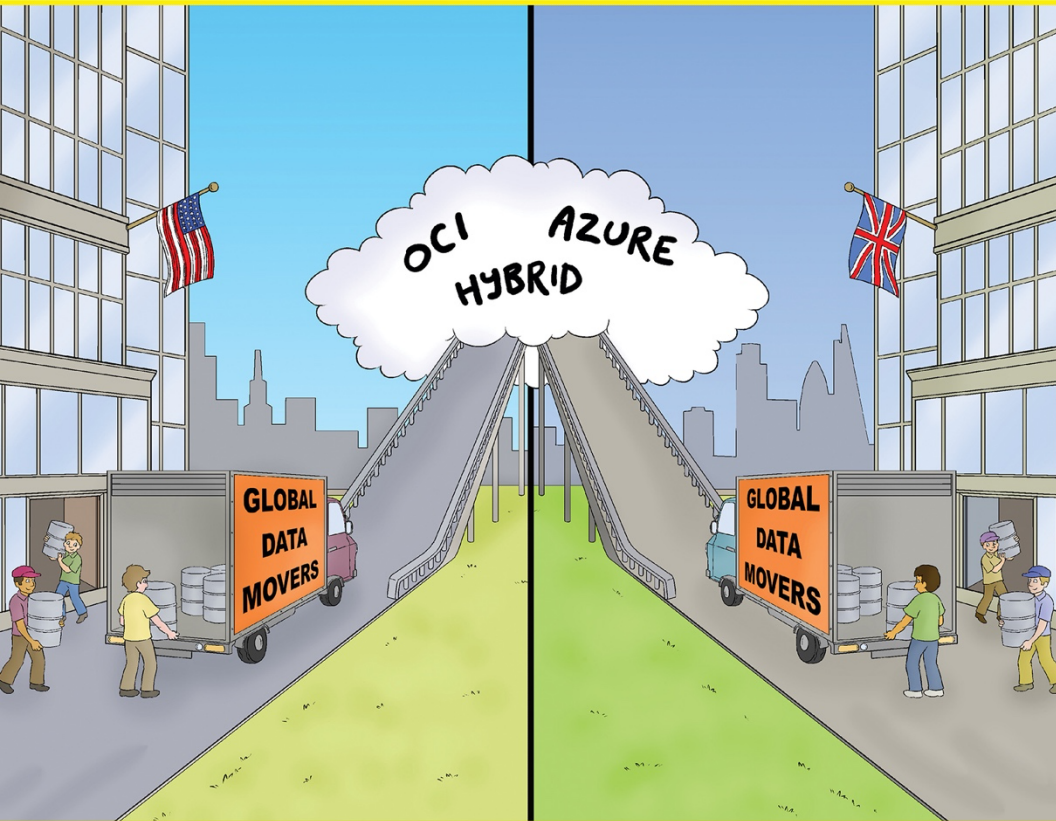


Conversational Oracle Data Migration for GSIs

By Greg Altman (Enterprise OCI Architect)



**In this
book, you
will learn:**

- Why Global Systems Integrators are perfectly placed to offer data replication and migration services.
- Practical steps to successfully rolling out these services along with the key resources required.

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Note from the Author

With today's rapidly changing data landscape, even the most prominent companies are hard-pressed to 'keep up' using only in-house talent. Partners like managed service providers (MSPs) and Global Systems Integrators (GSIs) are the key players to fill those gaps. To provide that service, partners need to offer comprehensive services that make the decision-making process simple. Being easy to do business with can take an occasional service provider to the level of a full-time 'go-to' partner.

In this book, I'll explore how adding data replication and migration services can help your GSI business fulfill that need for your customers. I'll talk about why these service offerings are in the best interest of your service integration business and your customers. This helps build the type of symbiotic partnership where everyone wins.

We'll discuss how this makes sense from a technical standpoint and how a unified service helps your customers solve real and pressing problems. We'll cover topics from the planning of data services to the implementation phase, finally graduating to the ongoing service phase. I'll also share how that continuous service is where the winning takes place. The customer has a secure, robust global solution that enables and enhances their business, while the Service Integrator has an ongoing revenue stream. I'll show how this relationship makes good business sense to the customer and the GSI.

