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FOR IMMEDIATE RELEASE

Ocean9 Builds Strong Channel Momentum -- Driven by its Unique Cloud Service for SAP HANA

San Francisco, May 11, 2016 – Ocean9 Inc, an innovator in Big Data and IoT in the public cloud, is experiencing tremendous growth in its partner ecosystem. Within months of launching the Ocean9 for SAP HANA cloud service, Ocean9 has formed more than 10 strong partnerships with many more in process.

The catalyst for this growth has been Ocean9's focus on helping SAP customers with their digital transformation initiatives via breakthrough cloud capabilities for SAP. "Our go-to-market strategy is geared towards SAP system integrators and solution providers, since we can provide unique value to their existing SAP HANA practices and customers," says Swen Conrad, CEO at Ocean9. "We are pleased to hear our worldwide partners tell us that Ocean9 SAP HANA-as-a-Service is a key enabler for their SAP HANA business and more importantly to the success of our joint customers!"

Providing Leading Capabilities

New additions to the Ocean9 partner network include Datavard in Heidelberg, Germany. A leader in SAP optimization and transformation and provider of CanaryCode for holistic SAP HANA monitoring, including KPI's for availability & performance, security, compliance and UX. "With the Ocean9 cloud service for SAP HANA, we can offer our customers a new set of capabilities not previously available," says Frank Gundlich, Director Business Development at Datavard. "Consider the Ocean9 business continuity and disaster recovery setup that can easily be adjusted in sync with business seasons: This is a game changer in retail and manufacturing! – Plus Ocean9 customers benefit from our experience of having migrated 3 of the 5 largest worldwide SAP installations to HANA."

Increasing Project and Business Agility

DATUM, a leader in data governance and stewardship solutions, is a partner that helps mutual customers enhance their readiness for digital transformation. "We help customers define strong data governance as part of SAP S/4HANA-based digital business transformation initiatives for greater enterprise agility," says Will Crump, CEO at DATUM in Annapolis. "Combine this with the speed and flexibility of Ocean9's system provisioning for SAP HANA, and customers are able to reduce overall project effort and time-to-market significantly, getting them ready for the digital world."

Reducing Cloud Infrastructure Cost

Ocean9 also added Cloud Comrade in Singapore as a new reselling partner. Cloud Comrade is fully focused on cloud managed services and has been helping a growing number of SAP customers wanting to go all-in on public cloud. "Ocean9 provides leading capabilities for SAP HANA in the cloud and does so at significantly reduced cloud Infrastructure-as-a-Service cost," says Andy Waroma, Founder and Executive Director at Cloud Comrade. "This partnership puts our solution offering in a great position in Southeast Asia where customers are highly price sensitive. Cloud Comrade is bidding and delivering all SAP S/4HANA transformations jointly with Ocean9."

About Ocean9:

Ocean9 accelerates digital transformation with managed cloud services for SAP HANA on Amazon Web Services (AWS) and Microsoft Azure. With a minimum of effort, Ocean9's Intelligent Automation and Architecture allows customers and partners to provision SAP HANA in just minutes – and then quickly transition from development to mission critical operations with business continuity and availability of up to 99.99%. Flexible Ocean9 subscription licensing, meanwhile, eliminates investment risk and cost. – Please visit www.ocean9.io for more info.

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