

Postgres - the top choice for developers

Postgres is the top choice as...

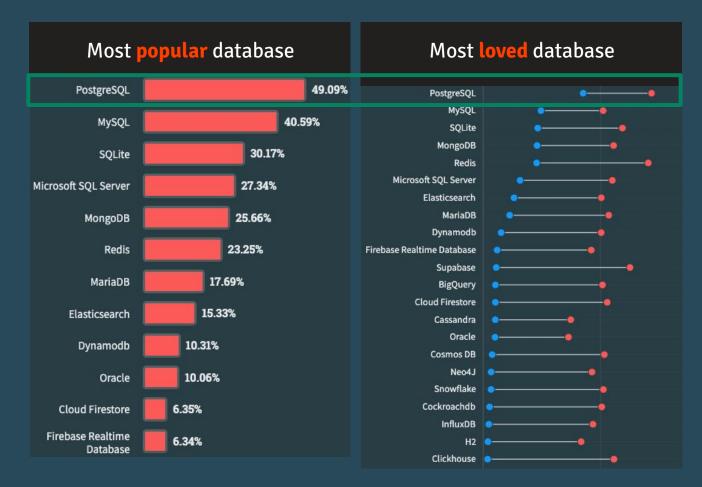
- most wanted
- most loved
- most used

...database among developers

Proprietary vendor databases are on decline **Open Source** is on the rise

...90 % of companies today use OSS*

*Source: GitHub Octoverse Survey



Source: Stack Overflow 2024 Developer Survey



Who is EDB?

1500+ Enterprises and Growing

Long-term customers and deep Postgres capabilities.

79 Countries around the World

Global footprint and employee base.

Millions of people using Postgres in the world

EDB deeply understands Enterprise Postgres needs.

3 Of 7 Postgres Core Team Members,7 Committers, 40+ ContributorsEDB is the leading Postgres community contributor.

27% of Postgres Code Contributed in 2023

Driving the innovation and foundation of Postgres.

>300 Dedicated Postgres engineers

Unparalleled expertise in Postgres.



Nutanix At-A-Glance

FY24 Revenue: \$2.15B

Employees: 7.500+

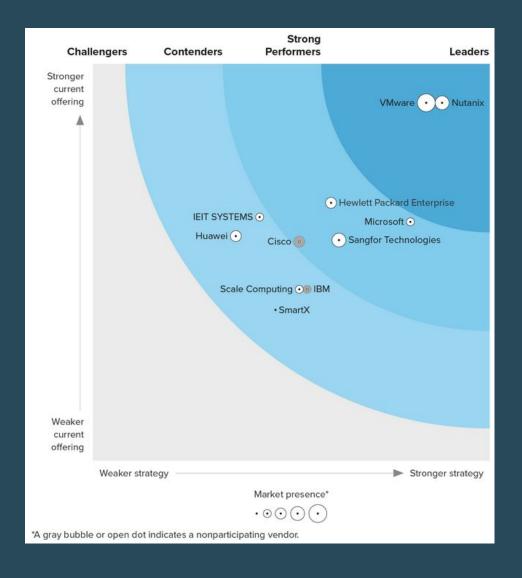
26.5K+ Global Customers

57% of Fortune 500 are NTNX customers

Focused on Top Vertical Markets

Including Finserv, Healthcare, Government, Education, and Retail

90+: Best-In-Class Net Promoter Score (NPS) Dedicated to customer success







Only Nutanix Makes Hybrid Multicloud Simple and Cost Effective



One Platform to Run Apps and Data Anywhere



Nutanix Cloud Platform: One Platform for Hybrid Multicloud

Modern Apps Analytics AI/ML **Enterprise Apps Databases** Desktops **Unified Control Plane Nutanix Cloud Manager Data Governance** Federated Management Intelligent Operations | Self-Service | Cost | Security Security | Privacy | APIs | LCM | IAM Operations Compliance **Storage Services Database Services** Data Services for K8s (Files, Objects, Block) Hyperconverged Infrastructure (HCI) – Software-Defined Virtual Compute, Block Storage, Networking; Data Protection and Disaster Recovery; Security Extension to Choice of hypervisor: Nutanix AHV, VMware, Hyper-V **Public Cloud** Choice of Kubernetes Al Enabled Edge **Private Cloud Hosted Cloud** Application and data portability aws **Azure** Nutanix software is hardware agnostic



Databases Are Essential to Digital Success

Databases can be an **Enabler** or an **Obstacle** to...





