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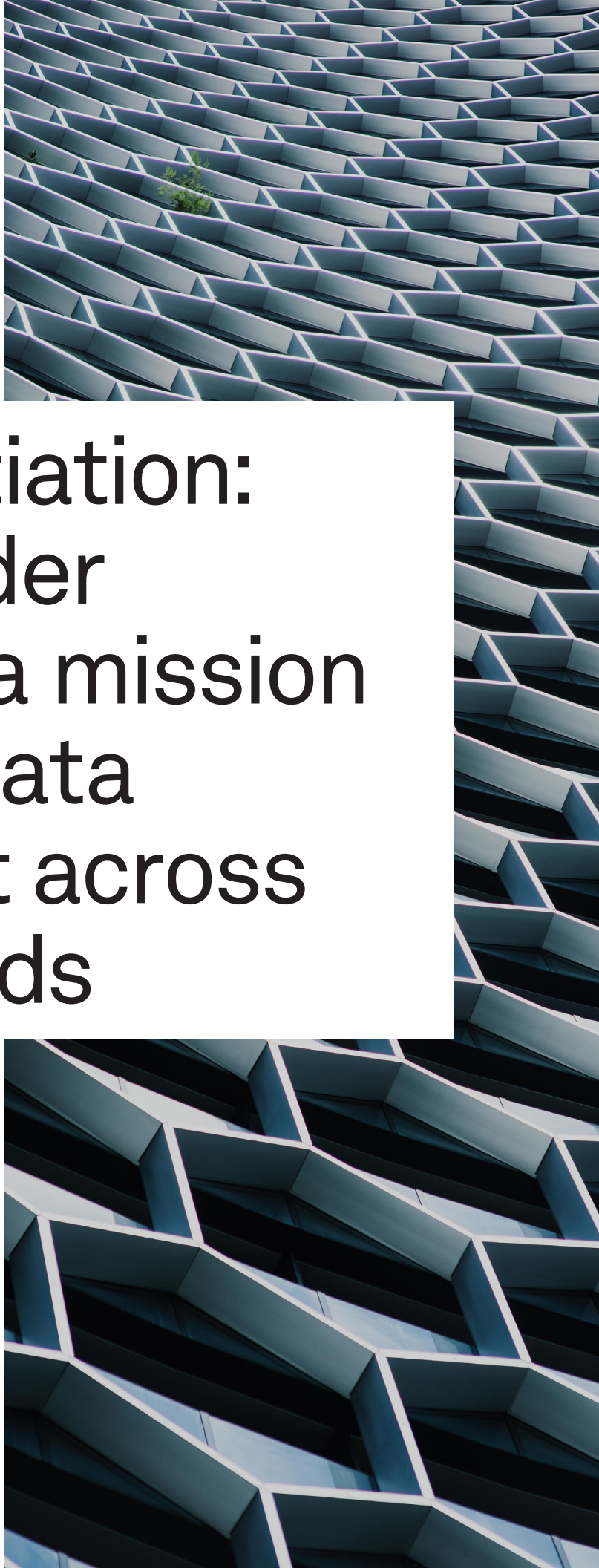
Coverage Initiation: DBaaS provider Tessell is on a mission to optimize data management across multiple clouds

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by James Curtis

The company is looking to flip the script on how enterprises manage their data and databases across multiple clouds. Tessell provides optimized infrastructure that addresses costs and performance, along with added data durability and database availability.

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Introduction

Tessell is looking to flip the script on how enterprises manage their data and databases across multiple clouds. The company offers enterprises a choice in database, as well as a choice in the cloud in which to run it. But it goes beyond choice: Tessell provides optimized infrastructure that addresses costs and performance, along with added data durability and database availability.

