



EDB

Postgres® for the AI Generation

EDB PARTNER ACADEMY: **MILAN**

6 MAY • MILAN



Agenda

TIME	DURATION	SESSION
10:00	30 min	Arrival and Networking
10:30	15 min	Welcome & Leadership Opening - Marco Cesare (MED Region Lead)
10:45	15 min	The Opportunity, The Pathway, and How to Make Money - Andrea Fumagalli (Enterprise Lead)
11:00	15 min	EDB Postgres AI - The Business Value Driver - Roberto Serravento (Public Sector Lead)
11:15	30 min	EDB Postgres AI - The Technical Solution - Davide Tammaro (Senior Sales Engineer)
11:45	15 min	Break
12:00	60 min	EDB Postgres AI - The Technical Solution Cont'd & Roadmap - Davide Tammaro (Senior Sales Engineer)
13:00	20 min	The Customer Journey - Roberto Serravento (Public Sector Lead) and Andrea Fumagalli (Enterprise Lead)
13:20	10 min	Action Takeaways: Moving Forward Together - Marco Cesare (MED Region Lead)
13:30	60 min	Lunch

Welcome & Opening



Marco Cesare
MED Region Lead

Welcome

The Opportunity, the pathway and how to make money



Andrea Fumagalli
Enterprise Lead

From Postgres the database to **Postgres the platform**



Postgres is the most desired

35% of enterprises (150+ employees) will consider Postgres for their next project.*



EDB remains the leading contributor to Postgres

150+ database engineers
3 core team members
6 committers
20+ named contributors



Transactional Postgres is not enough in today's market

Moving beyond transactional:
AI & analytics are key

New lakehouse & AI capabilities for analytics and Gen AI development. Seamless synchronization of data from transactional stores to lakehouse



New Hybrid by design for enterprise customers

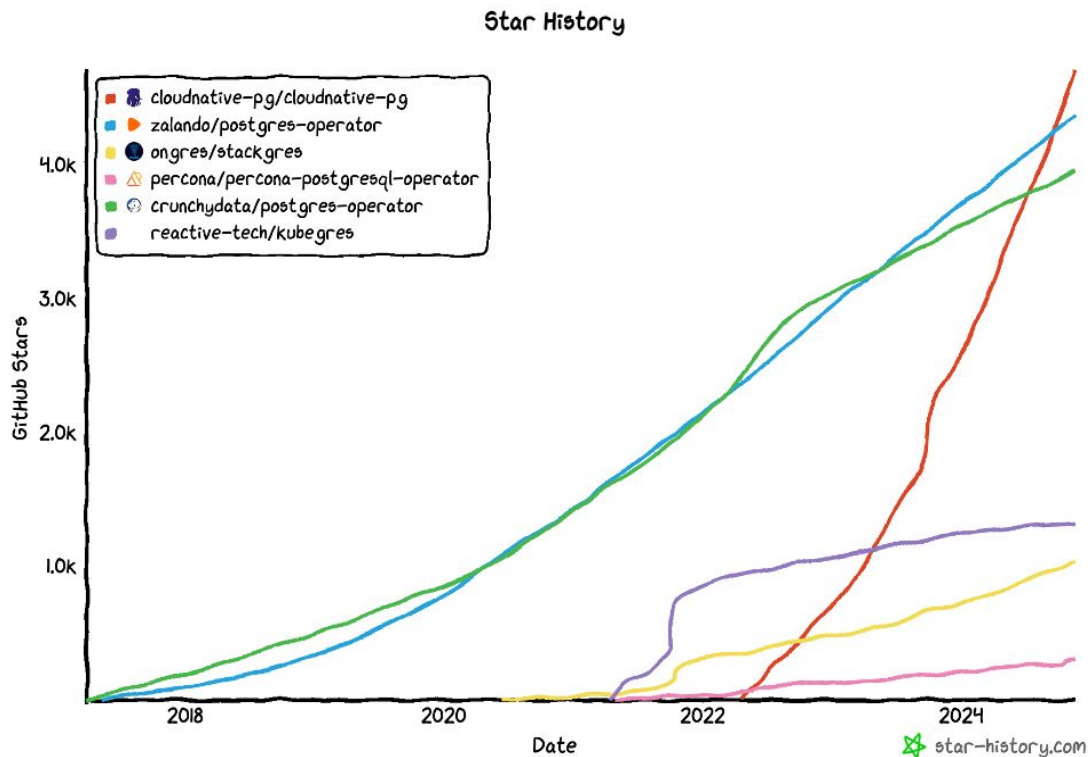
New hybrid control plane streamlines provisioning, operations, and maintenance with a consistent user experience across on-premise and public cloud.

New form factors support on-premises, hybrid, and public cloud environments.



*Source: March 2024, EDB, Brand Study.

The world's most popular Postgres operator for Kubernetes



CLOUD NATIVE
COMPUTING FOUNDATION

SANDBOX PROJECTS



Run PostgreSQL.
The Kubernetes way.

Gabriele Bartolini (He/Him) - 1st
VP of Cloud Native at EDB | DoK Ambassador | PostgreSQL

72 Million
downloads
and counting

Did you know?

“

**More than 50% of the current users of PG
have less than 5 years of database
experience.**

”

State of Postgres Survey

In fewer than three years, 15% of the economy will be dependent on the way AI and data interact. That's 1 in 7 dollars in the economy.

The world is evolving ...
Are you?

Join the **\$80B** database market with **EDB**
The Leader in enterprise-grade open-source
PostgreSQL solutions.

Let's grow bigger deals, faster, together.

AI + Data = \$ Every Day



STORAGE



SERVICES



NETWORKING



SERVERS



APPS



CONSULTING



SOFTWARE
LICENSES



SECURITY



RENEWALS

THE OPPORTUNITY

35%

Thirty-five percent of Enterprises will consider Postgres for their next project



#1

EDB, Enterprise DB is the Number One Contributor to the fastest growing and most loved Db (StackOverflow) in the world

**THE TIMES
THE SUNDAY TIMES**

How the UK is poised to become an AI and data platform leader

Investing.com

The Growth Mindset:
The Hidden Driver of AI
Success



Seeing the Future Clearly:
Why Your AI and Data Need
the Right Lens



2025 in Focus — 5 Key
Predictions for the Future of
Data and AI Sovereignty



The 20 Coolest
Cloud Software
Companies Of The
2025 Cloud 100

INTERNATIONAL BUSINESS TIMES

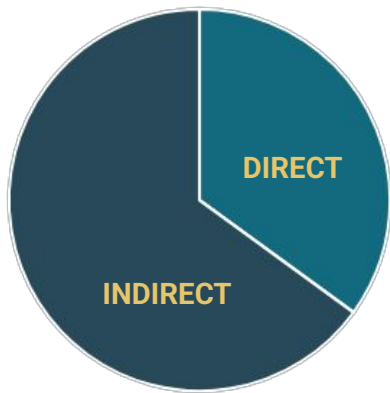
Is Data And AI Sovereignty
The Defining Debate Of
2025?

