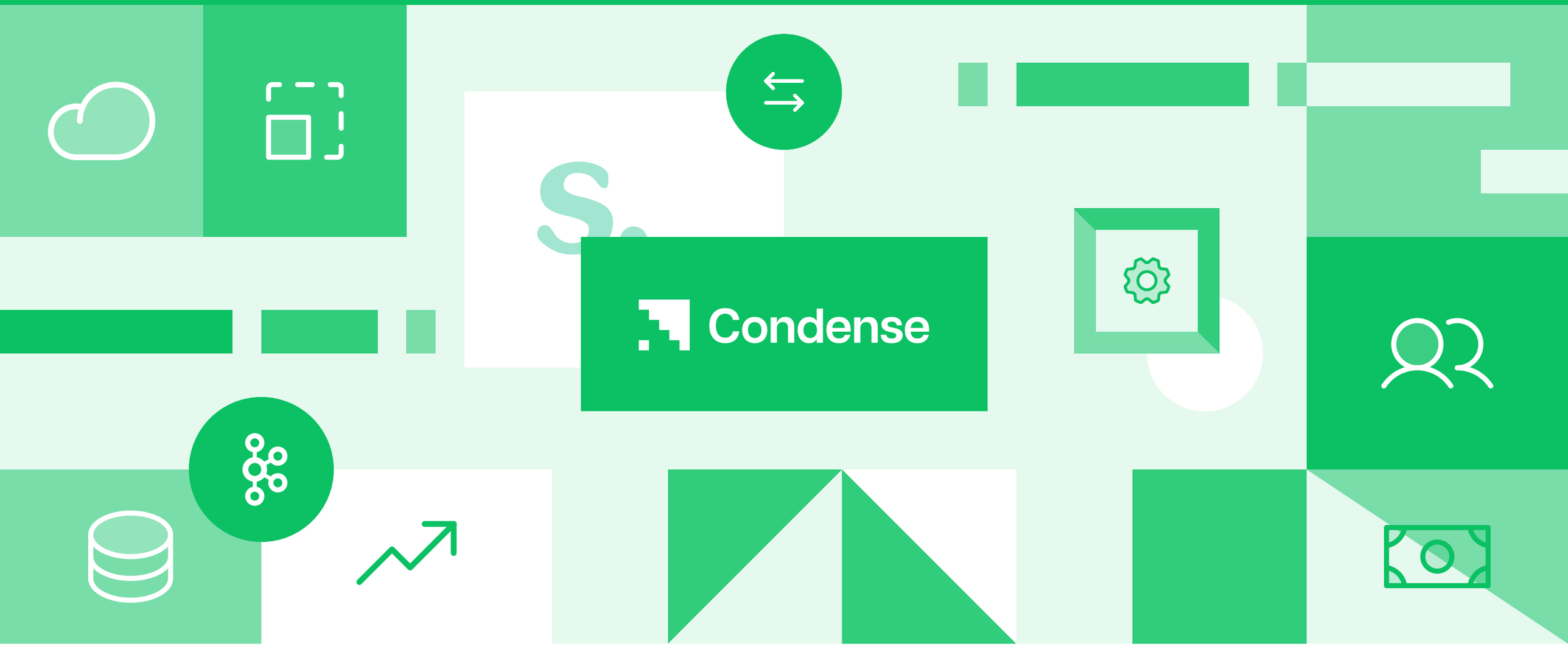
Comparison

Data in Motion, Simplified at Scale

Evaluating Condense vs Solace for Enterprise Real-Time Data Streaming



Condense

ZELIOT

Presented By :
Zeliot, for their platform Condense: a Kafka- native, fully managed streaming platform deployed in your cloud

How Does Condense Compare vs Solace?

