

Pain Point

Citizen users demand "always on" capability to push new code and data pipelines, for agile testing and production. With data ops integrations managed manually by IT, it's slow, expensive, error-prone, and lacks data governance and visibility into metadata and data lineage. Manual tables tracking who used which data

Business Outcome

Turnkey data governance and security through data fingerprinting. Free up headcount from data wrangling and issue resolution, and redeploy toward data innovation. Through DevOps automation, scale IT support of data capability without hiring more IT. Automation Mode delivers infrastructure savings through efficiency (40% of \$ per job) for redeployment to higher ROI

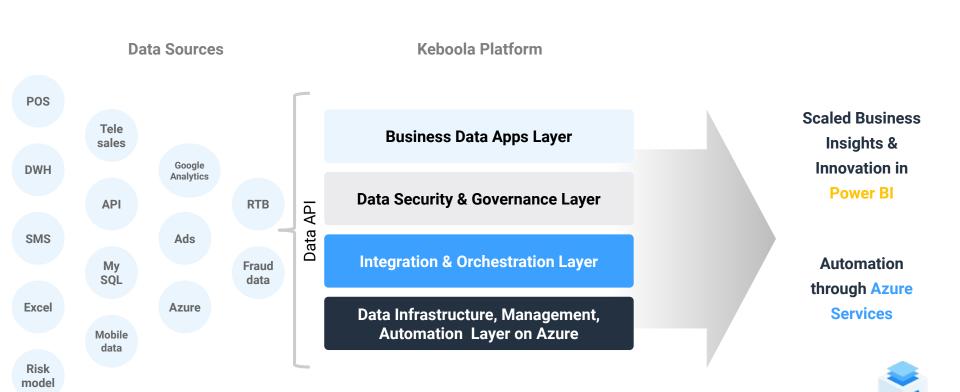
Data Sources

Internal data lake - internal data warehouse - external web apps partners' data sources - IoT

Time to Value

2-3 days per use case; two months to enable an entire enterprise (3-5% of total workforce)

How does Keboola work?



Jump Start Your Innovation Ready Workplace

Profit-driving Data Innovation is a capability you learn by doing, through real projects. Keboola enables you to start small and quickly, show early results (<30 days), and scale as you need.

Next Steps:

Identify Potential Use Cases

- Discuss JumpStart package/ process (pricing + JMA)
- Identify 3 potential Use Cases
- Per Use Case, identify:
 - o Business sponsor
 - o Technical Sponsor
- Book Technical Deep Dive and POC sessions

Type: Virtual

Timing: Immediate

Conduct Technical Deep Dive Session

- Technical sponsor(s) and Keboola discuss each of three Use Cases, to agree technical scope of POCs:
 - Pain point
 - Opportunity
 - Scope
 - Desired outcome
 - Metrics
 - Data sources
- Keboola creates POCs

Virtual or in-person 2-4 weeks

Present POC and Plan Next Steps

- Review JumpStart POC
- Determine next steps:
 - Opportunities to improve POC
 - Evaluate timeline for production
- Identify next wave of projects
- Plan training
- Sign license agreement/SLA to turn on Keboola Connections, or JMA

In-person 1-2 months