67%

Sixty seven percent
Of enterprise grade
workloads are living in a
sovereign (Hybrid)
architecture

71%

Seventy-one percent of
Enterprises using
Postgres are infusing
these workloads with AI



EDB GTM INVESTMENTS GOING FORWARD

Source: 2024 research EDB



EDB Postgres AI - The Value Driver



Roberto Serravento
Public Sector Lead

What if you could access **transactional, analytical, and AI** data systems across cloud, hybrid, and on-premises environments — all through a **single pane of glass**?

EDB POSTGRES AI PLATFORM

UNIFIED WORKLOAD MANAGEMENT

TRANSACTIONAL

ANALYTICAL

ARTIFICIAL INTELLIGENCE

SINGLE PANE OF GLASS ADMINISTRATION

HYBRID
CONTROL PLANE

DATABASE AUTOMATION
AND MANAGEMENT

INTELLIGENT
OBSERVABILITY

ENTERPRISE
SECURITY

MULTI-MODEL DATA MANAGEMENT

RELATIONAL

JSON

TIME
SERIES

VECTOR

COLUMNAR

HYBRID AND MULTI-CLOUD DEPLOYMENT

SOFTWARE
DEPLOYMENT

CLOUD
SERVICE

HARDWARE
INTEGRATED
SOLUTION

PLATFORM TOOLS AND SERVICES

MIGRATION
PORTAL

CONTINUOUS HIGH
AVAILABILITY

BACKUP AND
RECOVERY

EXTENSIBILITY

CSP INTEGRATIONS

DEVOPS TOOLING

KUBERNETES TOOLING

GENAI & LLM INTEGRATIONS

LAKEHOUSE INTEGRATIONS

DELIVERED WITH WORLD-CLASS
STRATEGIC PARTNERS:



Fit application and business requirements the Enterprise way

EDB Community 360 Plan

Protect PostgreSQL with EDB Expert Support

Ideal for organizations with an OS first strategy as well as those using PostgreSQL for admin and operational applications

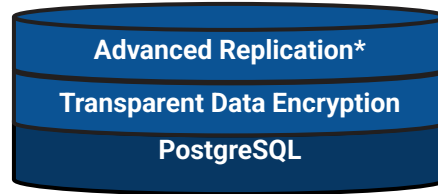


- Open Source Tools
- Community PostgreSQL
- EDB & Community Support
- Cloudnativepg Kubernetes Operator

EDB Standard Plan

Strengthen and extend PostgreSQL with enhanced security, resiliency, reliability and optimization

Perfect for organizations that want to use Postgres with best of breed tools for business-critical applications

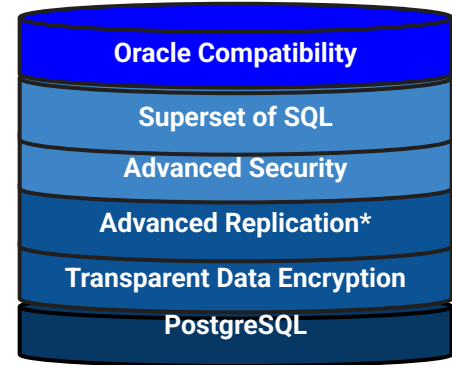


- Open Source Tools
- Community PostgreSQL
- EDB & Community Support
- EDB Postgres for Kubernetes
- EDB Tools & Extension - including PEM
- EDB Postgres Distributed Add-on*

EDB Enterprise Plan

Migrate costly Oracle workloads to Postgres or elevate Postgres to enterprise-grade with advanced security, reliability and much more.

Best choice for Oracle modernization and savings, mission critical applications and systems of record.



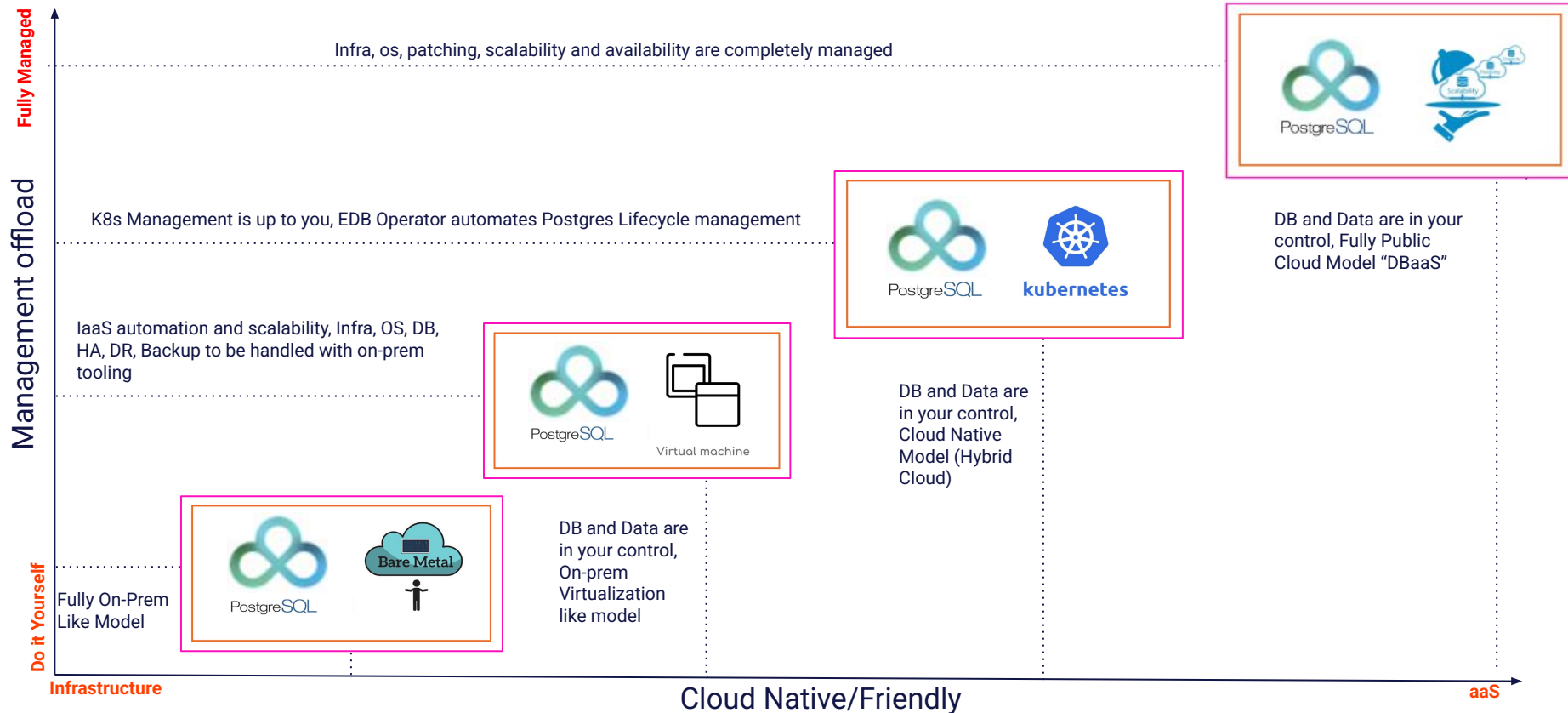
- Open Source Tools
- Community PostgreSQL
- EDB & Community Support
- EDB Postgres for Kubernetes
- EDB Tools & Extension - Including PEM
- EDB Postgres Distributed Add-on*
- EDB Postgres Advanced Server





