



—ONATE

DIGITAL TRANSFORMATION AT SCALE

lonate, Inc. • 2021

Topics

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ABOUT IONATE



Company Purpose

Our Mission

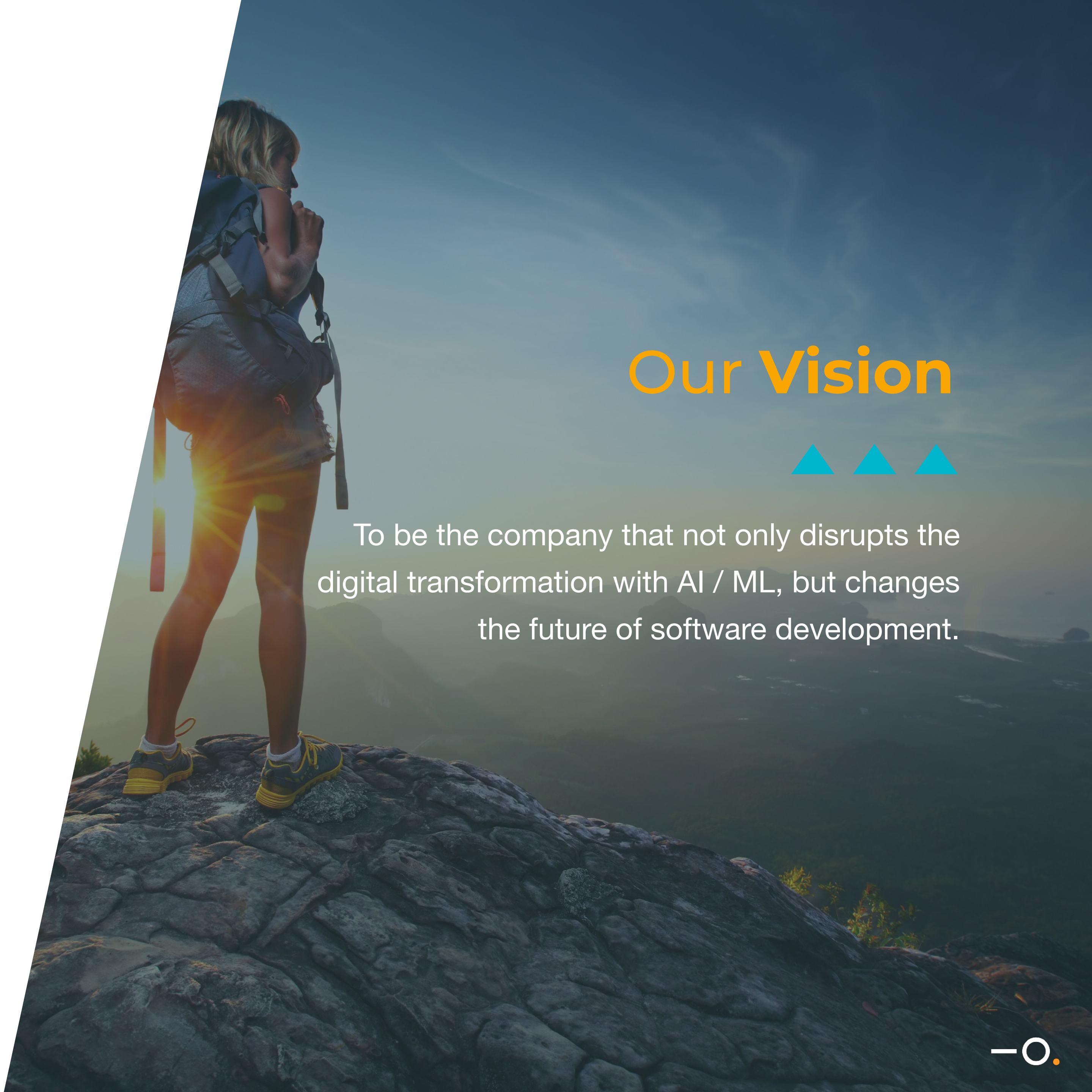


To enable companies modernize their legacy using AI / ML, setting them up for accelerated digital transformation and future readiness.

Our Vision



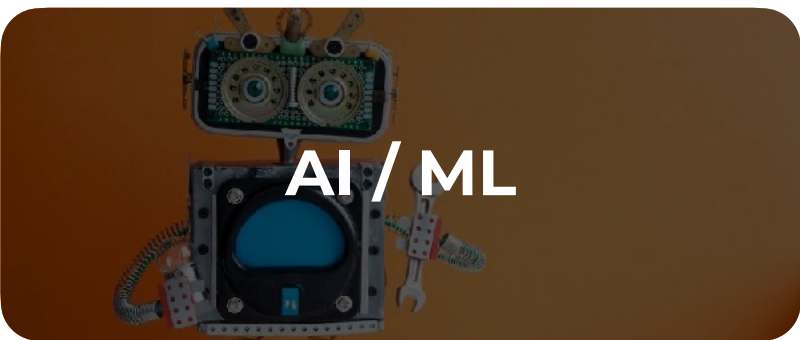
To be the company that not only disrupts the digital transformation with AI / ML, but changes the future of software development.



Company Profile

Ionate provides an endgame (turnkey solution) for Digital Transformation with its proprietary AI / ML platform and products. Enterprises can not only modernize their legacy systems, but also operate on high-performing infrastructure and scale their business, with security, predictive forecasting, and data protection.

All you need to know



Ionate uses proprietary AI / ML engine to accelerate Digital Transformation in a few months



Ionate provides full featured solutions that typically require multiple vendors to provide



Ionate uses state-of-the-art technologies and expertise to provide one of its kind security

Key Info

HQ San Francisco

Enterprise Actively Challenged Digital Transformation

Founded 2016

Value Creations

- ▶ Faster App Modernization
- ▶ Secured Business Scaling

Facts

- ▶ 70% of Global Digital Transformation initiatives fail
- ▶ 20 Decades of experience in enterprise products, legacy systems, data science, AI / ML, security, and user experience.
- ▶ Partner of cloud vendors and SI: Microsoft, Amazon, Airnet, Tivit, etc.

Trends we focus on

- ▶ Edge Computing
- ▶ Low code / No code
- ▶ Robotic Automation

Do we bring people out of their comfort zone?

- ▶ Such platform would take away the need for conventional modernization approaches (lift-and-shift, rip-and-replace)
- ▶ Cyber-criminals hate us; it makes it barely impossible to breach our client security perimeter powered by our platform

Global Footprints

Our touch points across continents and industries



HQ

San Francisco, USA



Offices, Partners, Customers

25 Countries

Finance & Banking • Insurance • Oil & Gas • Energy • Manufacturing • Retail • Telecom • Government

DIGITAL TRANSFORMATION



Industry Speaks

In post-COVID-19 world, emphasis is on Remote Work and Virtualization. Digital Transformation is not only a must, but also a competitive advantage. If companies don't solve it now, they will be dinosaurs.