THE TAKE

Tessell benefits from several current trends. Cloud computing remains a key enabler for enterprises, as many organizations frequently consume services across multiple public clouds. The popularity of PostgreSQL and MySQL, both of which are widely adopted open-source databases, is growing. The hyperscalers offer services for these open-source databases, as well as other open-source databases. However, we put Tessell in a diverse group of emerging vendors that offer one or more databases on one or more cloud platforms — what we might call “cloud DBaaS platform providers.” While capabilities and services vary among vendors, what these vendors bring to the market by addressing deficiencies is not found among existing cloud DBaaS options. In Tessell’s case, it is providing patented technology that enables databases to run on high-performance ephemeral cloud infrastructure to drive performance and cost efficiencies. The challenge will be to stand out from others instead of getting lumped into “yet another DBaaS platform.” If it can do that, it ought to drive traction, if not become an acquisition target.

Context

Tessell was founded in 2021 by Bakul Banthia, Kamal Khanuja and Bala Kuchibhotla, all three of whom previously worked at Nutanix Inc. and Oracle Corp. The company successfully closed a \$60 million series B funding round in April, led by Westbridge and Lightspeed. The startup is expected to use the capital to fund its growth initiatives. Tessell’s total funding now sits at \$94 million.

By founding Tessell, Banthia, Khanuja and Kuchibhotla set out to address deficiencies they noticed in how cloud databases — including enterprise data — were deployed and managed. Those deficiencies largely deal with optimizing infrastructure costs, as well as data and database administration, particularly in a cloud environment. The company has two patents for its use of technology to optimize cloud infrastructure, enabling zero data loss on high-performance ephemeral cloud infrastructure that incorporates the use of NVMe (Non-Volatile Memory Express) storage. Other optimizations include features such as data masking and backup compliance, as well as streamlining data management.

The name Tessell derives from the word “tessellation,” which means to arrange shapes in different patterns with little to no gaps or overlaps. According to Tessell executives, the company wants to “tessellate” enterprise data, or give enterprises a path to manage their data elegantly.

Products

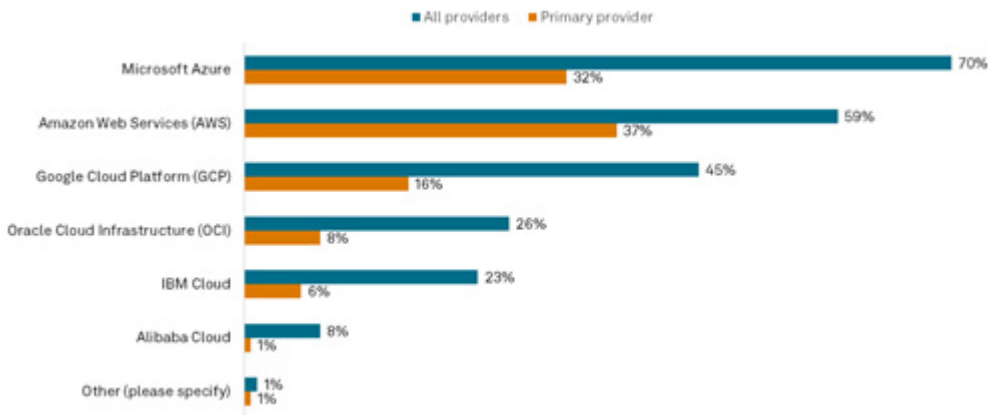
Tessell provides a multicloud database-as-a-service (DBaaS) platform designed to manage data and databases across various cloud platforms, specifically on AWS, Microsoft Azure, Google Cloud and Oracle Cloud. The company supports four relational operational databases: Oracle, PostgreSQL, MySQL and SQL Server. It also supports two nonrelational operational databases: MongoDB and Milvus, an open-source vector store.

Tessell concentrates on optimizing the cloud infrastructure when running databases on a cloud platform and in the data management tasks associated with running that database. The company’s patented technology enables databases to run on high-performance ephemeral cloud infrastructure, specifically NVMe storage. This approach increases performance because it uses NVMe, which increases the communication between the storage interface and the CPU, which also leverages high-speed PCIe sockets. It contrasts with other approaches where cloud databases utilize AHCI (Advanced Host Controller Interface) for moving data. However, NVMe storage is ephemeral, so it is susceptible to data loss. As such, Tessell developed IP such that data can be durable for zero data loss. In 2024, Tessell released two other high-performance storage options: a fully managed database on AWS FSx for NetApp ONTAP and Tessell for Oracle Exadata Database Service on dedicated infrastructure (ExaDB-D) on Oracle Cloud Infrastructure. The company’s foray into alternative storage options for running databases gets to the heart of Tessell’s strategy of providing choice: choice of database, choice of cloud and choice of data infrastructure.

