

Quarterly Newsletter

Ingres Company Update

A Message from Steve Shine, Co-President of
Ingres Corporation, March 18, 2011

Dear Ingres Customer,

Welcome to the first of our 2011 quarterly newsletters designed to keep you up to date with what's happening at Ingres. We hope you find them useful.

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2010

2010 was a very good year for Ingres in which many good things happened, including the following notable achievements:

1. Nearly 500 new Enterprise customers began using Ingres RDBMS, and 10% of these are also new OpenROAD users.
2. We released Ingres 10, which is the most significant technology update in our history.
3. We released Ingres VectorWise, now the world's fastest, most affordable analytics database.
4. We exceeded our financial goals and further strengthened our robust balance sheet position.

2011

With the successful launch of Ingres 10 and VectorWise, we embarked upon a new phase in the company's strategy. Early this year, Gartner Group positioned [Ingres in the Challenger quadrant for Data Warehousing](#), recognizing both the Ingres RDBMS and Ingres VectorWise.

Ingres RDBMS

Right now, about 70% of our customers are using version 9.x of Ingres or intend to move to this version in 2011. We have a few early adopters of version 10, which delivers many long-awaited feature and enhancement requests from you, our customers.

Version 10 is a significant release that puts us well ahead of most of your requested needs for an OLTP database. However, we will continue to deliver innovation at a somewhat less frantic pace! (See the [Product Updates section](#) for product roadmap summaries.)

We still very much welcome additional features and enhancements you would like to see in future product releases. (See the [Product Updates section](#) for how we plan to gather your feature and enhancement requests.) We want to make Ingres the most cost effective, functionally capable, business critical OLTP DBMS, granting you choice of independence when you plan your IT investment strategies.

Ingres OpenROAD

We already are seeing much activity around OpenROAD this year. We are working with many customers and partners who have a significant investment in OpenROAD running critical business applications.

OpenROAD 5.1, the XML release, is in QA's final stages and is expected to be available for Microsoft Windows at the end of this quarter.

OpenROAD 6 will provide transparent Unicode support. It is being tested by a number of partners who are expanding into Asia and should quickly follow the OpenROAD 5.1 release. For more information, see the [Product Updates section](#).

Ingres VectorWise

In addition to the Gartner Magic Quadrant positioning, last month's [TPC-H benchmark results](#) make us confident that **Ingres VectorWise is now the world's fastest, most affordable analytics database**. This is a huge innovation in the overall Ingres DBMS capability and proves that being smaller and more nimble enables us to out-innovate the industry behemoths! Notable industry analysts have already started to [comment](#) on what is being seen as a technology disruption.

We are announcing a **VectorWise promotion** to thank existing Ingres customers for their longstanding support of Ingres. (For more information, see the [Promotional Programs section](#).)

Ingres in the Cloud

On March 9, 2011, Ingres announced [SkySafe](#), our Cloud Service offering. SkySafe provides a scalable, secure, enterprise-grade platform for the development and delivery of data-centric applications in the cloud. Designed to extend cloud elasticity from the infrastructure to the platform, SkySafe is a managed service that can be dynamically scaled to meet the needs of the most demanding SAAS and enterprise applications. SkySafe can securely manage data for a variety of uses from SAAS and OLTP applications to historical data analysis.

Our first two service offerings on the SkySafe platform, SkyInsights for Analytics and SkyArchive for Archiving, will be available in April 2011.

2011 Ingres Organization

The Ingres RDBMS and VectorWise solutions have very different market dynamics. The OLTP market is a mature \$26-billion market where product fit, quality of service and price competitiveness are the real value drivers. The high volume data analytics and Business Intelligence market in which VectorWise plays is a much younger, faster growing market with many competing solutions. Ingres VectorWise is hugely differentiated, and there is a great opportunity for us to win. Additionally, we are ensuring that funding is in place to drive further innovation across the Ingres portfolio that we believe will help your businesses succeed. We hope to announce more of these innovations in the near future.

You may have heard that in January Ingres reorganized itself internally right from R&D through to our field teams. Since Ingres OLTP and Ingres VectorWise share much of the same code line, we still have key functions (Support, Services and certain areas of Development) that operate with tight integration. We reorganized to ensure we were properly focused on the two markets just described. These changes are now complete. We are a financially healthy, well focused business—and we are hiring!

We understand that when one of your key suppliers undergoes change, there are often many questions it raises for your business. The rest of this newsletter is focused on details about our product roadmaps, customer success stories, promotions and other activities, and we hope this information answers your questions. We would greatly appreciate if you would forward this newsletter to any colleagues who may not be on our mailing list. If you have specific questions, email info@ingres.com. We would be happy to reply to your questions or arrange a time to talk with you directly over the phone.