I will work through how this looks from a practical standpoint. Should you offer tiers of service, roll it into an additional service, or some combination of both? What are the requirements to provide a service like this? What are the added marketing opportunities? What added staffing will be needed? We'll dig in to show you how to determine these answers for your specific business.

Finally, we'll discuss some possible next steps. How to kick this off. How to find the right service partner. Whether to partner with a software vendor or build your own solution.

One service avenue many GSIs are leaving on the table is that of *Data Replication*. As customers look for ways to take advantage of the cloud to host workloads, production data, and backups of Oracle data, GSIs can leverage data replication as a means to extend their services to help plan, implement, and support customers' database plans. In the next few pages, I'm going to make the case that data replication-related services make sense from a business, technical, and customer perspective. Let's dive into each of these perspectives.

Thanks for coming along on the journey!

Greg Altman



The “Conversational” Method

We have two objectives when we create a “Conversational” book: First, to make sure it’s written in a conversational tone so that it’s fun and easy to read. Second, to make sure you, the reader, can immediately take what you read and include it into your own conversations (personal or business-focused) with confidence.

These books are meant to increase your understanding of the subject. Terminology, conceptual ideas, trends in the market, and even fringe subject matter are brought together to ensure you can engage your customer, team, co-worker, friend, and even the know-it-all Best Buy geek on a level playing field.

“Geek in the Mirror” Boxes

We infuse humor into our books through both cartoons and light banter from the author. When you see one of these boxes it’s the author stepping outside the dialog to speak directly to you. It might be an anecdote, it might be a personal experience or gut reaction and analysis, it might just be a sarcastic quip, but these “geek in the mirror” boxes are not to be skipped.



Greetings. Within these boxes I can share just about anything on the subject at hand.

Read 'em!

Why Offer Database Replication?



The current global business environment is evolving so quickly that organizations constantly seek ways to gain more value from their data while driving down costs. Some particular pain points center around maintaining availability, scalability, and interoperability. These come to the forefront when the enterprise adopts a hybrid or multi-cloud strategy. There are several options for organizations using Oracle or PostgreSQL databases, but navigating the confusing array of products and services can be bewildering. CIOs know that a data migration and replication plan is crucial but may not have the resources to develop and execute one internally. Navigating these questions has been known to keep CIOs and CTOs awake at night.

In addition to the much talked about cloud migrations, there are many organizations that are retreating from a single public cloud architecture in favor of hybrid and multi-cloud solutions. With migrations and replications going in all directions, the scene is set for confusion at best or, worse, “analysis paralysis.” These organizations will look to their trusted partners for advice and help. This can be an excellent opportunity for a properly positioned GSI.



Gartner predicts worldwide public cloud end-user spending to reach \$679 billion in 2024.¹
By 2029, the hybrid cloud market is expected to reach an impressive \$352.28 billion, growing at a CAGR of 22.12% during this period.²

With all the reliance upon mission-critical databases, there is a terrific opportunity not just to sell a product for your customer to maintain but rather provide a service – one that will have value both initially and on a continuing basis.

One service avenue many GSIs are leaving on the table is that of *Data Replication*. As customers look for ways to take advantage of the cloud to host workloads, production data, and backups of Oracle data, as a GSI, you can leverage data replication as a means to extend your services to help plan, implement, and support your customers’ database plans. In the next few pages, I’m going to make the case that data replication-related services make sense from a business, technical, and customer perspective. Let’s dig into each of these perspectives.

¹ [Gartner Forecasts Worldwide Public Cloud End-User Spending to Reach \\$679 Billion in 2024](#)

² [Hybrid Cloud Market – Share, Size, Growth & Forecast \(mordorintelligence.com\)](#)

Data Replication Solutions Make Business Sense

I'm going to make an assumption here and guess that most of you are already providing at least some database services to your customers. Take a broad look at the services currently offered and consider where there may be gaps. Broadening the services offered can make excellent business sense. Instead of (or in addition to) only offering the somewhat nebulous "Database replication solutions," perhaps think of these business opportunities:

1) Database Consulting and Design Services

The first phases of any project are planning and design. Database expansion and migration are often large projects. As a well-positioned GSI, you can leverage and strengthen your relationship with your client and be invaluable during the initial planning phase for customers looking to expand or migrate their data. Clients' database architectures will most likely need to be optimized, if not at least partially redesigned, to take full advantage of a move to a hybrid, cloud, or multi-cloud architecture. This is your opportunity to strengthen existing relationships where you have the benefit of understanding your client's specific needs and requirements. This understanding of the existing landscape enables you to recommend the most appropriate platform or platforms and help guide them in designing a robust database infrastructure.