<div>Forrester</div> <div>Only 15%</div> <div>Companies have prioritized Digital Transformation until now</div>	<div>McKinsey & Company</div> <div>More than 3X</div> <div>Acceleration in digitization of customer interactions globally</div>	<div>Deloitte</div> <div>Only 25%</div> <div>Companies have higher digital maturity, rest all are low to medium</div>	<div>Gartner</div> <div>Only 40%</div> <div>Organizations have brought digital initiatives to scale</div>
<div>IDG</div> <div>For 39%</div> <div>CIOs, digital transformation is the most important task given by their CEOs</div>	<div>IDC</div> <div>Excess of \$2Tn</div> <div>Estimated spending on digital transformation in 2019</div>	<div>Fujitsu</div> <div>Up to 68%</div> <div>Business leaders believe people and AI will work collaboratively in future</div>	<div>McKinsey & Company</div> <div>Only 16%</div> <div>Executives say their company's digital transformation efforts are succeeding</div>

Problem

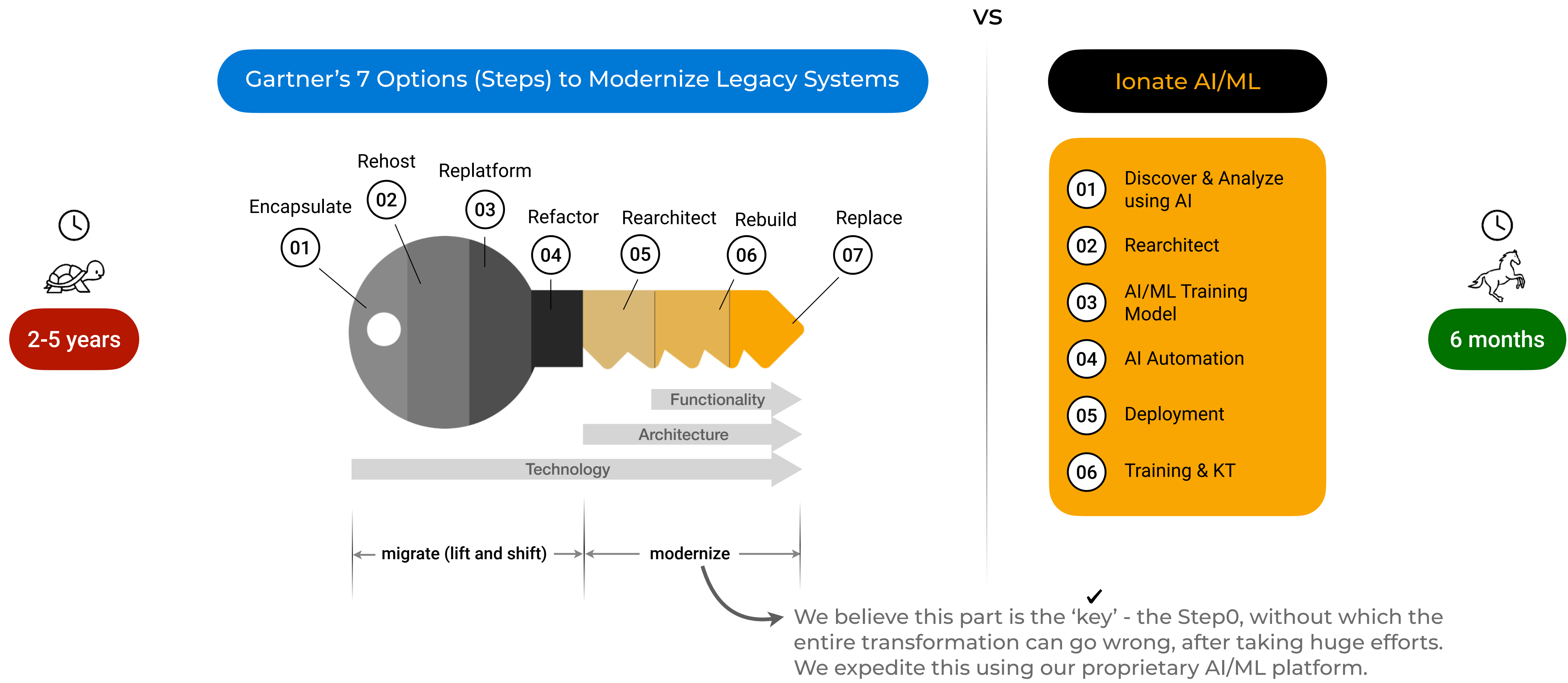
“ When digital transformation is done right, it’s like a caterpillar turning into a butterfly, but when done wrong, all you have is a really fast caterpillar.

- George Westerman, MIT Sloan Initiative on the Digital Economy

We help organizations overcome the challenges of digital transformation and help them to do it faster, cheaper, safer.



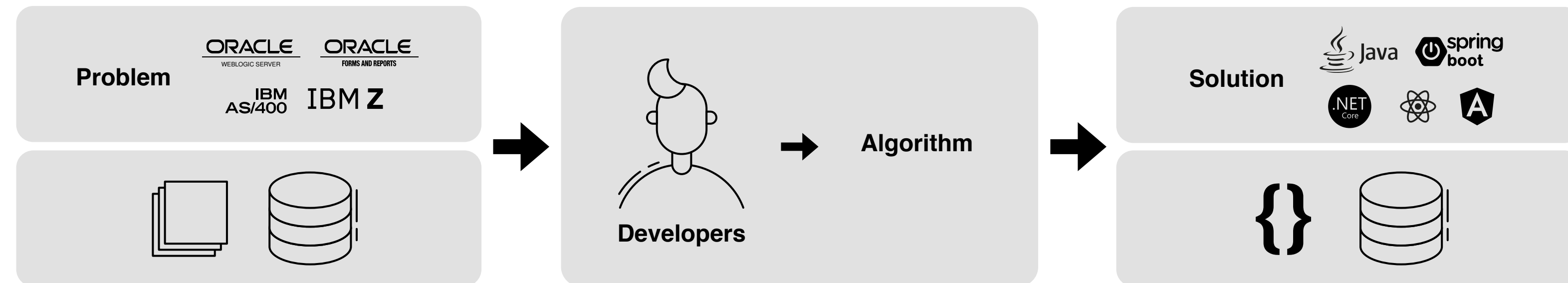
Our Approach



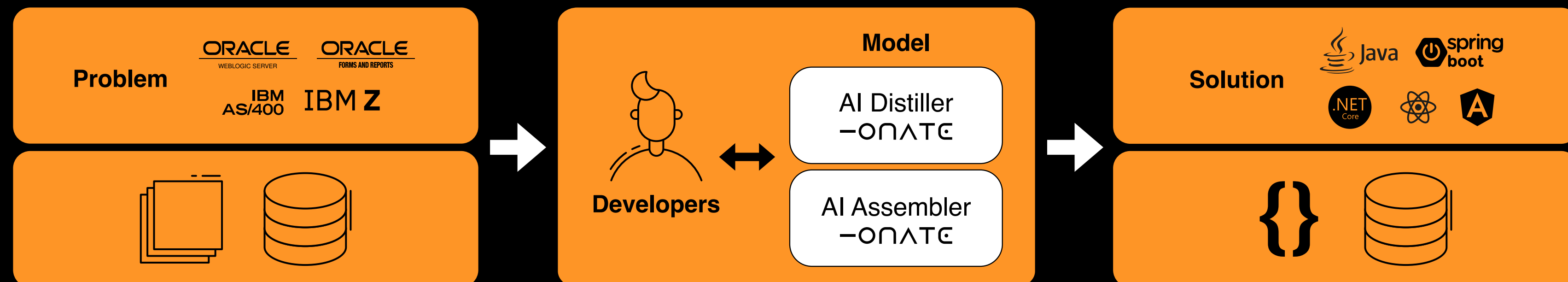
Digital Transformation: Traditional vs AI/ML Approach