In the meanwhile, rest assured that your business systems—both today and in the future—are in safe hands. Thank you for your continuing support.

Kind regards,
Steve Shine
Co-President, Worldwide Field Operations

Product Updates

In the past 12 months Ingres released significant enhancements across almost its entire portfolio of solutions. We continue to gather feature requests for these products, which are shaping our future release plans.

As you review these brief summaries for each product, you may find that your organization is not taking advantage of the latest capabilities. If you need help deciding if these new features could benefit you, our Services organization has specifically designed Health Check packs through which we can assess your current Ingres technology usage and make proposals for enhanced management and performance as well as feature updates. For more information, see the [section Services and Support Designed to Help You](#).

Ingres RDBMS

Ingres RDBMS Pricing Update

As of April 1, 2011, the Ingres RDBMS will be priced based on the number of cores rather than CPUs. This change aligns our pricing closer to the value delivered and responds to the general industry move toward core-based pricing.

Ingres RDBMS 9.2

So far, 2011 has been an exciting time for our VMS customers with the delivery of Ingres 9.2.3 for VMS Itanium, which includes cluster support. This release was delivered in close collaboration with some of our key VMS customers and of course Hewlett-Packard. Early indications are that the release is significantly faster than prior releases. We encourage those of you contemplating migrating to this release to work with us to take advantage of all of the benefits it provides.

Ingres RDBMS 10

Following the delivery of Ingres 10 for Linux, Solaris and Windows (32-bit) we've been focused on delivering a 64-bit Windows release of Ingres 10. Windows 64-bit users will soon be able to take advantage of the benefits of large memory and large disk support. Additional Ingres 10.0 ports are in progress with HP-UX and HP-UX Itanium already in QA.

Ingres RDBMS Futures (2011-2013)

We are currently running a program to gather future (2012+) features for the Ingres RDBMS. As part of this exercise, we will soon invite you to a "Requirements Survey" through which we can capture your requirements and consolidate them with hundreds of other Ingres users. This way we can make sure we build what you tell us you need—not what we think you need.

Preview of Upcoming Ingres Features and Capabilities

Previews of new features and capabilities to be incorporated in future Ingres releases are being made available through the Ingres Community Edition. Projects include, but are not limited to:

- **Common Table Expressions:** http://community.ingres.com/wiki/Common_Table_Expressions
- **DROP IF EXISTS Support:** http://community.ingres.com/wiki/DROP_IF_EXISTS_support

For details about further new features under consideration, see http://community.ingres.com/wiki/Ingres_Roadmap/10. We haven't yet finalized content for the next Ingres release, but you can join the discussion on the Ingres Community Forums.

For the latest Community version of Ingres, go to http://esd.ingres.com/product/Community_Projects/Ingres_Database/Ingres_10.1_Build_114/

Ingres OpenROAD

OpenROAD 5.1

2011 is off to a busy start for the OpenROAD team as they strive to GA-release the latest version of OpenROAD, 5.1 for Windows, by the end of Q1. Remaining platforms will follow. The defining feature of this release is general-purpose system classes for XML support that allows creation and parsing of arbitrary XML documents without the need to create additional user classes or use external components (3GL procedures or external class libraries). The XML-based export file format is documented, is human readable, produces clean differences between different revisions of a file, allows changes to be merged, and enables OpenROAD source components to be managed by many different Software Configuration Management (SCM) systems.

To understand more about what is coming in OpenROAD 5.1, see http://community.ingres.com/wiki/Ingres_Roadmap/OpenROAD_5.1.

OpenROAD 6.0

OpenROAD 6 for Windows will quickly follow the OpenROAD 5.1 release. The defining feature of this release is Transparent Unicode support. This feature supports the Ingres NCHAR, NVARCHAR and LONG NVARCHAR data types and allows OpenROAD applications to access these new data types without needing to change the underlying OpenROAD program variables. Previous versions of OpenROAD supported only single-byte character sets. OpenROAD 6 extends this support to multi-byte and UTF-8 character sets. This means that there will be minimal changes to an existing OpenROAD application to support languages such as Simplified Chinese, Korean and Japanese character sets.

The XML functionality introduced in OpenROAD 5.1 is used by OpenROAD 6 to enable the transparent migration of existing OpenROAD applications to a UTF-8 environment. Transparent Unicode was implemented in a manner to reduce application migration costs by limiting the amount of application changes required. For example, a partner we worked closely with to implement the functionality was able to redeploy their 1.5-million-line application with fewer than 100 lines of code changes.

