

MARIADB OVERVIEW

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About MARIADB...

Founded 2009(2014)
Headquarters Redwood City, CA / Helsinki, Finland
Korea Started in 2019
Acquisition MammothDB(2018.3), Clustrix(2018.9)
Leadership



Michael Howard
CHIEF EXECUTIVE OFFICER



Kenneth Paqvalen
CHIEF FINANCIAL OFFICER



Michael "Monty"
Widenius
CHIEF TECHNOLOGY OFFICER



Jon Bakke
CHIEF REVENUE OFFICER



Franz Aman
CHIEF MARKETING OFFICER

MariaDB Corporation delivers the leading enterprise open source database platform, whether it's transactional, analytical or hybrid transactional and analytical.



MARIADB'S VISION... WHY CUSTOMERS CHOOSE MARIADB...

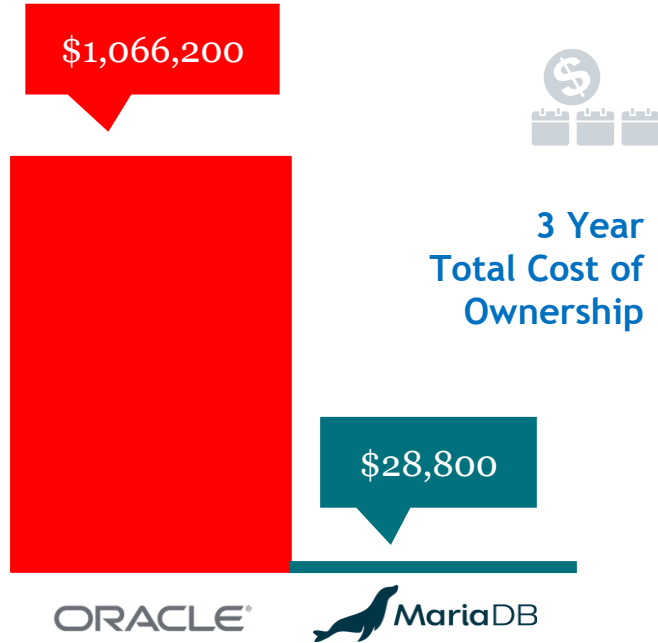
- *40X less expensive*
- *Faster*
- *Lighter and more adaptive*

The flexible, adaptable database architecture quickly adjusts to **rapidly changing requirements**. MariaDB is the leading enterprise open source database platform for transactions, analytics and hybrid deployments – and can be deployed **on premise or in a public, private or hybrid cloud, and even in container.**

Designed for today's world



THE ECONOMICS OF INEVITABLE CHANGE



For one node (2 sockets, 12 core each)

- Oracle costs **40x** more
- Organizations can save more than **\$1 million**

Source: "State of the Open-Source DBMS Market, 2018",
Gartner, Feb 2018 and MariaDB, July 2018



ON MARIADB VS PROPRIETARY...

“The major software vendors of the past **cannot respond to customer needs as quickly as necessary** for today’s buyer. It’s like buying a Hummer: They sell you a really robust set of functions to go all-terrain at a really high price, but it’s not what people really need and driving such a **gas guzzler** is too embarrassing for most customers these days.”



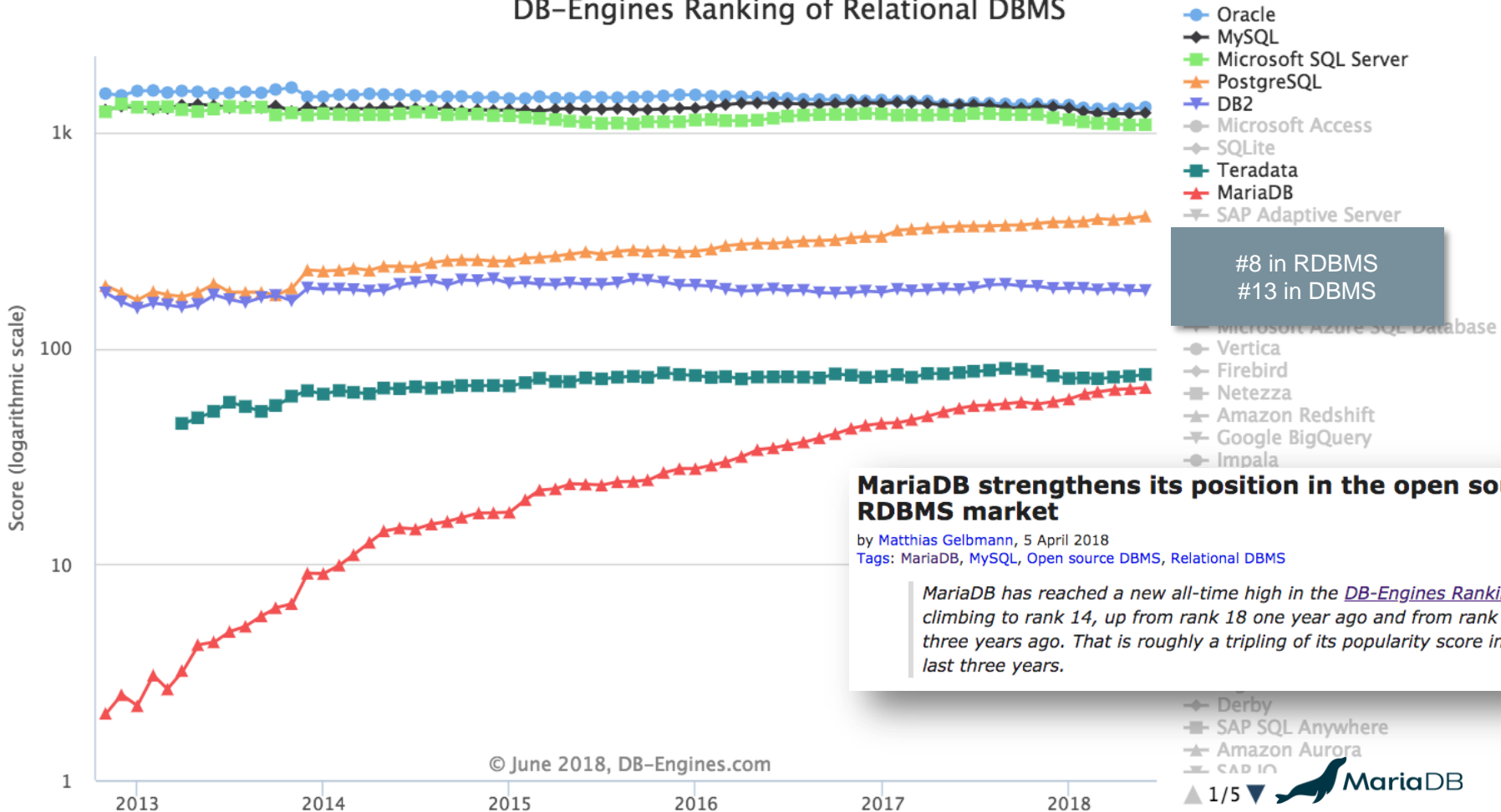
ON MARIADB VS PROPRIETARY...



