

Enabling Metered Billing as a Service for AI/Analytics Platform on AWS

MapR Technologies, provider of the industry's leading data platform for AI and Analytics, enables enterprises to inject analytics into their business processes to increase revenue, reduce costs, and mitigate risks. MapR addresses the data complexities of high-scale and mission critical distributed processing from the Cloud to the edge, IoT analytics, and container persistence.

MapR tracks the application usage for hundreds of their customers. MapR required a strategy and solution for billing their customers based on their application usage.

Challenges:

- MapR is a non-SaaS application deployed on customer environment.
- Usage data of all customers are stored centrally in AWS S3 Bucket by MapR application. Incoming data rate is usually in GB per minute.
- Customer data of MapR resides on Salesforce.

Solution:

- Assembled readymade SaaS billing options for MapR application in SaaSops.
- AWS Lambda functions used for data translation and correlation with Salesforce. This provided reliable and scalable data management solution.
- Data streams defined in SaaSops for different data sets based on business goals, along with periodic aggregation rules (sum/average/peak of usages for daily/monthly periods).
- Metering components setup in SaaSops to define usage costs (\$50 per month for 1 TB of storage, \$100 for gold client type, etc.) for different application features.
- Multiple subscription plans were created in SaaSops to standardize application offerings with dynamic pricing models.
- Based on usage data, SaaSops generated invoices for customers that reflected recurring cost and itemized-usage cost.

Result:

MapR was very excited about the capabilities that Corent's SaaSops offered their application to better monitor, analyze and serve their customers. It allowed MapR to offer subscription-based, flexible, or dynamic pricing models to their customers. The billing solution was merged with the existing MapR application setup without any development effort, thereby avoiding any business impact on customers.



Transforming MapR's SaaS to SaaS 2.0 by adding usage-based billing on AWS without any coding



Project Overview:

MapR collects usage data from distributed customer deployments in a centralized data store. MapR wanted a usage-based billing model for their customers. SaaSops was able to provide the billing solution within few days.

BENEFITS:

- ✓ Usage-based billing with no code changes.
- ✓ Completely orthogonal solution without altering MapR's architecture.
- ✓ Subscription-based and dynamic pricing models.

Corent Technology Inc.

Americas and Corporate

65 Enterprise, Aliso Viejo, CA 92656, USA

Phone: (949)-614-0044

Email: info@corenttech.com

Corent Europe

Email: EU-info@corenttech.com

Corent Asia Pacific

Email: APAC-info@corenttech.com