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Liberté Égalité Fraternité













Institut national de la stat et des études économique









17 96





Mesurer pour comprendre



Meet the EDB Team

Hervé Timsit

Chief Revenue Officer

• Cédric Amargier

ISV Account Executive

Cyril Bertrand

Senior Partner Account Executive

• Cyrille Sauvain

Strategic Account Executive

Eric Pillon

Strategic Account Executive

Eric Labaune

Senior Customer Success Manager Gilles Maghami

• Sergio Romera

Lucie Zeng

Raphaël Chir

Sébastien Sire

Sophie Palmer

Senior Technical Account Manager

Senior Manager, Sales Engineering

Associate Sales Engineer

Senior Sales Engineer

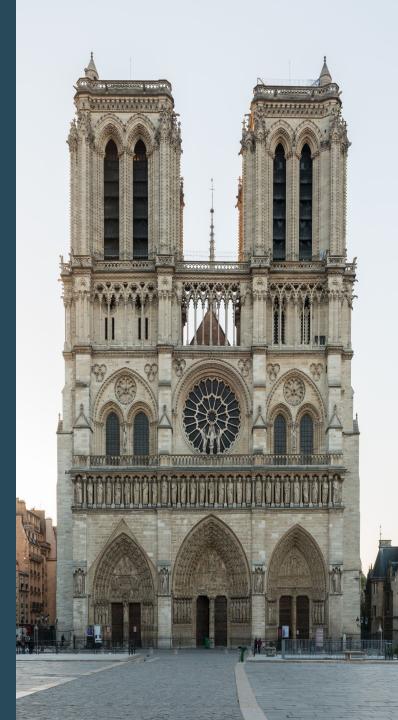
Senior Consultant, Professional Services

Marketing Manager



Agenda

09:30 - 10:00	Accueil café et petit-déjeuner 🅞
10:00 - 10:15	Introduction
	Cyrille Sauvain, Strategic Account Executive, EDB
	Eric Pillon, Strategic Account Executive, EDB
10:15 - 10:30	Le rôle de OSS dans l'innovation
	Hervé Timsit, CRO, EDB
10:30 - 11:15	Session 1 : EDB Postgres AI & Stratégie
	Sergio Romera, Senior Manager, Sales Engineering, EDB
	Lucie Zeng, Associate Sales Engineer, EDB
11:15 - 11:45	Témoignage client : Postgres chez Transactis
	Moez Essaidi, Solutions & IT Architect, Ph.D.
11:45 - 12:05	Pause café 🅞
12:05 - 12:50	Session 2 : EDB Postgres AI & Stratégie
	Sergio Romera, Senior Manager, Sales Engineering, EDB
12:50-14:20	Discussion en table ronde & Lunch
14.20 - 14.35	Session de feedback & tirage au sort
14.40 - 16.30	Visite guidée du musée d'Orsay





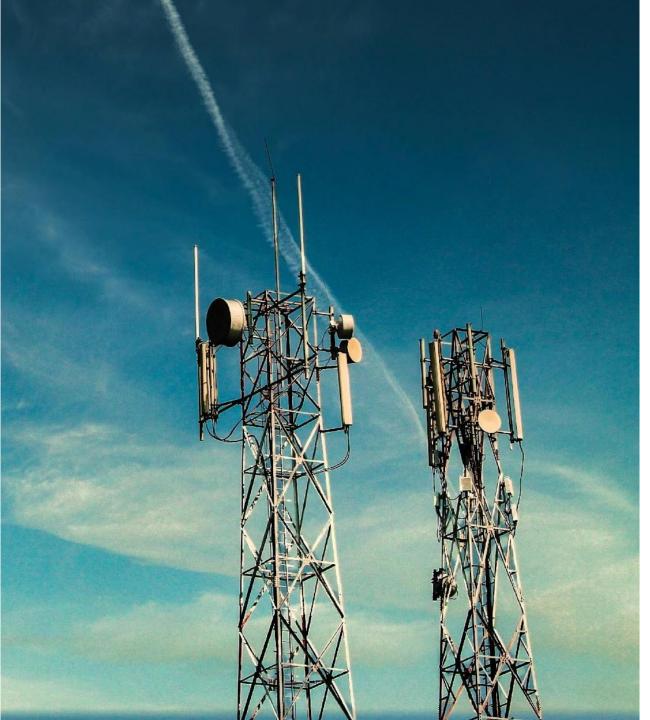
CUFEP

Herve Timsit CRO











Une brève histoire des projets OSS

Movable Type (2013)

SugarCRM (2014)

Redis (2018)

MongoDB (2018)

Confluent (2018)

Cockroach Labs (2019)

Sentry (2019)

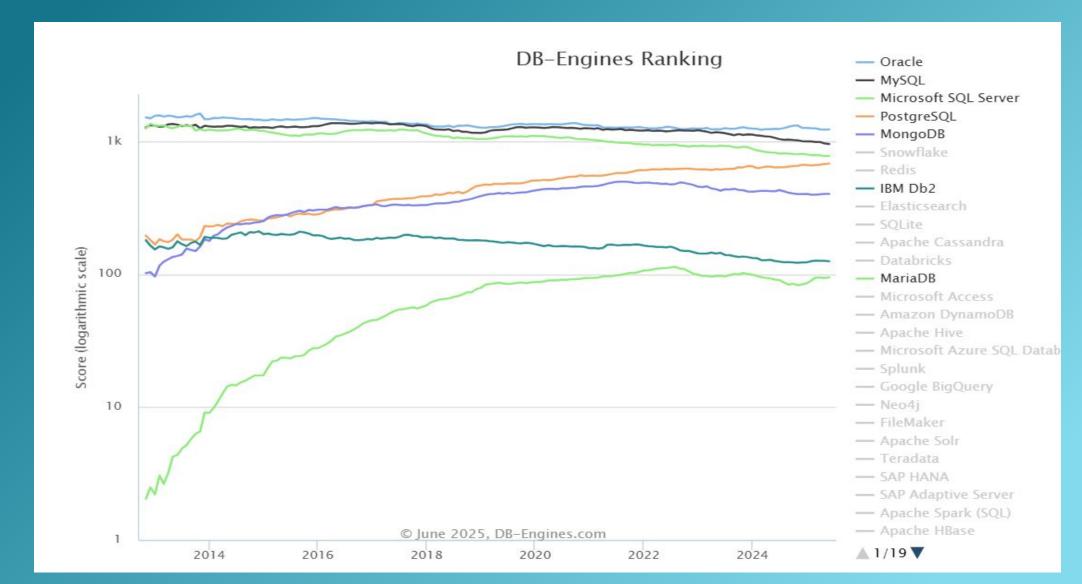
Elastic (2021)

HashiCorp (2023)

Snowplow (2024)

Greenplum (2024)







TOUTE L'ACTUALITÉ / CLOUD

Patrick Pouyanné gêné par la dépendance de Total aux clouds américains

Reynald Fléchaux, publié le 07 Avril 2025



De changer

- Operating model (Cloud, Edge, On Prem)
- De Cloud
- De Hardware
- De stack (Bare Metal, VM, K8s)



'We're dor state hits

LIVRES BLANCS Les grands défis de la cybersécurité 2023-2024 Perte de données: 5 conseils pour v faire face Stockage et gestion de

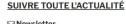
Sur la scène du Forum InCyber, le PDG de Total Patrick Pouyanné a exprimé sa gêne face à sa dépendance aux technologies américaines et le besoin de se doter d'un cloud européen. Le marqueur d'un changement d'époque.



