

Building a Repeatable “Value-in-90-Days” Data Fabric Practice with Denodo

I Executive Summary

BITanium has become one of the most trusted partners for large and regulated enterprises across Africa that are navigating complex data and AI driven transformation. Its disciplined focus on governance, logical data access and fast time to value has shaped a delivery model that proves outcomes through a repeatable “Value in 90 Days” approach and scales reliably across mission critical environments. This method has enabled central banks, healthcare groups, global insurers and financial institutions to share data securely, meet residency and compliance requirements and modernise their architectures without disruptive rebuilds.

With more than 70 certified specialists and a track record of repeatable results, BITanium has built a differentiated practice that combines deep expertise with consistent delivery. Its work extends from accelerating cloud transformations at ABSA, to strengthening market infrastructure at the Johannesburg Stock Exchange, to pioneering governed GenAI use cases at Alexforbes. The same disciplined approach is now being adopted by clients in Europe who seek partners capable of operationalising governed data access at speed. Today BITanium stands as a proven example of how a specialist partner can deliver lasting impact through discipline, precision and trust.

I From Back-Office Projects to Boardroom Impact

Why BITanium matters to enterprises facing complex data challenges

When large enterprises across Africa face entrenched data challenges such as regulatory hurdles, legacy silos and systems under pressure, one system integrator consistently rises to the occasion: BITanium. The firm began far from the spotlight, in the back offices of banks and insurers where precision mattered and every decision carried real consequences.

Those early years shaped BITanium's identity: governance first, disciplined execution and value proven through outcomes. Today these principles guide its work with central banks, hospital groups, global insurers and financial institutions navigating complex and high stakes transformation. What began as quiet problem solving has grown into boardroom impact built on trust and proven delivery.

I The Turning Point: From Generalist Paths to a Specialist Edge

How BITanium built its differentiation and defined its role in the market

BITanium's early work in demanding environments created a deep understanding of how critical trusted and well governed data is for large enterprises. That foundation set the stage for a defining moment at Nedbank, where the firm was asked to resolve a challenge that traditional methods could not address. In assessing the problem, BITanium recognised the strength of a logical access approach that could unify data across systems without extensive rebuilding.

The successful outcome at Nedbank did more than solve an immediate issue. It revealed a direction. BITanium saw that real advantage would come not from broadening into a generalist integrator but from specialising in the discipline of governed data access. This choice sharpened its end to end capabilities by giving every engagement a clear architectural anchor that clients could trust.

This was the firm's true inflection point. A single engagement became the catalyst for a strategic focus that now defines BITanium's differentiation and the confidence enterprises place in its work.

Value proven within 90 days through a repeatable, governed delivery model.

I A Delivery Model Built for Trust, Governance and Speed

How BITanium proves value quickly and sustains it in high stakes environments

BITanium's delivery approach reflects the same principles that define its identity: trust, governance and disciplined execution. Every engagement begins with a clear outcome delivered within the first ninety days. This early milestone builds confidence and sets a steady rhythm for sustained partnership. Once trust is established, BITanium embeds cross functional squads within client teams who work with business and technical stakeholders to model requirements, refine semantics and publish governed data products on a continual basis. The method delivers value without disruptive rebuilds or long delivery cycles.

The strength of this approach is most visible in regulated and mission critical environments. At a central bank, BITanium enabled secure data sharing across historically siloed departments by applying governance once and enforcing it consistently. In a major healthcare group operating across regions with strict residency laws, the same discipline allowed sensitive data to remain in country while still supporting reliable access for clinicians. These outcomes were achieved without restructuring underlying systems because control was applied at the logical layer and reinforced through consistent methods.

Technical depth gives this model its durability. Its work at ABSA expanded an initial warehouse migration into a broader program focused on governed data access. At the Johannesburg Stock Exchange, a focused pilot grew into a hybrid cloud deployment that supported the exchange's drive for accuracy and operational resilience even during periods of volatility.

Across these environments, the model remains constant. Early value builds trust. Governance ensures control. Disciplined execution delivers outcomes at scale. Together they form a delivery spine that is repeatable, proven and relied upon by organisations where accuracy, safety and speed are essential.

I Scaling Expertise into Differentiation

How BITanium's depth, talent and innovation became its competitive advantage

BITanium's strength is anchored in the depth and discipline of its team. Out of roughly 100 data practitioners, more than 70 are certified specialists who uphold a consistent architectural standard across engagements. This investment in mastery gives clients confidence that complex work will be delivered with precision, reliability and continuity.

70+ certified specialists ensure consistent quality across every engagement.

