



Partner Overview

**Cleo, Hortonworks partner to securely manage, execute your big data initiatives**



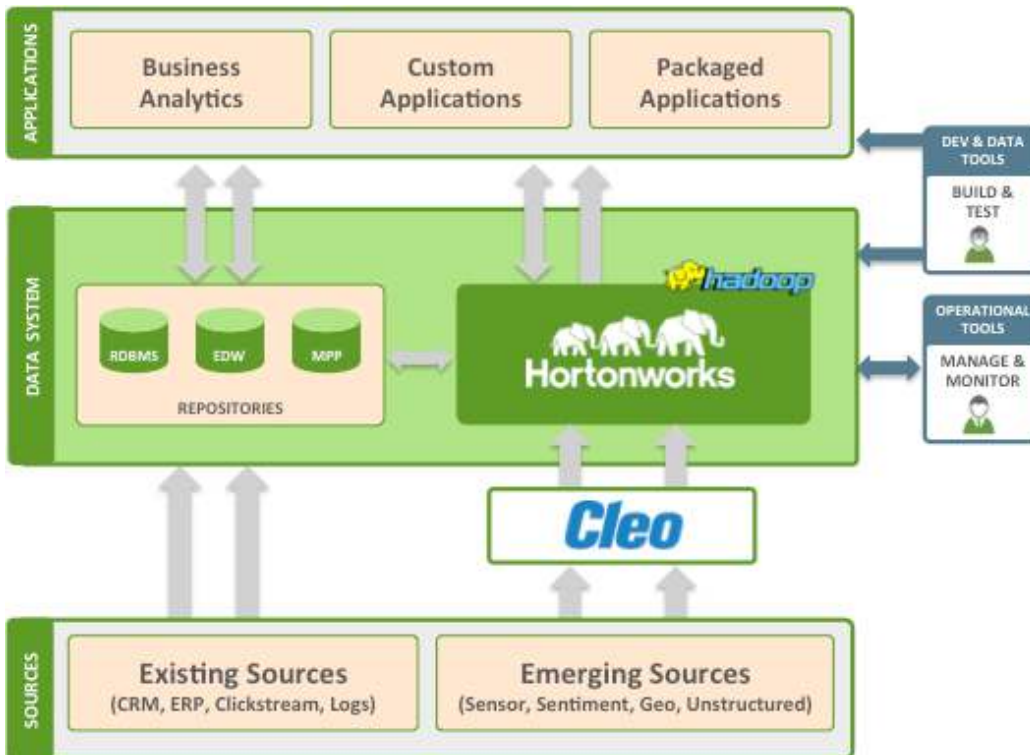
Cleo, an industry leader in information integration, has partnered with Hortonworks to provide secure, reliable integration solutions for customers undertaking big data and the Apache Hadoop community. Big data presents a huge opportunity for businesses to use information

more effectively to improve market understanding, competitiveness, and operational efficiency. A Hortonworks Data Platform powered by a Cleo managed file transfer (MFT) solution gives companies a competitive edge in this integral process, and Cleo's top-of-the-line products give Hortonworks a secure and reliable Hadoop data transfer option. Cleo MFT for big data enables organizations to benefit from extreme reliability, high scalability and the ease of installation and implementation. Cleo's consolidated file transfer processes under a single managed solution, coupled with the Hortonworks open platform, make up a streamlined modern data architecture. The power of Hadoop has been embraced by CIOs all over and offers a fast path to unlock the value of big data.

**Features & Benefits of Combined Solution**

- Cleo solutions simplify and streamline large data transfers using an array of secure protocols
- Highly reliable transfer of large amounts of data
- Large variety of data formats are handled by the Cleo solution including structured and unstructured data

**Cleo and Hortonworks in the Modern Data Architecture**



*Cleo gives HDP a secure and reliable data transfer option.*

## What Business Challenges are Solved?

- **Scales to meet Enterprise Big Data requirements**  
Cleo solutions have been proven in transporting massive data sets reliably, efficiently, and securely.
- **Reliability**  
Cleo's checkpoint/restart capability makes transferring big data easy and reliable, and advanced scheduling functionality removes bottlenecks and simplifies the workflow.
- **Ease of Use**  
Cleo supports industry-standard communication protocols – making cloud integration, certificate management, and customer on-boarding easy.

## Industry Successes

One of the largest agribusiness firms in North America was faced with the big data challenge of exchanging a complex array of documents between various applications internally and with external partners, suppliers, and customers. The quantity of documents was doubling annually as the success of its e-business program was taking off, and the firm had outgrown its service providers. Cleo's highly equipped big data MFT servers along with advanced dashboard capabilities increased the company's traffic volumes and visibility and improved transaction cycle times.

For additional questions, contact:



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*"As big data and associated analytics and decisioning solutions proliferate, there is an unmet need for information integration solutions to securely and reliably move massively large data sets both within the enterprise and beyond," said Mahesh Rajasekharan, Ph.D., CEO of Cleo. "Cleo is very excited to help the industry meet this need through its partnership with Hortonworks in order to enable quick and easy business access to high-resolution and big data intelligence sources."*

### About Hortonworks

Hortonworks develops, distributes and supports the only 100-percent open source distribution of Apache Hadoop explicitly architected, built and tested for enterprise-grade deployments.



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