Frankfurt (Germany) (AFP) - Stockage et gestion de Patrick Pouyanné, PDG de TotalEnergies, ici lors du sommet pour l'action sur l'IA à Paris. Le

mighty tech companies, one German state is turning its back on US giant Microsoft.





☑ Newsletter

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What Iran's reprisals against Israel reveal of its ballistic missile

ASIA / PACIFIC



L'auto-intoxication



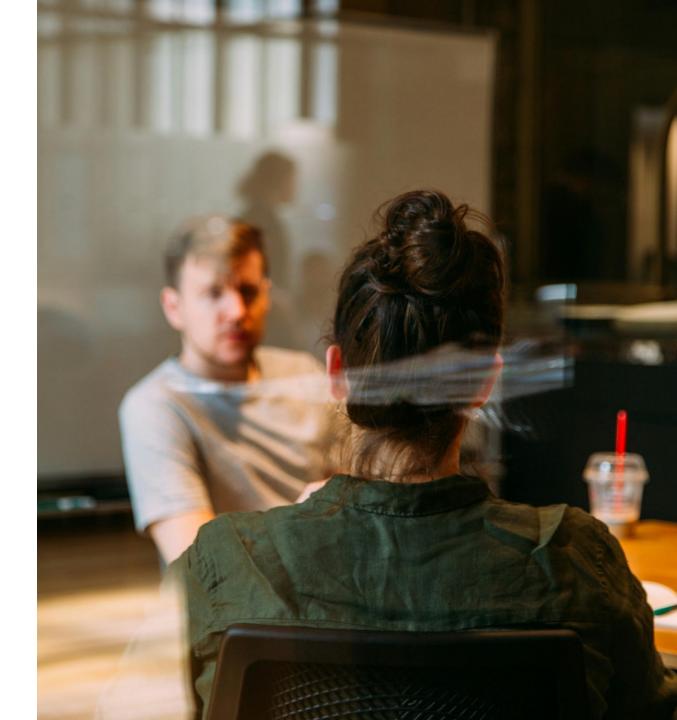
In the realm of AI, the reliability of outputs hinges on the quality of data ingestion. For industries bound by regulations, the concept of sovereign data and AI emerges as the most logical path forward. Ensuring data sovereignty is paramount for robust AI outcomes in such sectors.

Source: [Link to the article](https://lnkd.in/ezzi-9AF)

#sovereignAl #sovereigncloud #EDB #EDBPostrgesAl #Postgres



Al model collapse is not what we paid for theregister.com





Il n y a pas d'innovation sans la liberté de créer



Tirez davantage de valeur de vos données grâce à une plateforme Omni-Data prête à l'emploi pour les charges de travail transactionnelles, analytiques et d'IA, avec une haute disponibilité, une évolutivité et une conformité prêtes à l'emploi.





CUFEP 2025

Part 1: EDB Postgres AI & Strategy
From Transactional to AI, Through Analytics at Scale

Sergio Romera, Senior Manager, Sales Engineering South Team Lucie Zeng, Associate Sales Engineer

Agenda

Sovereign Al



WarehousePG



Analytics





Systems designed to simulate human-like intelligence, performing tasks that typically require human cognition. This includes everything from simple decision rules to complex learning algorithms to understanding language and perception. This is the umbrella term that includes all of the following.



A powerful subset of AI focused on **creating new content**, by learning patterns from existing data. Instead of just analyzing or classifying existing data, GenAI models can generate text, images, audio, video, or code that is original and often highly realistic.



Agentic Al

Al systems that can autonomously set goals, plan actions, execute those plans, and adapt based on the results and environment. These systems aren't just reactionary; they're proactively working towards objectives, potentially breaking down complex tasks into smaller steps without constant human intervention.

Think of them as Al workers that can drive their own tasks.



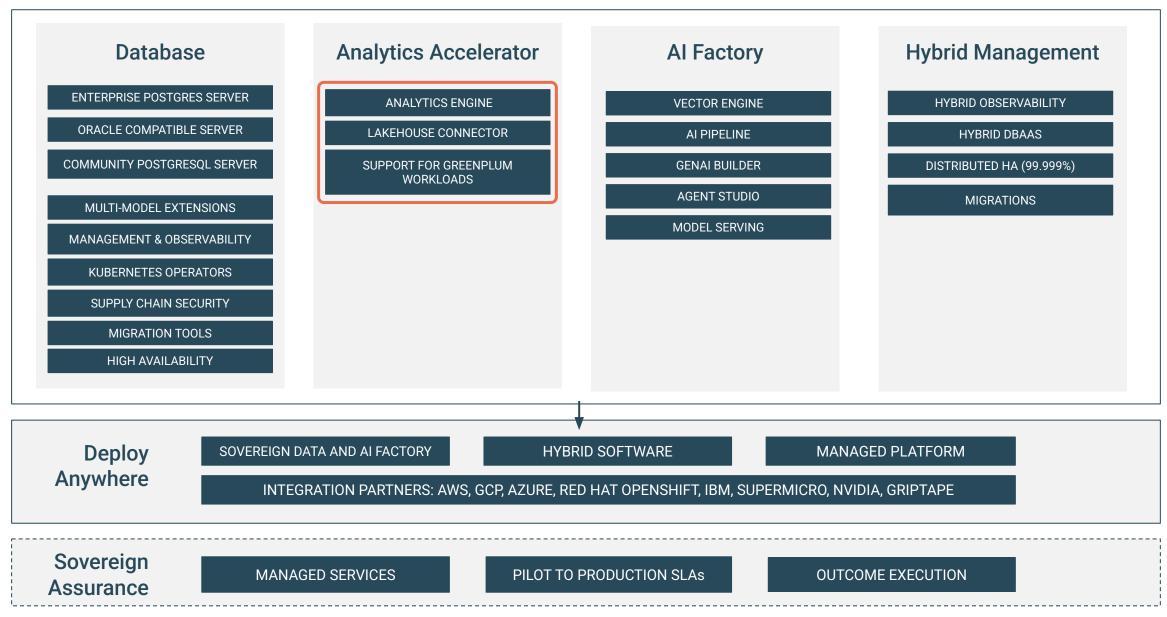
Sovereign Al

Though the idea of "sovereignty" has typically referred specifically to nations, the concept has evolved to apply to any entity with an owned domain.