There is also an opportunity to offer increased value to new customers. Database design and consulting provide a lucrative foot in the door and a way to establish your business' credibility and expertise as a trusted advisor that can and will extend beyond just design consultation.

2) Business Continuity and Disaster Recovery Planning

Ensuring the availability and integrity of data is mission-critical for any organization. Many GSIs offer some form of disaster recovery and business continuity planning and aid.

Moving the focus from just backup and restore to a more integrated and comprehensive service can also involve tertiary professional services such as risk assessment, leading to resilient architecture design and strategy planning. This can be extended further by offering to implement the disaster recovery and business continuity strategies that best suit your client. Finally, you can provide the ongoing service of standing ready to activate these plans in case of disruptions to ensure quick data recovery. This takes one more worry away from CIOs and Database Managers.

3) Cloud Integration Services

The cloud technology options facing businesses are more complex than ever before. The choice between hybrid cloud, single public cloud, private cloud, or some multi-cloud mix of all the above is daunting for enterprise executives. Balancing increasing demands for resilience, availability, and security with the ever-present need to control costs keeps these executives sleep-deprived and in need of expert help. As a GSI, you can be your customers' hero by aiding not just in the planning stage mentioned before but also in providing expertise and experience. Delivering a smooth and seamless migration to the platform or combination of platforms that best suit your client's requirements opens the door to the ongoing need for replication services between on-premises and cloud databases.

4) Advanced Analytics and Reporting Services

With the initial database migrations done, the opportunities to provide services and value do not end. Several analytic service offerings become available with your company's replication tools and expertise. Leveraging the replicated data, you can help your clients build data warehouses to consolidate and standardize data from disparate databases into a single source of truth for business intelligence and analytic tools that you can also provide. The combination of

these services can offer your clients valuable insights into their data in ways that they may not be able to do without the knowledge and experience of your team of database experts. These insights can often directly translate to profits for the client, making your service even more invaluable.

5) Integration with DevOps Practices

Integrating a good replication tool into the various types of continuous integration/deployment pipelines can benefit client companies that use DevOps practices and methodologies. For one example, having consistently valid data to test against is essential to automate testing processes during development. Building development and test environments on demand via automated processes is vital to the streamlining efforts of DevOps methodologies, and being able to create an isolated yet up-to-date data replica is an integral part of this process.

6) Customization and Integration Services

Of course, very few, if any, tools are perfect straight out of the box, and the best are flexible enough to enable some customization. By offering these customizations in addition to the typical integrations, your teams can tailor the tools to meet the specific needs of your clients. These integration and customization services can involve integrating data replication with other applications, developing tailored scripts to enhance automation, or perhaps even implementing additional features as the client's requirements may change during the integration process.



The important thing here is being a good partner to your customers, not simply a service provider. This then builds the relationship to mutual benefit.

With global competition at an all-time high, businesses continually look for ways to differentiate themselves from their competitors. Offering data migration and replication services can be one way to do this. By providing these services, you're not just selling a product; you're selling a solution. You're showing potential customers that you understand their challenges and have the expertise and the tools to help overcome them.

The benefits for your systems integration business are multifaceted. Not only do you gain the business of the integration project, but you also generate additional revenue streams through licensing, consulting, and ongoing support services. It also allows you to expand your service portfolio, which makes your company more attractive to clients looking for comprehensive database solutions.

These additional offerings help you address your clients' data replication, migration, high availability, and disaster recovery needs. This, in turn, strengthens the relationships with your customers, leading to increased retention and satisfaction.

Finally, increasing your teams' expertise in data replication and migrations allows you to stand out in an increasingly competitive global market and reach a broader customer base with diverse database needs.

OK, so these points clearly show that offering these services makes business sense, but what are the technical advantages of adding them to your portfolio?

Data Replication Solutions Make Technical Sense

Of course, some Database Administrators (DBAs) will argue that most databases have some degree of built-in or native replication, and that is true, but only in a limited sense. These replication capabilities are primarily intended to replicate data across a cluster of database servers, not between distinct databases.

