

# NTT Group and EnterpriseDB Form Comprehensive Partnership

NTT, EnterpriseDB and the PostgreSQL Open Source Community

## Japan's largest telecommunications company collaborates with EnterpriseDB on highly- scalable distributed database

The rapidly increasing adoption of open source software has radically altered enterprise IT. In particular, expectations about the total cost of ownership (TCO), the quality, and the flexibility of enterprise software have been completely reset. The open source software development paradigm has also fundamentally changed the relationship between enterprise software vendors and their

customers, enabling them to productively collaborate with each other and with communities of talented volunteer software developers in ways that yesterday's proprietary commercial models simply did not permit

The comprehensive partnership between NTT (Nippon Telephone and Telegraph, NYSE: NTT), the largest telecommunications company in Japan, and EnterpriseDB, the leading enterprise open source database company, illustrates the wide-ranging potential of these next-generation collaborations. Together with the PostgreSQL open source developer community, the companies are pushing the envelope of PostgreSQL's technical superiority, creating strategic business advantage for NTT and EnterpriseDB, and accelerating the worldwide adoption of PostgreSQL.

### NTT and PostgreSQL

NTT recognized several years ago the many benefits that open source software can provide, including cost savings, increased code quality, and deployment and maintenance flexibility. As a mega-carrier with extraordinarily large-scale operations, NTT has particularly demanding software requirements. To address these requirements in the context of open source software, NTT founded the Open Source Software Center (OSSC) in April 2006. Today, OSSC continues to provide support services and technical information about open source software to the NTT family of companies and to contribute to open source communities.

EnterpriseDB enhanced PostgreSQL with more than 200 man-years of engineering to create the Postgres Plus® product family. Postgres Plus Standard Server is an open source distribution of the PostgreSQL database and includes significant performance benefits and important ease-of-use capabilities for developers and DBAs.



Bundled into a one-click, cross-platform installer, Postgres Plus Standard Server is targeted at developers of next-generation applications and sets a new standard for commercial distributions of open source databases. Postgres Plus Advanced Server is a commercially licensed product that adds advanced capabilities to Postgres Plus Standard Server, including robust Oracle compatibility, dynamic performance tuning, and sophisticated management and monitoring. Postgres Plus products are ideally suited for transaction-intensive applications and deliver the performance, scalability, and reliability required for enterprise-class workloads

One open source software community of particular interest to OSSC is PostgreSQL, which is widely regarded as the world's most advanced open source database. PostgreSQL has been in continuous development for more than 20 years, and has a well-deserved reputation for excellent architecture and world-class reliability, data integrity, and correctness. Database experts at OSSC consider PostgreSQL's features and performance to be comparable to commercial database products. Since its inception, OSSC has been promoting the deployment of PostgreSQL in the NTT family of companies and has contributed advanced features and bug reports to the PostgreSQL community.

As one of the largest companies involved with PostgreSQL, NTT provides the PostgreSQL community with a unique perspective. In return, NTT benefits greatly from the availability of open source database software with the scalability, reliability, and other carrier-grade characteristics that NTT requires.

The NTT Group has deployed hundreds of database-driven operation and business support systems. OSSC estimates that, over the past two years, NTT reduced its database TCO by several hundred million Yen (millions of U.S. dollars) by using PostgreSQL in many of these systems. NTT expects to increase its savings by up to a couple billion Yen during the next five years by doubling the size of its PostgreSQL deployment.

For mission-critical, highly transactional systems, NTT chooses PostgreSQL on the basis of its superior performance, scalability, and reliability. NTT also believes that, compared with the controlled communities of other open source databases, PostgreSQL's open community provides the company with better opportunities to influence the database's evolution. For example, NTT can request and contribute features and functionality of particular value in its large-scale distributed database environment.

## **EnterpriseDB Commercial Success with PostgreSQL**

EnterpriseDB is the world's leading provider of enterprise-class products and services based on PostgreSQL. The award-winning company was launched in 2005 and today serves more than 250 customers, including Sony Online Entertainment, FTD, hi5 Networks, Vonage, TD Ameritrade, and British Telecom. The company has strategic partnerships with IBM and NTT and more than 60 other partners, including Red Hat, Novell, and Business Objects (SAP).

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.EnterpriseDB employs more than 30% of the PostgreSQL core team, committers, and thought leaders. The company has contributed more features to the PostgreSQL code than any other organization and regularly provides the PostgreSQL open source community with financial, promotional, and other valuable support.

## NTT and EnterpriseDB: A strategic, PostgreSQL- Based Partnership

In October 2008, NTT and EnterpriseDB announced a comprehensive partnership that included an equity investment in EnterpriseDB by NTT Investment Partners. The principal goal of the partnership is to add new features to PostgreSQL through collaborative contributions to the PostgreSQL community. Other goals of the partnership include accelerating PostgreSQL deployment in the NTT operating companies and enabling the NTT companies to deliver PostgreSQL- and Postgres Plus-powered solutions to other companies.

Initially, the two partners will finalize and submit to the PostgreSQL community code for synchronous replication, a key technology for highly available database applications. This technology was originally developed for PostgreSQL by OSSC. Synchronous replication has several advantages over other high-availability solutions available today. For example, it eliminates the possibility of data loss, no dedicated shared disks are required, it achieves very-high-speed failover, and performance degradation is minimized. Importantly, synchronous replication is a critical high-availability alternative for cost-sensitive applications, because it can be deployed using commodity hardware.

## Extending the Partner's Success

The close collaboration between EnterpriseDB, NTT, and the PostgreSQL open source community has already yielded impressive benefits. Soon, every PostgreSQL user will benefit from the advanced features and functionality the partners are contributing to the community, strengthening PostgreSQL's position as the world's most advanced open source database. In particular, the enhanced PostgreSQL database will be better able to meet NTT's demanding performance and high-availability requirements. And, EnterpriseDB has found a valuable long-term collaborator in NTT and its OSSC.

Additional collaborative technology development is already on the horizon for the two partners. Additional scalability and high-availability enhancements appropriate for large-scale distributed database environments in data centers, including features based on GridSQL®, EnterpriseDB's open source parallel query technology, will be pursued first.

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