

## UTelco Systems Pte Ltd signs Strategic Partnership Alliance with Vertica

---

Singapore, August 12, 2011 – UTelco Systems Pte Ltd, a world leading IT Specialist Organisation offering data management consultancy and future-proofed data integration solutions today announced that it has signed a Strategic Partnership Alliance with Vertica Systems, an HP company and a leading worldwide provider of Real-Time Analytics Platforms.

The partnership has evolved from a natural synergy between the Vertica inbuilt analytics and the UTelco OneSolution applications. Both parties have been able to successfully blend their respective strengths to provide enormous customer value to Telco's around the globe.

Under this agreement, UTelco Systems Pte Ltd and Vertica will jointly develop business in the enterprise markets in particular, the utilities, telecommunications, and manufacturing industries, as well as participate in co-operative marketing programs that include road shows, symposiums and expert panels.

"Gartner's recently released Hype Cycle for Business Intelligence 2011, predicted that in order for an organisation to leverage their "big data" they should align their solution with a "master data" approach. The Vertica product has the ability to handle "big data" requirements with ease, while UTelco compliments that with their 20+ years of "master data" management solutions. We are very excited to have found a product that compliments the UTelco thinking and attitude regarding "right-time" integrated business ready solutions." said Dr. John Brudenell, CEO and joint founder, UTelco Systems Pte Ltd.

Vinay Samuel, Vertica VP of Asia Pacific said, "Vertica is excited to announce its strategic alliance and partnership agreement with UTelco. Our working relationship is built on a common goal to provide our clients with the ability to access and scale their data in a way that enables competitive advantage."

### **About UTelco Systems**

With over 35 year's industry expertise, UTelco Systems is a global leader offering data management consultancy and future-proofed data integration solutions. We guarantee 100% implementation success that is unrivaled and based on world best practice.

Information about UTelco Systems Pte Ltd is available at [www.utelcosystems.com](http://www.utelcosystems.com)

Michael Brudenell  
UTelco Systems Pte Ltd  
+61-3-8680-4705  
[Michael.Brudenell@utelcosystems.com](mailto:Michael.Brudenell@utelcosystems.com)

### **About Vertica**

Started in 2005, Vertica's goal was to revolutionize the relational database industry by developing a tool to solve today's analytical challenges. Vertica accomplished just that by building a new system from the ground up. Their innovative solution has been available for sale since 2007 with hundreds of companies leveraging its power. Today the revolution continues. Vertica is proud to say that their scalability and flexibility are unmatched in the industry delivering 50x-1000x faster performance at 30% the cost of traditional solutions.

Information about Vertica is available at [www.vertica.com](http://www.vertica.com).