

LiveData Platform for Azure Go-To-Market Launch

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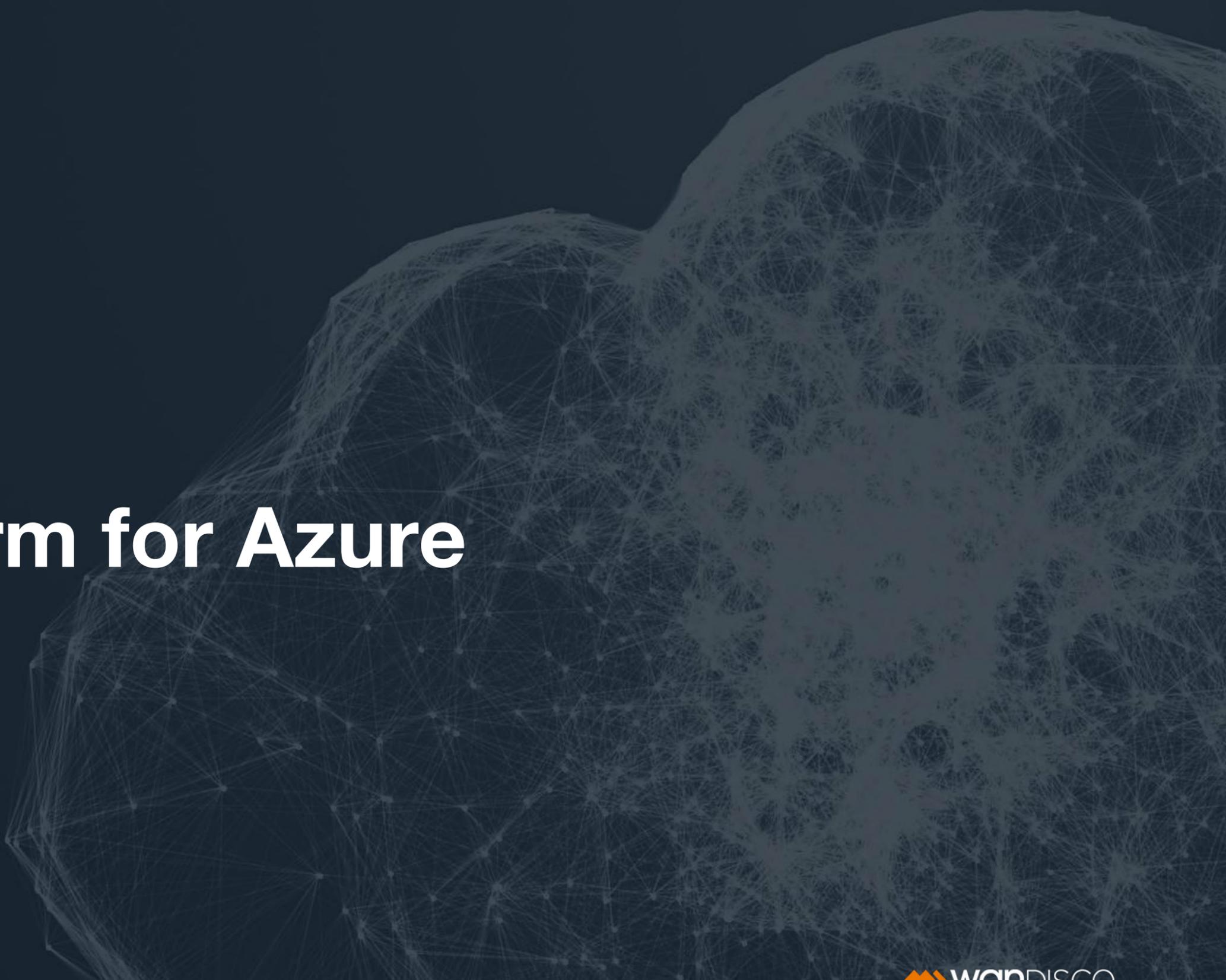
▶ A key strategic milestone delivered

- Live Data Platform, Live Data Migrator & Live Data Plane are now live on Azure
- Jointly announced today with Microsoft alongside go-to-market activity
- Delivers on our rollout strategy and timeline with Microsoft following the launch of metered billing on 7 October 2020
- We are confident in achieving our goals for 2021, including the signing of over 50 customers on Azure and migrating at least 100PB of data