This depth enables BITanium to lead in emerging areas such as governed GenAI. At Alexforbes, the firm became one of the first partners to pilot Denodo's GenAI capabilities in a controlled enterprise setting. By applying a metadata driven approach rather than processing full datasets, BITanium delivered a cost efficient and multilingual experience that allowed non technical users to ask natural language questions against trusted data. What once required SQL and deep system knowledge became straightforward data conversations in familiar tools.

This work positioned BITanium as a leading partner for organisations seeking to adopt GenAI safely and at scale, and demonstrated its ability to introduce GenAI in a governed and predictable way that aligns with enterprise control, risk and compliance standards.

BITanium's influence also extends into platform level innovation. At ABSA, the team collaborated with Denodo's chief technology officer to design usage logging capabilities that informed the platform's FinOps module. This close

engagement reflects the trust BITanium has earned as a partner capable of shaping platform level features that support governance and operational insight.

At ABSA, this discipline also translated into significant operational efficiency. By abstracting changes at the logical layer, BITanium reduced consumer facing impact and coordination effort by 99%. The approach enabled a 70–90% reduction in effort across ingestion, onboarding and validation tasks. In one case, business users were able to validate vendor provided data directly through secure file shares, removing the need for ad hoc pipelines and accelerating time to value across multiple workflows.

Delivering **99% percent** reduction in consumer-facing change effort through logical abstraction.

BITanium's differentiation comes from this combination of certified depth, architectural discipline and practical innovation. It is not defined only by the speed of delivery, but by the ability to introduce new capabilities safely and consistently in environments where control and trust matter most. This foundation continues to reinforce BITanium's role as a trusted partner for clients navigating complex data and AI driven transformation.

I From Local Specialist to Global Proof Point

How BITanium's model expanded internationally and earned enterprise credibility

With its delivery model established in South Africa, BITanium has begun working with clients in Europe who sought the same disciplined approach to governed data access. The challenge was not introducing new technology but carrying the methods that had proven effective in regulated environments to organisations looking to unlock value at speed. BITanium's distinctive strength was its ability to turn licensed technology into a functioning fabric with visible results.

Trusted by central banks and market operators for mission-critical data access.

This credibility shifted perceptions as much as it delivered outcomes. Teams that had once dismissed logical data management, believing similar results could be achieved through centralisation or manual integration, became advocates after seeing BITanium deliver in weeks what would otherwise have taken months. The firm's approach consistently demonstrated that trust is earned not through explanation but through disciplined execution and repeatable results.

As engagements deepened, clients began to express their needs in more direct terms: "operationalise the platform." BITanium became the partner called upon not just to deploy the technology but to embed the processes, governance and delivery rhythms that make it work in practice. The firm's work in Europe reinforced the same truth demonstrated in its early years: effectiveness is measured by the ability to deliver outcomes safely, consistently and at speed across different environments.

BITanium's trajectory illustrates how a specialist partner can scale beyond its home market by staying focused on governance, precision and repeatable value. The result is a proven model that translates across industries and geographies, and a reputation built on trust, outcomes and a disciplined commitment to excellence.



"Our journey with Denodo started almost a decade ago and from the start we have enjoyed success with new customers, successful projects and strategic relationships. Denodo technology is innovative and delivers as advertised but it's the people that make it all work. Thank you to Lloyd, Charles, Alison and the rest of the Denodo team for their ongoing partnership and support in building our Denodo practice at BITanium!!"

Kevin McKerr, Chief Revenue Officer, BITanium

I A Model Others Can Learn From

BITanium's success is not defined by size or marketing breadth but by discipline: specialization, measurable value, and governance as the foundation of scale. By building credibility one use case at a time and aligning deeply with Denodo, it has become Denodo's most capable partner in Southern Africa and a trusted advisor to enterprises navigating their hardest data challenges.

Turning logical data management into repeatable enterprise outcomes at scale.

Its trajectory – from back-office consultancy to boardroom partner – underscores that logical data management is no longer niche but a foundation for managing complexity across Snowflake, SAP, Databricks, and beyond. BITanium shows what is possible when focus, capability, and innovation converge – a model as instructive as it is distinctive.



BITanium is a proud South African company. We expose the power of data to make our customers more competitive. We believe that data is the last remaining competitive differentiator – how you treat it, keep it and use it defines the difference between mediocrity and success. We help our customers transform their data from its raw state into a finished, valuable and actionable product. This is achieved through data storage, analysis, visualization and deployment solutions. The insight produced enables intelligent business decisions that make the difference between remarkable and average.

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Denodo is a leader in data management. The award-winning Denodo Platform is the leading logical data management platform for transforming data into trustworthy insights and outcomes for all data-related initiatives across the enterprise, including AI and self-service. Denodo's customers in all industries all over the world have delivered trusted AI-ready and business-ready data in a third of the time and with 10x better performance than with lakehouses and other mainstream data platforms alone.

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