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We’ve done a lot of work with Oracle’s engineered systems, Exadata in particular, and Exadata was a quantum leap forward in performance.

The thing about Exadata is, and I’ve mentioned already there’s a huge performance impact, that the platform provides. And the reason is because it’s not really a fair fight for any other sort of platform trying to run Oracle. Because Oracle runs the whole stack, they were able to take part of their software that normally would run on the compute part of the infrastructure and push it down to the storage where the data lives.

So, one of the biggest bottlenecks that we find on big systems is getting the data from the storage up to the compute tier where it can actually be processed. And so what Oracle’s done with Exadata is, kind of like a Hadoop cluster, they pushed the work to where the storage is.

Over the course of the last four years, we’ve implemented several hundred of those systems. So every time we implement it we see huge performance benefits and so, it’s very easy to sit down with a customer and, you know, just go back to some of those examples and say, hey, you know, here’s one that was similar to what you guys are doing, here’s the kind of results we got.
And some of them are phenomenal. You know some of them are like, we did a POC for a Teradata system that was a 40-node Teradata cluster. They had like a 30-day history and we took the busiest hour we could find, took that workload, ran it on an Exadata, and the improvement was, the average was like 1,500 times faster. And, this was on a three-node Exadata system.

So, this is versus a 40-node Teradata system which the maintenance alone was like, $30 million a year. The Exadata platform was a few hundred thousand dollars. So, huge performance gains, you know, and a lot less cost.

So, we’re kind of a unique group.

Many of the technical guys in our group are some of the best guys in the world at what they do.

What do we do? So, we solve hard problems. That’s what we like to do, and we bring stability to companies.

We get involved with a customer and we take away that fear that, you know, they’re going to have instability in their system which is going to cause an outage which is going to cause their clients not to be able to do what they need to do and cost them money.