But Databases Are Hard...



Developers Slowed Down

Rely on others for database access, stifling innovation and encouraging shadow IT



DBAs and Ops Teams Overwhelmed

Majority of time spent on routine administrative tasks and fire fighting, just trying to keep head above water

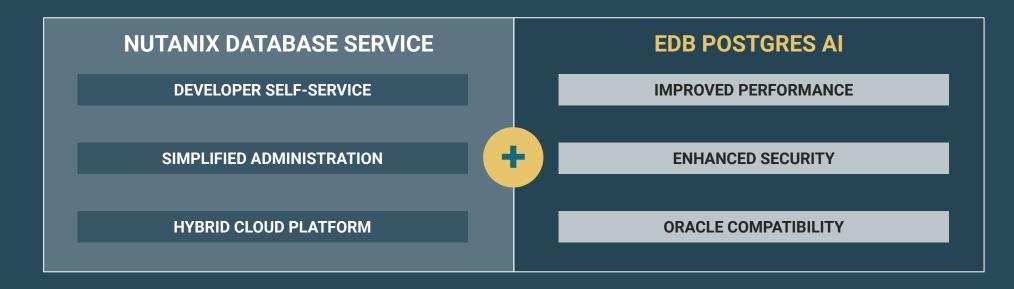


Database License Costs Skyrocketing

Expensive proprietary database license costs growing, straining already strained budgets



NDB + EDB Postgres Al Multicloud Platform for the #1 database



Key use cases

App Modernization: Accelerate and de-risk migrations from Oracle to Postgres

Secure Open Source: Provide easy access to enterprise-grade Postgres



NUTANIX DATABASE SERVICE



Developer/End-User Database Self-Service

OPENSHIFT

API GUI CLI











Database Protection



Nutanix Cloud Infrastructure

AI-Enabled Edge

Private Cloud

MSPs

Public Cloud



EDB Postgres Al

Helping customers grow revenue, operate efficiently, innovate faster, and inspire their industries

Sovereign Data & Al Platform

UNIFIED WORKLOAD MANAGEMENT ANALYTICAL TRANSACTIONAL ARTIFICIAL INTELLIGENCE SINGLE PANE OF GLASS ADMINISTRATION HYBRID DATA ESTATE **OBSERVABILITY ENTERPRISE SECURITY** HYBRID AND MULTI-CLOUD DEPLOYMENT **EXTENSIBILITY CSP INTEGRATIONS CLOUD** SOFTWARE **APPLIANCE DEVOPS TOOLING KUBERNETES AUTOMATION** PLATFORM TOOLS AND SERVICES **GENAL & LLM INTEGRATIONS** CONTINUOUS **BACKUP MIGRATION** HIGH AND PORTAL LAKEHOUSE SUPPORT **AVAILABILITY RECOVERY**

