Top 10 Big Data Solution Providers 2017

In the stage that is the government sector, the scenes proceed with a generous cast of actors. Decision making in government agencies is an elaborate and composite process—it begins with the collection of silos of data from divergent sources, assimilating them into a congruent vessel, and passing the findings, with an agenda, through officials, interest groups, and general citizens.

With a rising number of countries getting the data management power of big data solutions on their radar, the avenue has opened up for design and innovation in these solutions, with the highly complex structure of government processes in mind. Although currently the private sector stands at the forefront of big data innovation, the public sector is now seemingly positioned as the next market to be harvested for the multitude of big data solution vendors. Ironically, few have the will to navigate into these monumental data silos, comprising highly unstructured crude data, waiting to be sorted, wrangled, and digested by the lengthy and cumbersome government protocols.

These solutions have an asking metric of high speed; they must be robust in handing big data of the public sector, and handle it fast. The potential for discovery, value addition, and rich comprehensive insights—from copious sources like paperwork, web, e-mails, phone conversations, and on the more trendy side, IoT devices—is phenomenal.

In the last few months, a distinguished panel comprising of CEOs, CIOs and analysts, along with Gov CIO Outlook's editorial board reviewed and shortlisted the top companies, at the forefront of tackling big data challenges for the government sector. In this edition of Gov CIO Outlook, we present to you "Top 10 Big Data Solution Providers 2017," featuring the companies that are delivering promising big data solutions to the government sector.

SEQUENTUM

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TOP10 Big Data SOLUTION PROVIDERS · 2017

An annual listing of 10 companies that are at the forefront of providing Big Data solutions for the government sector and impacting the marketplace

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Company:
Sequentum

Key Person:
Tony Jaensch
CEO

Description:
Developing leading-edge web scraping and web automation tools to provide corporations with unparalleled business intelligence

Website:
contentgrabber.com

Sequentum

Simplifying Data Extraction

As companies across industries continue to adopt the latest technological trends swirling around Cloud Computing and Big Data, web scraping is becoming an essential part of just about any organization. However, the notoriously unreliable process makes it hard for CIOs to properly manage the data coming in and, furthermore, use it as an instrumental decision-making component. Through a unique set of offerings, Sequentum ensures organizations can properly extract and manage data from any online source and use it in a business sense. "In a strange and unstructured world like the Internet, data reliability is one of the key components of running a business," connotes Tony Jaensch, CEO, Sequentum. "We provide our customers with the confidence to effectively manage their online data extraction processes and scale it across their business."

> Our API enables easy integration into third-party software, which makes it very easy to encapsulate as a one-package offering

Improvements in sourcing data reliably from the Internet is now opening the flood gates for a wave of a new online businesses. Sequentum's Content Grabber provides enterprise level features, a friendly browser like visual editor and the ability to extract data from the most difficult sites. It also includes advanced features like the ability to build self-contained web scraping agents, which users can brand and distribute as their own royalty-free. Moreover, "our API enables easy integration into third-party software, which makes it very easy to encapsulate as a one-package offering," notes Jaensch.

Changes in the way websites are built today is also helping to fuel this data revolution. "Modern websites often utilize web APIs that provide data through the web page. Content Grabber has functionality inbuilt which makes it easy to access this directly. This approach increases reliability and speed for data extraction," added Jaensch.

On the other side of the table is its Visual Web Ripper for small businesses and individual users. The industry-established software differentiates from its successor in a different set of features and a price point which is a lot more affordable. "If you are looking for a web scraping solution that can navigate and get data from difficult websites, Visual Web Ripper gives you the reliability to do just that," notes Jaensch.

Additionally, Sequentum's clients are quite fond of their Managed Data Services offering. "Essentially, this is where we do everything for the customer," says Jaensch. With an expert developer team, Sequentum develops, hosts, monitors and maintains any number of agents for the customer and ensures their business runs smoothly. Based on the number of agents used, the services come at a fixed monthly fee, hence eliminating any nasty unknown data usage or IP proxy charges.

Tony Jaensch

Content Grabber is also used for website automation. One example of this is a large European health provider who has used it to optimize processes and remove redundancy across their entire organization. Instead of doing tasks and data re-entry manually, Content Grabber automatically transfers information between numerous online systems using more than fifty web agents, "making it easy for the client to take care of day-to-day business while we deal with the data," says Jaensch. In this regard, he emphasizes the importance of always putting the customers' needs first in order to stay ahead of the game and cater to the ever-increasing industry needs.

Heading into the future, Sequentum keeps the door open to new market areas and developing a Cloud-based solution that will drive a new set of customers. Moreover, recognizing the importance of current trends revolving around Big Data and their expected impact in the future, Jaensch emphasizes the massive array of opportunities around industry-specific solutions and self-contained agents. "In the long run, we want to provide our customers with the utmost reliability to not just track data, but make it easy to use. By continuing to focus on the industry demands, we believe we can change the way businesses extract data completely," he concludes. GC