Why This Talk?

You must have the right to choose, improve, and change your mind — and improve again.

Freedom of Choice

Open-source mindset enables agility

Breaking Free

Proprietary tech forces limitations

Evolution Path

Evolving the Tech Stack through open alternatives

About me

2024 — Postgres Community involvement once again

Barcelona & Madrid PUG
Data Bene

2020 — **Relocation & Covid**
No active community involvement
2ndQuadrant

2016 — **Got involved in the Postgres Community**

Melbourne PUG
(PGDU) PostgreSQL Down Under
2ndQuadrant

2013 — **PostgreSQL Introduction**
Marketing Project at 2ndQuadrant as part
of my curriculum at Monash University

Common Organizational Challenges

Developers

Dealing with spaghetti code

Sales

Customers demand open tech

Operations

Managing dual environments

Management

Can´t block new features

The Challenge of Proprietary Software

Rising Costs

Licensing fees increase annually

Vendor lock-in

Limited flexibility to change
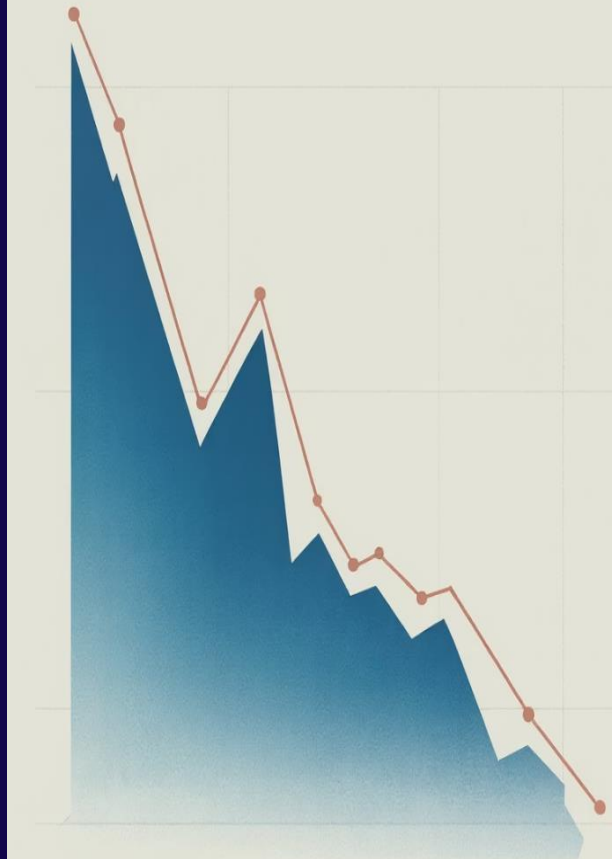
Complex upgrades

Long disruptive cycles

Limited control

No influence on roadmap

Financial Perspective – Open vs Licensing

	Proprietary DB	Open Source
Licensing	High	None
Flexibility	Low	High
Talent Pool	Narrow	Broad
Cost to Scale	Exponential	Predictable

Why open tools like PostgreSQL make business sense

Lower TCO
No licensing fees, predictable scaling

Modern Infrastructure
Deploy anywhere, with CI/CD and extension support

Transparent Internals
Faster problem resolution

Broad Ecosystem
Rich developer community, Robustly developed base with +35 years testing

Principles that guide successful Adoption

You must have the right to choose, improve and improve again.

Mindset shift

Open-source is more than tech

Strategic freedom

Software should serve your strategy

Continuous evolution

Freedom, feedback and growth

Transitioning to PostgreSQL (what we`ve seen)

Phase 1: Adoption (The ≈ 2 years for integration)

Early Stage: First deployments, testing waters

Phase 2: Discovery (The ≈ 5 years for discovery)

Mid Stage: Growing confidence, deeper exploration

Phase 3: Contribution (The ≈ 10 years for value)

Mature Stage: Shaping the ecosystem, giving back

Why we talk about Transition and not Migration

Migration sounds temporary; like moving back and forth

Transition reflects a deeper, strategic shift

The goal is to guide organisations through lasting adoption, not just tools

Phase 1 – Adoption (0-2 years)