Value Drivers





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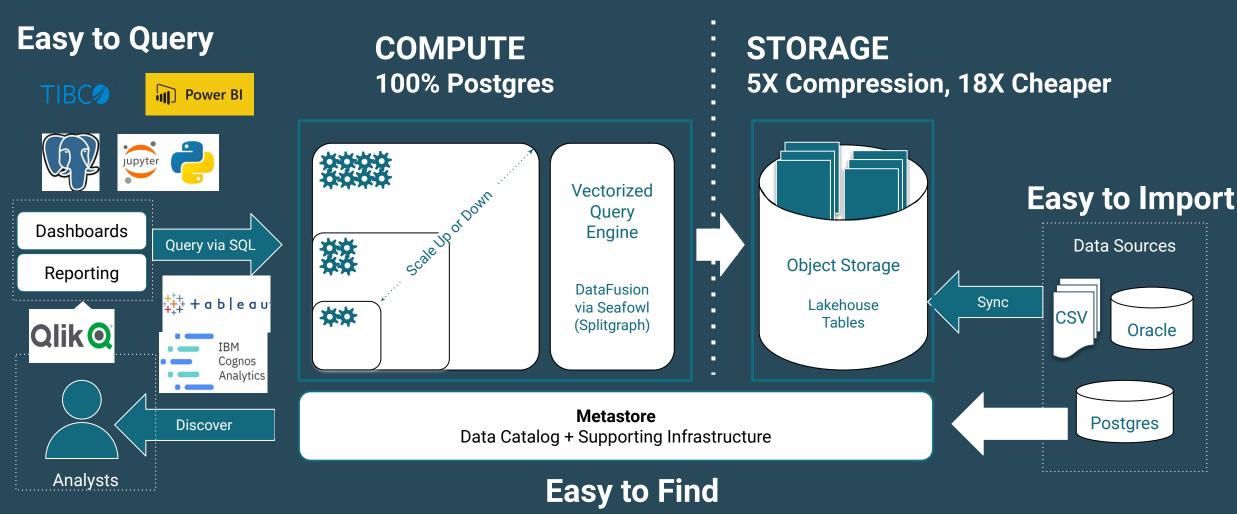
Value Drivers





EDB Postgres Lakehouse — Lowered Complexity

5X to 100X Faster Versus Classical Postgres





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Value Drivers





EDB AI Strategy

Postgres Market Examples: - PG Copilots - PG Conv BI - Text-2-SQL PG Built

Adding value to existing workloads

PG Built
With AI

Al Application Platform Market

Examples:

- PGvector
- Embeddings
- Al Database
- RAG
- Al Automation

- Chat Bots
- Copilot Building
- Summarization
- Classification
- Al Governance

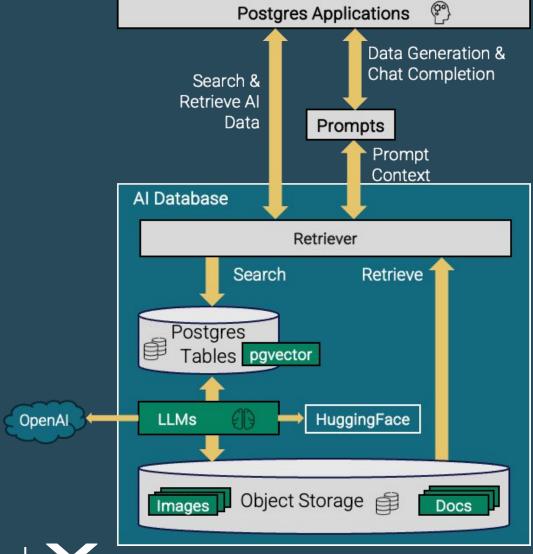
Capture new workloads and deliver new value

PG Built For Al

EDB Postgres Al



What is AIDB?



AIDB introduces the retriever function aidb.create_retriever() that facilitate advanced similarity searches by creating embeddings for AI data stored either in PostgreSQL tables or in S3-compatible object storage.

This enables AI data management within the database, allowing the storage, searching, and retrieval of AI data, including text and images.

Value proposition:

- AiDB reduces code complexity and bug probability e.g 132 lines of code without AiDB vs 5 lines of code with AiDB
- Simplicity: Instead of customers having to piece together various solutions, we're offering a single, integrated enterprise solution for AI data management.

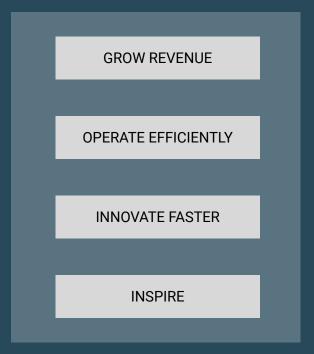
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Value Drivers