How Microsoft describes our opportunity

- **Jurgen Willis, General Manager, Azure Engineering/Azure Storage said today:**
 - *“**Turnkey** solution for data lake migrations”*
 - *“You **begin your data lake migration in minutes** and not weeks or months like you would with other solutions”*
 - *“WANdisco LiveData Platform for Azure is our **preferred solution** for Hadoop to Azure migrations”*
 - *“Deploy and manage data lake migrations using the same Azure management experience you enjoy today through the Azure Portal”*
 - *“LiveData Platform is tightly integrated with Azure and follows the same metered, pay as you go billing model as all other Azure services. LiveData Platform for **Azure consumption will appear on the same monthly Azure bill** and provides a consistent and convenient way to track and monitor your usage”*

Source: <https://azure.microsoft.com/en-us/blog/migrate-your-hadoop-data-lakes-with-wandisco-livedata-platform-for-azure/>



LiveData Platform for Azure

Go-To-Market Launch



Microsoft Azure

- Launch Blog on Microsoft site targeted at external customers
- Internal enablement of sellers, including incentivization
- Featured application promotion on Azure Portal
- Linked to the Data Lake migration program from Azure Intelligent cloud
- Microsoft take first line support
- Johnson Control Systems (JCI), launch quote



LiveData Platform for Azure

LiveData Migrator for Azure

- Cloud Data Migration
- HDFS to ADLS Gen2
- Hive to HDInsight (with ADLS Gen2)

LiveData Plane for Azure

- Active-active replication between on-premises and ADLS Gen2 environments
- Data Plane consistency

 **wanDISCO** LiveData Platform for Azure

Hadoop & Object Storage
Connectivity

Coordination
Engine

Security

Interfaces/APIs

Hive Plugin

Native Integration with Azure Resources

(Azure Portal, CLI, Security, Manageability, Billing)

Native Azure Experience

The screenshot shows the 'Create LiveData Migrator for Azure' form in the Azure portal. The form is divided into two main sections: 'Project details' and 'Instance details'. In the 'Project details' section, the 'Subscription' is set to 'Juggercloud' and the 'Resource group' is '(New) Idmazure'. In the 'Instance details' section, the 'Region' is 'East US', the 'Migrator Name' is 'migrator', and the 'Deployment Type' is 'RPM'. The 'Kerberos Enabled' checkbox is checked. At the bottom of the form, there are three buttons: 'Review + create', '< Previous', and 'Next : Tags >'. The browser address bar shows the URL: <https://portal.azure.com/?feature.customportal=false#create/wandisco.Id...>

The screenshot shows the 'migrator' resource page in the Azure portal. The page displays the resource name 'migrator' and its type 'Migrator'. The 'Essentials' section shows the following details: Resource group (change) : Idmazure, Location : East US, Subscription (change) : Juggercloud, Subscription ID : a52b71f8-1331-44c1-bd68-0e7fdefae7a9, and Tags (change) : Click here to add tags. The 'Provisioning state' is 'Succeeded'. The 'Download Location' is <https://files.wandisco.com/onprem-deployments/migrator-t...> and the 'Remaining allowance' is 25000000 MB (per-tenant/company). The 'Connect your Hadoop storage to LiveData Migrator for Azure' section provides instructions and code snippets for installing the package on a Hadoop edge node. The instructions are: 1. Copy the Download Location link. If more than a few hours have passed since you created the LiveData Migrator resource, click Update Download Location and then Refresh first. 2. Download the installation package:

```
wget "<downloadLocation>" -O livedata-migrator.rpm
```

 OR

```
wget "<downloadLocations>" -O livedata-migrator.deb
```

 3. Install the package on a Hadoop edge node:

```
yum install livedata-migrator.rpm
```

 OR

```
dpkg -i livedata-migrator.deb
```

 4. Start the LiveData Migrator service:

```
systemctl start livedata-migrator
```

 The browser address bar shows the URL: <https://portal.azure.com/?feature.customportal=false#@microsoft.onmicrosoft.com/resource/subscriptions/a52b71f8-1331-44...>