		SUBSCRIPTION PLAN		
		PREMIUM	PRODUCTION	BASIC
AVAILABILITY		24 hours x 7 days	24 hours x 7 days	8am - 6pm / Mon - Fri
Initial Response Service Level Objective	Severity-1	15 minutes	30 minutes	N/A
	Severity-2	30 minutes	60 minutes	N/A
	Severity-3	60 minutes	2 hours	4 hours
	Severity-4	1 business day	1 business day	1 business day
Remedy Service Level Objective	Severity-1	4 hours	24 hours	N/A
	Severity-2	8 hours	48 hours	N/A
	Severity-3	10 business days	15 business days	20 business days
	Severity-4	30 business days	45 business days	60 business days
Resolution Service Level Objective	Severity-1	24 hours	N/A	N/A
	Severity-2	5 Days	N/A	N/A

EDB Postgres Hybrid Portfolio & Services



Analytics Acceleration

18X

cost-effective

Object storage vs. solid state drives (SSDs)

30X

faster

On average for analytical queries compared to Postgres

5X

smaller

On disk Lakehouse tables vs Postgres tables and indexes

4.22X

faster



On average for queries per second compared to other vector databases

Legacy Modernization

Migrate in

**less than
20 days**

95%

Reduction in application rewrites

99.999%

Availability with geo-distributed, active/active clusters

80%

Reduced TCO versus traditional commercial databases



CUSTOMER SUCCESS STORIES

AnyDesk Handles Massive Growth and Minimizes Downtime with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

From Legacy to Cutting Edge: How areeba Revolutionized Its Payment Platform and Cut Costs



CUSTOMER SUCCESS STORIES

Clear Capital Maps the Future of Property Insights with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Clear Capital Maps the Future of Property Insights with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

GKN Powder Metallurgy Achieves Significant Cost Savings, Strategic Flexibility by Migrating to EDB Postgres® AI



CUSTOMER SUCCESS STORIES

KATIM Partners with EDB to Expand Communication Security Solutions for Governments and Enterprises



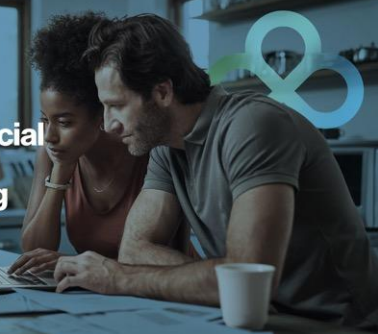
CUSTOMER SUCCESS STORIES

Meridian Delivers the Future of Customer Service with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Purpose Financial Secures and Scales Lending Data with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Debeka Gains Advanced Capabilities for Future Development Plans with EDB Postgres® AI





CUSTOMER SUCCESS STORIES

Golf Genius Transforms the Golf Experience with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Indiana's Office of Technology Services Drives Legislative Efficiency and Transparency with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Meinemarkenmode Finds Enterprise Database Stability Amid Rapid Growth with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Shinhan EZ General Insurance Migrates Seamlessly from Oracle to EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Bajaj Allianz Life Insurance Chooses EDB Postgres® AI to Modernize Its Insurance Platform



CUSTOMER SUCCESS STORIES

Ericsson Powers the Future of Media with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Feeding the World Requires Near Zero Downtime for This AgTech Leader. Here's How They're Doing It with EDB Postgres® AI



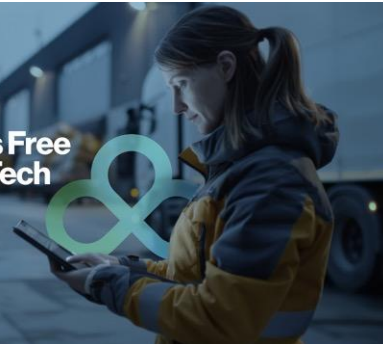
CUSTOMER SUCCESS STORIES

FBI Protects High-Stakes, Highly Sensitive Data with Oracle Compatibility and EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Linup Breaks Free from Legacy Tech





CUSTOMER SUCCESS STORIES

Enhancing Global Trade: EDB Postgres® AI Drives Efficiency at the London Stock Exchange



CUSTOMER SUCCESS STORIES

Smals Empowers Government, Healthcare, and Social Services Innovation with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Banca Popolare di Sondrio Streamlines Innovation with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Investing in the Future: Murex Maximizes Its Competitive Advantage with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

Accelerating the Financial Sector: EDB Transforms Trading with Speed and Security for \$500 Billion Asset Leader



CUSTOMER SUCCESS STORIES

Zucchetti Works with EDB to Implement Cost-Effective, Scalable Database Archiving Solution for Electronic Invoices



CUSTOMER SUCCESS STORIES

Saudi Arabia's Ministry of Tourism Accelerates GDP with EDB Postgres® AI



CUSTOMER SUCCESS STORIES

The USDA Forest Service Modernizes Its Tech Stack and Moves to EDB Postgres® AI

5 TARGET CUSTOMERS



EDB Postgres Superpowers

SOVEREIGN CONTROL

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

HYBRID OBSERVABILITY

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

ENTERPRISE SECURITY

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

LEGACY MODERNIZATION

Oracle compatibility mode and migration assistance.
Up to 7x lower TCO (McKnight)

GLOBAL HIGH AVAILABILITY

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

CLOUD-NATIVE DEPLOYMENT

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

SECURE SUPPLY CHAIN

Mitigate open-source vulnerabilities. Software Bill of Materials

AI ACCELERATION

Power GenAI and Agentic AI with sovereign Postgres. Up to 4x performance

ANALYTICS ACCELERATION

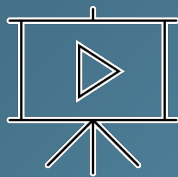
Consolidate petabyte-scale analytics workloads in Postgres. Up to 30x faster queries