OpenROAD Futures (2011-2013)

Planning and early development are ongoing for the release targeted after OpenROAD 6. One of our large OpenROAD partners approached us with a requirement to enhance their application to meet stringent new corporate standards in a manner that was not possible with the current OpenROAD release. This has driven new functionality that will be available in a future release for all customers to take advantage of. The final release content is still under discussion, but you can follow our plans at http://community.ingres.com/wiki/Ingres_Roadmap/OpenROAD_6.2.

Preview of Upcoming Features and Capabilities of OpenROAD

Previews of future OpenROAD new features and capabilities are available through Workbench Express, a version of OpenROAD and selected components. For more information about Workbench Express, see http://community.ingres.com/wiki/WorkbenchExpress_Home.

Ingres VectorWise

VectorWise 1.5 (March 31, 2011)

VectorWise 1.5 is scheduled for release on March 31. This is the version we achieved the [TPC-H results](#) with, so we would love you to download and test for yourself just how outstanding the performance is. You can find the current product build and draft documentation at <http://www.ingres.com/downloads/vectorwise#preview>.

There are some features that may not make the March 31 timeline. We will deliver them as incremental builds over the following few months. These include integrated long column/table names, iivwfastload, vectorwise_row storage, support for 64-bit Windows port (estimated for June), and disk-spilling aggregates and hash joins.

VectorWise 2.0 (Q3 2011)

We are currently gathering content for a 2.0 release, scheduled for late Q3 2011. Other candidates for focus in this release include enhancements in storage management (locations), data types (time zones, boolean), improved bulk data loading, and various SQL language enhancements as dictated by customer opportunities. If you have input on content for 2.0, contact Mark van de Wiel in VectorWise Product Management at Mark.vandewiel@ingres.com.

VectorWise Futures (2012-2013)

The longer term product roadmap will mature the product with a new release about every nine months, with additional functionality, performance and robustness, and new innovations to widen its technology leadership as the world's fastest analytic database.

Areas we have discussed for incremental improvements include checkpoint granularity, administration and monitoring tools, analytic SQL, cube/rollup, extensible types and functions, stored procedures, partitioning, secondary indexes, and incremental backup. We would love to get your input on which of these would be most attractive to you. Contact Mark.vandewiel@ingres.com with your suggestions.

The research agenda for VectorWise includes graduate student intern research projects about execution on compressed data, a JIT compiler, query result recycling, and cooperative scans. Academic research projects include XML query, multi-table data clustering, and MPP scaleout.

Services and Support Designed to Help You

Health Check Service Saves the Day

Ingres Services' rapid, low cost Health Check has already delivered real business benefits to longstanding Ingres customers. This new service brings together many years of experience and best practice implementation into a rapid, detailed and highly automated assessment of common management, performance and stability issues as well as recommendations on how the latest releases of our portfolio could benefit your business.

Health Check can unearth hidden risks as well as address known and obvious problems, such as:

- At a large telecommunications company, Health Check unearthed a major problem with backups that meant database recovery was impossible.
- A supplier of managed services on Ingres had ongoing performance and stability problems that were 100% remedied by Health Check recommendations, enabling them to continue expansion of their customer base.

The Health Check report is delivered within 48 hours of the site visit. It gives a rapid view of the health of Ingres systems along with detailed recommendations and explanations of remedial actions that need to be taken.

| | | | |
|-----------------------|---|----------------------|---|
| Overall | ● | | |
| Version & Patch Level | ● | Ingres Errors | ● |
| Disk Space | ● | Ingres Configuration | ● |
| Housekeeping | ● | Database <DB1> | ● |
| Server Performance | ● | | |

4.1 Summary of Recommendations
Recommendation 1 - Upgrade to the latest version of Ingres
Recommendation 2 - Investigate the root cause for regular errors

To learn more about the Health Check and how it will benefit your business, see the [Ingres Support page](#).

Upcoming Education

[Installing Vectorwise](#)

22-Mar & 5-Apr, online

[Loading Data Into VectorWise](#)

23-Mar & 6-Apr, online

[VectorWise Backup and Maintenance](#)

24-Mar & 7 Apr, online

[Managing Ingres Installations and Databases](#)

28-Mar, Melbourne, Australia

[Base de Données Ingres et Administration du Système](#)

28-Mar, Paris, France

[Managing Ingres Installations and Databases](#)

28-Mar, Old Windsor, UK

[New Features in Ingres from Ingres II 2.0](#)

29-Mar, Langen, Germany

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| OpenRoad 2006 New Features from OpenROAD 4.1 | 31-Mar, Langen, Germany |
| Introduction to the Ingres Product and Ingres SQL | 11-Apr, Slough, UK |
| Advanced Techniques in OpenROAD | 13-Apr, Langen, Germany |
| Get Started With VectorWise | 27-Apr, Melbourne, Australia |
| OpenRoad Application Server and EClient for Developers | 03-May, Langen, Germany |
| Introduction to the Ingres Product and Ingres SQL | 09-May, Langen, Germany/td> |
| Ingres Database Management For Oracle DBAs | 17-May, Slough, UK/td> |
| OpenRoad Application Development and Maintenance | 20-Jun, Slough, UK/td> |

Ingres Customer Satisfaction Goes from Strength to Strength

Ingres's core business is based on subscription services. We recognize that our customers have a choice; if we deliver poor support services around our technology, you may go elsewhere.