EDB POSTGRES ADVANCED SERVER



EDB Postgres Advanced Server

- Oracle Compatibility Compatibility for schemas, data types, indexes, users, roles, partitioning, packages, views, PL/SQL triggers, stored procedures, functions, and utilities
- Additional Security Password policy management, session tag auditing, data redaction, SQL injection protection, and procedural language code obfuscation
- **Developer Productivity -** Over 200 pre-packaged utility functions, user-defined object types, autonomous transactions, nested tables, synonyms, advanced queueing
- **DBA Productivity** Throttle CPU and I/O at the process level, over 55 extended catalog views to profile all the objects and processing that occurs in the database
- **Performance** Query optimizer hints, SQL session/system wait diagnostics
- Replication Enhancements Enables EDB Postgres Distributed functionality such as Group
 Commit, Commit at Most Once and Eager all-node synchronous replication, timestamp-based
 snapshots, estimates for replication catch-up times, selective backup of a single database, hold
 back freezing to assist resolution of UPDATE/DELETE conflicts, multi-node PITR



Oracle Compatibility

Database Oracle compatibility support

SQL extension support

Decode, NVL, Substr, NVL2, Date/time functions DDL syntax support

PL/SQL support – native language

REF Cursors, Implicit and explicit cursors

Looping, variable declarations, conditional statements

Collections: Associative Arrays, Varrays, Nested tables

Pragmas

Named parameters

User Defined Exceptions

Explicit Transaction Control (within sp)

Tools

EDB*Plus – SQL*Plus look-a-like EDB*Loader – SQL*Loader equivalent

Oracle-like Data Dictionary

ALL_, DBA_, USER_ views

Wait Events

System and session waits Statspack-like reporting

PL/SQL supplied packages

18 DBMS 7 UTL

Data types

Blobs, Clobs, XMLTYPE, VARCHAR2, NUMBER, CHAR, Integer

Drivers

JDBC, ODBC, .NET with Oracle extensions OCI & ProC compatible drivers

Features

Packages

Stored procedures

Functions

Triggers

Hints

Hierarchical Queries

Synonyms – Public and Private

Sequences

Rownum

Users/Roles

Dynamic SQL

Materialized Views

Partitioning



SECURITY ENHANCEMENTS AND FEATURES



Password policy management

DBA managed password profiles, compatible with Oracle profiles



Audit compliance

Track and analyze database activities and user connections



Virtual private databases

Fine grained access control limits user views



EDB/SQL protect

SQL firewall, screens queries for common attack profiles



Data redaction

Protect sensitive information for GDPR, PCI and HIPAA compliance



Code protection

Protects sensitive IP, algorithms or financial policies



Transparent Data Encryption

Encryption on the database level

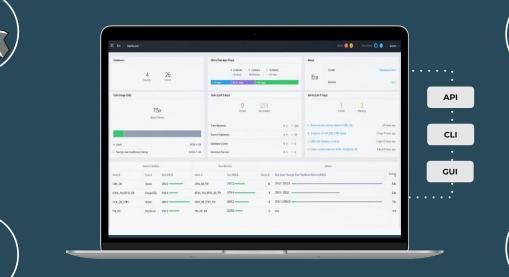
- It encrypts any user data stored in the database system.
- This encryption is transparent to the user.
- User data includes the actual data stored in tables and other objects as well as system catalog data such as the names of objects.
- Does not require changes to application code
- The transparent part increases adoption but in the case of customers who prefer community PostgreSQL, their application could migrate from Extended to PostgreSQL just fine, they would just lose TDE
- Required in certain regulated industries
- More likely that prospects ask EDB if TDE is available
- Helps in strategic expansions where EDB is not currently used for sensitive applications



Nutanix Database Service

One-Click Provisioning

- · Centralized provisioning across clusters
- Standardization via customer-defined profiles
- Standalone & HA clusters



Copy Data Management

- Point-in-time (PIT) cloning & refresh
- In-line data security masking
- Zero-byte copy clones