EDB Postgres AI - The Technical Solution

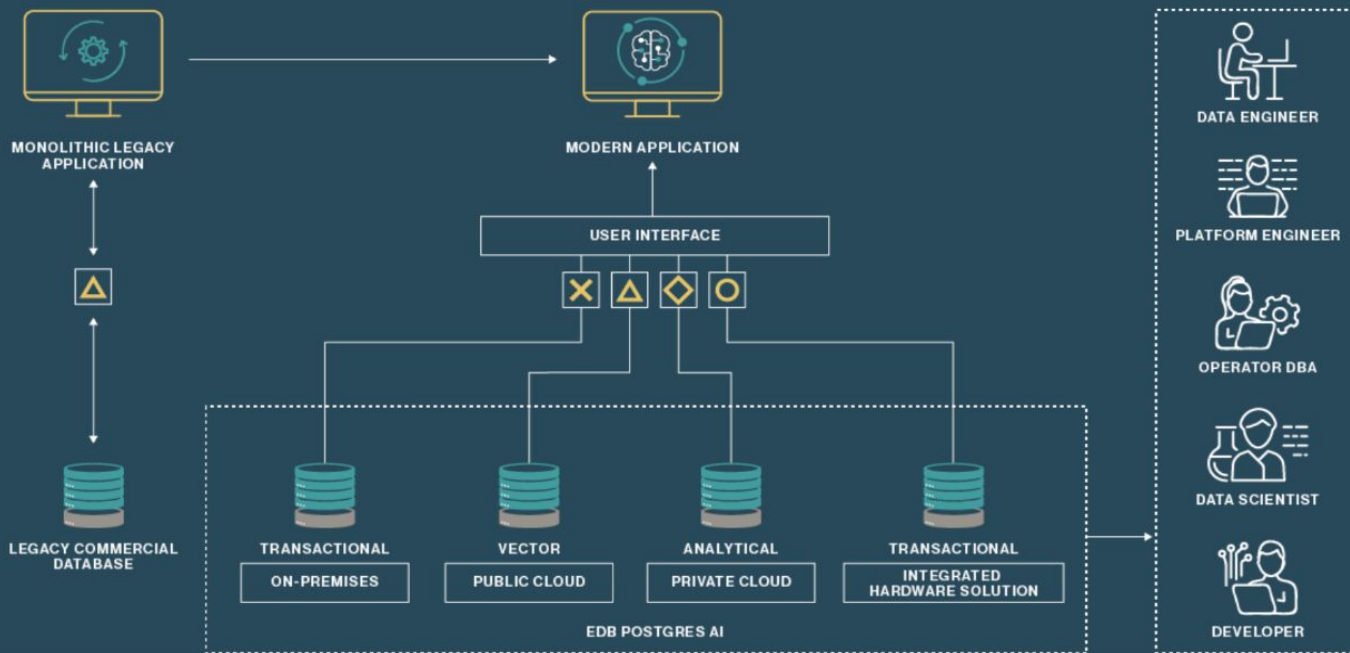


Davide Tammaro
Sr. Sales Engineer

Legacy Modernization



Legacy app modernization at a glance



Unlock powerful business outcomes



Grow revenue Increase ROI, release legacy licensing budget, faster GTM for new apps and services to beat the competition.



Innovate faster Capitalize on new transactional, analytical, and AI workloads. Enable engineers to move faster with open source and cloud-native technologies.



Operate Efficiently Zero-risk migrations that reduce TCO, expand deploy options, and promote the development of AI and omni-data applications.

Why do legacy application modernization efforts fail?



Vendor Lock-In

- Legacy apps are often only compatible with commercial relational databases with high legacy licensing costs
- Difficulties integrating with modern tools



Security and Compliance

- Support for older systems slows as technology progresses
- Community PostgreSQL is great, but the latest security capabilities are only available in commercial software



Innovation Needs

- Legacy apps lack accessibility, interoperability, and cost benefits provided by open standards

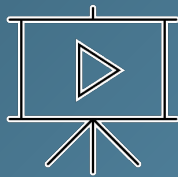
What do we have to demonstrate today?

Oracle Migration Portal + Compatibility Assessment + Migration Tools

Demo: Accelerate Legacy App Modernization

- Viewing migration assessment on Migration Portal / HCP
- Migrating data from Oracle database to EPAS

Demo





Get the Full Picture

Say farewell to data juggling and welcome clarity. Experience seamless data management through a single pane of glass, where insights and metrics are effortlessly within reach.



SINGLE PANE OF GLASS

Understand all your data like never before, with everything you need to know in one spot.

Projects

[View Projects](#)

DB Migrations

...

[Add Tag](#)

1 Cluster • 3 Users

IMDB - Movie Database

...

[Add Tag](#)

3 Clusters • 1 User

Observability and Optimization

...

[Add Tag](#)

2 Clusters • 1 User

[Create New Project](#)

Estate

[View Estate](#)

Postgres

18



RESULTS

Get the fastest on-ramp to
Application Modernization
with EDB Postgres AI
Oracle Compatibility and
Migration Tools