Every year Ingres Support Services conducts continual satisfaction surveys to monitor our progress toward providing best-in-class support. The most significant measure of a support organization's performance is customer satisfaction, which we measure based on responses received from the returned surveys sent on closed Ingres Service Desk issues. **We had one of our best years in 2010**, and we take pride in reporting that our customer satisfaction rating is now at 4.72 (out of 5.0)—well above industry averages.

We are working to improve our support infrastructure and now offer a new support landing page at <http://www.ingres.com/support-services/support>. Check it out and provide us with any feedback on how we can continue to improve.

Promotional Programs

VectorWise—Ingres Customers Only

Last month Ingres announced its **record-breaking benchmark** for **VectorWise**. We are all very excited and proud to see Ingres leading the technology world in such dramatic style.

We thank our Ingres customers for their continued loyalty and support. Without it, we could not have done this. To celebrate this outstanding result, we present our customers with two exclusive VectorWise offers:

A 30% discount on VectorWise subscriptions
Take advantage of the world's fastest database at this introductory price.

Free VectorWise DBA Training Day
Learn how to achieve faster reporting, faster projects and faster ROI.

Is VectorWise Right for You?

Do any of the following apply to you?

- You need faster reporting and have a limited budget.
- Your organization is planning future Business Intelligence projects.
- You're spending time managing your data to get adequate reporting.
- Your data is growing rapidly.

This offer is limited to existing Ingres customers only and expires 30 June 2011 (see conditions below). Contact your local Ingres office for further details on how to take advantage of this offer.

Conditions:

- The subscription discount applies to completed orders received before June 30, 2011, and is based on standard list price for Ingres VectorWise. Offer does not include Ingres RDBMS.
- DBA Training Days are subject to availability and must be taken before August 30, 2011. Offer is restricted to existing Ingres customers and partners. Booking is essential.

New Ingres High Volume Replication Pricing

Ingres High Volume Replication (HVR) is our powerful and flexible solution for delivering high availability, disaster recovery and load balancing. You can also use HVR to support your Business Intelligence solutions by populating your data warehouse, or act as a gateway between your Ingres systems and other applications such as SAP.

The demand for HVR has been very high, but unanimous feedback indicated that the pricing structure was too complex and misaligned with the database infrastructure. Today we are happy to announce that **the annual subscription fee for Ingres HVR will now be 30% of the fee for the Ingres and VectorWise.** We hope you will find this opens up a whole new opportunity for you to improve the stability and integrity of your business systems at a much more affordable level.

To read more about Ingres HVR, see our [Other Products page](#), or contact your local Ingres Office to discuss ways that HVR can help your business.

Future Events

Webinars:

Ingres 10 New Features - April 12

Ingres 10 includes a host of new features including MVCC and Column Level Encryption. Join Emma McGrattan, SVP of Ingres Engineering, to learn more about what's included in this release.

Getting Started with Ingres in the Cloud - May 24

With all the hype surrounding cloud computing, some Ingres users have expressed interest in dipping their toes into this popular deployment platform. Join Alex Hanshaw, Director of Ingres Engineering, for an overview and a live demonstration.

OpenROAD 5.1 New Features - July 12

OpenROAD 5.1 includes many new features including general-purpose system classes for XML support that allow creation and parsing of arbitrary XML documents without the need to create additional user classes or use external components. Join senior members of the OpenROAD team to learn more about taking advantage of the new features included in this release.

VectorWise 1.5: The World's Fastest Database

Thursday, April 14, 8:00 a.m. PDT, 11:00 a.m. EDT, 3:00 p.m. GMT

In February **VectorWise 1.5 set the world record for performance and price/performance the 100 GB TPC-H benchmark**. Join Mark Van de Wiel, Director of Product Management for VectorWise, to learn about the exciting technology in VectorWise 1.5—the world's fastest database. Reserve your seat today!

VectorWise 1.5 Use Cases

Thursday, May 19, 8:00 a.m. PDT, 11:00 a.m. EDT, 3:00 p.m. GMT

VectorWise is used by a number of organizations to perform advanced analytics. Join Mark Van de Wiel, Director of Product Management for VectorWise, to hear how VectorWise customers use the technology to perform analytics for business cases that were previously inachievable due to insufficient performance or high costs. Reserve your seat today!



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