Sovereign Al is when an organization has complete control and ownership over its Al infrastructure, data, models, and capabilities — serving needs like data residency, security, ethical alignment, and strategic independence.



EDB Postgres[®] Al







Data warehouse

A data warehouse is a centralized repository that stores integrated data from one or more disparate sources.

It is designed for reporting and data analysis and typically holds historical data structured for fast query performance, often following a star or snowflake schema.

Data warehouses are optimized for read-heavy analytical queries rather than transactional processing.



Data Lake

A data lake is a centralized repository that allows you to store all your structured and unstructured data at any scale.

Unlike a data warehouse, it stores raw data in its native format, without a predefined schema.

This flexibility enables various analytical approaches, including big data processing, machine learning, and real-time analytics.



Data Lakehouse

A data lakehouse is a new data architecture that combines the benefits of data lakes (flexibility, low cost, ability to handle raw data) with the benefits of data warehouses (structured transactions, schema enforcement, robust query performance).

It typically uses open file formats and provides ACID (Atomicity, Consistency, Isolation, and Durability) transactions, data governance, and strong performance for both analytics and machine learning workloads, often built on top of a data lake.



Columnar Data

A columnar data format stores data table-wise by columns rather than by rows. This means all values for a single column are stored contiguously.

This format is highly efficient for analytical queries that often access only a subset of columns, as it minimizes disk I/O and improves compression rates, leading to faster query execution in analytical databases.

Some of the popular Columnar Databases are Amazon Redshift, MariaDB, Snowflake Data Cloud, Microsoft Azure Cosmos DB, and many more.





DataFusion is an **extensible query engine** written in Rust that uses Apache Arrow as its in-memory format.



Delta Lake is an open-source table format and transaction layer that enhances modern data lakes with ACID guarantees, schema enforcement, time travel, and scalable performance.

Delta Lake adds database-like reliability and consistency to object storage systems such as S3, GCS, and Azure Data Lake Storage.

Open format built on **Apache Parquet** with a transaction log



Apache Iceberg is a high-performance, **open table format** designed for data lakes built on object storage. It provides scalable metadata management, schema evolution, and ACID transactions.



Apache Parquet is an open source, column-oriented data file format designed for efficient data storage and retrieval. It provides high performance compression and encoding schemes to handle complex data in bulk and is supported in many programming language and analytics tools.





Data warehouse

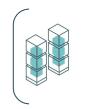








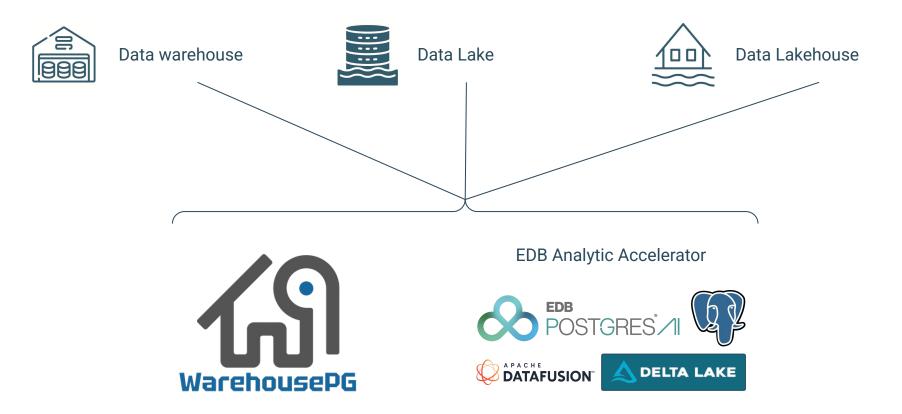
Data Lakehouse



using

Columnar Data







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Data & AI Challenges



Fast Data Growth

Driven by digital transformation, IoT, business expansion, and increased AI adoption.



Data Silos & Legacy Monolithic systems

Slow innovation, poor scalability, high maintenance cost, and limited Al integration.



Data Security & compliance

Databases are prime targets—SQL injection, weak encryption, and shadow DBs are major threats.



Complex & Hybrid infrastructure

High operational overhead, costly integrations, and limited observability.



Getting AI into production is hard

Over 80% of IT leaders say it takes 6-24 months to go from Al pilot to production.



Open Source is the way forward for Innovation

open, decentralized and deeply collaborative



Increases speed of innovation

Open development accelerates discovery and progress vs. closed proprietary systems.

Open-source communities like

PostgreSQL and Hugging Face
evolve rapidly through global
collaboration



Democratizes access

Open sharing removes barriers to emerging AI technologies.



Trust (Openness and Transparency)

Users see how data is used—supporting privacy and sovereignty.



Reduces costs and Avoid vendor lock-in

Flexible, customizable, and cost-effective—no dependency on a single vendor.

PyTorch, and LangChain make advanced AI tools available to all—startups to enterprises.

Open models (e.g., **LLaMA**, **Mistral**) and transparent data pipelines allow full visibility into AI decisions and data usage.

Platforms like **Kubernetes**, **Linux**, and **PostgreSQL** enable flexible, cloud-agnostic deployments



Open Source Software market analysis

Insights into the current trends, challenges, priorities shaping OSS adoption among organizations worldwide.

Either increased or maintained Either increased or maintain their use of OSS* in 2024 34% reported a significant increase