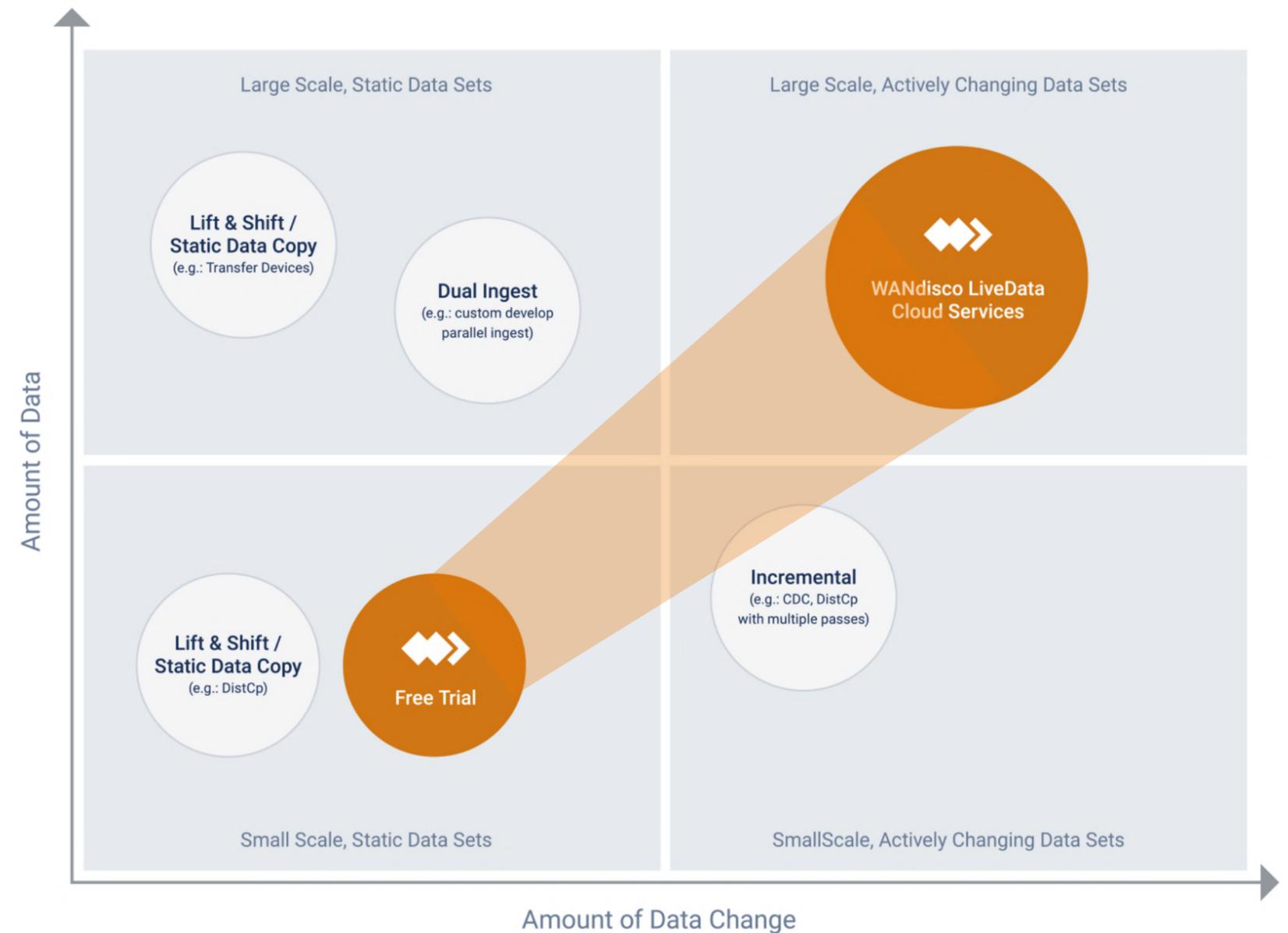
Johnson Controls

“We were intrigued by Analytics services on Azure and wanted to use them to make data-driven decisions more effectively but migrating Hadoop data lakes is a problem we have had for some time. We were very happy to try the new WANdisco LiveData Platform for Azure and were able to quickly migrate our data without issues. We were also impressed that we could manage our migration entirely through the Azure portal.”

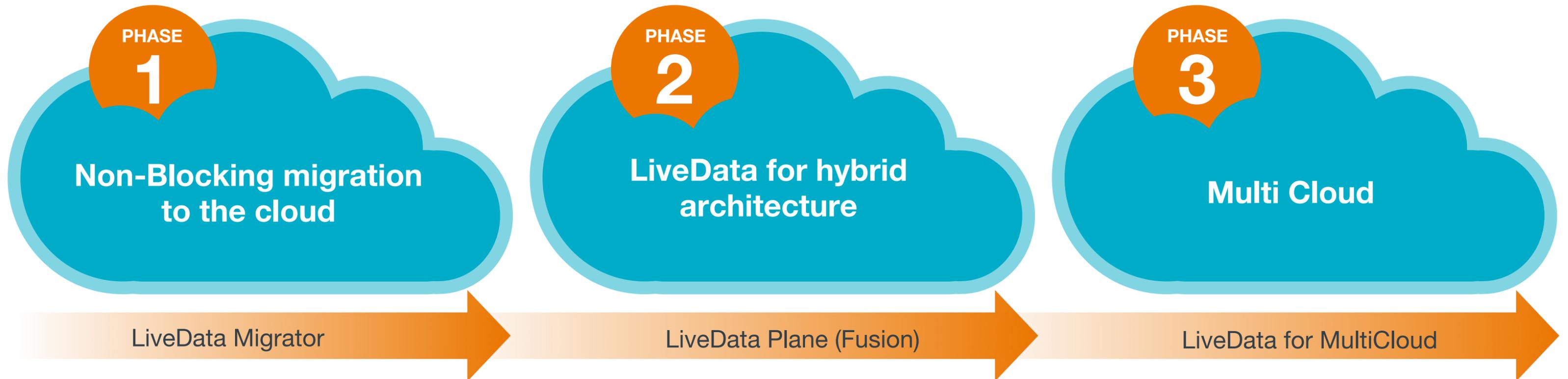
Dawit Alemu, Technical Architecture Lead Analytics CoE, Johnson Controls