Database Protection

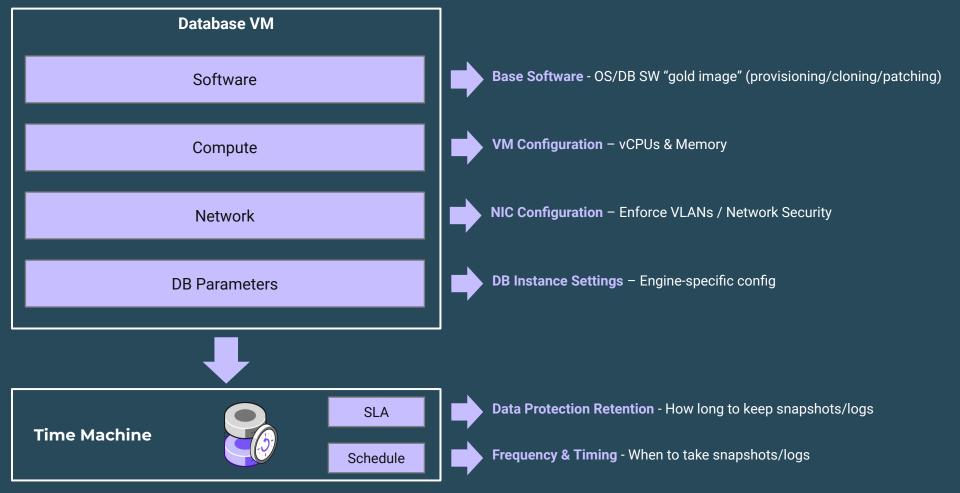
- Automated protection policies
- Flexible recovery methods
- Customisable recovery SLAs

Patching

- · One-click database & platform patching
- Patch release train eliminates config sprawl
- Patch testing before publishing