15 Using Kubernetes, grown remarkably since 2021 (18%) more than double)

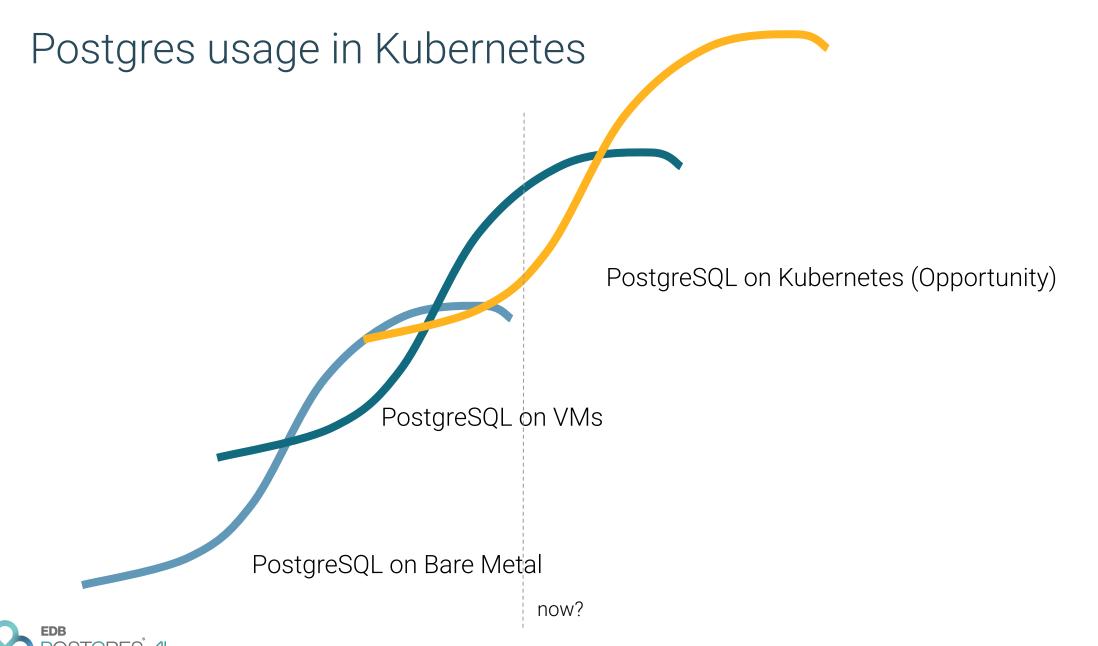
Is using PostgreSQL database

29%

Is challenged with Installation, upgrades, and configuration issues

34% Is challenged with keeping up with updates and patches





EDB Postgres Al Platform Superpowers

1 - SOVEREIGN CONTROL

Cloud service automation in private customer-controlled environment (Hybrid DBaaS)

4 - LEGACY MODERNIZATION

Oracle compatibility mode and migration assistance.
80% Licensing Drop

7 - HYBRID OBSERVABILITY

Monitoring and management across clouds and on prem. Up to 30% productivity boost

2 - ENTERPRISE SECURITY

Protect your data: Transparent data encryption, SQL protection, audit

5 - GLOBAL HIGH AVAILABILITY

Up to 99.999% uptime. Active/active distributed clusters serving global users

8 - Analytics & Al ACCELERATION

Power GenAl and Agentic Al with sovereign Postgres and Analytics Accelerator. Up to 30x faster queries.

3 - SECURE SUPPLY CHAIN

Mitigate open-source vulnerabilities.
Software Bill of Materials

6 - CLOUD-NATIVE DEPLOYMENT

The #1 most popular Kubernetes operator.
PG on K8s with confidence

9 - Analytics & ML At Scale

Consolidate petabyte-scale analytics workloads based on Postgres with "Greenplum"



WarehousePG



WarehousePG

WarehousePG (WHPG) is an advanced, fully featured, open source data warehouse, based on Greenplum® Database and PostgreSQL.

WarehousePG provides powerful and rapid analytics on petabyte scale data volumes.

Uniquely geared toward big data analytics, WarehousePG is powered by the world's most advanced cost-based query optimizer delivering high analytical query performance on large data volumes.





What is WarehousePG?

Key Terminology

WHAT

Lakehouse

- Centralized data repository for business intelligence and reporting.
- Structured data/Semi-Structured/Non-Structured
- Optimized for high-performance analytical queries at petabyte scale.

HOW

Massively Parallel Processing (MPP)

- Distributes data and queries across multiple nodes for fast execution.
- Each node processes tasks independently, then aggregates results.
- Enables scalability for petabyte-scale analytics.

WHY IT'S RELEVANT FOR US

Postgres-Based

- Based on Postgres.
- WarehousePG is essentially a bunch of Postgres instances working together.
- Advantage over traditional data warehouse with Postgres extension compatibility for semi-structured and unstructured data support.



A Brief History of Greenplum

Greenplum
Open Sourced
2015

Broadcom Makes

April 2025

EDB forks **WarehousePG** from the last open source

version of Greenplum and launches EDB Postgres Al - Support for Greenplum Workloads

2003



Greenplum, Inc. sponsors OSS Bizgres Project 2006-2009



Rebrands Bizgres MPP development to Greenplum Database 2010



Acquired by EMC

Focus on Hardware Appliances 2013



Spun out as an asset of Pivotal Software

Focus on Platform as a Service,
Consulting

2015 -



Greenplum Database goes Open Source 2020 -



Acquired by VMware

Focus on Virtualization, Application Delivery 2023 -

Greenplum Closed

Source May 2024



Acquired by Broadcom

The end of open source Greenplum

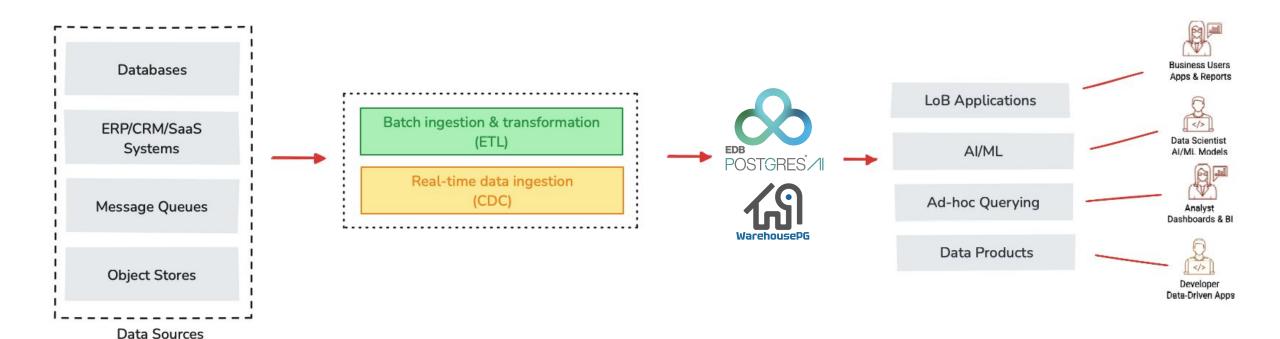






What is WarehousePG?

WarehousePG in Action





Drive Advanced Analytics with EDB WarehousePG

Petabyte Scale

Massively Parallel Processing (MPP) Cluster topology on multiple Segments

In-DB Machine Learning

Accelerate innovation, run at scale without needing to transfer data to other tools

Parallel Query Distribution

Master (coordinator) to optimize and parallel plan query distribution on multiple segments

GPUs Support

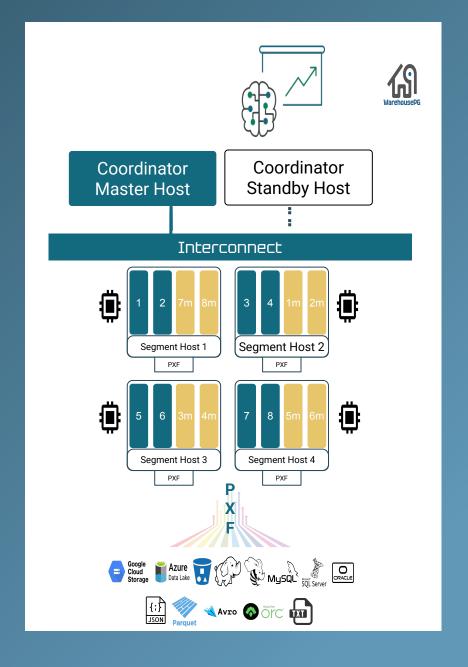
Leveraging GPU powered ML frameworks like PyTorch, TensorFlow via e.g. CUDA