Condense and Solace PubSub+ represent the choice between an integrated execution environment and a distributed messaging mesh. Solace is a high-performance event broker designed for "wire-speed" routing and protocol interoperability across global networks, but it remains a transport layer that requires the construction and integration of separate external microservices to process data. Condense is a unified execution fabric that merges the streaming engine with a native app runtime, enabling the deployment of business logic, custom connectors, and transformation frameworks directly within customer cloud without the operational burden of managing external "glue code" or separate processing clusters

› Architecture

FEATURE	CONDENSE	SOLACE
System Design	A unified environment that bundles Kafka, Kubernetes, and the App Runtime into one integrated stack	Router-Centric Mesh: A high-speed "Event Mesh" designed to move data across hybrid-cloud environments
Platform Model	Unified Application Fabric: Merges the Kafka engine with a native event-driven microservice runtime. It is an "Execution Fabric"	Unified Messaging Stack: Unifies diverse protocols (MQTT, AMQP, REST) into a single routing plane
Scaling Scope	Full-Stack Autonomy: Automatically scales brokers, connectors, AND your custom-code transforms (Java/Python/Go) based on real-time consumer lag	Broker-Centric Scaling: Scales message routing and queues; external logic scaling must be managed separately
Cloud Storage	Native Object Storage: Direct offloading to S3/GCS/Azure Blob; data stays in your buckets for infinite retention	Internal/Disk Spooling: Focuses on high-speed memory/local disk; tiered storage exists but is secondary to real-time routing
Enterprise BYOC	100% BYOC Native: Specifically engineered to run in your VPC to eliminate "SaaS" networking taxes and maintain 100% data sovereignty	Multi-Modal Deployment: Available as managed SaaS, software BYOC, or physical hardware appliances
Performance	Serverless Scale and Zero-Hop: Running GBps+ enterprise data workload and autonomous scale for spikes and variations. Application logic runs "local" to the broker, eliminating the network latency of external processors	Wire-Speed Routing: Optimized for sub-millisecond delivery using hardware-accelerated routing (FPGAs)

› Ecosystem

FEATURE	CONDENSE	SOLACE
Operational Effort	Zero-Ops Application: Eliminates "Microservice Sprawl." You simply write the logic; the platform autonomously runs, scales, and monitors the entire application pipeline	High-Touch Ops: Requires manual integration and management of external app clusters for data processing
Industry Readiness	Dual-Layer Ecosystem: Access a vast library of generic connectors alongside industry specific domain-aware transforms for Mobility, IoT, and FinTech (e.g., VIN parsing, Geofencing) out of the box	Horizontal Readiness: General-purpose excellence in Finance, Aviation, and Retail; no built-in vertical transforms
Apache Kafka API	100% Native: Built on upstream Kafka 4.0/ KRaft	Bridge-Based: Supports Kafka via bridges/ connectors; it is not a native Kafka implementation
Logic Execution	Managed App Runtime: Custom transforms run in a managed, serverless-style environment. Condense handles containerization, state management, and orchestration	External Processing: Logic typically resides in external microservices (Spring Cloud Stream/ Lambda/Flink)
Dev Experience	Integrated AI IDE: Build, test, and deploy production Java/Python logic natively. Includes Agentic AI for root-cause analysis and code generation	Event Portal: Industry-leading tool for discovering, modeling, and governing enterprise event flows
Observability	Inbuilt Full-Stack: Trace an event from ingestion through your custom code to the final sink in a single, unified dashboard	Distributed Tracing: Powerful OpenTelemetry support for tracking messages across the global mesh
Flink Integration	Native Runtime Alternative: Replaces the need for Flink for most use cases	External Sink: Connects to Flink as an external consumer for stateful analytics

› Support & Compliance

FEATURE	CONDENSE	SOLACE
Access Experts 24/7	Direct Engineering: Built in support widget to raise ticket. Condense offers support priority based TAT for resolution	Tiered Enterprise Support: Standardized global support with account teams and ticketing systems
Cloud Availability	AWS, GCP, Azure (Customer Subscription)	AWS, GCP, Azure, On-Prem, Edge, Hardware
Security	Own Cloud -Sovereign: Inherits your IAM and security groups; 100% data localization	Hardened Enterprise: Sophisticated RBAC, ACLs, and integrated certificate management
SLAs	99.95%: Covers the brokers, the processing logic, and the connectors under one SLA	99.99%+ (HA): Exceptional reliability for mission-critical message routing
TCO	Compute-Based: Simple, predictable vCPU/hr billing. Zero "Connector " or per-partition fees	Capacity-Based: Pricing tiers based on concurrent connections, message volume, and storage

Why Switch to Condense?