80%

TCO savings vs.
Oracle licensing

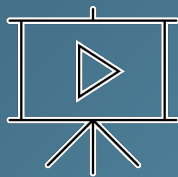
**<20
days**

Oracle database
migration cycles

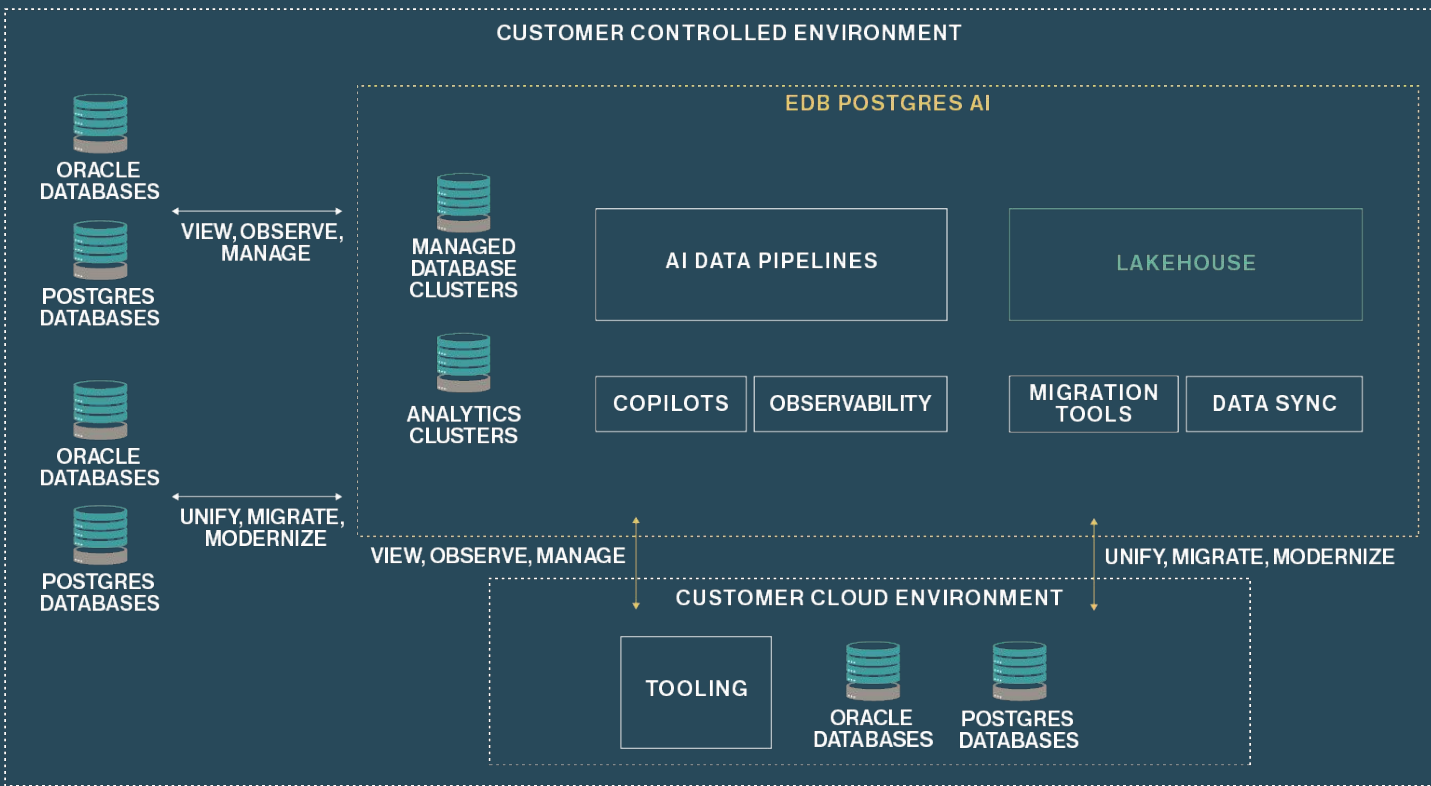
95%

Application
rewrite reduction

Hybrid DBaaS



Hybrid DBaaS at a glance



Unlock cloud agility in any environment



Operate efficiently through centralized management, observability, and automation. Simplify complex management of disparate systems and day-to-day operations to do more with less resources in your environment of choice – public or private clouds, multi-cloud, or on-premises.

DBAs spend **30-50%** of their time on
administrative tasks

Key Challenges



Complex Hybrid Management

- Data lives across clouds and on-prem deployments
- Growing database environments are hard to track
- Data sprawl makes administration daunting



Lack of Deployment Flexibility

- Public cloud lock-in from cloud DBaaS solutions
- Legacy infrastructure lacks compatibility with modern OSS stacks and limits innovation



Untapped Value (Performance and Cost)

- Problematic queries stifle performance
- Lack of visibility slows decision making
- Cloud is costly but on-prem solutions lack agility

Enabling a Hybrid DBaaS can help customers...



Grow with Flexibility and Data Sovereignty

- Deploy on your environment of choice
- Enable efficient, hybrid environments
- Prevent data sprawl with a single solution



Improve Operational Efficiency

- 30% productivity boost
- Simplify management of 1000s database clusters
- Deploy in minutes, not hours or days
- Ensure 99.999% availability



Take Action Faster

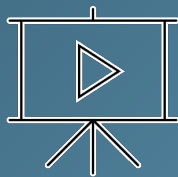
- Enhance visibility into 200+ metrics
- Accelerate app performance up to 8x
- Identify problems and bottlenecks up to 5x faster



Maximize ROI

- Consolidate workloads, eliminating legacy fees and cloud consumption
- Enable DBAs to manage more databases with less effort
- Achieve up to 90% better value than cloud databases

Demo



[Home](#) / [Estate](#)

Estate

[Quick Actions](#) ▾[Postgres](#)[Migrations](#)[Lakehouse](#)[Recommendations](#)

Active Alerts



High

1



Medium

2



Low

0

Top CPU Usage

Cluster	CPU %
IMDB_PGE in IMDB - Movie Database	65%
IMDB_Community in IMDB - Movie Database	63%
IMDB_PGD in IMDB - Movie Database	33%

Resource Usage

22%
CPU42%
Memory12%
Storage

Project Name	Cluster ⓘ	Management	Cluster Type	Status ⓘ	Engine	Version	Alerts	TPS ⓘ	CPU	Memory
DB Migrations	CC-AMEX-TEST DB Migrations	Appliance	Single Node	● Ok	epas	17	0 0 0	14.46/s	4.29%	28.1%
+ IMDB - Movie Database	IMDB_Community IMDB - Movie Database	Appliance	HA	● Ok	postgres	17	0 1 0	609.88/s	63.05%	84.1%
	IMDB_PGD						1			

RESULTS

Optimize your hybrid strategy with more efficient operations, lower costs, and higher performance.

30%
boost

to operational productivity

5X
faster

problem identification v. command line tools and scripts

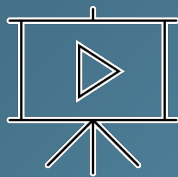
8X
faster

application performance using query diagnostic recommendations

90%
better

value when running on dedicated hardware

Sovereign AI



Solve these challenges with EDB Postgres AI



Full control

- Cutting-edge GenAI with strong data governance
- All data and models in a controlled, observable environment



Greater flexibility

- Flexible, private deployment options - cloud, on-prem to respond to market, regulatory, or operational changes