This is where enterprise-grade data replication services come into play. Here are some of the more technical advantages of offering these services to your customers.

1) Business Continuity

Enterprise-grade data replication involves creating and maintaining multiple copies of data across different databases or database environments. This ensures that there's always a backup copy of your client's data available in the event of a disaster, whether it's a system failure, a cyber-attack, or a natural disaster. This reduces the risk of data loss and helps ensure business continuity.

However, it's not just about having a backup. It's about having a backup that's up-to-date and accurate. And this is where real-time data replication shines. By replicating data in real time, you can ensure that your client's backup data is always current, reducing the risk of data discrepancies and ensuring that their business can continue to operate smoothly, even in the face of disaster.

2) Improved Performance

Data replication isn't just about disaster recovery. It can also play a key role in improving application performance.

Consider a scenario where a single database is being used to handle both read and write operations. As the volume of data and the number of users increase, this single database

may struggle to keep up, leading to slow performance and frustrated users. This is where data replication can help. By replicating the data across multiple databases, the load of read queries can be distributed across these databases, reducing the strain on any single database and improving overall performance.

Another, more impactful scenario for your global customers is how to maintain regional data stores worldwide to improve performance and availability. Traditional data replication methods are too slow and can introduce inconsistencies across the data stores. A near real-time replication solution that can synchronize data between these regional data stores and a central data warehouse can prove to be the difference between the success or failure of a global enterprise.

3) Data Migration

As businesses grow and evolve, they may find that their current database system no longer meets their needs. Perhaps they need a database system with more advanced features, or maybe they want to reduce costs by moving to an open-source system like PostgreSQL.

This involves the process of transferring data between Oracle and PostgreSQL databases. It's not just about moving data; it's about transforming the data so that it fits into the new system without losing its meaning or integrity. This process is often necessary when a business switches from one database system to another for cost-saving, performance, or other strategic reasons.

Whatever the reason, moving data from one database system to another is no small task. It requires careful planning and execution to ensure no data is lost or corrupted during the transition. Offering data migration services can help these businesses make this transition smoothly and efficiently. By leveraging your expertise in

Oracle and PostgreSQL, you can guide them through the migration process, ensuring their data is safely and accurately transferred to their new database system.

4) Efficiency

With the right tools and strategies, data migration and replication can be done more efficiently and accurately. This can reduce the risk of data loss or corruption, thereby ensuring the integrity of your customers' data.



Remember, convincing the CEO/CIO is only half the battle. Provide a tool for the DBAs and System Administrators that makes their lives easier and more efficient, and you'll have a champion on the inside of the customer.

Data Replication Solutions Make Sense to the Customer

Now, you may be reading along with your head nodding, thinking, “Yes, everyone should buy these services!” Unfortunately, your customer may require a bit more convincing. I’ve mentioned some use cases for replication services earlier, but here are a few more that may resonate with your customer base.

1) Data Migrations

The most basic form of data migration is where the database is a perfect clone of the source database but simply in a different place or a different platform. But it doesn’t have to be that basic! A proper toolset can include transformation, such as moving from Oracle DB to PostgreSQL. In addition, good tools can make the migration practically seamless. This helps speed up implementation since it doesn’t always require a maintenance window for the work to be done.

2) Global Reach

Global enterprises often have several regional data centers to reduce latency for their worldwide operations. Data replication in near real time is critical to maintaining consistency. As mentioned before, supporting various replication targets, such as SQL Server, Azure SQL Database, MySQL, Oracle, and PostgreSQL, can be crucial to optimizing costs.

3) Reduced Reliance on Oracle

Speaking of Oracle, everyone knows that licensing Oracle databases can take up a substantial part of an organization's software budget. Having a good replication toolset that can effectively target lower-cost alternatives, such as PostgreSQL, will reduce your customer’s dependence on Oracle, thereby increasing profitability.

4) Reduced Spend

Continuing the cost-effectiveness train of thought, not having to worry about whether or not your customer's data can be accurately replicated to the various flavors of databases allows your customer to use the most cost-effective database platform for the job at hand.

