

How Successful Businesses Thrive in Hybrid Data Environments

SUCCESS STORY

Enterprises are shifting more of their data assets to the cloud, yet a significant portion of their critical data remains on-premises. Progress® DataDirect® Hybrid Data Pipeline makes it easy for businesses to access the data they need no matter where it lives, without sacrificing performance or security.



For one of China's leading cloud computing vendors, a customer needed real-time access to Salesforce data. However, ETL wasn't viable and creating a custom integration would take months. With Hybrid Data Pipeline, the cloud vendor was able to quickly create an OData-based REST API connection to Salesforce and provide real-time access to this critical Salesforce data.

Results

- Significant savings—connectivity to Salesforce in minutes instead of months
- Reduced maintenance—firewall-friendly access to data with minimal assistance
- Greater customer satisfaction—solve customer data needs, quickly and effectively



For a customer in the real estate industry, Salesforce plays a vital role in enabling the company to manage investors and engage real estate operators. Hybrid Data Pipeline enables the customer to instantly expose the data warehouse as an OData endpoint without any coding.

Results

- Expose data warehouse as an OData endpoint without any coding
- Cut down ETL linking and syncing jobs to 1-2 weeks instead of months
- Configure new views in Salesforce in minutes instead of weeks



To gain a better picture of its customer base, a global manufacturer of HVAC products wanted to securely consume the legacy ERP data stored in its data warehouse for use in Salesforce. Hybrid Data Pipeline provided the best way to expose the company's data as OData, enabling the customer to consume external data objects from Salesforce with ease.

Results

- Upfront licensing cost savings of \$300,000 + \$20,000 annually
- Integrate Salesforce data without manual authentication steps
- Provide sales team with seamless access to critical customer data

Hybrid Data Pipeline offers your enterprise fast, secure and scalable access to cloud and on-premises data in real time. Start your free trial today and see why so many businesses like yours trust their data with DataDirect.



Access the Data You Need