



COMPARISON OF SMARTDATA FABRIC® WITH RED HAT® JBOSS® DATA VIRTUALIZATION

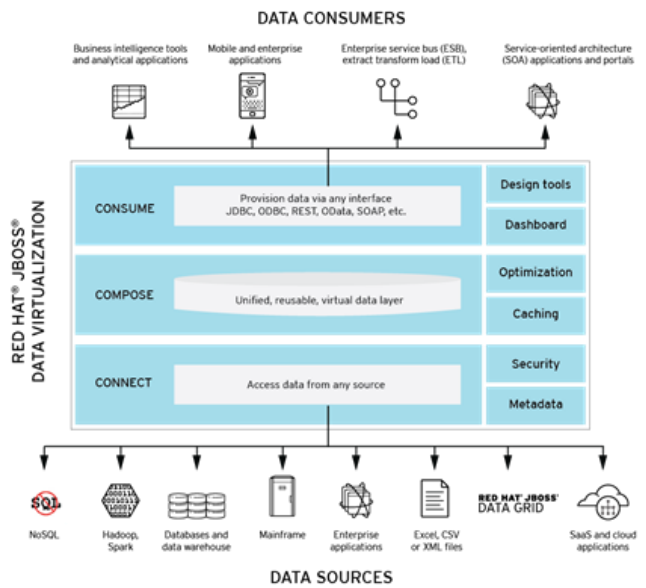
REVISION 1.7

Introduction

Red Hat has open sourced the middleware Metamatrix that they acquired a few years ago, as Teiid (<http://teiid.jboss.org>). They also take advantage of Eclipse for federated adapters. Red Hat claims no “vendor lock-in” as it is open source, however, Red Hat customers are locked in to their data virtualization platform, albeit, open source. Any middleware can use the Eclipse federated adapters as they are open source

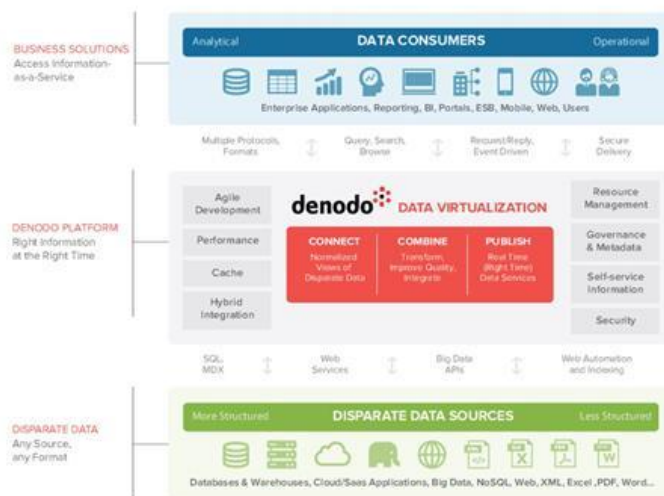
Architecture

The following architecture diagrams are from Red Hat and Denodo®:



JBOSS-402

Denodo Platform Architecture



As can be seen from the above diagrams, the architectures are very similar/almost identical to each other and other data virtualization/federation/integration solutions from vendors such as Cisco® Data Virtualization (fka Composite Software), IBM®, Oracle®, SAS® and Tibco®. Red Hat, similar again to Denodo and other data virtualization/federation/integration solutions, is centralized, relies on cache (see separate discussion on cache in white paper “#WhamTech SDF vs. Cisco, Denodo, Red Hat and Other Conventional Federated Data Access Vendor's Use of Cache”) and conventional federated adapters with all the associated issues.

Cost and Capabilities of Red Hat

Red Hat claims that it costs 1/10 of similar products from IBM, for example, but that is just product cost. As with all conventional data virtualization/federation/integration solutions, there will be considerable implementation and support services required, usually estimated at up to five times the initial products cost. And at the end of the day, the solution will not address the fundamental data management issues necessary to get the correct data out of source systems in the first place, never mind query loads on data sources, data change monitoring, event processing, master data management and link analysis/graph database.



WhamTech products cost less (< 50%?) compared to those from IBM, Oracle and Tibco, that we know of, so, we can estimate that given the low CAPEX/high OPEX solution of Red Hat and comparing that to WhamTech's higher (compared to Red Hat) CAPEX upfront, lower OPEX and faster-to-implement solution, that WhamTech will have a better TCO and ROI, and a significantly better solution that is distributed, high performance, far more capabilities, minimal load on data sources, data change monitoring and event processing in near real-time, no cache, seamless integration of master data management and built-in (virtual) link analysis/graph database. This is a very different value proposition to Red Hat and others' conventional federated adapters and middleware. Considerably more applications and copied data stores would need to be added to Red Hat to come anywhere close to what WhamTech SmartData Fabric does. I am sure that these costs have not been factored in to the Red Hat cost comparison, as they are comparing themselves to similar products from other vendors, whereas, WhamTech products are more advanced.

From a vendor lock-in point-of-view, WhamTech adapters and middleware could be replaced by other adapters and middleware. Other vendor/open source adapters and middleware would take a lot longer to implement, would not produce the high quality/high performance results expected and would not come close to the same capabilities. That is why WhamTech SmartData Fabric is considered disruptive, as it is not like everyone else, including Red Hat.

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**About WhamTech, Inc.**

WhamTech, Inc. (WhamTech) is a privately-held US-owned Delaware Corporation established in October 2000 and based in Dallas, Texas. WhamTech's mission is to develop indexed adapter-based distributed virtual data management, master data management, analytics and security platform software products. WhamTech develops these products to anticipate, meet and exceed the demands of customers seeking an alternative to the conventional approaches of data warehousing, federated data access with conventional adapters, and enterprise search. WhamTech's goal is to provide an improved and more seamless way to work with data, by leaving it in sources and changing the way fundamental and advanced data management is addressed. Most WhamTech adapter products leverage independent, cleansed, transformed and standardized indexes that execute both structured and unstructured queries, and seamlessly and automatically integrate master data management to provide capabilities normally associated with multiple separate solutions, including providing results when data sources are unavailable and for archive.

Information on WhamTech solutions, sales and services, and partnership and investment opportunities can be obtained through whamtech.com.

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