

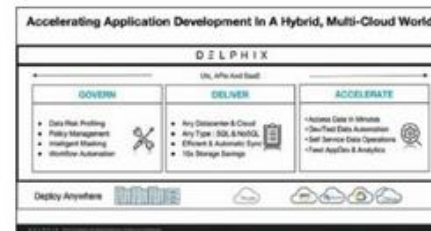
—MONICA SAHA
CMO, Delphix—VIJAY SEBASTIAN
MD, Delphix India—ALEX PLANT
VP, Marketing, Delphix

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FAST FORWARD

Delphix has evolved a technology to speed up the data management of large enterprises by 100 times. Delphix India is establishing its first R&D centre in Noida, from where it will carry out the majority of its data management jobs. Monica Saha, CMO, Delphix, Vijay Sebetian, MD, Delphix India and Alex Plant, VP, Marketing, Delphix spoke to us about the various dimensions of their work in data management

Tell us something about your work

Monica Saha: Data management has become the order of the day. However, it takes very long for large amount of data to migrate from on-premise infrastructure to the cloud. Besides, most organisations offer services either in cloud migration, or data computing or in data governance. Delphix offers service in all 3 domains and we have drastically cut down the speed of data migration from on-premise to cloud. For this, we have collaborated with AWS, Azure and we are also negotiating talks with Google Cloud. With our capabilities, data can be migrated at 100 times more speed than what is available with other organisations.



Tell us something about your plan in India

Vijay Sebastian: India has a profusion of engineering and software developers' talent pool and we want to tap into it. In our Noida centre, we want to begin from R&D, for which we'll employ the local developers' talent and later set up full fledged facilities. This will become our major hub to carry out the majority of our data management work. We have worked for some of the largest enterprises in the world and we're well placed

to take this work in data management forward. India is the first among the emerging markets where we want to enter in this field. We have partnership with Capgemini, Accenture, Cognizant, Infosys, AWS and Azure.

What is the technology that you use to drastically accelerate data migration?

Alex Plant: That's a good question. While migrating data, we create a virtual copy in the database, which takes much less volume than the original copy. We transfer it using our own, in-house developed proprietary, by placing a masking filter on it. Making makes the data secure and n sensitive information is transmitted. If there is error because of track changes, the roll back system rectifies the error. The AI Algorithm works fast and makes future prediction about data movement. This way, endless cope can be made and migrated.



For which sectors do you work?

Alex Plant: Our clients come from many sectors, such as BFSI, healthcare, retail, telecom etc. We also have large IT companies such as Facebook for whom we work. We work with all kinds of data across all kinds of clouds.