By 2022, more than **70% of new in-house applications** will be developed on an ODBMS, and **50% of existing commercial RDBMS instances** will have been converted or will be in process.

Gartner | State of the Open-Source DBMS Market, 2018

DB-Engines Ranking of Relational DBMS



#8 in RDBMS
#13 in DBMS

MariaDB strengthens its position in the open source RDBMS market
 by Matthias Gelbmann, 5 April 2018
 Tags: MariaDB, MySQL, Open source DBMS, Relational DBMS

MariaDB has reached a new all-time high in the [DB-Engines Ranking](#), climbing to rank 14, up from rank 18 one year ago and from rank 25 three years ago. That is roughly a tripling of its popularity score in the last three years.

ON THE DATABASE INDUSTRY...

“In the last 7 years, the top three database vendors by size – Oracle, Microsoft and IBM – have **lost 12.5 percentage points in market share**, according to Gartner’s Other Vendors to Consider for Operational DBMSs report.”

“We are in a **David-and-Goliath fight** where we don’t have the economics to wage war on the major players. I like to think of our strategy as a judo match: We have to use the inertia of our opponents to win.”

ON OSS WINNING...

“Just think, in the last 2 years, IBM has acquired **Red Hat**. **Elasticsearch** has gone public. Microsoft has acquired **GitHub**. Salesforce has acquired **MuleSoft**. **MongoDB** has gone public. **Community-driven technology** has made its mark on Wall Street. It's a force to be reckoned with. As a result, companies like MariaDB and entrepreneurs all over look forward to building great organizations and great products for the global market.”

NUMBER OF MARIADB CUSTOMERS?

**Note: we do not share customer numbers or revenue data publically.*

MariaDB has many tens of millions of users and more than 100 million MariaDB Docker image downloads.

More than 75 percent of the Fortune 500 use MariaDB.

MariaDB customers include Samsung, LG, SK, POSCO, ServiceNow, Walgreens, Red Hat, Nokia, Deutsche Bank, BlaBlaCar, Home Depot, Nasdaq, DBS Bank and many more, including 4 of the top 5 telecommunications companies in North America and Europe.

TRAVEL

RETAIL AND ECOMMERCE

FINANCIAL SERVICES

GOVERNMENT EDUCATION

Many Tens of Millions Users in 45 Countries Trust Critical Business Data to MariaDB

TELCO

TECHNOLOGY

MEDIA



MariaDB in Cloud

Service	2016	2017	2018	2019	2020	2021	2022	CAGR 2017-2022
dbPaaS	2.258	3.113	4.234	5.652	7.560	9.905	12.279	
<i>Growth</i>		37.8%	36.0%	33.5%	33.8%	31.0%	24.0%	31.6%
PaaS	9.499	12.546	15.658	19.095	23.084	27.536	31.909	
<i>Growth</i>		32.1%	24.8%	21.9%	20.9%	19.3%	15.9%	20.5%
Cloud	126.633	152.797	182.903	214.903	250.436	289.809	331.957	
<i>Growth</i>		20.7%	19.7%	17.5%	16.5%	15.7%	14.5%	16.8%

Source: Gartner (December 2018)

Coming soon! SKY SQL!!



Community vs. Enterprise



SERVICES AND SUPPORT



THE 2020 MARIADB USER CONFERENCE

OPENWORKS

MAY 4-6, 2020 - NEW YORK

Special Thanks to ;

 KOLON BENIT

 OHNEW
INNOVATION

 MEGAZONE
CLOUD

 SK 네트워크 서비스

 rockPLACE

 LDS

 IT NOMADS
고객 가치를 창조하는 기업

 S-Core

마리아DB 한국사용자모임(페이스북)

감사합니다.!!