Security and compliance

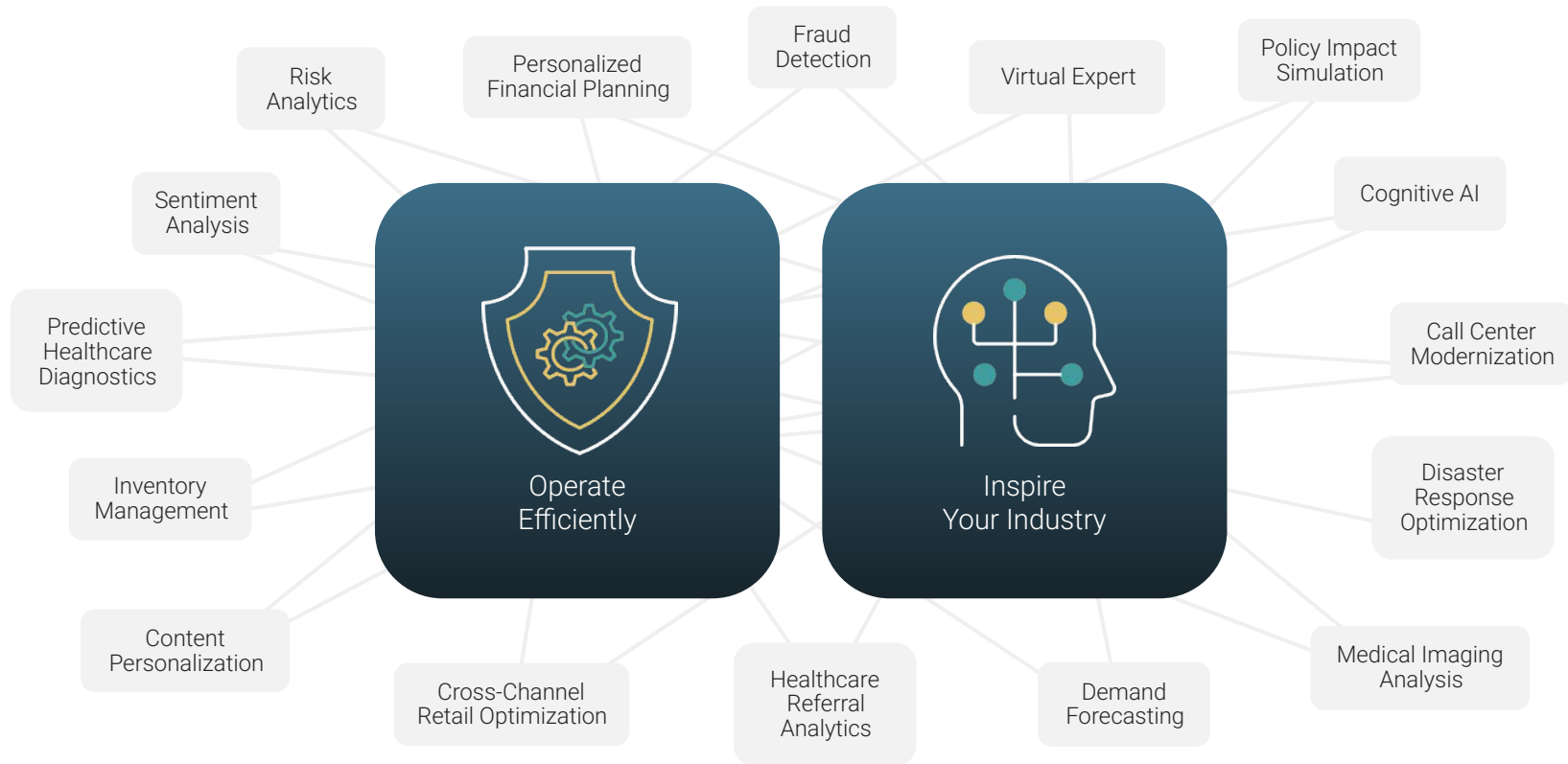
- Enable AI functionality without exposing sensitive data to the cloud to ensure regulatory compliance and minimize security risks



Greater ROI and reliability

- Zero cloud access fees
- Up to 90% better price-performance vs. cloud compute

What value can your data unlock?



See how EDB delivers Sovereign AI

Simplify and accelerate end-to-end generative AI
with EDB Postgres® AI and Griptape.



Virtual Expert
Chatbot

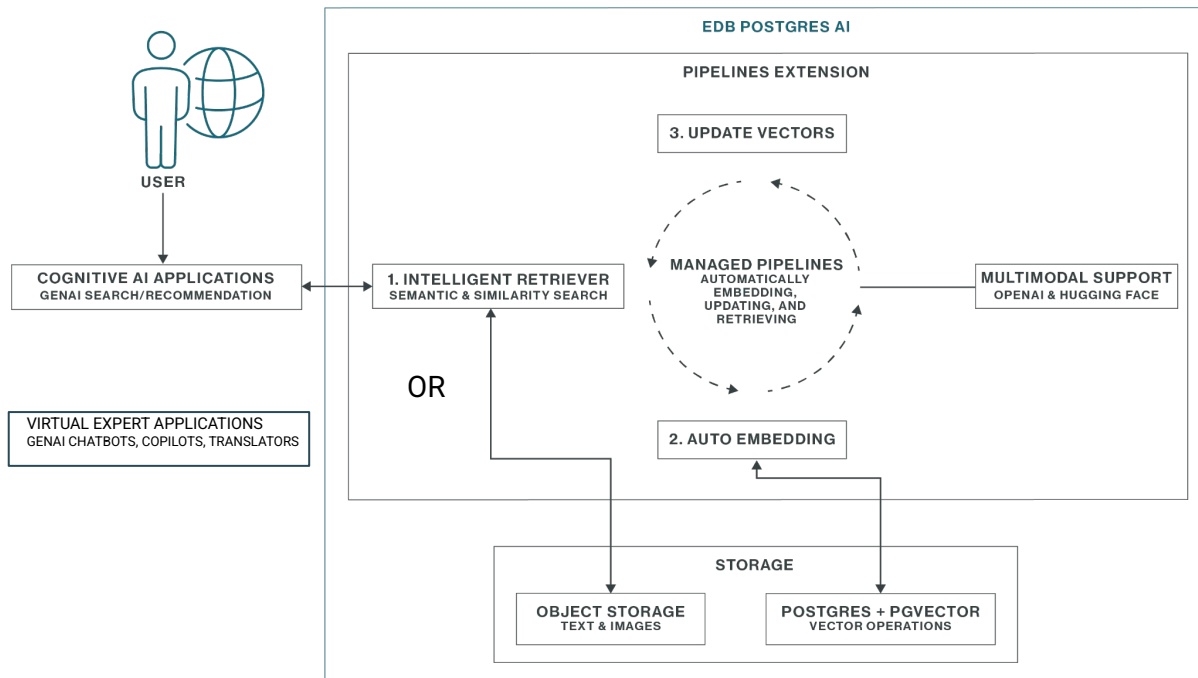
EDB Postgres AI Accelerator

Agentic AI

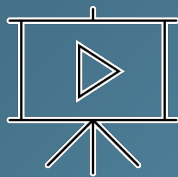
EDB Postgres AI Accelerator
with **Griptape**



Virtual Expert Chatbot



Demo





Single Pane of Glass

The new AI DB is a single pane of glass for all your AI data. It handles everything from data ingestion to search, making it easy to manage and use.



