etlworks

Data integration that works. Always.

ETL, ELT, CDC, EDI, APIs, files, queues and IoT on one platform

Maksym Sherbinin, Founder & CEO

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Built and run by engineers since 2016

Maksym wrote the original engine as an open-source ETL framework, and companies like Marketo and the Bank of New Zealand ran it in production. In 2016 Artem joined and the two of them turned it into a cloud product. They still run the company, which is independent and profitable.

MS **Maksym Sherbinin**
Founder & CEO

AA **Artem Avdonin**
Co-founder & CTO

2016
in business since

300+
customers

15
countries

542
connectors

Who runs Etlworks

NBCUniversal

Universal Music Group

staples

Raiffeisen Bank International

OPENGOV

RHENUS AUTOMOTIVE

sermo

US SILICA

DAYTON FREIGHT

aiwyn

Ambyint

+ 300 more
in 15 countries

Financial services · Healthcare · Media · Manufacturing · Logistics · Retail · Government · Telematics

OpenGov

Onboarding hundreds of local governments after their previous vendor failed at scale

1,000+
pipelines in production

10×
faster onboarding

99.999%
uptime

One product for every integration pattern

ETL & ELT

Batch, bulk and pushdown

Real-time CDC

Log-based change data capture

Reverse ETL

Warehouse data back to apps

542

connectors

Databases, warehouses, lakes, SaaS apps, files, queues

APIs

Consume any API; publish your own

Files & EDI

CSV, JSON, XML, Parquet, X12, EDIFACT, HL7

Queues & IoT

Kafka, MQTT, Kinesis, Pub/Sub

Build it your way

Canvas, code or AI. Flows as code in Git, deployed by CI/CD.

Data quality

Validation, cleansing, schema drift

Orchestration

Workflows, schedules and dbt

Observability

Health, performance, audit trail

Simba AI agent

Builds and fixes flows from plain English. Every change approved and logged.

Deploy where your data lives

Cloud

We run it. AWS, Azure or GCP, in the region you choose.

Hybrid

Cloud control plane, agents behind your firewall next to the data.

On-premise

Your servers, or Kubernetes including EKS, AKS and GKE.

Air-gapped

No outbound connectivity. Simba can use a self-hosted LLM.

Fully managed by Etlworks — **Fully under your control**

Same product, same security controls in all four. Switch on the same license.

Security and compliance

SOC 2
Type II

SOC 3
public report

HIPAA
BAA available

GDPR
DPA available

Data handling

- Customer data not persisted by default
- Streaming data never written to disk
- Temporary data purged after each run
- Credentials encrypted, never logged

Access control

- RBAC with six least-privilege roles
- Tag-based scoping by team or project
- SSO via SAML and OpenID Connect, 2FA
- Audit trail for users and the AI agent

Protection & testing

- TLS in transit, encryption at rest, PGP
- SSH tunnels and IP allowlisting
- Monthly pen tests, static analysis every build
- No security breach to date

Predictable pricing. No per-row billing.

A flat subscription per instance. The number on the website is the number you pay, with no surprises from usage spikes.

SHARED

Starter

$300

per month

POC and early-stage workloads. Up to 3M records a month.

SHARED

Business

$600

per month

Growing teams. Up to 30M records a month.

DEDICATED

Enterprise

$1,000+

per month, per node

Unlimited records, real-time CDC, SSO, HA. Five sizes, up to $3,000/mo.

SELF-HOSTED

On-premise

$1,000+

per month, per node

Same sizing as Enterprise. Perpetual and air-gapped licenses available.

Every plan

- Unlimited users and flows
- Free upgrades
- 24/7 support included
- 14-day free trial

Roadmap: what shipped, what's next

Shipped in Etlworks 10

- **New runtime**
  Java 25, Tomcat 11, Python 3 via GraalPy
- **Managed Kubernetes**
  Your own cluster, or EKS, AKS and GKE
- **Flows as code**
  Git, plan and apply, CI/CD deploys
- **Built-in SSO**
  Native SAML and OpenID Connect
- **Performance at scale**
  Parallel extraction, thread cap raised to 100
- **dbt integration**
  dbt Core flows and dbt Platform jobs

In progress

Schema drift: ALTER and DROP

Altered and dropped columns handled with no manual intervention. Added columns and tables are already handled today.

Next

AI agent operations

One registry for AI agents from any vendor, with health, approvals and audit trail

Data lineage and catalog

End-to-end lineage across all flow types and a searchable catalog

Let’s map your use case

01

Discovery call

Your sources, targets, volumes and requirements.

02

Tailored demo

Your systems end to end, with Q&A for your team.

03

Trial or POC

14 days free, cloud or on-premise. Assisted POC available.

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Book a call: meetings.hubspot.com/maksym-sherbinin