

Datometry case study

Datometry's Hyper-Q platform, combined with Microsoft Azure Synapse, modernizes legacy data warehouses onto Azure in weeks instead of years

Outdated data warehouses and slow procurement cost money

Traditional procurement can take months to complete, even as legacy data warehouses require contract renewals and hardware updates. Businesses lose money because of performance limits that constrain tactical and strategic business decisions.

Datometry and Microsoft Azure Marketplace speed migration

Through transactable status in the Azure Marketplace, Datometry Hyper-Q enables customers to offset license costs with their existing Microsoft Azure Customer Commitment, avoiding budget constraints and starting migration sooner.

From legacy to modern in hours and weeks, not months and years

Datometry customers can eliminate the risk of missing deadlines due to time-consuming vendor onboarding by obtaining Hyper-Q licenses via Azure Marketplace in hours, not months. Datometry Hyper-Q modernizes production systems in weeks, not years.



Datometry, a Microsoft partner bringing virtualization to the database stack for instant interoperability with Microsoft Azure Synapse

Datometry is a global ISV that works in close collaboration with Microsoft Azure Global Black Belts and data and AI specialists on key sales plays to help businesses quickly move legacy data warehouses to Microsoft Azure Synapse. Enterprises that use Datometry Hyper-Q to virtualize into Azure Synapse reduce the total cost of ownership (TCO) for their data warehouses by up to 90 percent. By standardizing on the Microsoft Azure Marketplace as its preferred procurement vehicle, Datometry adds velocity to the procurement process, accelerating time to value for customers.

“Customers turn to Datometry because they want the performance and agility of Azure Synapse, and they want to get there quickly. Our alignment with Microsoft and Azure Marketplace instills great confidence in both the execution and the outcomes customers can rely on,” said Rima Mutreja, VP of Customer Success, Datometry.

Across industries and around the world, Datometry modernizes enterprise data warehouses on Azure with zero disruption to end users and their business processes. Datometry is a Co-sell Ready Microsoft silver partner with multiple competencies. [Hyper-Q](#), Datometry’s data warehouse virtualization solution, is available in the Azure Marketplace.

Working with Microsoft products to modernize data warehouses at lower risk and reduced cost

Customers seeking to modernize their data warehouses on Azure Synapse are often driven by a critical event, such as imminent and expensive contract renewals or hardware updates. Legacy systems that have reached their performance limits constrain enterprises in their ability to mine data in support of tactical and strategic business decisions.

Datometry enables customers to modernize their data warehouses onto Azure faster, with lower costs, and at reduced risks than conventional migrations which rewrite applications. Businesses can pay for Datometry licenses with their existing Microsoft Azure Customer Commitment (MACC), eliminating potential budget allocation delays.

Azure infrastructure services enable customers to deploy Datometry in a highly available, scalable, and affordable way. Datometry supports customers from qInsight analysis, which provides a detailed report and key insights into the technical, financial, and operational considerations, through completion of their Hyper-Q-powered project.

“We were able to book four large enterprise deals in the first few months of 2022 by transacting through Azure Marketplace. Without Marketplace, we probably wouldn’t have seen those deals until June or July,” said Chad Bonner, VP of Sales, Datometry.

With Datometry, enterprises can migrate and modernize their data warehouses in months instead of years, meet project deadlines, and reach full production without delays.

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