5) True Multi-cloud

Not having all your eggs in one basket is good advice that has been around since baskets were invented. Clouds are no different. The big cloud companies do a pretty good job of consistently ensuring that their services are up. However, wouldn't it be better to spread the load and responsibility around? Aside from reliability concerns, having multi-cloud capabilities allows customers to fine-tune their cloud usage for maximum effectiveness and cost management.

6) Replication vs Movement

We've discussed replication and migration a lot, but there is a subtle difference between data replication and data movement. Ideally, the solution that is offered can handle both. Where replication is a continuous, near real-time synchronization, movement is more often a scheduled or one-time task such as a triggered event in data warehousing or ETL processes.

Because of this difference, the use cases differ as well. Replication is generally used for most of the scenarios we've already discussed, like disaster recovery, global high availability, and distributing read/write operations in a scale-out scenario. In contrast, data movement is typically used to consolidate data into a data warehouse or to move data into a separate system for analysis and reporting. For example, an isolated database can be used for end users to build historical reports.

Offering Data Replication Solutions

Providing customers with a data migration and replication service can be a significant addition to a GSI's portfolio. It can enhance your value proposition, attract new customers, and generate additional revenue. Now that you are considering offering these services to your customers, it's time to look at what this offering might look like on a practical level for your company. Indeed, there are many factors to think about before bringing a new service to a customer for the first time. What does this look like in practice? Let's delve into the specifics.

Tiers of Service

One approach to offering this service is to provide it in tiers. A pricing structure like this allows you to cater to a broader range of customer needs and budgets. It will also help with planning your internal resources. For example, you can 'budget' for a maximum number of clients per tier based on your staffing and capacity. We'll talk more about staffing shortly. Here's a possible tier structure:

1. **Basic:** This could include a one-time data migration service with minimal support and guidance. Here, your company can offer to provide some guidelines for small companies that want the service but prefer to be more hands-on. This can be very cost-effective both for your company and your customer. These customers want some pointers, some best practices, and then to have your experts standing by as resources should the client's data team get stuck. Set some boundaries like the amount of planning and support hours included and how much it will cost if they exceed this. This tier could be further broken down based on the amount of data and the complexity of the migration. This option is attractive for small businesses or those with straightforward migration needs.

2. **Standard:** This is where most of your customers will likely end up. At this level, you and your customer’s teams will work together to plan and set up ongoing data replication services. In this tier, you can collaborate with the client’s data and infrastructure teams initially, then they hand it over to your team to keep things running smoothly, ensuring that a backup of the customer’s data is always available and lending assistance if/when data restoration is needed. This one is relatively easy and an excellent opportunity to build a strong relationship with your customers.
3. **Premium:** The top tier is where you offer a fully managed service, handling all data migration and replication processes. The target client for this is either a very large organization short-staffed in their data and infrastructure teams or a midsized business with an overwhelmingly large data set. They will hire you to “just handle it” and free up their limited staff to focus on tasks that grow their business. This tier could include planning and executing the migration, setting up and managing replication, and providing ongoing support and maintenance.

Integration with Existing Services

Similar to, or in conjunction with, the tiered approach is bundling migration and replication as an attractive add-on to an existing service. For example, if your organization already offers database management services, you could add data migration and replication as a new feature. This takes advantage of the existing relationships and trust to add functionality to the client and add profit for the GSI. This would allow customers to manage all their database needs in one place, making it a convenient and attractive option.

Requirements – Staffing

All of this sounds great, right? But what do you need to do to be able to provide this to your customers, both present and future? To offer this service, you will need to hire and train a team of skilled database

administrators and engineers. This team needs to have the technical skills to plan and carry out complex data migrations and set up data replication on a global scale. These individuals will require a deep understanding of many types of databases and need to be familiar with the features and capabilities of the involved systems and their differences. They would also need to understand the technical aspects of data migration and replication, such as data transformation, data integrity, and disaster recovery.

In addition to technical skills, this team would need strong customer service skills to guide customers through the process and address any concerns or issues. I often say 'team' because it is exceedingly rare to find a single individual with all these combined skills. These teams can either be entirely dedicated to a single, very large customer or, as is more likely, spread among several smaller ones to maximize their effectiveness.