AI/ML - Business
Logic Transformation

Traditional Programing



AI/ML Approach



PRODUCTS



Products

SaaS



IONATE™ APPDATE

Legacy to Micro services
Application Modernization

PaaS



IONATE™ KUBERNETES

Container Native Platform with
Elastic Scalability & Fault Tolerance



IONATE™ POWERON

Cost optimized,
High performing Infrastructure



IONATE™ CRYPTOID

Cloud-Native
Cyber Security & Data Protection



IONATE™ MENTIVE

AI / ML Based
Predictive Services

IONATE™ APPDATE

We modernize legacy systems using AI / ML within 4-6 months maintaining 100% Business Parity, which means we preserve all the business data, business logic, and business processes.



COST SAVINGS

Savings in recurring legacy software licensing and maintenance costs.



HIGHER VELOCITY

Enhanced agility, developer velocity and quicker go-to-market



FUTURE PROOF

Scalability, fault-tolerance, security, resilience and performance

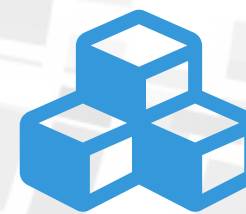
IONATE™ KUBERNETES

We scale your applications in production environment with batteries included, easy to manage Kubernetes. Powered by features: DevSecOps, AIOps, CI/CD pipeline, and service mesh.



COST SAVINGS

Savings in building and managing
your own Kubernetes



TURNKEY

All that you need end-to-end to run,
operate and scale on cloud



FAULT TOLERANT

Proactive vulnerability and
anomaly detection

IONATE™ POWERON

We run your applications on cloud at scale on a cost optimized, high-performing infrastructure.
We provide a supercompute platform that supports multiple technologies under one roof.



COST SAVINGS

Savings in not having to manage
multiple tech vendors



TURN KEY

All that you need end-to-end to run,
operate and scale on cloud



PERFORMANCE

Pre-baked technology images specially
configured to deliver high performance

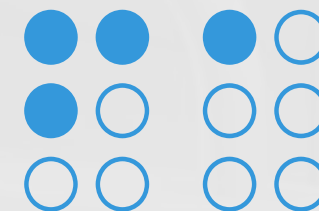
IONATE™ CRYPTOID

We prevent cyber attacks with AI Security and Data protection, built on Zero Trust. We continuously monitor your system for vulnerabilities and anomalies, and adapt intelligently.



ZERO TRUST

Distributed, flexible, and responsive security model



DATA PROTECTION

Security across all data access points, protocols, networks, and interfaces



FIREWALL

First of its kind container-level firewall and web application firewall for microservices

IONATE™ MENTIVE

We detect anomalies and predict important business KPIs using AI-based intelligent ‘eyes’ - proactively. Delivering forecasting on business factors that enables better decisions.



FORECASTING

Predictive analysis and prescriptive forecasting for operational excellence



FAULT TOLERANT

Proactive vulnerability and anomaly detection



FUTURE PROOF

Intelligent forecasting and adaptive model for being future ready

End to end (Turnkey)



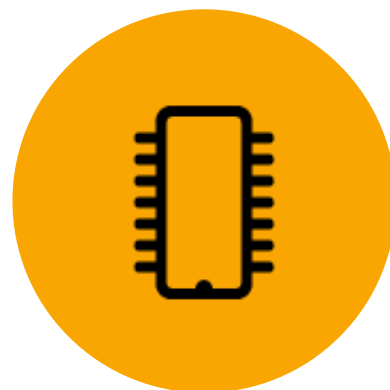
Thick Clients

Oracle Forms, Visual Basic, Delphi, Powerbuilder, Centura, etc.



COBOL / CICS / RPG

Mainframe, Mid-range, Fujitsu, Unisys, HP, CA, etc.