Heterogeneous Data Access

Enables parallel, high throughput data access and federated queries through PXF (platform extension framework)

ELT Transformation Support

Accelerate data transformation pipelines through 3rd party push down integration to WarehousePG





WarehousePG Highlights



Petabytes scale with high-speed /-concurrency performance, via MPP Cluster topology

Postgres Fork based on PG 12.12

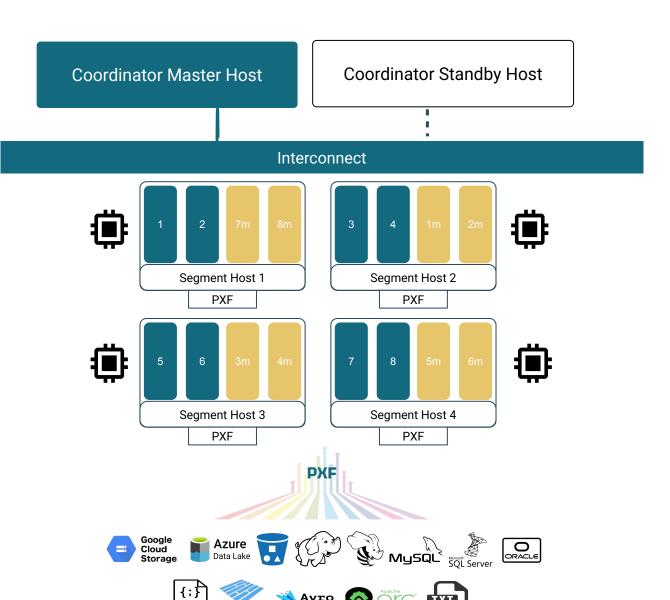
Master (coordinator) for query optimization and parallel plan and distribution

Multiple Segments

- Segment is a Postgres Process which holds data
- Own CPUs, Hard disk and RAM
- Scalable

HA achieved through Standby for Master and Mirror for Segments

High-speed Interconnection for continuous data processing pipelining



Analytic Accelerator

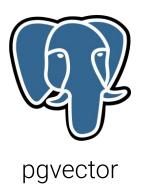


EDB Postgres Al Analytics Accelerator

Postgres Lakehouse is a new type of Postgres cluster (it's really just one node) that you can provision with on the EDB Postgres® Al Platform.

It includes a vectorized query engine based on Apache DataFusion for fast queries over columnar Lakehouse tables in object storage (using the Delta Lake protocol).









What is EDB Postgres AI Analytics Accelerator?

Key Terminology

WHAT

Analytics Accelerator

- Use the Analytics
 Accelerator to explore the
 analytical capabilities built
 on EDB Postgres®.
- This accelerator helps you understand core concepts, explore key technologies such as EDB Postgres® Lakehouse, and learn how to implement analytics with EDB Hybrid Manager (HM).

HOW

Mix of Open Source Technologies

- Apache DataFusion
- Apache Iceberg
- Delta tables

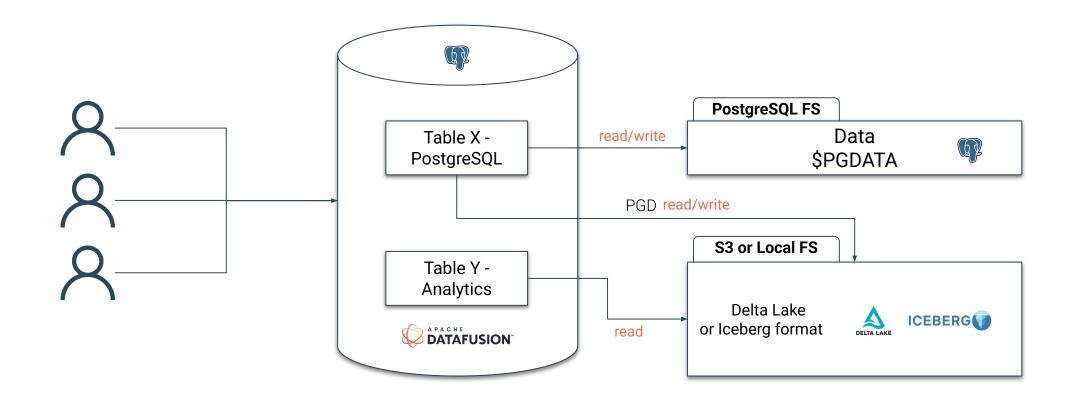
WHY IT'S RELEVANT FOR US

Postgres-Based

- Based on Postgres.
- Analytics Accelerator is essentially Postgres mixed to other technologies.
- Performance and Al integration.



EDB Postgres Al Analytics Accelerator Sample Architecture







Analytics Engine

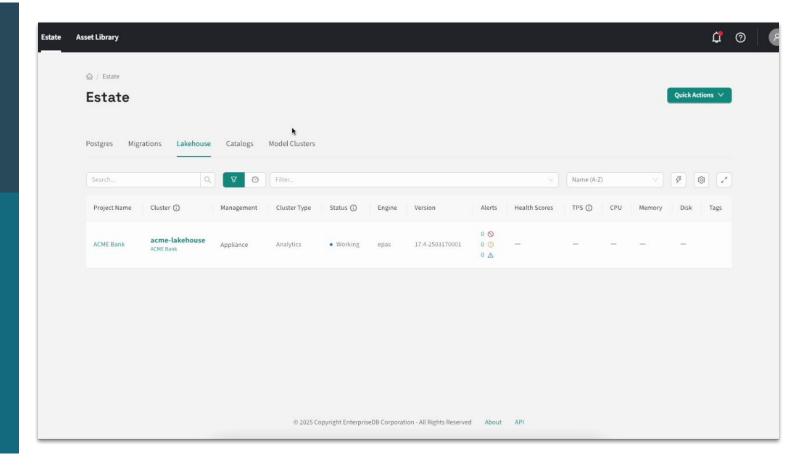
GET 30X FASTER INSIGHTS DIRECTLY FROM OPERATIONAL DATA

Challenges

- Slow insights
- Business disruptions and downtime
- High costs from bloated storage

EDB Postgres Al Solution »