Managed Pipelines NEW

Managed Pipelines make AI easy. From embedding generation to similarity search, aidb handles everything. Just pick your encoder, and the rest is automatic!

[< Prev](#)[Next >](#)[Learn More](#)

AI Accelerator RESULTS

Deliver private GenAI inferencing where your data resides, ensuring **complete control** over AI operations.

4.22X

faster



on average for queries per second compared to vector databases

**5 lines
of code**

Instead of 135+

accelerate vector workflows for faster testing and production deployment of GenAI

90%

better

value when running on dedicated hardware

SMALL TITLE: LIGHTBOX FORMAT WITH MALE HERO AND COPY



EDB POSTGRES AI ROADMAPS

1H 2025

Generally Available (Q2)

EDB Postgres AI - Software & Hardware Deployments

A centralized management, automation, and observability solution for transactional, analytical and AI workloads. Deployed Anywhere.

- **Simplified High Availability** with PGD improved compatibility
- **Automated** Oracle Migration Assessments
- **Flexible & Simple** High Availability Architectures

Reduced Risk with 5 9s of Availability & Reduced Cost for Migrations

- **Kubernetes-Optimized Backups & Simplified Upgrades**
- **5x Faster Troubleshooting** with Query Diagnostics

30% Boost in Operational Efficiency

AI Accelerator with Griptape

- Faster time-to-market to accelerate GenAI workloads on Postgres

WatsonX LLM Support

- Integration for customers to bring their data to foundation models of their choice

5 lines of code compared to 100s

Large-scale warehouse analytics with Greenplum

Analytics Accelerator: Faster time to insights with open Lakehouse analytics

30x Faster Analytical Queries

2H 2025

- **Proactive fixes** with Migration Co-pilot reducing the level of effort for customers

- **Reduced downtime & risk** with Blue/Green Deployments
- **Multi-cloud observability** for your database estate
- **Performance Co-pilot:** Index & statistics recommendations

GPU Acceleration for AI Search

- Model serving for more complex workloads like audio and video LLMs

End to End AI Observability

- Monitor GenAI workloads, measure performance, & reliability

Petabyte-scale warehouse analytics

- Faster time to business insights with Greenplum BI integrations

Recap & The Customer's Journey



Andrea Fumagalli
Enterprise Lead



Roberto Serravento
Public Sector Lead

Unlocking Business Value with EDB Postgres AI

- **Drive Revenue:** Modernize with scalable database technologies.
- **Drive Operational Efficiency:** Reduce complexity with automation.
- **Innovate Faster:** Empower faster time-to-market for applications.
- **Inspire Industries:** Enable leaders to set benchmarks with AI and data strategies.



Look in these industries

- **Financial Services:** Ensuring secure and reliable financial transactions.
- **Telecoms:** Powering large-scale Telco infrastructure
- **Gov/Federal:** Enabling secure IT infrastructure and modernization efforts.
- **Industrial:** Powering industry infrastructure and modernization efforts.
- **Healthcare:** Supporting critical applications in hospital systems.
- **Retail:** Running point-of-sale systems and customer-facing applications.

Ask these Questions to Uncover Opportunities with Your Customers

DATABASE MANAGEMENT



Are you managing multiple databases for critical transactions?

MODERN APPLICATION DEVELOPMENT



Are you using containerization or low-code platforms?

AI INTEGRATION



- Are you leveraging AI in your applications?
- How many AI use cases have you developed?
- How are you going to deliver them?

ANALYTICS VALUE



Are you unifying data to improve insights?

COST OPTIMIZATION



Are you focused on reducing data management expenses?

HYBRID CLOUD PARTNERSHIP



Are you deploying workloads across hybrid cloud environments?

If you hear yes to any of the questions...

EDB Home Onboarding Sales Marketing Technical Partner Dashboard

Welcome stew to the EDB Partner Portal! [Here's a Navigation Demo.](#) [Register a New Opportunity](#)

What do you want to do?

Understand How to Sell EDB
Account Managers, Account Executives, Sales Managers
[Click Here](#)

Learn How to Pitch EDB Values
Sales/Solution Engineers, Solution Architects
[Click Here](#)

Promote and Run EDB Campaigns
Marketing Managers (Relationship, Field)
[Click Here](#)

Get Trained and Certified in EDB
Postgres/App Developers, Solution Engineers
[Click Here](#)

Track Performance Metrics
Real-time dashboard, analytics, and reports
[Click Here](#)

View the Latest Collateral
Variety of useful assets for learning and distributing
[Click Here](#)

Register for Postgres Workshops
VILT Workshops delivered by Postgres experts
[Click Here](#)

Participate in Partner Events
Whether in-person or virtual, EDB will be there
[Click Here](#)

EDB Home Onboarding Sales Marketing Technical Partner Dashboard

We value your feedback. Please take a minute to answer our two question survey. [Provide Feedback](#)

New Deal [Submit Deal](#)

Deal Details

Deal Name *	Account * Request New Account
<input type="text"/>	<input type="text" value="Please Select..."/>
Reseller Name *	Reseller Contact Name *
<input type="text"/>	<input type="text"/>
Reseller Contact Email *	Reseller Contact Phone Number *
<input type="text"/>	<input type="text"/>
Reseller Contact Business Title *	Reseller Website Address *
<input type="text"/>	<input type="text"/>
Distributor Name *	Distributor Contact Name *
<input type="text"/>	<input type="text"/>
Distributor Contact Email *	Distributor Contact Business Title *
<input type="text"/>	<input type="text"/>
Opportunity Description *	Is Budget Allocated? *
<input type="text"/>	<input type="text" value="Please Select..."/>
Estimated New ARR *	Subscription Type *
<input type="text" value="Please Select..."/>	<input type="text" value="Please Select..."/>
Who is the Product Competition? *	Does this need to Co-Term? *
<div>Amazon Aurora Amazon RDS Microsoft Azure Google AlloyDB CockroachDB</div>	<input type="text" value="Please Select..."/>
Ctrl+click to select multiple (command+click on mac)	
What Solution is the Customer Considering? *	How Many Development Cores? *
<input type="text"/>	<input type="text"/>
Next Steps? *	How Many Product Cores? *
<input type="text"/>	<input type="text"/>

Join the \$80B database market with EDB
The Leader in enterprise-grade open-source
PostgreSQL solutions.