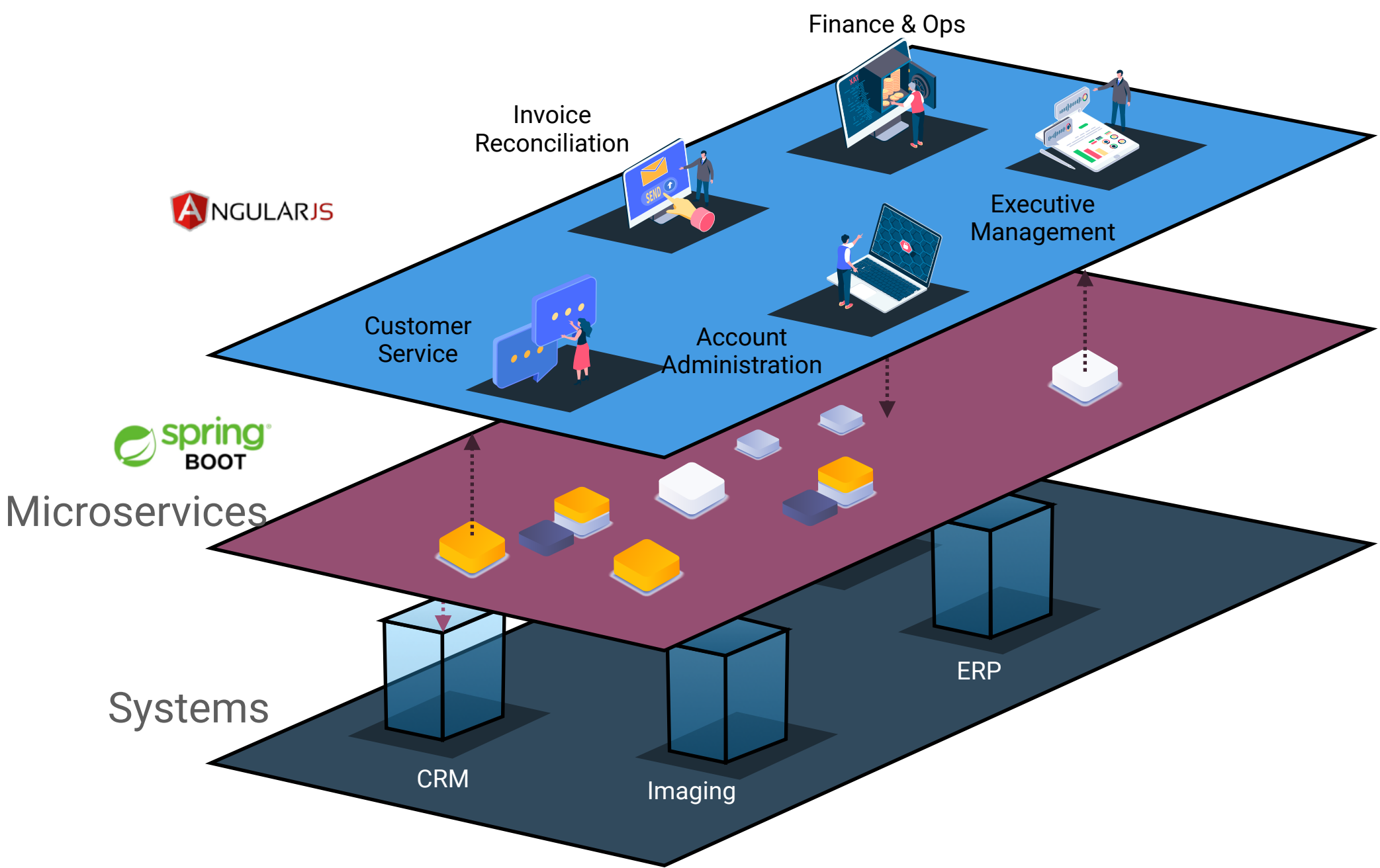
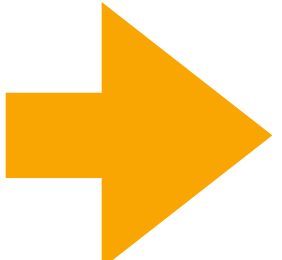
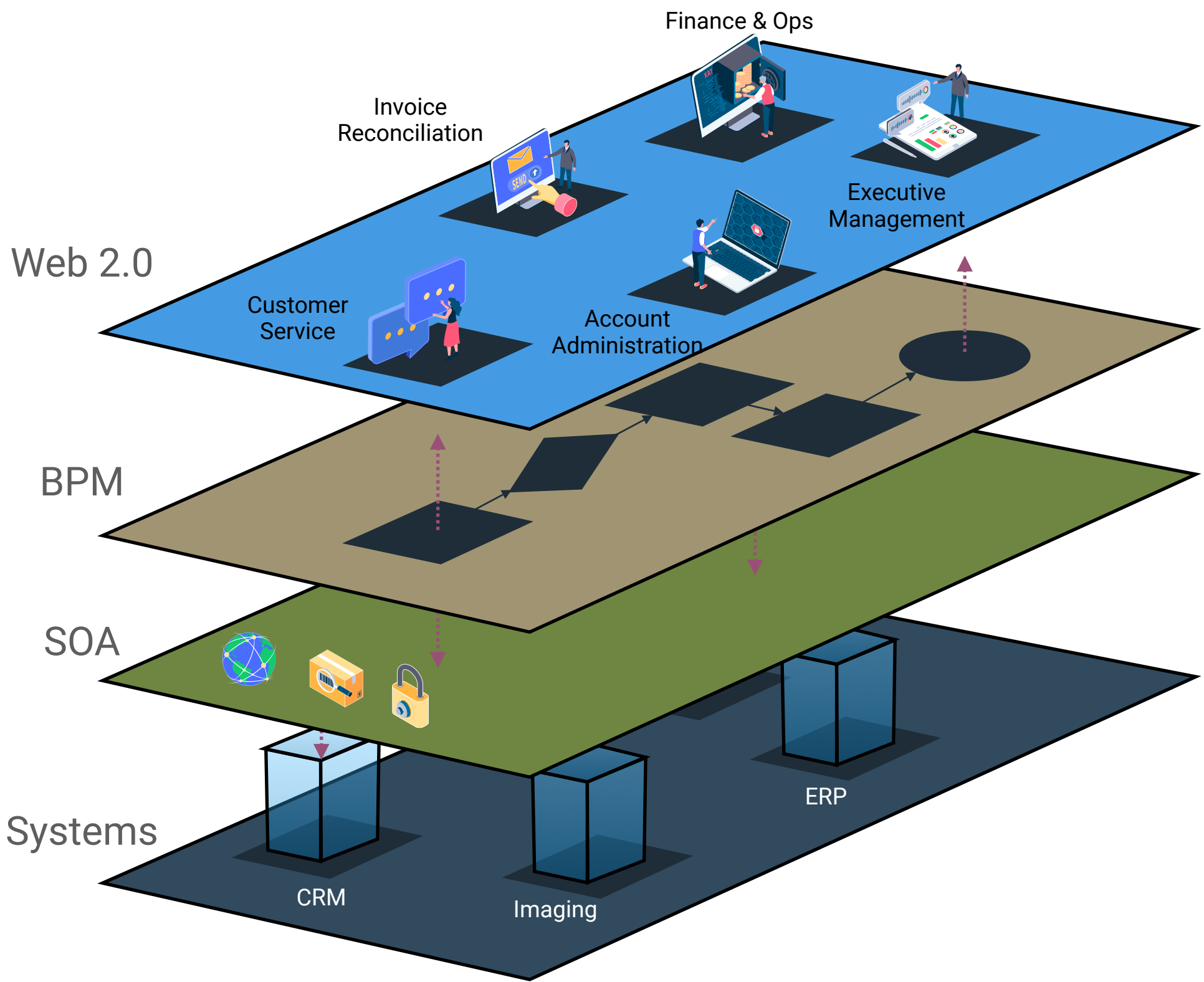


Monolithic

Java Weblogic / WebSphere, IBM BPM, Oracle ADF, Oracle SOA, JBOSS, EJB, JSF, ASP, etc.



