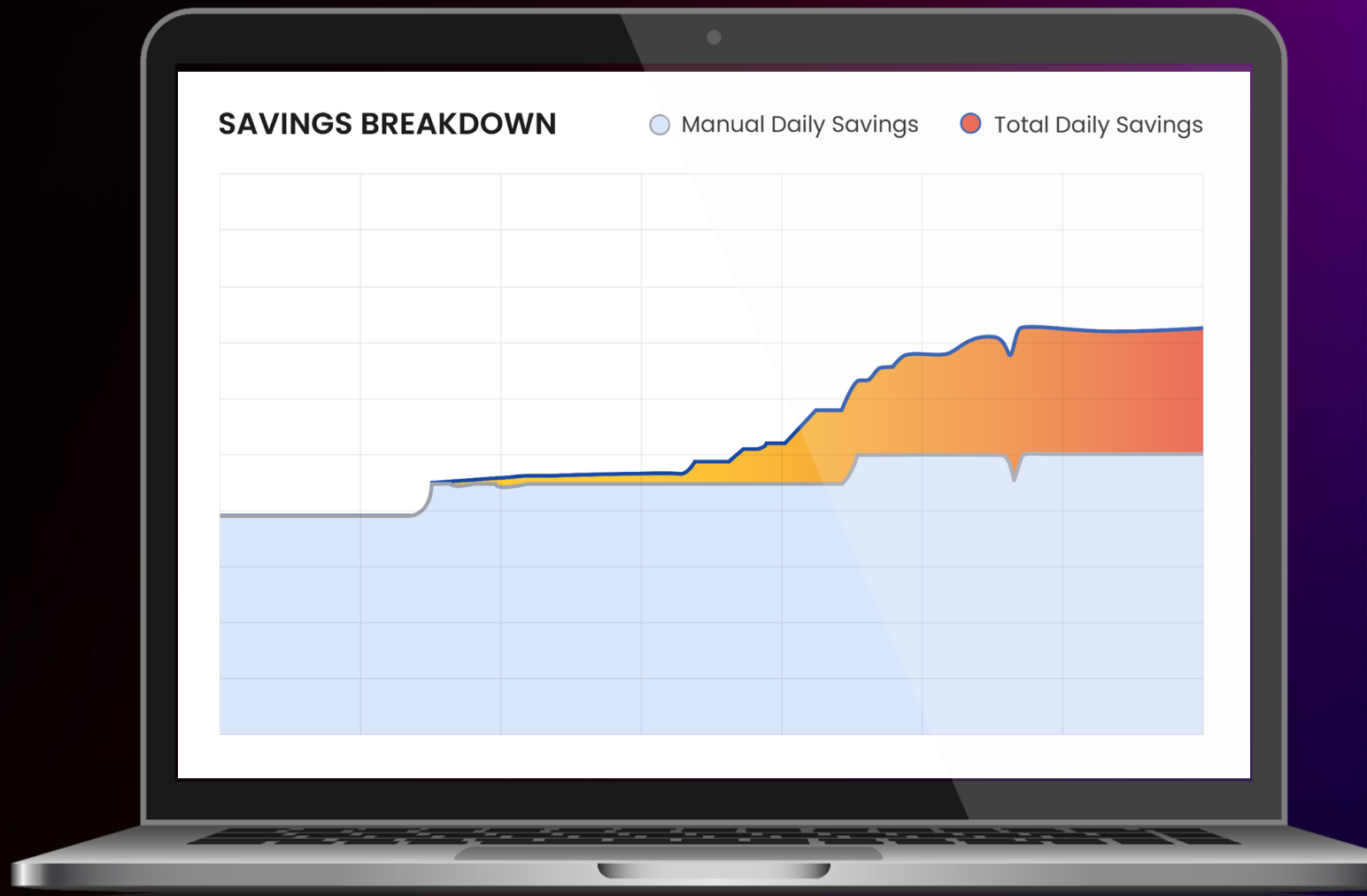
1. How much further savings could we expect to achieve?
2. Was Zesty going to provide greater flexibility?
3. How would it work with our other discount mechanisms?
4. How extensive would the onboarding process be?
5. How can we vet the security?

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Results and achievements

- Compatibility with other discount programs – finally able to merge that 10% gap
- Excellent flexibility – reduces fear of commitment
- Reduces need to forecast Savings Plans usage and cost
- Ease of onboarding
- Excellent support



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Zesty's Commitment Manager: Get more savings with greater Reserved Instance coverage

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zesty

Find us at **Booth Number #1840**

AICPA SOC
aicpa.org/soc4so
SOC for Service Organizations | Service Organizations

G2 Momentum Leader FALL 2022

G2 Leader FALL 2022

G2 High Performer FALL 2022

yotpo. WIZ monday.com Nylas Heap SentinelOne

GONG ARMIS MiQ BETTER CONNECTED MARKETING via FIREBOLT walkme

300%
Customer Growth YoY

$116M
Raised Since 2020

406%
Employee Growth YoY

aws PARTNER

- Advanced Technology
- Cloud Mgmt Tools Software Competency

aws marketplace

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