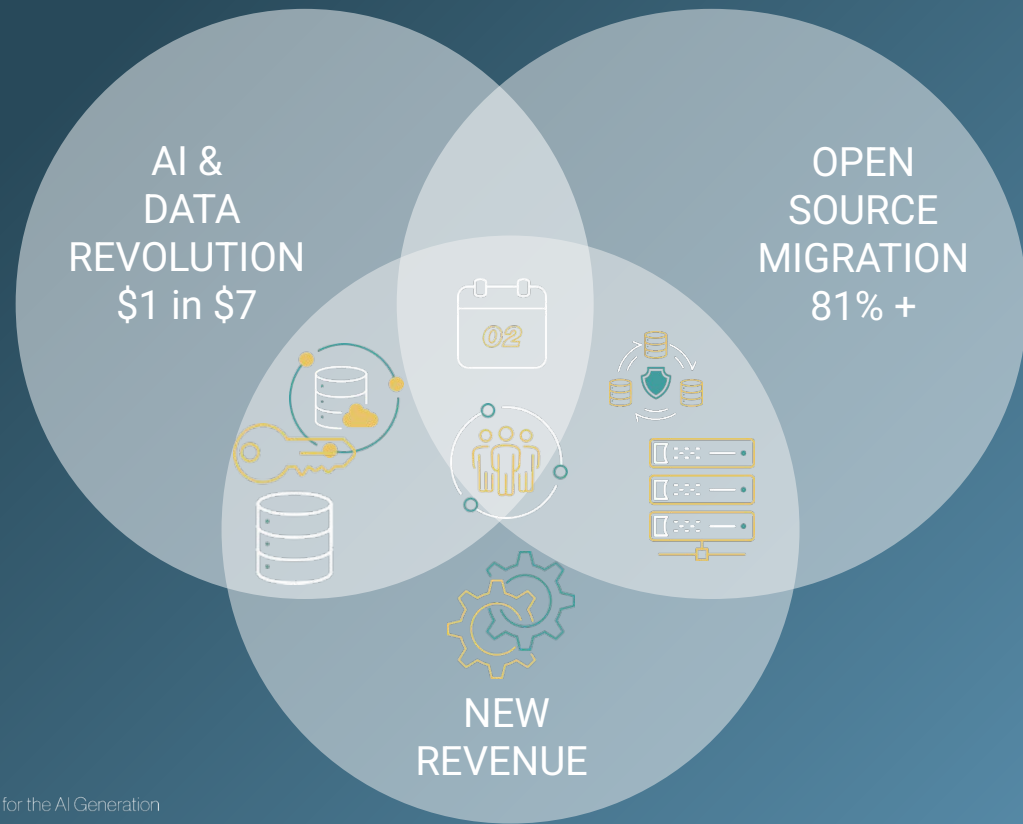
Let's grow bigger deals, faster, together.

NEXT STEPS



Marco Cesare
MED Region Lead

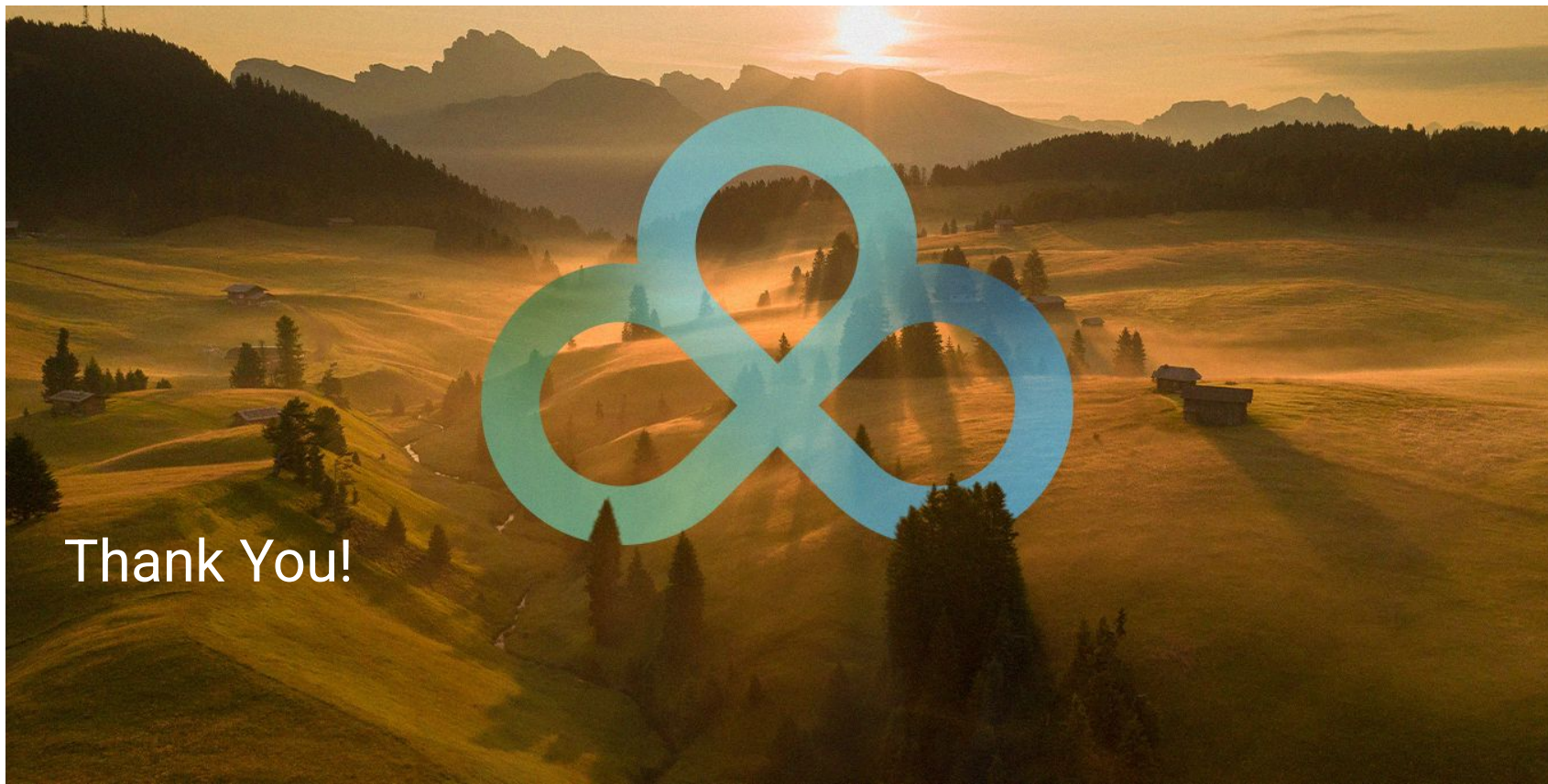
This Is The Moment To Make More..



INFRASTRUCTURE
From \$1 to \$2

MARGINS
From 5% to 35%

COMMISSIONS
From 7.5K to 60K



Thank You!