Middleware Legacy Modernization



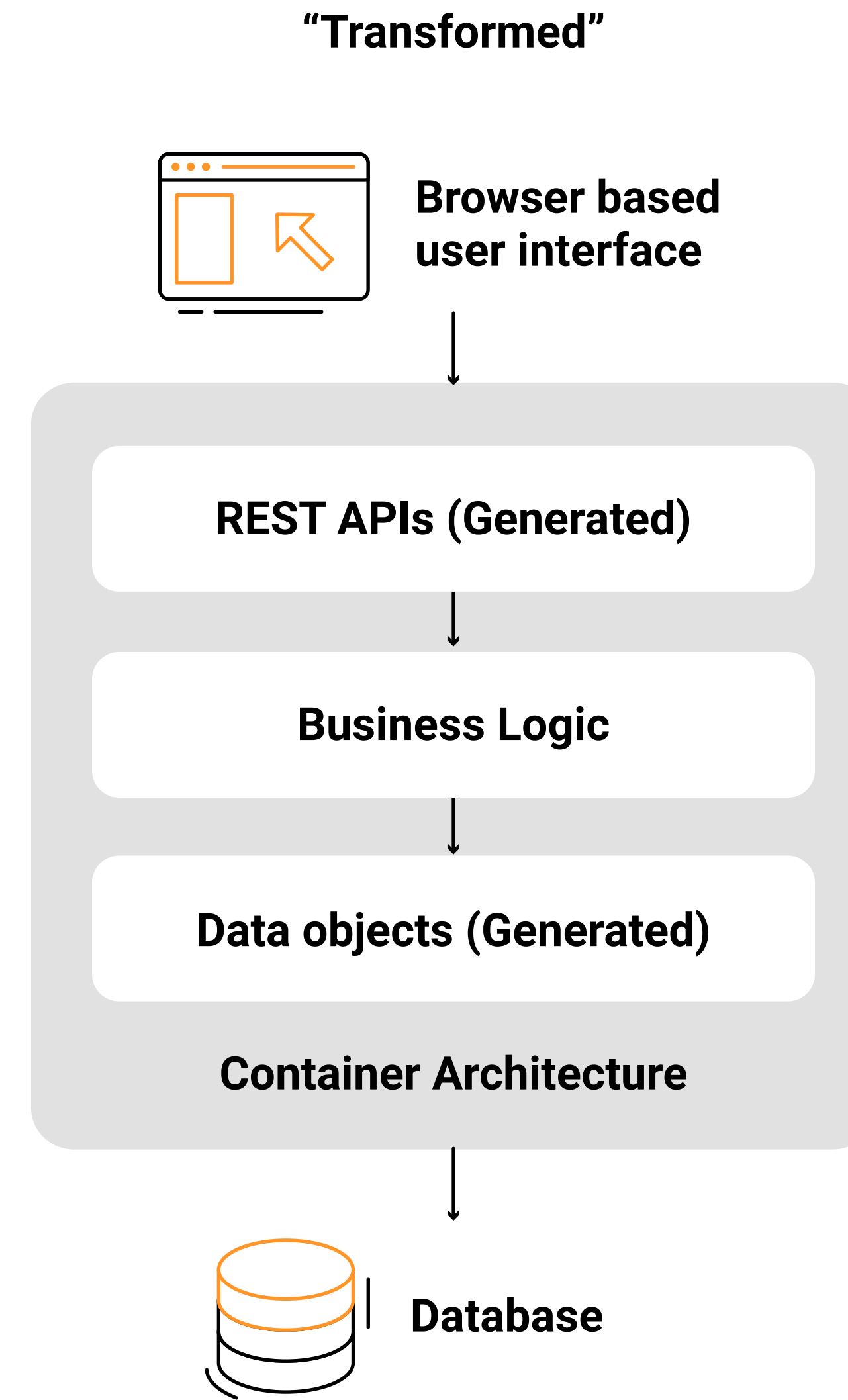
Transformation

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IONATE TRANSFORMED: Corresponding
Java or .NET CORE Application

ROI

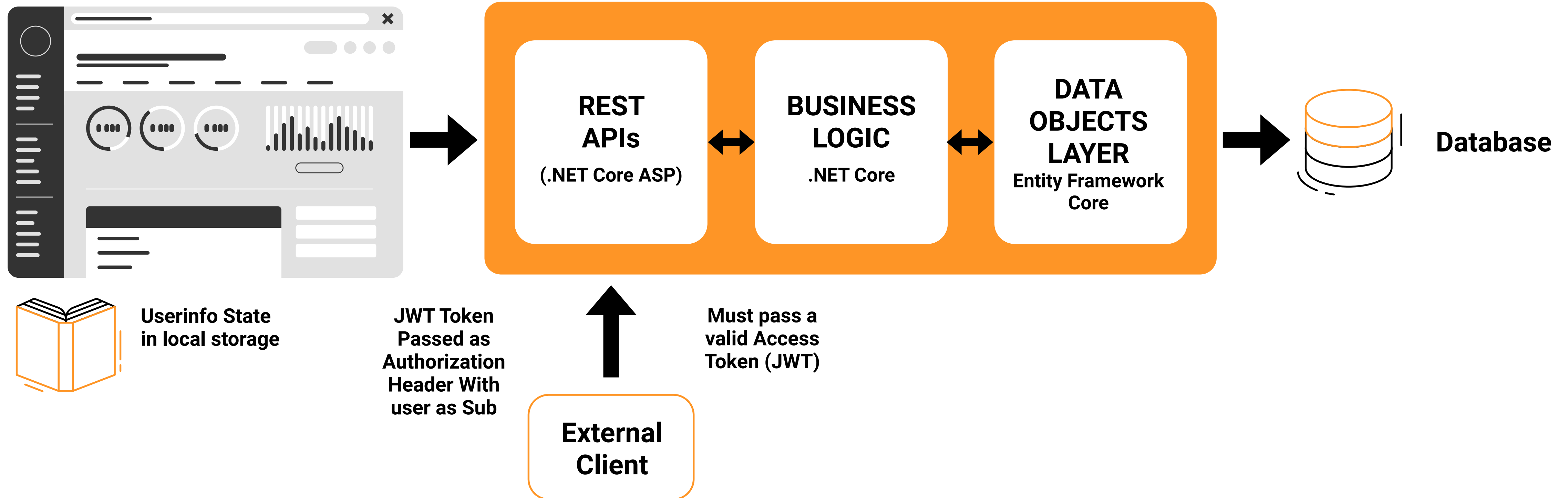
- Agility and velocity - release feature every day
- Risk Mitigation for vulnerable end of life products and better data protection
- Cloud-native and modern architecture - fault tolerant, resilient, highly scalable, #aiosp and #aisecurity
- Hire and retain the best talent
- SaaS enabled