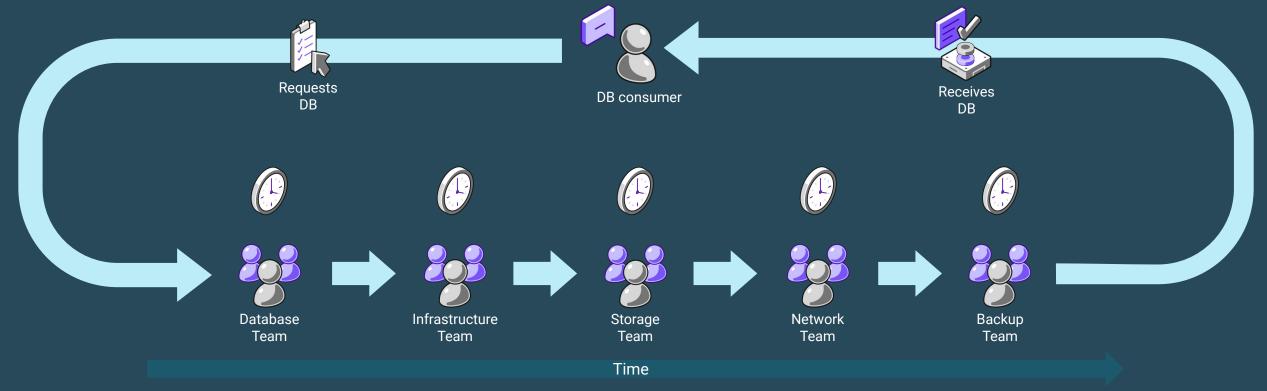
NDB -Building Blocks



NOTE: Showing single DB per DB VM for simplicity



Typical Processes

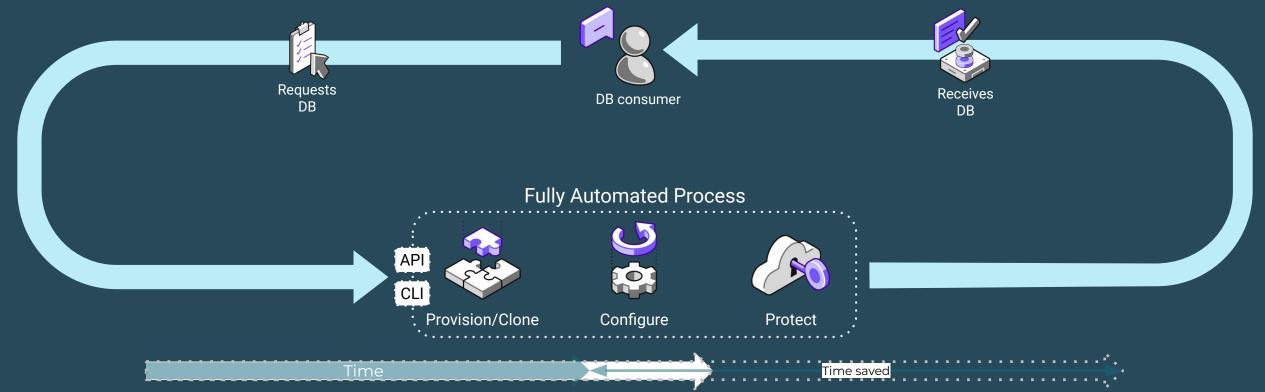


- Unpredictable hours, days, or weeks
- Multiple steps & teams
- Introduces friction & complex process

- Lowers business agility
- Decreases innovation rate
- Increases time to market



Simplified and Automated Processes with NDB



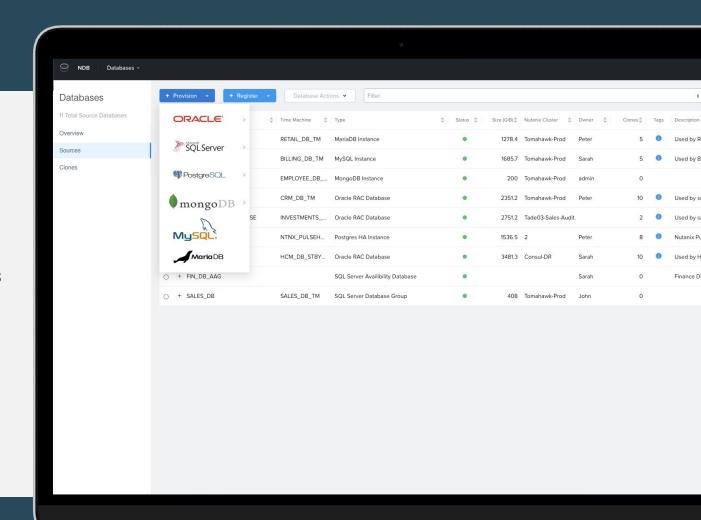
- Cloud-like self-service
- No provisioning required by IT teams
- CI/CD pipeline integration

- Empowers IT users
- Avoid human delays
- Integrate with existing platforms



Automate Database Provisioning

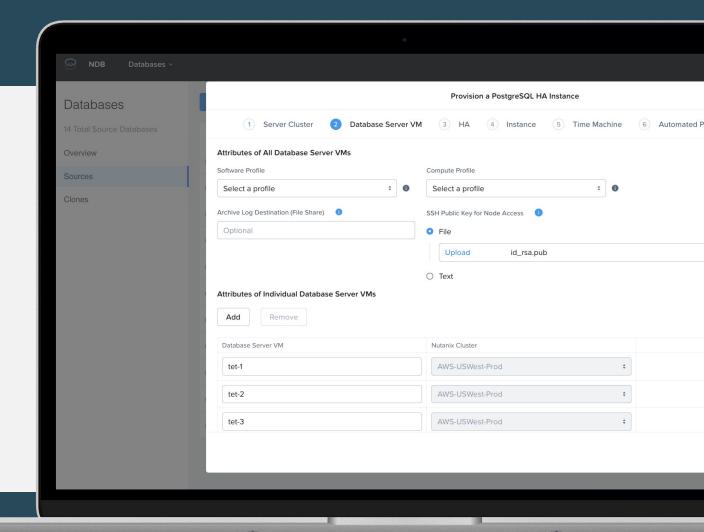
- Provision both Single instance and High Availability database clusters with best practices
- Easy integration with existing provisioning processes through REST APIs and script call outs
- Maintain control with ability to customize your database images