Implementation Methods

The implementation of this service would depend on the customer's specific needs. For example, a customer moving from Oracle to PostgreSQL might require a different approach than one moving in the opposite direction. However, there are certain constants, and good project planning will include the development of some standard procedures that can be used for many types of clients. While your team would need to develop a tailored migration plan for each customer, having a toolset of reusable procedures will reduce the time to formulate the personalized plan. From this base plan, your project managers can tune it to the specific customer, taking into account factors such as the size and complexity of the database, the customer's timeline, and any specific needs or constraints.

Marketing

Promoting this service could involve highlighting the benefits of data migration and replication, such as improved business continuity, better performance, and the potential for cost savings. Case studies or testimonials from satisfied customers could be powerful tools. You could also offer webinars or workshops to educate potential

customers about the service. There are several low-cost means of getting the word out to your potential customer base. YouTube videos, LinkedIn posts, and blogs are just a few of the ways to leverage social media to promote your new service offering. Another little thought is to have some of your engineering team give talks at conferences or user group meetings.



For social media or conferences, the case study is the most impactful. Take away the marketing hype and show the audience how the service worked for someone like them. As the old adage goes, "Show, don't tell."

Next Steps

Now, we've talked about how offering a data replication and migration service is good for your business and how it's good for your customers' businesses. We've examined how the technical aspects should work and provided some practical tips on how to offer the service. So, what's next? Where do you go from here?

Build or Buy?

Let's be honest: technical folks love to build things. If you had a meeting with your technical leads to discuss this service offering, at least a few would immediately start thinking about how to "DIY" this service. Something along the lines of leveraging tools you already have or piecing together tools offered by the major public cloud providers scaffolded together with tons of custom code. That would provide a unique solution, but is it scalable? Is it maintainable? Is it an efficient use of development and engineering hours? These are hours that are taken away from your core business and, thus, from your bottom line. Another thing to think about is if it's that easy to build your own solution, why aren't your customers doing it themselves? They aren't, and you shouldn't because the answer to most of the questions I just asked is, "No, it's not." Not efficient, not scalable, not maintainable, not profitable.

A much better solution is to seek out and find a software vendor who has solved these problems already. They have already made, and are continuing to make, the investment in developing and improving their product. That is the key here: the product. Your 'product' is service, not software development. Remember when earlier we talked about building relationships where everyone wins? Find a good software vendor to be your upstream partner who develops and supports the software so you can focus on your product/service to your customers.

Finding the Right Partner

This part can be tricky, I admit. The internet is literally full of software companies waving the “We’re the best” flag. The hard part is separating the wheat from the chaff. Some things to consider include the obvious ones, like pricing and reliability, and some less obvious ones. A significant point to consider is whether the software company offers a comprehensive solution or the cobbled-together mix of things you were trying to avoid with the in-house solution.

Here are some other points to consider:

- **Complete solution** – As I mentioned, you don’t need a suite of products that your engineers have to ‘glue’ together. There will be enough coding and engineering to do when you design your customers’ implementation without having to deal with software that is “some assembly required.” All the great marketing and pricing won’t help if the product doesn’t do what you need it to do for both you and your customer.
- **Mature product** – As much as the movies make it seem cool, you may not want to partner with a college kid working out of his garage for this solution. Ideally, you’ll find a software company that has a proven track record in this space. That helps protect you from having your solution gobbled up in an acquisition that leaves you out in the cold. Likewise, even a mature company will sometimes abandon an immature product that isn’t performing well.
- **Evolving product** – How often is the software updated? Is there active development being done? Are new features being added at a regular pace? The alternative is a product that is on life support. This is where the vendor isn’t actively developing the product but merely maintaining it to perpetuate support licensing from the installed customer base. That’s not the place to put yourself or your customer.

- **Company stability** – This is a kind of ‘Mature product ‘part two’ with a twist. There are many companies with mature products that have a large customer base who feel safe and secure with the product. That sounds great until you find out the company producing the software is unstable. Suddenly, they’re bought by another company that radically changes the pricing structure, or almost as bad, ceases further product development. One doesn’t have to look far to find examples of this happening in today’s world.
- **Pricing** – Of course, this is a critical point. Simple business math will tell you if you can offer the service using their software at a price your customers will be willing to pay. A finer point is to find out more details about the pricing structure, like discounts for GSIs and MSPs or scaled pricing that is cheaper per unit when you buy more. These negotiations are vital and the first steps in building the upstream relationship you want.