Transformation

ARCHITECTURE - Stateless
and External Clients

Client (browser) with Javascript application



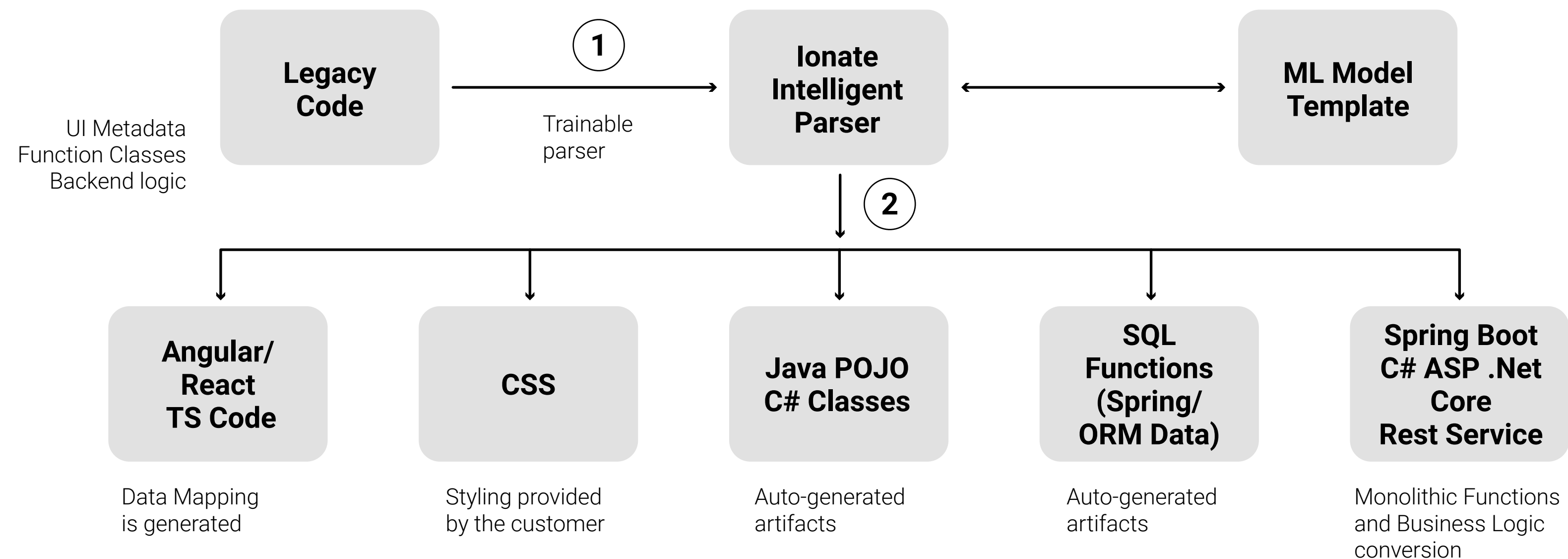
Transformation

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BUSINESS LOGIC - Code Generation

ROI

- Agility and velocity - release feature every day
- Risk Mitigation for vulnerable end of life products and better data protection
- Cloud-native and modern architecture - fault-tolerant, resilient, highly scalable, #aiosp and #aisecurity
- Hire and retain the best talent
- SaaS enabled

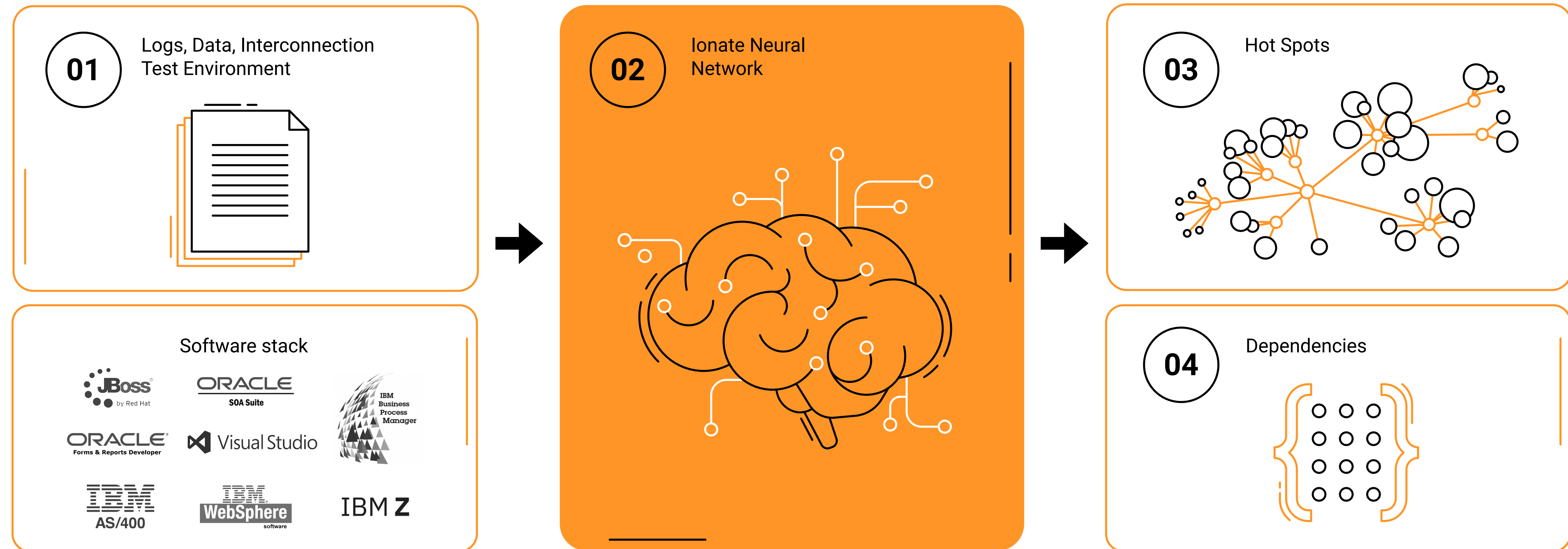


Analytics of Application Assets

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AI/ML Classification

- Software Map and data injected into the Neural Network
- Neural Network classifier
- Cost-optimization
- Hot Spots of Business Domains
- Dependency and relationship between Hot Spots



- Example classification
- Input of logs, source and test environment
- 26 potential micro services
- Analysis of a few million lines of code and software mess

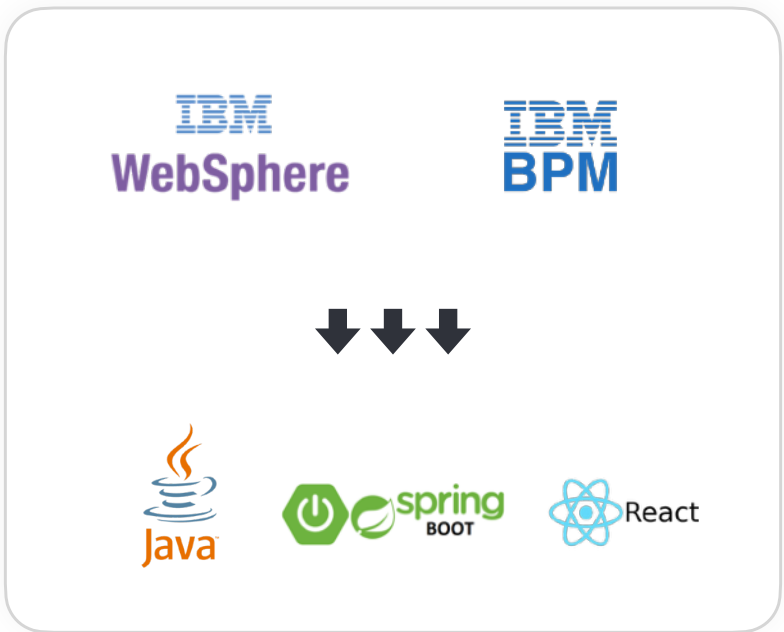
CASE STUDIES



Customer Spotlight

GNDI has a complex ecosystem of several applications that integrate through IBM ESB deployed with IBM WebSphere managed via IBM BPM. Restrictive standards created around the platforms made it very difficult to manage, difficult to scale, and risky to operate with new technology.

130+ Applications were identified for the Transformation.



“Our systems were very complex and challenging. Ionate team are experts in diagnosing legacy problems and assessing business needs accurately. They are able to execute and build the right solution.”

