

Imply is offering qualified participants a guarantee that the total cost of ownership (TCO) to run Druid with Imply - inclusive of Imply software, support and migration costs, customer labor expenses, and infrastructure - will be less than their current TCO to run Apache Druid. Comparative TCO will be limited to Imply costs and imputed infrastructure as qualified participant's labor expense will be considered cost neutral (even if it is cheaper to run Imply vs Apache Druid).

Upon the completion of a free cluster analysis, Imply, at its discretion, will offer qualified participants a contract for Imply Enterprise Hybrid and support with guarantee terms. The terms will include a mutually agreed validation event and measurable unit of infrastructure to be evaluated within an agreed 30 day period.

Following the signed contract, if the validation event determines that Imply is unable to lower the TCO for the customer, then Imply will provide the customer 12-months of free Imply Enterprise Hybrid and support.

Qualifications

- Existing Apache Druid cluster in production
- Signed mutual NDA
- Completion of a free cluster analysis including all necessary information on Apache Druid cluster and usage including 1-days worth of data and baseline infrastructure usage (e.g., vCPU, memory, and storage)
- Admission into this guarantee is at Imply's discretion upon completion of cluster analysis
- Signed contract which includes mutually agreed upon scope and measurement criteria of the 30 day validation event including requirement that any optimization recommendations will be implemented as part of the guarantee