WANdisco is Uniquely Positioned

- Only WANdisco LiveData can handle both dimensions
 - Any data volume
 - Any amount of data change
- Other approaches introduce risk resulting in failed projects
 - Assume static data and thus require system downtime
 - Require multiple passes of source data, may be impossible to catch up with all data changes
 - Resource intensive, time consuming and costly
 - Results in bad user experience



Three Stages of Enterprise Cloud Adoption

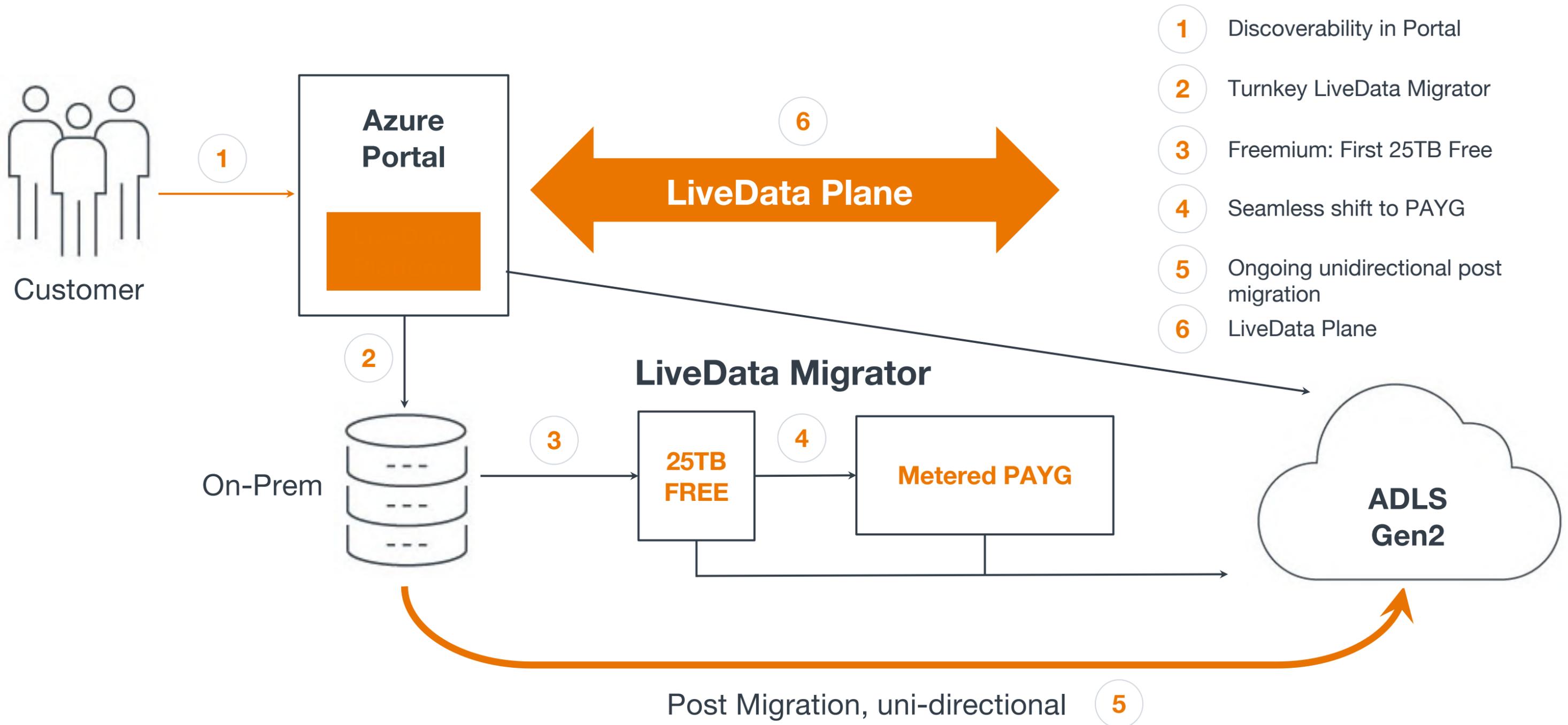


- Single pass migration with guaranteed consistency
- Minimal disruption to operations
- Maximize target ingest rate
- Every path becomes live as soon as it is migrated