Production-first
Initial deployments with caution

Hybrid environment
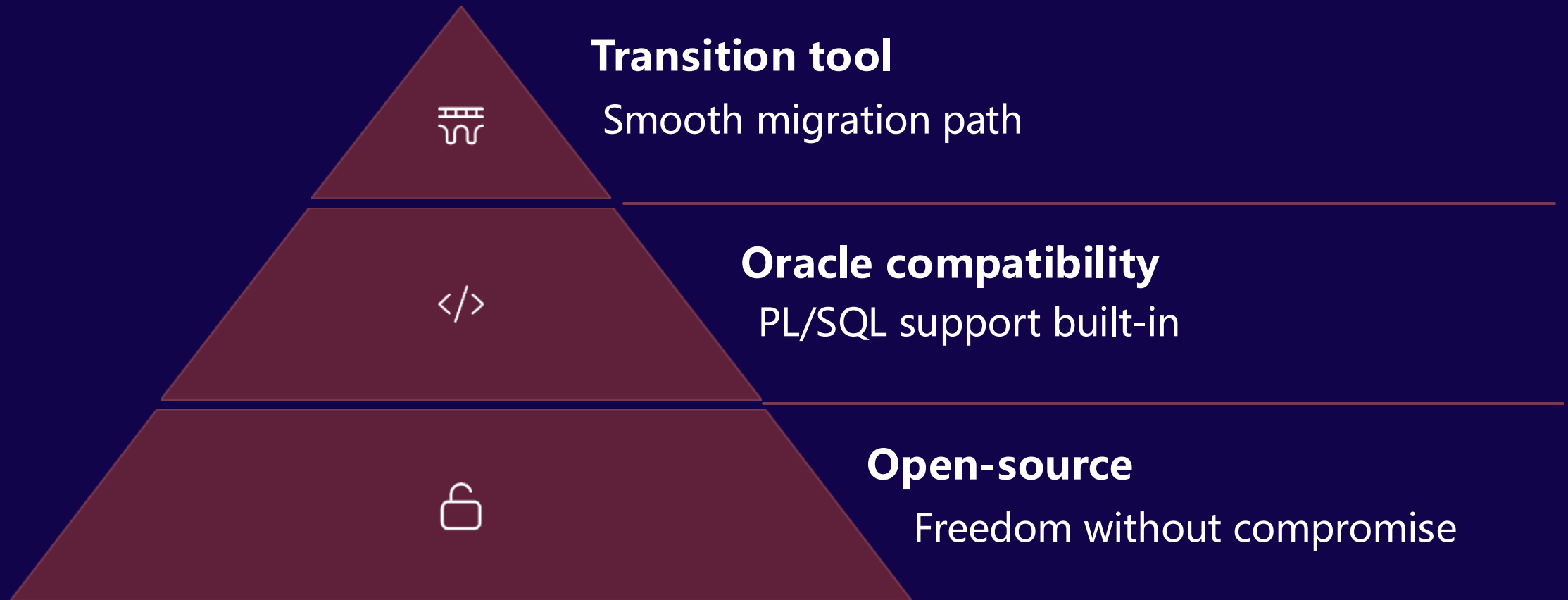Original data system still in place

Skill Gap
Low in-house PostgreSQL experience

IvorySQL - The bridge from Oracle

Transition tool
Smooth migration path

Oracle compatibility
PL/SQL support built-in

Open-source
Freedom without compromise

Phase 2 – Discovery (2-5 years)

Default choice
PostgreSQL becomes primary DB

Extension Exploration
PostGIS, pgloader, Citus Data,

Ivory... etc.