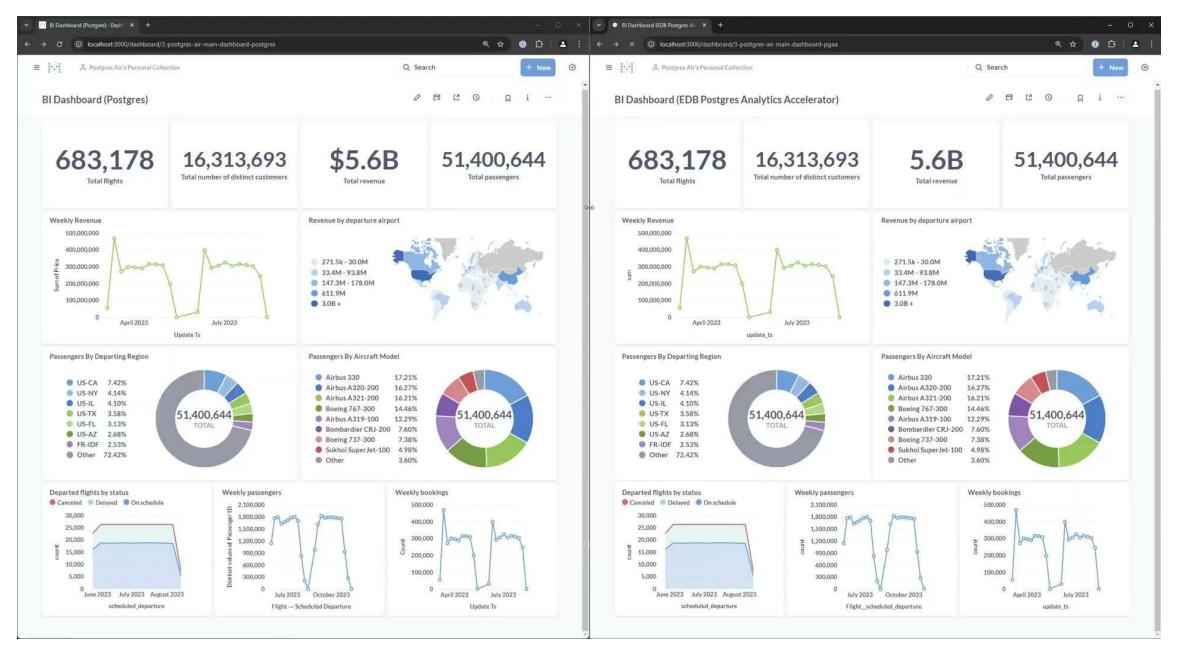
- Optimized for Columnar Data: 30x faster analytical queries
- Tiered Tables: Improved cost efficiency (5x smaller formats, 18x more economical storage), Up to 99.999% availability (unaffected by analytics)





WATCH DEMO >>

Watch a demo showing how Analytics Accelerator improves dashboard performance by improving query speeds vs. the standard Postgres engine.





Thank you





CUFEP 2025

Part 2: EDB Postgres AI & Strategy
From Transactional to AI, Through Analytics at Scale

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Agenda

Secure OSS



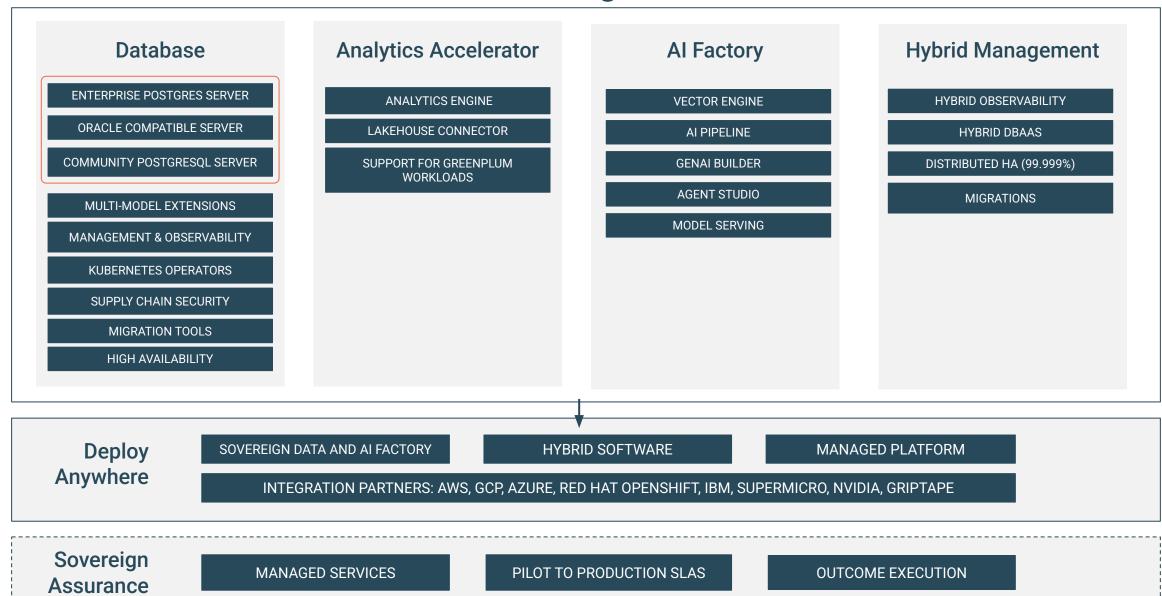
Hybrid Control Plane



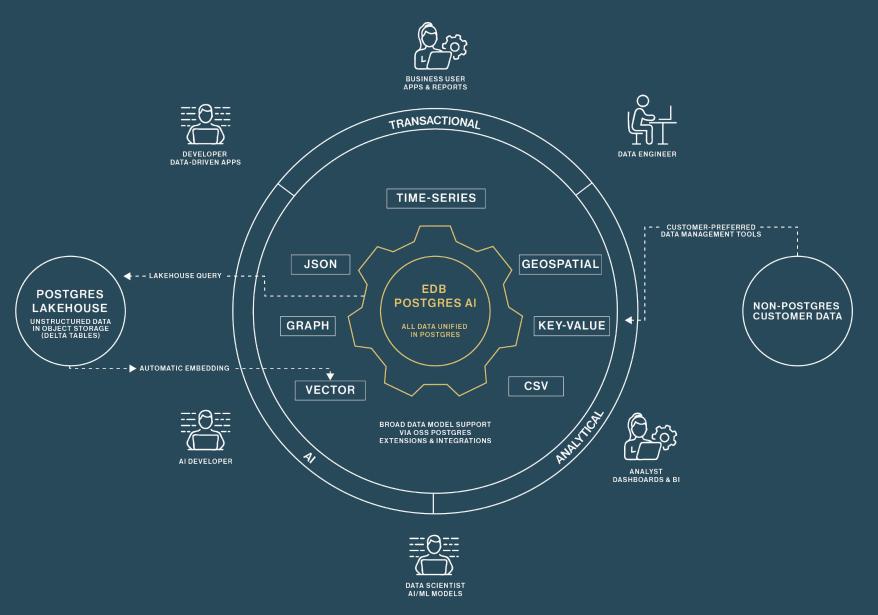
Roadmap



EDB Postgres[®] Al









EDB POSTGRES AI HYBRID MANAGEMENT

UNLOCK HYBRID CONTROL AND UNIFIED OBSERVABILITY IN A SOVEREIGN CONTAINER



Turnkey data and Al sovereignty



Operate efficiently with data platform automation

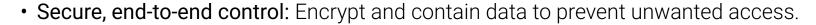


Take action faster with deep observability



Securely modernize for Al-ready data

KEY FEATURES





- Cloud-native automation: Automate your hybrid data infrastructure on demand, on your terms.
- Unified observability: 200+ metrics for optimal performance and HA for EDB and external Postgres.
- Intelligent recommendations: Identify problems 5x faster and boost app performance by up to 8x.
- Sovereign migrations: Seamless migrations within your secure environment.
- Al-ready data: Sync existing data and create a private knowledge base to modernize legacy apps faster.