EXECUTIVE IT MANAGER

Profile >

Largest healthcare insurance company in São Paulo, Brazil with over 5.5 Million beneficiaries including Health and Dental

Challenge >

Needed to discontinue EOL legacy software and its annual recurring costs, and move to micro services, while retaining 100% business parity

Solution >

Accelerate the Digital Transformation with IONATE™ APPDATE, converting all legacy into modern micro services using AI / ML

Results

-  Cost savings
-  Future readiness
-  Developer velocity

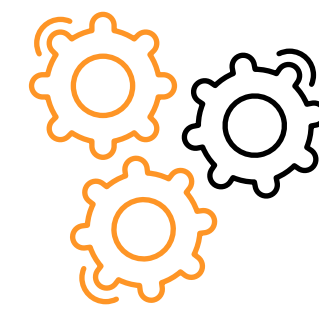


Customer success: ALJ Group Modernizing Application and Legacy Data

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ALJ Group has several monolithic systems including legacy data in Siebel, MSSSQL, Oracle, AS400 etc. For several of these systems, the source code is no longer available, in some cases the vendor disappeared many years ago.

The challenge was to aggregate and migrate data from disparate systems to a modern system, provide KPI's based on requirement specified in English language without knowing the source of the data.



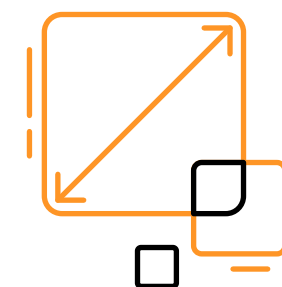
New Modern Microservices Architecture

The new architecture is based on Cloud-native microservices, with Smart Adaptive ETL, data-lake supported by a Kafka message broker, in-memory Database powered by Apache Ignite to facilitate adhoc and on-demand SQL query. Time series data and KPIs are stored in Elastic and Influx DB



Cost Savings & ROI

The rapid transformation allowed the ALJ Group to be ahead of schedule, within budget, and provided the Infrastructure Team a clean modern framework to maintain leading to increase productivity.



Seamless Migration & Scalability

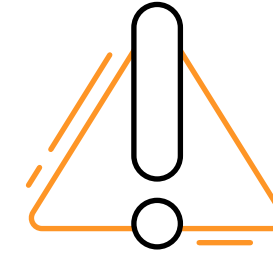
Rearchitecting monoliths to modern micro services allows for smooth cloud-migrations and integrations into applications built for today's forward-thinking tech environment.

Customer success: Global Bank modernizing Oracle Forms And other monoliths

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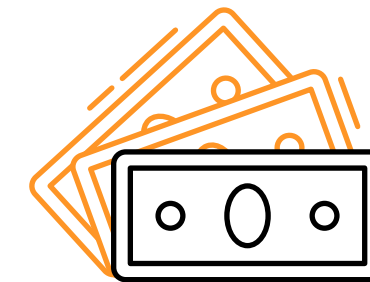
With the new digital-only incumbents joining the finch race against legacy banks, Colombia's largest financial institution opted for a Digital Transformation to maintain market share.

The first initiative was to modernize the monolithic applications SIGLEASE - Oracle Forms Application and SAFE - Oracle ADF Application, and that were preventing the bank from becoming a forward-thinking institution and to enable the dev team with a agility, velocity and continuous integration and delivery for the market demands.



Risk Mitigation

As systems or applications become EOL'ed so does the support that once came with the enterprise applications. By modernizing, it breathes new life into the system as it operates on a new rearchitected modern framework and has better data protection.



Cost Savings & ROI

Don't rip and replace the legacy system with a new SaaS platform as it leads to high costs. you should consider rearchitecting as it maintains the original business logic and parity, providing your team a business as usual experience but with a modern framework as the underlying technology.



Retaining Talent

Modern frameworks and languages are the new norm for developers today. By training existing dev teams creates a culture of retention and value for human capital.

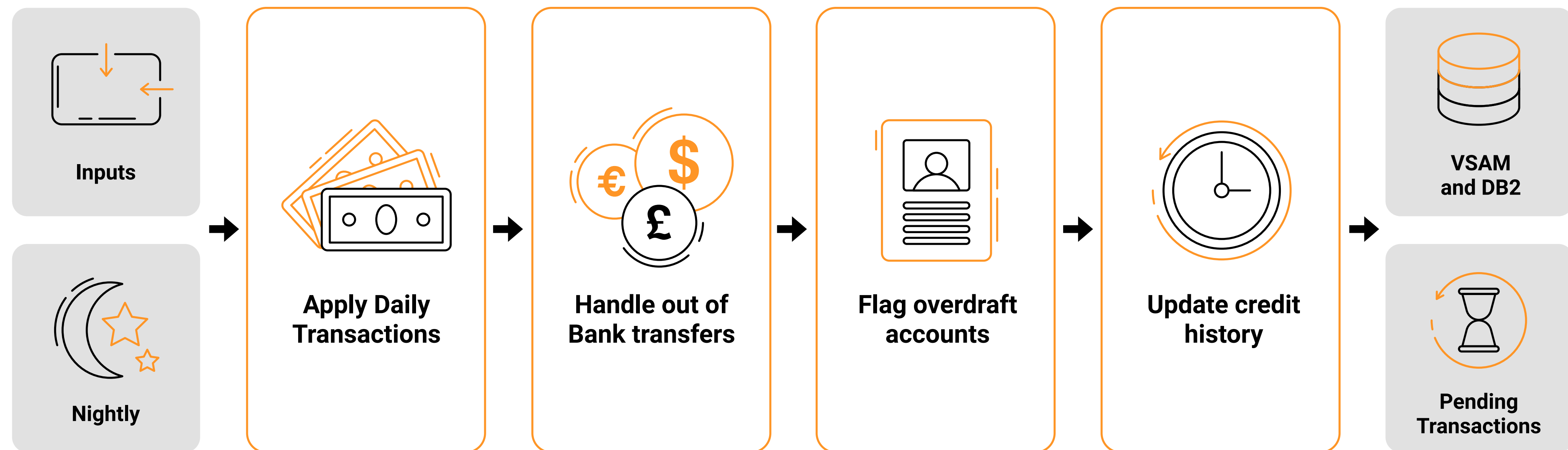
Case Study

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Global Bank with Monolithic Technology:
COBOL BATCH PROCESSING (MAINFRAME)