TRANSITION FROM MESSAGE ROUTING TO APPLICATION EXECUTION

Solace is an elite "Event Mesh" designed to route packets across global environments at wire-speed. However, it remains a transport layer; to process or transform data, external microservices or lambda functions must be built and integrated

Condense merges these layers into a Unified Application Fabric. It provides a managed environment that hosts both the Kafka engine and the business logic as a single entity. This allows the deployment of production-grade code directly on the stream without the burden of building, securing, and maintaining a separate processing tier or the "glue code" required to link them

AUTONOMOUS FULL-STACK SCALING

In Solace architecture, scaling is focused on the message broker and its capacity to handle concurrent connections. If the external applications processing those messages start to lag during a traffic spike, manual intervention or complex auto-scaling rules for separate compute clusters are required

Condense introduces Autonomous Scaling for the entire pipeline. It monitors real-time consumer lag and throughput at the event level. When data volume surges, the platform automatically provisions compute for custom Java, Python, or Go transforms. This ensures processing power stays in sync with data volume and automatically scales back down to optimize costs once the surge passes

Why Switch to Condense?

NATIVE PRIVATE CLOUD SOVEREIGNTY (BYOC)

While Solace offers various deployment modes, managing a sovereign, distributed mesh often requires significant networking expertise to avoid high egress costs and complex security configurations

Condense is engineered for 100% BYOC Native deployment. It deploys directly into a customer cloud (AWS, Azure, or GCP), keeping 100% of the data plane and the execution logic within the owner's control. This setup inherits existing IAM policies and security groups while allowing the use of existing cloud enterprise credits for the underlying compute and storage

VERTICAL SOLUTIONS VS VERTICAL INTELLIGENCE VS GENERAL-PURPOSE MESH

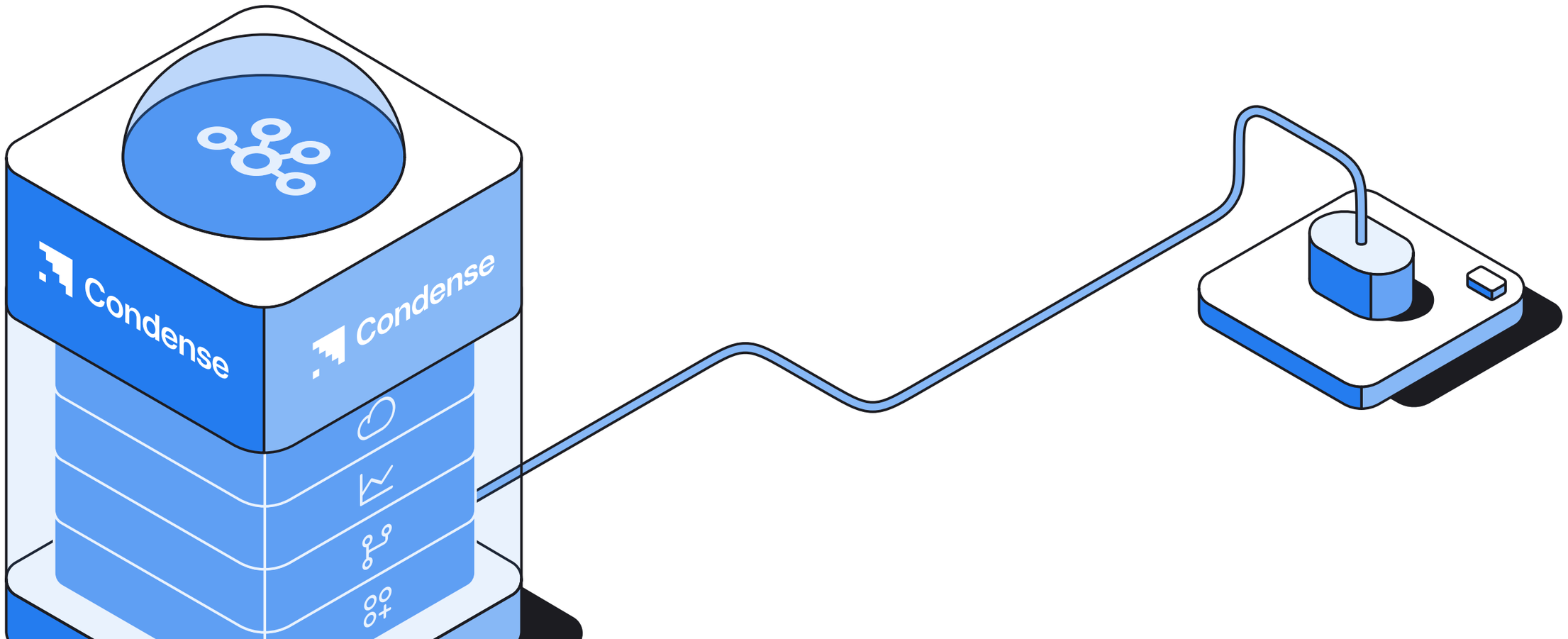
Solace is a horizontal routing tool, meaning it treats every message as an agnostic payload. All industry-specific logic, such as decoding telematics or calculating driver behavior must be built from scratch in external applications