Unified Observability

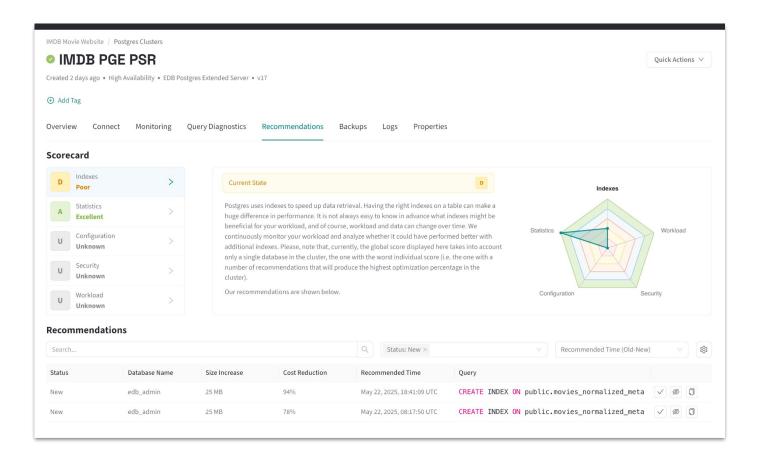
UNLOCK DEEP OBSERVABILITY FROM A SINGLE PANE OF GLASS

Challenges

- Fragmented deployments
- Problematic queries
- Slow app performance

EDB Postgres Al Solution »

- Single pane of glass: View 100s of Postgres clusters
- Query diagnostics, alerts, notifications: Resolve bottlenecks 5x faster
- Intelligent recommendations:8x faster app performance





Watch a demo showing how to see and apply recommendations from EDB Postgres AI to resolve problematic queries and improve performance.





Hybrid DBaaS

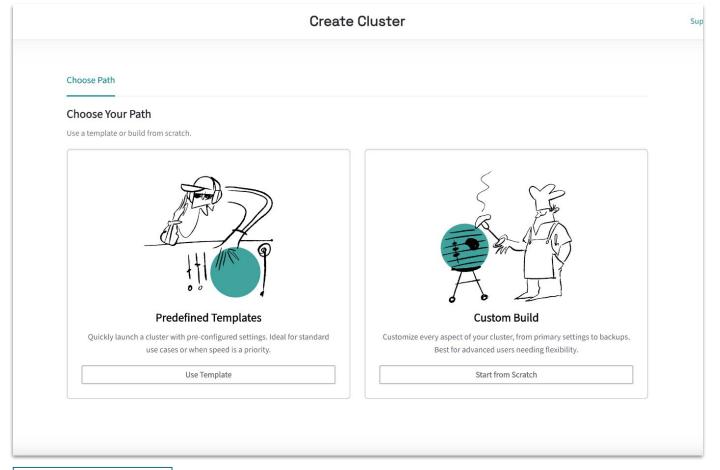
AGILITY WITH SOVEREIGN CONTROL IN HYBRID ENVIRONMENTS

Challenges

- Multiple, disparate tools
- DBAs spend 30-50% of time on undifferentiated admin

EDB Postgres Al Solution »

- Console: Manage 100s of clusters with a simple interface
- Automated provisioning,
 backups, recovery, upgrades:
 Boost productivity 30%
- Access management: security on your own terms





WATCH DEMO >>

Watch a demo showing how to create a cluster template using just a few clicks in an easy-to-use interface.

EDB POSTGRES AI DATABASE

SINGLE DATABASE PLATFORM FOR ANY WORKLOAD, READY FOR SOVEREIGN AI.



Build without traditional boundaries



Deliver always-on experiences

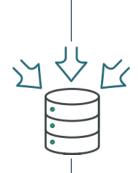


Secure your data assets for sovereign Al



Boost productivity for busy teams





- Multi-model database: Relational, document, time series, columnar, vector, and more.
- Distributed HA: 99.999% HA, built on a geo-distributed, active-active architecture.
- Secure by default: Transparent Data Encryption and data, database, and app protection eliminate threats.
- Flexible deployment: Automate management across hybrid and multi-cloud environments.



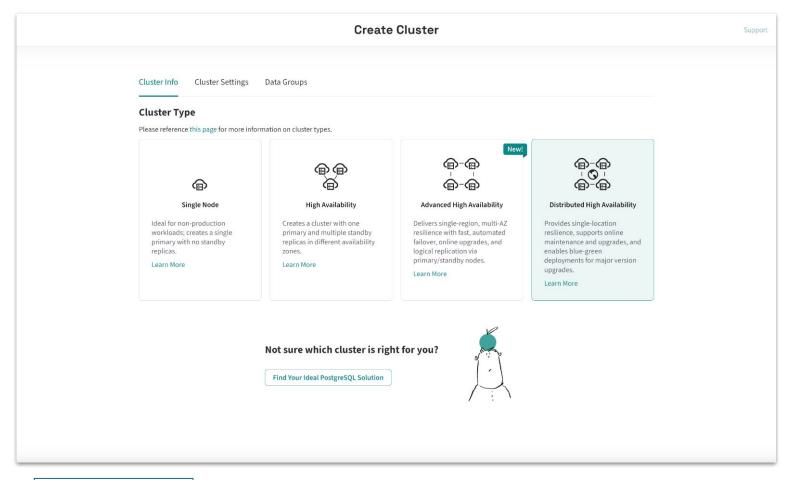


Challenges

- HA requirements for mission-critical apps
- Difficulty setting up HA clusters

EDB Postgres AI Solution »

- High availability options (HA, Advanced HA, Distributed HA):
 Up to 99.999% HA
- Automated provisioning: Few clicks to deploy HA clusters





WATCH DEMO >>

See how to deploy a highly available cluster from a template in just a few clicks.

EDB POSTGRES AI FACTORY

SECURELY BUILD, TEST, AND LAUNCH SOVEREIGN AI APPLICATIONS



Accelerate time to market for GenAl apps



Equip every team to build custom, sovereign



Design only once with secure, automated data management



Deliver more value from your data with agentic Al

KEY FEATURES



- GenAl builder: Accurate GenAl with robust low-code SDK for devs and no-code interface for others.
- Agent studio: Deploy out-of-the-box agents or build custom agent workflows to enhance productivity.
- Al pipeline: Auto-embedding in a single system for always-current knowledge bases without the complexity.
- Model serving: Run customized Al models on a secure vector database without exposing data to the cloud.
- Hybrid deployment: Leverage your own infrastructure or a pre-configured solution with Nvidia and Supermicro.