Power Modern Apps with EDB Postgres

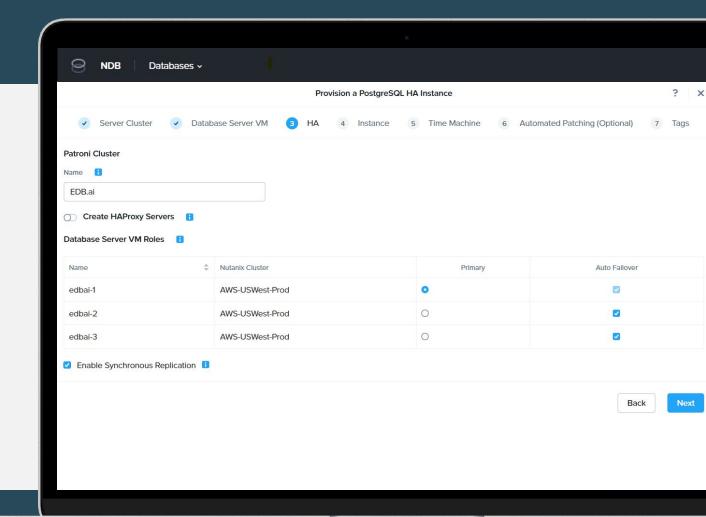
- Developer self-service for EDB Postgres to accelerate application development
- Simplified EDB Postgres management, including automated patching, cloning, and backups.
- End-to-end support from hardware through EDB Postgres software - from experts you can trust





Power Modern Apps with EDB Postgres

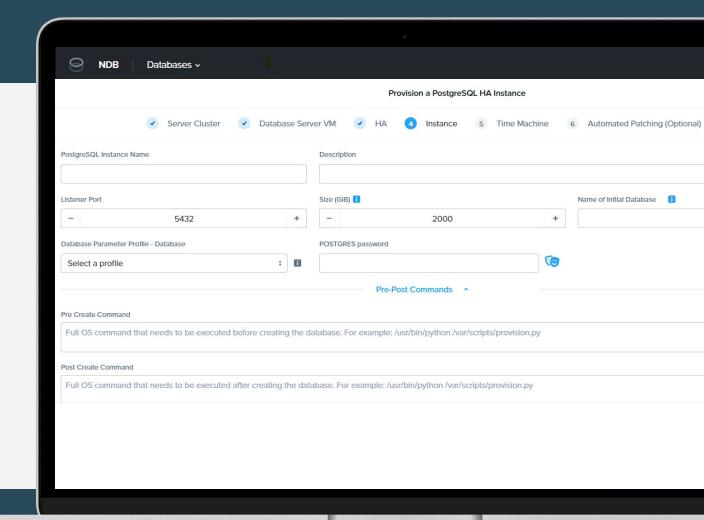
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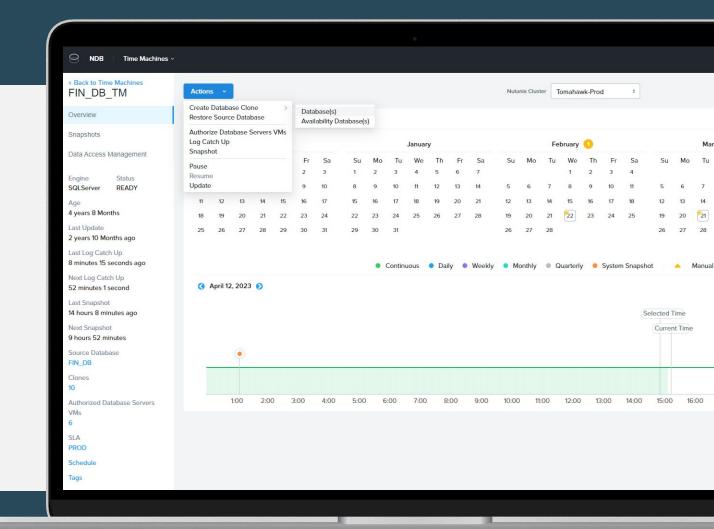
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Speed up Database Backup and Cloning

