

# Company Overview

## Who We Are

Instaclustr provides open source solutions that are *really* open source through three primary offerings: a managed platform, consulting, and support. Because we provide true open source solutions, we will never charge license fees or lock customers in with proprietary features.

Our managed platform has operated over 100 million node hours of open source technologies and our solutions are proven and trusted by the world's largest and most innovative companies. Our customers include FedEx, AT&T, Salesforce, Atlassian, IBM, and DoorDash.

## Overcoming Common Challenges

We help customers with a broad range of open source challenges, from short-term tactical issues to long-term transformational initiatives. The following are some common challenges we've helped customers overcome:

- **Expertise Gap:** You may want to use an open source solution like Cassandra, Kafka, Elasticsearch, or Redis, but lack the internal personnel resources to deploy and manage that solution.
- **Scalability Issues:** Legacy technologies frequently have issues scaling to meet the demands of the modern enterprise. Open source technologies help organizations process large volumes of data in real time.
- **Data Layer ROI:** The costs of running a modern data layer can be staggering when accounting for personnel, licenses, hardware and more. Customers often struggle to identify a clear payback though. We can help to reduce costs by shedding license fees, enabling use of commodity resources and providing specialized services instead of unplanned hiring.
- **Technical Debt:** Many companies are looking to eliminate technical debt at the data layer and incrementally modernize their application technology stack. These types of strategic initiatives are our bread and butter.

# Data Layer Technologies for the Enterprise

Instaclustr provides solutions for:

## Apache Cassandra

The leading open source NoSQL database powering next-generation applications that require continuous availability, reliability, and performance.

## Apache Kafka

An open source distributed streaming platform for large-scale, always-on applications.

## Elasticsearch

A fast, scalable, and resilient solution for search, analytics, observability, and monitoring.

## Kibana

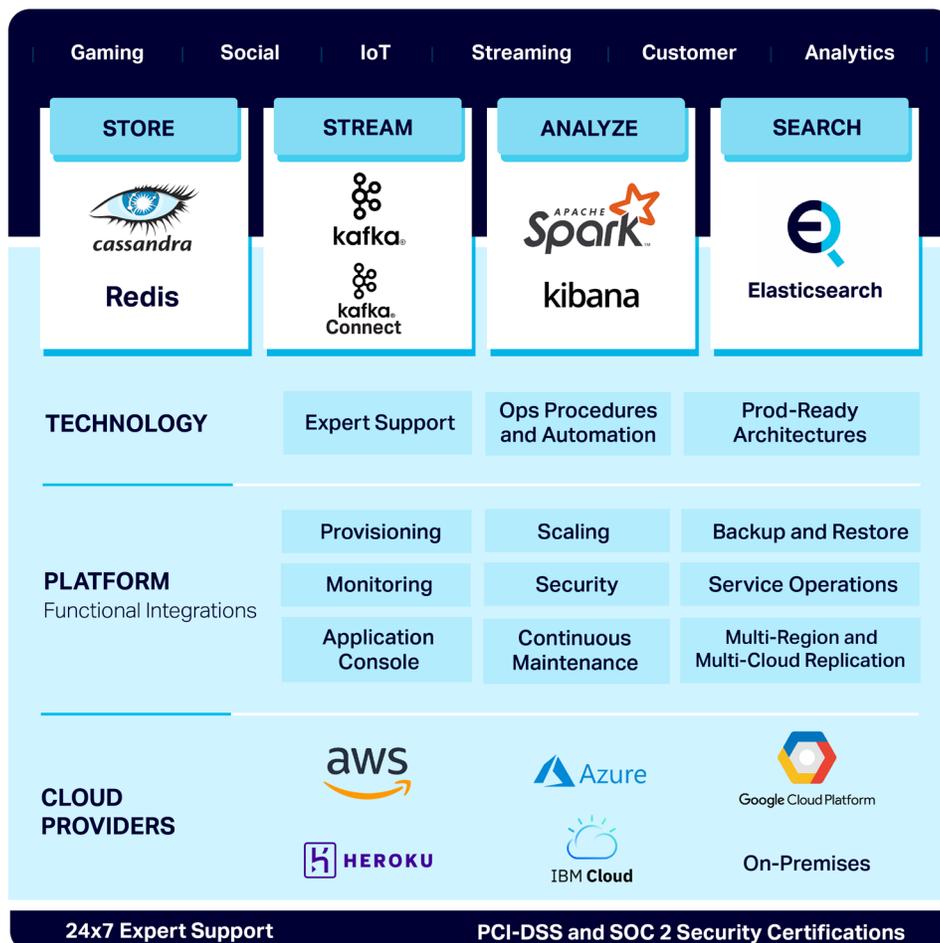
A solution that adds powerful visualization, observability, and analytics capabilities to Elasticsearch.

## Redis

A lightning-fast, scalable, in-memory database for caching, messaging, and stream processing.

## Apache Spark

A high-performance stream processing, graph analysis, and machine learning framework for enterprise-level workloads.



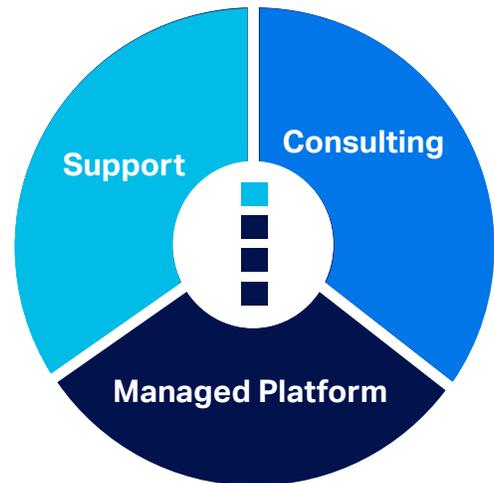
# How Instaclustr Delivers

We provide solutions for open source technologies in the following forms:

**Managed Platform:** We provide fully automated and managed solutions for provisioning, monitoring, and maintaining open source deployments for our customers with industry-leading SLAs.

**Support:** We provide dedicated, 24x7x365 expert support for customers. Our team has extensive experience across a wide range of production customers and a variety of use cases.

**Consulting:** Our expert team of consultants can help you design, build, and operate global-scale applications. We provide assistance at all stages of the development lifecycle, including providing an independent assessment of your existing applications.



## The Instaclustr Difference

Instaclustr solutions are:

- **Full Lifecycle:** We don't just build a solution and then leave it with you. We assist with the design, build, and run stages to the extent you need and want assistance.
- **100% Open Source:** We offer a carefully curated stack of open source solutions that are data technologies, can scale massively, and have a permissive licensing model. Whatever solutions we provide for you, they will never carry license fees or lock you in.
- **Operations-Focused:** We are operators first. We may not be the people that wrote Kafka or Cassandra, but we do have the most experience in the market managing these technologies. Our operators have seen it all and can help you build a world-class data layer.
- **Certified and Tested:** We have tested every build we use to make sure everything we provide is of the highest quality.
- **Part of the Open Source Community:** We are active in open source and regularly contribute new tools to benefit the broader community. Rather than use any gaps in the project to lock customers in with licensed code, we build and open source new technologies for the benefit of all.

# Our Customers



Apache Cassandra®, Apache Spark™, Apache Kafka®, Apache Lucene Core®, Apache Zeppelin™ are trademarks of the Apache Software Foundation in the United States and/or other countries. Elasticsearch and Kibana are trademarks for Elasticsearch BV, registered in the U.S. and other countries.