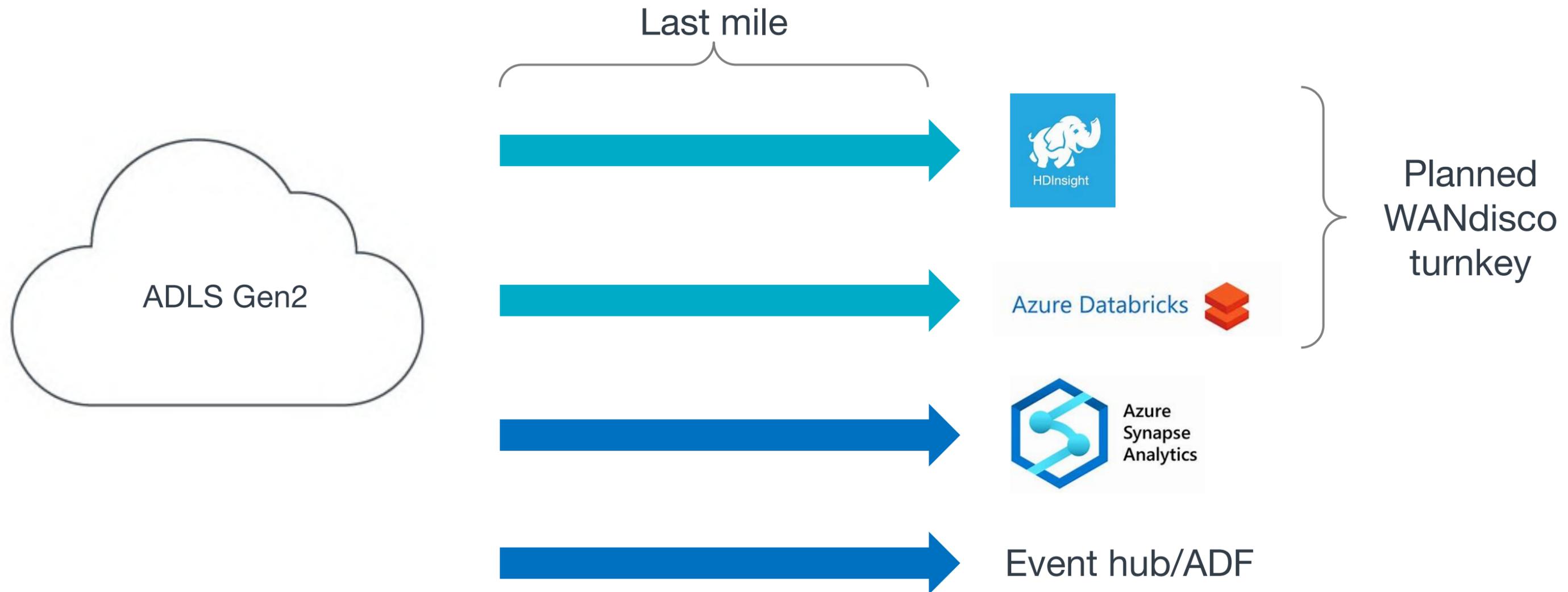
- Eliminate vendor lock-in
- Gain true data availability
- Reduce cost structures

- Easy Management of Multiple Cloud Storage Providers
- No Vendor Lock-in
- Increased Data Availability

Data First strategy to Azure Data Lake Storage



Landing in ADLS to accelerate ACR



Attractive to Whole Ecosystem

Azure Seller	<ul style="list-style-type: none">• Fastest time to value: Accelerates ACR (Azure Consumed Revenue) for committed customers (MACC)• Enables ACR by solving data gravity problem with native Azure customer experience• Predictable time & cost
Global SIs	<ul style="list-style-type: none">• Fastest time to value• Automates and de-risks large scale data lake migration and thereby allows focus on digital transformation
Other platform services	<ul style="list-style-type: none">• Fastest time to value• Accelerates opportunity in Azure ecosystem• Predictable time & cost



The LiveData Company



Q&A