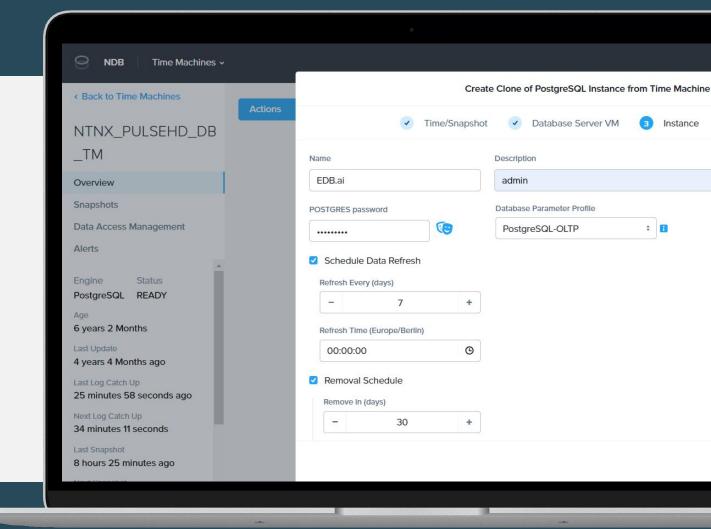
- Automated snapshot backups out-of-the-box with point-in-time-recovery (PITR)
- Create database clones quickly (few minutes)
- Create clones with minimal storage overhead across one or more Nutanix clusters
- Refresh clones to any point in time with an automated schedule





Speed up Database Backup and Cloning

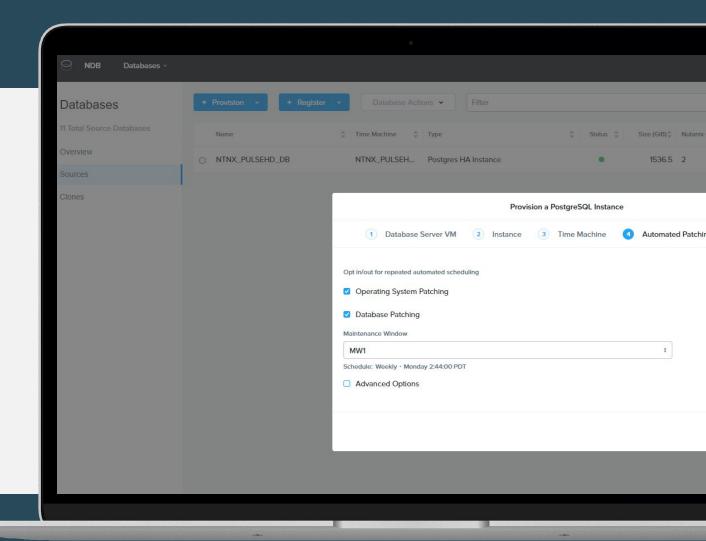
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Simplify Patching with Maintenance Windows

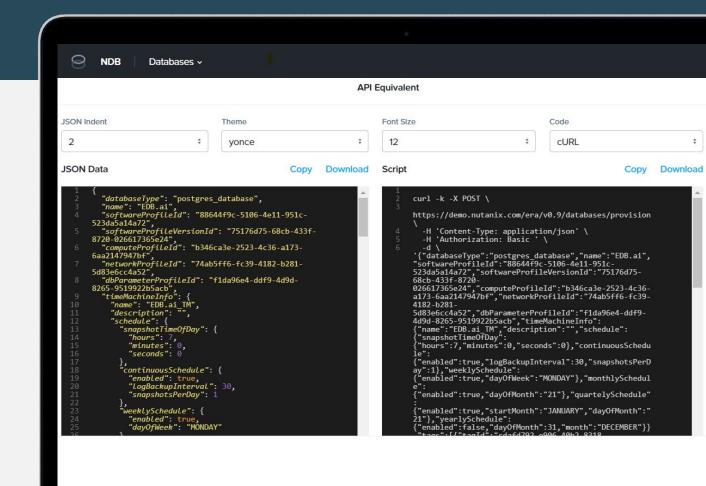
- Enable scheduled Operating System and Database patching maintenance windows
- Optionally opt into Operating system or Database patching
- Define a maintenance window and choose which DB servers are a part of that schedule





Database-as-Code

- Developer self-service for EDB Postgres to accelerate application development
- Simplified EDB Postgres management, including automated patching, cloning, and backups.





Summary: Make Databases an Enabler to Digital Success

Simplify Data Management and Speed Up Software Development with NDB and EDB Postgres Al











Q & A