As part of its DBaaS platform, Tessell offers a control plane that is based on a microservices architecture and integrates with the user’s database via an API to drive certain tasks, such as database provisioning, scaling and applying data integrity policies. Under the covers, Tessell leverages Terraform’s infrastructure as code to enforce security and set database configurations. The control plane is available as dedicated options, based on a single tenant, or available as multi-tenant, where microservices are shared.

Because Tessell offers a single control plane and provides DBaaS on multiple clouds, it effectively provides enterprises with a path for multicloud deployments. According to 451 Research’s Voice of the Enterprise: Cloud, Hosting & Managed Services and Cloud Native, FinOps 2025 survey, public cloud usage is spread across multiple cloud providers (Figure 1), revealing that enterprises often use more than one cloud provider.

Figure 1: Public cloud providers in use



Source: 451 Research’s Voice of the Enterprise: Cloud, Hosting & Managed Services and Cloud Native, FinOps 2025.
Q. Which of the following vendors is your organization currently using for public cloud infrastructure (IaaS/PaaS) services? Please select all that apply.
Q. And which of the following vendors does your organization consider to be its primary IaaS/PaaS public cloud vendor?
Base: Current cloud users (n=159).
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Competition

Tessell is part of a growing yet diverse group of emerging vendors that offer one or more databases on one or more platforms — what we might colloquially call “cloud DBaaS platform providers.” Two recent acquisitions suggest these DBaaS platform providers are addressing a market need that may not be otherwise provided by existing DBaaS offerings. In May, Databricks paid \$1 billion for PostgreSQL specialist Neon. In June, Snowflake Inc. acquired PostgreSQL provider Crunchy Data. In both cases, the acquirers were looking to add transactional processing to their existing platforms. Open-source and transactional systems often sit at the heart of these DBaaS platform providers, PostgreSQL and MySQL being two common offerings.

Competitors in this space often focus on exploiting one or more database capabilities, such as performance, availability, scalability, durability and promoting cost reductions. Tessell offers not only open-source databases, but also proprietary databases as part of its platform. While capabilities and strengths vary in this space among offerings, vendors include Supabase, Aiven, Heroku, DigitalOcean Holdings Inc., Rackspace Technology Inc., ScaleGrid, Render, Percona and NetApp Inc. (Instaclustr) are potential competitors.

Tessell notes that it does compete with the major cloud providers’ services — for instance, Amazon RDS, Aurora and DocumentDB services; Google Cloud’s AlloyDB, Cloud SQL and Firestore services; Microsoft Corp.’s Azure SQL, Azure Database for PostgreSQL, Azure Database for MySQL and MongoDB Atlas on Azure services; and Oracle Cloud Infrastructure’s Autonomous, Exadata, HeatWave (MySQL) and Oracle Base Database services.

SWOT Analysis

STRENGTHS Tessell’s patented technology enables databases to run on high-performance ephemeral cloud infrastructure, specifically NVMe storage, which improves performance because it uses NVMe for communication between the storage interface and the CPU.	WEAKNESSES The company is relatively early in its journey. While it has taken some years to develop its patented IP for running databases on ephemeral storage, large enterprises may also be looking for complementary services — support for Kafka, for instance, or analytics databases, both of which we are told are on the company’s road map.
OPPORTUNITIES Tessell drives a strategy of providing choice: choice for database, choice for cloud and choice of data infrastructure. The benefit of that choice means that the company offers multicloud, which has a strong appeal for many enterprises.	THREATS Several emerging vendors are in this space, and not all of them offer the same services. Some focus only on PostgreSQL or MySQL, while others provide add-on services such as streaming services or analytics. A challenge for Tessell will be to stand out from others instead of being labeled as “yet another DBaaS platform.”

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