Skills Growth
Internal expertise develops

Transition example with Ivory SQL

Audit

Initial assessment of the current database environment to identify migration paths and potential challenges

IvorySQL PoC

Controlled testing phase to validate Oracle compatibility and establish proof of concept

Training & Support

Comprehensive skill-building & supported guidance to prepare new teams for the new open-source environment
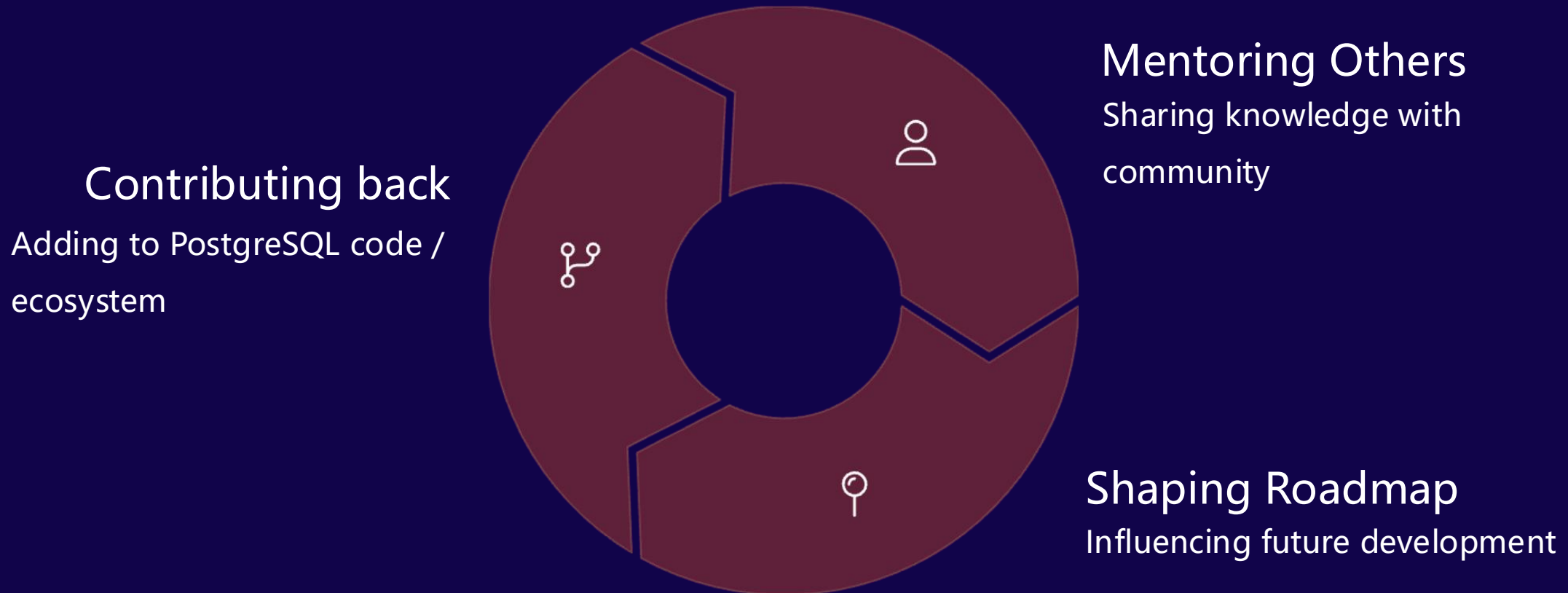
Full Adoption

Complete implementation of PostgreSQL across the organization

Phase 3 – Contribution (> 5 years)

Mentoring Others
Sharing knowledge with community

Contributing back
Adding to PostgreSQL code / ecosystem

Shaping Roadmap
Influencing future development

How a service provider like us can help

Phase-based approach
Adapt to needs, not push products

Enable independence
Build internal capability

Tech support
Break & fix, technical clarity,
best practices

Long term outcomes

Operational independence
Self-sufficient database management

Tech Stack Alignment
Systems tailored to actual team needs

Lower Long-Term Costs
Reduced TCO, better allocation

Independent Roadmap
Feature prioritisation by your needs

Community Connections
Active ecosystem participation

Talent Advantage
Easier hiring and better retention

Closing thoughts

Open source lets you evolve at your pace, with your people.

Open tools aren't just a cost-saving decision. They're a control decision.

Freedom to innovate at your pace

Build on community knowledge

Technology that grows with you

Explore, engage with the community, and find your path forward.

Q&A

Your Questions
Ask about your specific situation

Discussion
Share your experience

Insights
Get personalised recommendations