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Anatomy of a decision: Solace Event-Driven Integration

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The Bottom Line

As enterprises shift from legacy batch integration to real-time event-driven architectures, the data movement platform selected becomes foundational to digital transformation. Nucleus Research conducted interviews with Solace customers to assess core selection drivers and realized outcomes. Across sectors, decision-makers cited Solace's performance, scalability, and event-driven architecture support as primary motivators for adoption. Customer interviews validated both quantitative and qualitative impacts. A global beverage manufacturer reported a 70 percent reduction in peak CPU utilization while scaling transaction throughput 10x. An energy conglomerate cited interface maintenance streamlining and projected annual savings exceeding $100 million.

Overview

In 2025, event streaming strategies have become core to IT operations, as enterprises face accelerating pressure to unify cloud, on-premises, and edge operations, to properly implement and operationalize real-time data flows. Traditional point-to-point and API-driven integrations are increasingly inadequate for requirements around latency, scalability, and high-throughput across hybrid and distributed settings.

A manufacturer reduced CPU usage from 100 percent to 30 percent while processing 10x more orders. This stability saved over $2M annually.

Solace offers an event streaming platform engineered for real-time data movement across distributed, complex environments. Its capabilities include both synchronous and asynchronous integration via an event mesh, delivering guaranteed delivery, exactly-once-in-order processing, and sub-millisecond latency at scale. The platform features native pub/sub messaging, multi-protocol and API support, high availability, and seamless operability across deployment models.

Solace's target customers are large enterprises in finance, retail, energy, and manufacturing, especially those transacting at high volume, managing global supply chains, leveraging IoT, or operating within time-sensitive workflows. The platform functions as both a transformative event-driven foundation and a strategic complement to existing iPaaS.

Why Solace?

In Nucleus Research's customer interviews, three themes consistently emerged as key Solace selection drivers: performance and scalability, architectural simplification, and cost optimization.

Performance and scalability.

Customers report that Solace enables them to handle spikes in transactions and workload growth without costly infrastructure upgrades. A global beverage manufacturer, for example, drove CPU usage down from 100 percent to 30 percent during peak periods and increased transaction throughput by 10x, while maintaining sub-millisecond latency. This approach outperformed alternatives such as Apache Kafka which lacked robust enterprise support, Confluent which required extra configuration complexity, and immature cloud-native solutions with vendor lock-in risk.

Architectural transformation and simplification.

Solace enabled large organizations and their IT teams to pivot away from brittle, batch-oriented and point-to-point integrations. Their choice of a unified event mesh architecture eliminated thousands of manual integrations and reduced maintenance overhead. One major energy company, managing 140,000 global interfaces, cited reduction in technical debt and faster implementation, yielding a significant reduction in interface maintenance, allowing IT teams to refocus on higher value-added tasks.

Energy pilots show 60 percent faster integration and 40 percent less network traffic.

Cost reduction.

Quantifiable reductions in both operational and capital expenditure were frequently cited. A beverage company interviewed in this report consolidated 14 event-driven integration systems under a single Solace deployment, saving over $1M per year on licensing/maintenance and avoiding another $1M in legacy upgrade costs. Similarly, an energy company's pilot projects demonstrated 60 percent faster development, 40 percent reduction in network traffic, and prospective halving of their interface footprint.

Highlighted Use Cases

Nucleus interviewed Solace customers to assess the benefits of deployment and the primary drivers of the selection of the platform.

Beverage company.

This beverage company operates across 47 countries, managing complex order flows between manufacturing facilities, distribution centers, and vendor locations worldwide. The organization previously relied on 14 different point-to-point integration systems, creating operational silos and limiting real-time visibility into global operations. During peak periods like Black Friday, system limitations caused CPU utilization to spike to 100 percent, resulting in crashed systems, lost orders, and significant revenue impact.

The company evaluated multiple event streaming and integration platforms over six months, including Apache Kafka, Confluent, AWS event services, and Microsoft solutions. Proof-of-concept testing revealed that only Solace could handle the company's transaction volumes while maintaining sub-millisecond latency requirements. The selection team particularly valued Solace's native event-driven

architecture, which eliminated the need for additional configuration management tools required by competing solutions.

Real-time visibility replaced 4-6 hour batch delays across 47 nations. Supply chain teams now prevent stock-outs before they impact revenue.

Implementation took five months from project initiation to full production deployment across all 47 vendor locations. The company adopted a phased approach, beginning with highest-volume order flows and expanding to encompass all event-driven transactions. Integration with existing SAP systems proved straightforward using Solace's pre-built connectors, while custom integrations leveraged the platform's support for multiple protocols and APIs.

Upon deployment, the manufacturer achieved a 70 percent reduction in CPU utilization during peak periods while processing 10 times the previous transaction volume. Annual cost savings exceeded $2 million through system consolidation and legacy infrastructure retirement. Development velocity increased by 66 percent, with the complete order management reengineering taking five months compared to 15 months for similar projects using traditional integration tools. The company now maintains real-time visibility into global order flows, enabling proactive inventory management and improved customer satisfaction. Future plans include expanding Solace usage to IoT use cases for production line monitoring and predictive maintenance.

Replaced 14 different integration systems with Solace's event driven integration.

Global energy company.

This major oil and gas enterprise operates across upstream exploration, midstream transportation, and downstream refining segments globally. The company maintains over 100,000 integration interfaces connecting operational technology, enterprise applications, and partner systems. Each interface presents high yearly costs to maintain, presenting a burden that constrains innovation budgets. Traditional API-based integration patterns perpetuate point-to-point complexity while limiting real-time operational visibility critical for safety and efficiency.

Recognizing that incremental improvements would not address fundamental architectural limitations, the company initiated an 18-month research and development pilot to evaluate event-driven transformation. The selection committee compared Solace with Azure IoT solutions, traditional ESB vendors, and API management platforms. Initial proof-of-concept projects demonstrated Solace's superior ability to bridge OT/IT environments while maintaining industrial-grade reliability requirements.

The company implemented three pilot use cases focused on high-

value operational scenarios. The first connected refinery sensor data to predictive analytics systems, enabling real-time process optimization. The second pilot streamed drilling telemetry from offshore platforms to onshore monitoring centers, improving safety response times. The third use case created an event mesh connecting trading systems with physical operations, enabling dynamic supply chain optimization based on market conditions.

Native event driven integration platforms will capture greater share as edge computing and IoT demands exceed traditional middleware limits.

While quantifiable benefits await full pilot completion, early indicators show promising results. Initial deployments reduced integration development time by 60 percent compared to traditional approaches. The event-driven architecture eliminates redundant data flows, reducing network traffic by 40 percent in pilot scenarios. Most significantly, the company projects that successful enterprise-wide deployment could reduce its interface footprint by 50 percent, potentially saving $2 billion annually in maintenance costs. The energy company plans to expand Solace deployment based on pilot results, with particular focus on edge computing scenarios and partner ecosystem integration.

Looking Ahead

The integration market landscape continues its rapid pivot toward embracing event-driven architecture. Traditional iPaaS solutions perpetuate point-to-point integration patterns and retrofitting existing request-response frameworks has proven complex. Accordingly, using a purpose-built event streaming solutions like Solace to complement existing integrations increasingly stands out, particularly for enterprises prioritizing real-time data, IoT, and edge computing.

As digital transformation priorities intensify and distributed architectures proliferate, Solace's capabilities, including its scalability, cross-environment operability, and architectural clarity, position it strongly, both as a complement to legacy portfolios and as a driver of next-generation integration. Early adopter confidence remains high, with recognized returns in operational resilience, technical debt reduction, and real-time insight.s