The Big Takeaways

Organizations, large and small, rely on their data to function. They need solutions to scale their databases and keep them highly available and rapidly accessible on a global scale. However, many of these organizations have neither the time, budget, nor talent to manage these problems entirely alone. This is a beautiful opportunity for a GSI to expand its service portfolio to include data replication, data migration, and high availability.

A broad portfolio of services increases the GSI's attractiveness to existing and new customers. The benefits extend well past attracting customers as well. Highly effective solutions to their data problems will increase customer satisfaction and make retention a simple matter of renewing contracts.

High-speed data replication on a global scale can help your customers maintain their global presence or even enable a regional company become global. That goes for your business as well. If you do not already have customers around the world, robust data replication across multiple platforms could help you scale up your own business to a global scale.

In addition to the revenue and customer-building possibilities of a data replication and data migration service, partnering with a solid software company frees you from having to add the worry of staying current with the latest technology trends. It's a rapidly changing environment, which makes having a forward-thinking and adaptable partner invaluable.

Sponsor Chapter: Shareplex by Quest – A Gamechanger for GSIs

I hope this book has given you a lot to think about and piqued your interest in providing data replication and migration services to your customer base. The easy part is to think through how expanding your portfolio of services will help your business and what it would take to bring these ideas to fruition. It's trickier to find the right partner – one you can trust with your customer's data and your reputation.

SharePlex by Quest has over 25 years of experience, the trust of Fortune 500 companies and proven performance and reliability at large scale. We're a multi-faceted software creator with a variety of tools to help your customers realize the benefits of new technology. Not just databases but system management, Active Directory, M365 migration and management, and, of course, cybersecurity resilience.

SharePlex, an innovative data integration solution, is a game-changer for GSIs. Developed by Quest Software, it offers a comprehensive set of features designed to address the unique challenges you face. It enables seamless data replication, synchronization, and integration across heterogeneous systems and platforms.

With SharePlex, you can achieve real-time data integration, ensuring customers can access the most up-to-date information. The solution can replicate data across various databases, including Oracle, Microsoft SQL Server, and MySQL, among others. SharePlex's high-performance architecture ensures minimal latency and maximum throughput, allowing you to meet your customers' demands.

Key Features and Benefits of SharePlex for GSIs

SharePlex offers a range of features specifically tailored to GSIs' needs. These include:

1. **Real-time data replication:** SharePlex ensures that data changes are captured and replicated in real time, providing up-to-date information across systems.
2. **Heterogeneous database support:** The solution supports a wide range of databases, enabling seamless integration across different platforms.
3. **Robust data security:** SharePlex includes robust security features, such as data encryption and access controls, ensuring the confidentiality and integrity of the data being replicated.
4. **High availability and scalability:** SharePlex's architecture is designed for high availability and scalability, enabling global service integrators to handle large volumes of data and accommodate future growth.

The benefits of SharePlex for GSIs are numerous. By implementing SharePlex, you can achieve seamless data integration, improving operational efficiency and client satisfaction. Real-time data replication ensures that decision-making is based on the most current information. The solution's scalability and high availability features provide a reliable foundation for data integration, even as your organization grows and expands its service offerings.

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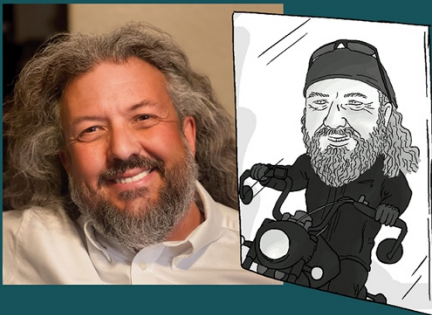
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Quickly become conversational about Oracle Data Migration for GSIs.

Organizations increasingly need solutions to scale their databases and keep them highly available and rapidly accessible on a global scale, yet many have neither the time, budget, nor talent to manage this alone. In this book, we'll explore how adding data replication and migration services can help GSI businesses fulfill that need.



About Greg Altman

Greg Altman has 30 years of experience in infrastructure management, certifications in Microsoft server and Azure, a blog at TheHoundTech.com, and two Iron Butt certificates for long distance motorcycle rides (so far).



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