



## PROJECT VELOCITY



### The Universal Real-Time Data Platform for Instant Decisions at Scale

**Overview:** Our Client delivers a next-generation in-memory database platform that enables enterprises to process and act on massive volumes of data in real time. Purpose-built to address the most complex challenge in modern data processing, the solution combines scale, speed, consistency, and resiliency, without compromise. By eliminating the traditional trade-offs between performance, accuracy, and reliability, the platform empowers mission-critical applications with a faster, more efficient, and cost-effective approach to real-time data management. Major global organizations, including Amdocs, CGI, HPE, Barclays, and Huawei, trust this proven platform, which maintains a 98% customer retention rate.

**Expertise:** The Company's innovative platform brings processing directly to the data, eliminating the delays and inefficiencies of moving data between systems. By unifying streaming and transactional workloads within a single platform, it delivers sub-10 millisecond latency, guaranteed data consistency, and high availability across any deployment model. This approach removes the complexity and fragility of managing multiple aggregation, processing, and storage layers, while enabling customers to operationalize their AI and ML investments fully. The solution ensures uptime, prevents fraud, enables hyper-personalized engagement, and reduces operating costs with unmatched speed and reliability. Enterprises across industries such as telecommunications, financial services, manufacturing, utilities, supply chain, fantasy sports, and retail depend on the platform to power their mission-critical operations.

**Market:** The global Real-Time Analytics market size was valued at \$890M in 2024 and is projected to grow from \$1.1B in 2025 to \$5.3B by 2032, exhibiting a CAGR of 25.1% during the forecast period. North America dominated the real-time analytics market with a market share of 36.41% in 2024. Market growth is fueled by the surge in IoT devices, generative AI integration, and rising adoption of data fabric architectures, all of which enable faster and more intelligent decision-making. Increasing accessibility of real-time insights for business users is further accelerating adoption across sectors.

**Opportunity:** Our Client offers the only universal real-time data processing platform enabling instant decisions and actions at scale, backed by a profitable, proven, and scalable competitive advantage. With a world-class management team, a highly loyal customer base, and a robust pipeline of opportunities, the Company is seeking a partner to provide the sales and marketing infrastructure needed to accelerate growth and fully capitalize on its momentum. Kensington Park Capital has been engaged to help find that partner.

### Key Highlights

- Industry-leading Real-Time Data Company
- Proven, enterprise-grade platform trusted by major global brands
- High-growth market expanding at 25% CAGR
- 98% customer retention rate
- TTM Revenue: \$15.4M
- ARR Run Rate: \$11.5M
- TTM EBITDA Margin: 1.4%