Condense provides a Verticalized Ecosystem. It includes a library of domain-aware transforms specifically for industries like Mobility (e.g., VIN parsing, trip decoding) and IoT. By utilizing these pre-tuned assets and the Custom Transform Framework, teams bypass months of custom development and move from prototype to production significantly faster

UNIFIED DEVELOPER EXPERIENCE WITH INTEGRATED IDE

In Solace environment, the developer experience is fragmented; routing is configured in one place, while processing logic is coded, containerized, and deployed in another

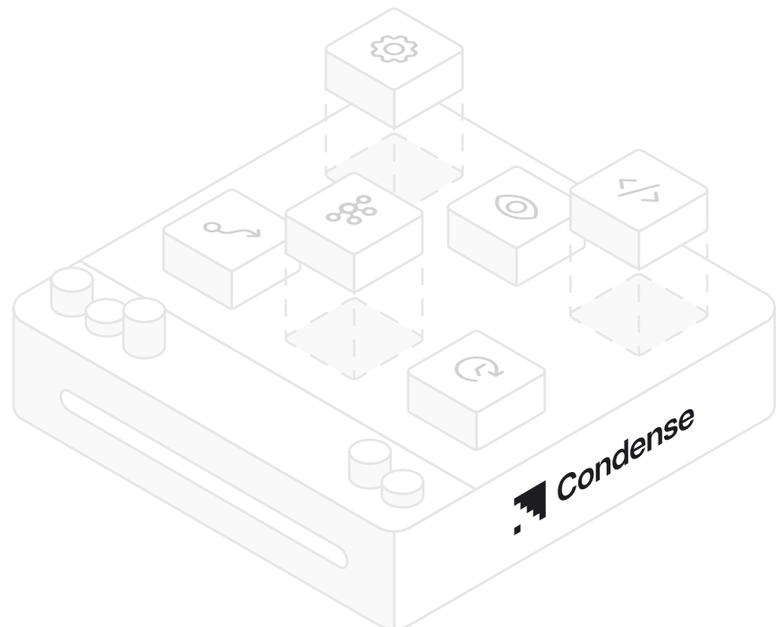
Condense embeds an Integrated AI-Powered IDE directly into the platform. Developers can build, test, and deploy custom connectors and production transforms natively. This environment includes agentic AI for root-cause analysis and automated rebalancing, significantly reducing the manual operational effort required to maintain healthy, high-throughput pipelines



Vertical Data Platform for Real-Time Businesses

Condense understands vertical data by design and connects directly to real time data sources like vehicles or GDS platforms. Its purpose-built industry specific connectors and transformations accelerate the development of real-time vertical use case

- Accelerate the path from idea to production
- Rapidly realize and deploy industry use cases
- Enterprise scale with native governance
- TCO ↓ through vertical industry-first approach



Get Started with Condense in 3 Simple Steps

DEPLOY

Deploy Condense from Your Cloud Marketplace

CREATE

Deploy Condense from Your Cloud Marketplace

BUILD

Deploy Condense from Your Cloud Marketplace

Most platforms focus on streaming data, Condense focuses on understanding it. It's not just managed Kafka; it's Kafka with context. Infused with domain intelligence, **Condense transforms raw streams into decisions, automations, and impact,** because the right Kafka platform should understand what it's moving

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Hope this analysis sparked a new vision for your data architecture!

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Schedule a Meeting

Don't Miss a Thing - Come Along