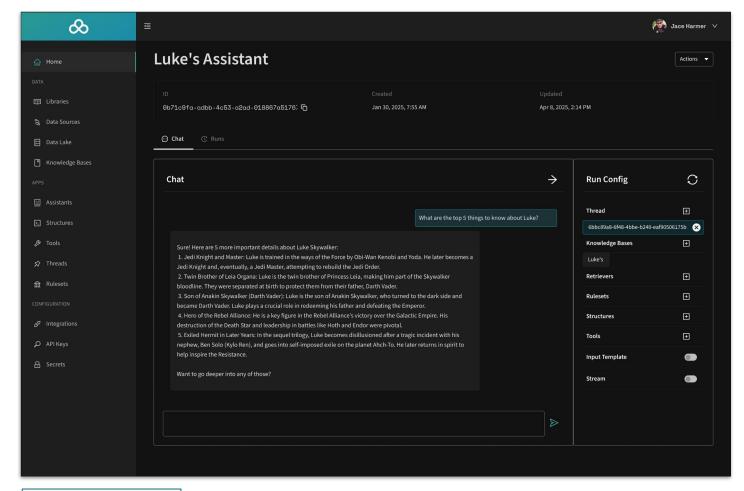


Challenges

- Al development skill gaps
- 6-12 month GenAl time to value
- Budget overruns of 40-60%

EDB Postgres Al Solution »

- **Build your way:** Any skill level can build production GenAl in days, not months
- Off-prompt: Ensure data sovereignty and reduce costs by storing sensitive data in-memory instead of exposing to 3P LLMs





WATCH DEMO >>

Watch an end-to-end demo of how to build a GenAl application with Al Factory.



Analytics Engine

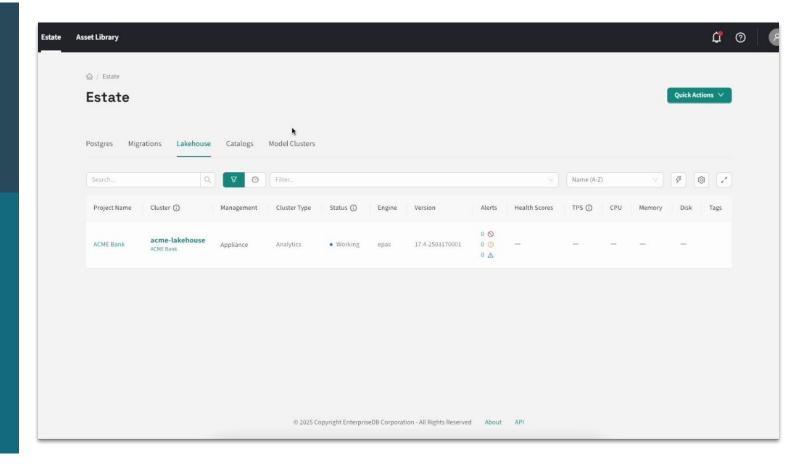
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EDB Postgres Al Solution »

- Optimized for Columnar Data: 30x faster analytical queries
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WATCH DEMO >>

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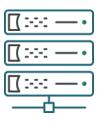
DEPLOY EDB POSTGRES AI ANYWHERE

ACHIEVE DATA AND AI SOVEREIGNTY IN YOUR ENVIRONMENT OF CHOICE.



HYBRID SOFTWARE

A single, sovereign software installation delivers a consistent experience and cloud agility across hybrid and multi-cloud environments.



SOVEREIGN DATA AND AI FACTORY

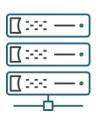
Pre-configured solution integrates EDB Postgres AI with Supermicro servers to bring production-ready Postgres with 99.999% HA to your data center.



MANAGED PLATFORM

Leverage unmatched Postgres expertise and 24x7 support, delivering mission-critical performance and availability for hybrid deployments.





Sovereign Data and Al Factory

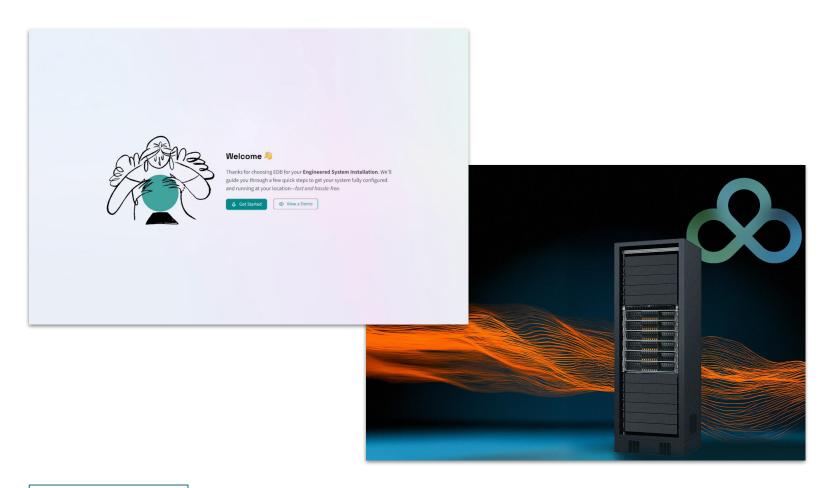
THE FAST TRACK TO DATA AND AI SOVEREIGNTY

Challenges

- Extreme performance and HA requirements
- DIY is slow and difficult
- Slow time-to-value for AI

EDB Postgres Al Solution »

- **Pre-tuned system:** Up to 6x performance, up to 5 9s HA
- Turnkey Al Factory: 5x faster sovereign Al development
- Built-in hybrid management:90% better value than cloudDBs





WATCH DEMO >>

See how we've transformed complex hardware installation into a simple, guided experience that enables production-ready Postgres in a few clicks.

Demo



Demo

O1 State view
O4 Observability recommendations
O2 Create new DB
O5 Analytics & Al

Q&A



Sovereign Al

Thank you





Disclaimer

Statements included in this presentation, other than statements or characterizations of historical fact, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates, and projections about our industry, management's beliefs, and certain assumptions made by us, all of which are subject to change. These forward-looking statements are not guarantees of future results and are subject to risks, uncertainties, and assumptions that could cause our actual results to differ materially and adversely from those expressed in any forward-looking statement.

By sharing our product roadmap with you, we are not undertaking an obligation to develop the software with the features and functionality discussed herein.

The forward-looking statements in this presentation are made as of May 2025. We undertake no obligation to revise or update publicly any forward-looking statement for any reason.