Challenges

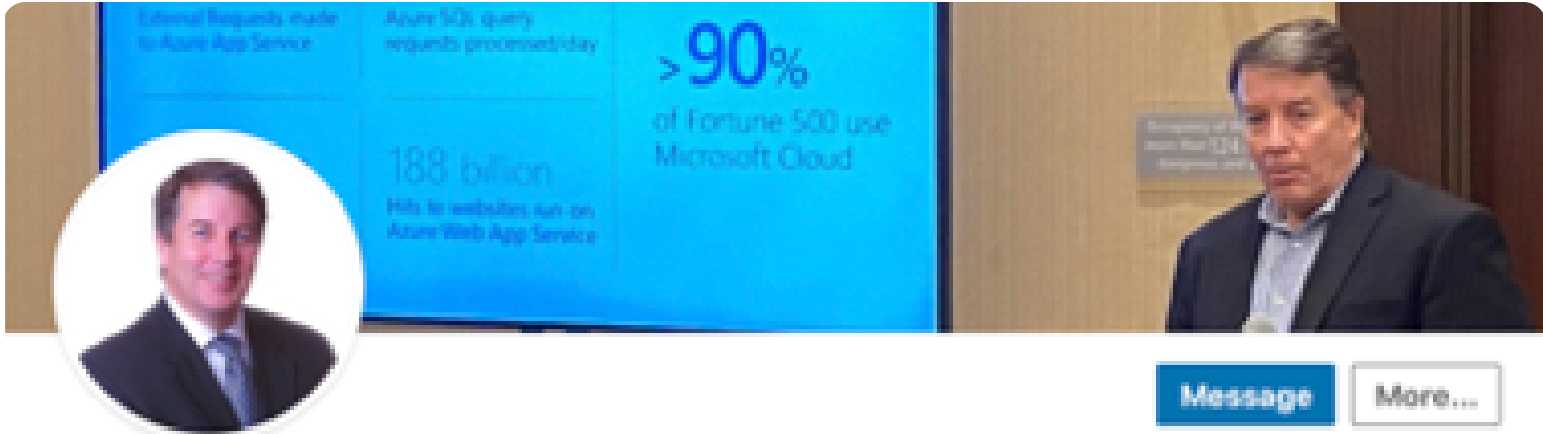
- Low Dynamism and agility in reacting to market
- High Business Cost of Development and Maintenance
- No Pathway to cloud readiness
- Difficult to hire and retain talent





Testimonial

-









Scott Spiro · 1st 

WW Director, Specialist - Mainframe and Legacy Transformation, Azure Apps and Infrastructure. Driving the utilization of Azure for our customers moving their mission critical legacy applications to the cloud.

Albany, New York, United States · [500+ connections](#)

 Microsoft

 Rensselaer Polytechnic Institute - The Lally School of Management and Technology

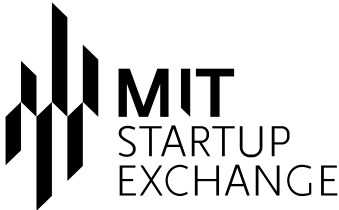
Message


More...




Hi Ajanta,


Scott Spiro (scotts080@gmail.com) invited you to view the file "Ionate – Mainframe and Midrange to Azure – partner introduction and deep dive.mp4" on Dropbox.

Scott said:
"Ajanta, Thanks again! The only other company that I'm aware of that purports to do what ionate can do is a company called TSRI. Well done! Thanks Scott"



MIT - Ionate - Kroton/Cogna Educação 

Mon, Aug 10, 6:35 AM   



Yuri Ramos
to renato.bianco@kroton.com.br, me, Joao

Prezado Renato,

Espero que esteja bem.
Ainda não nos conhecemos. Segue uma breve intro abaixo.
I will switch to English – Ajanta, you have six months to learn Portuguese... 🇺🇸

I am a Program Director at the MIT ILP (Industrial Liaison Program). We develop partnerships between large companies and MIT, connecting them to our technology, professors, research(ers), startups. Ionate is among our approximately 1,900 MIT startups. I am responsible for the partners in Brazil. Some of my members: SENAI, B2W, Nexa, Braskem – among others.

We have a very good relationship with Ionate – I have introduced them to most of my members and even to companies not related to MIT with which I have good relationship.

Ionate has built a product using artificial intelligence and machine learning to modernize any legacy application to cloud-native microservices in about 10-15 weeks with 100% business parity, automated test results, and a platform to run microservices with asecurity and aiops. So far, they have migrated large enterprises across the globe and across industries in less than 3 months. Itaú is one of their main customers in Brazil.

I was struck by the uniqueness of Ionate's solution. With the secret sauce behind their technology, they have been able to deliver very large projects in record time – and for a fraction of what large consulting companies would charge.

With this email, I am not trying to sell you anything (I have no commercial relationship with Ionate whatsoever). Coming from a large bank before working for MIT (5 years at Santander US), I know well the technological challenges large institutions as yours go through when it comes to legacy systems and obsolescence. And I am sure Ionate can help your team to address those.

O time da Ionate me falou muito bem de você. Seria um prazer bater um papo virtual qualquer dia desses.

Um abraço e uma ótima semana,

Yuri Ramos
Program Director

Massachusetts Institute of Technology
Corporate Relations
One Main Street, E90-1263
Cambridge, MA 02142
yramos@mit.edu
office: +1 617 253.7897
mobile: +1 617 460.3176



ENGAGEMENT MODEL



Customer Stages

01

Awareness

Referral
Webinar
Inside sales

02

Interest

Partners
Direct sales
Cloud vendors

03

POC

3-5 Flows
Success criteria
2-4 weeks

04

GA

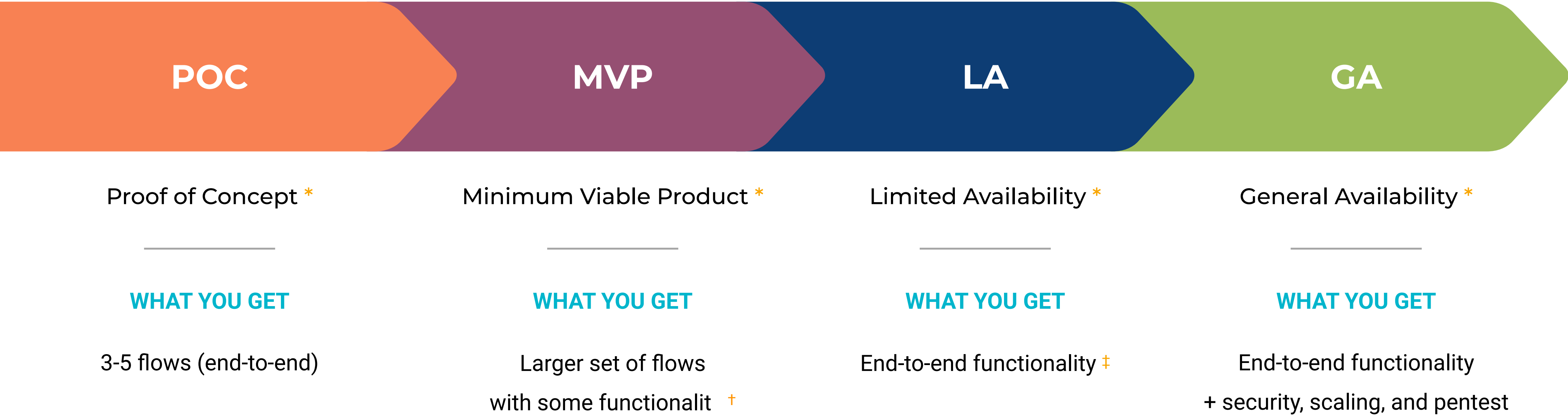
3-6 months
Testimonial
Case study

05

Customer success

Local support
Brand presence

Execution Model



* Scope and completion criteria to be mutually decided. NOT production ready

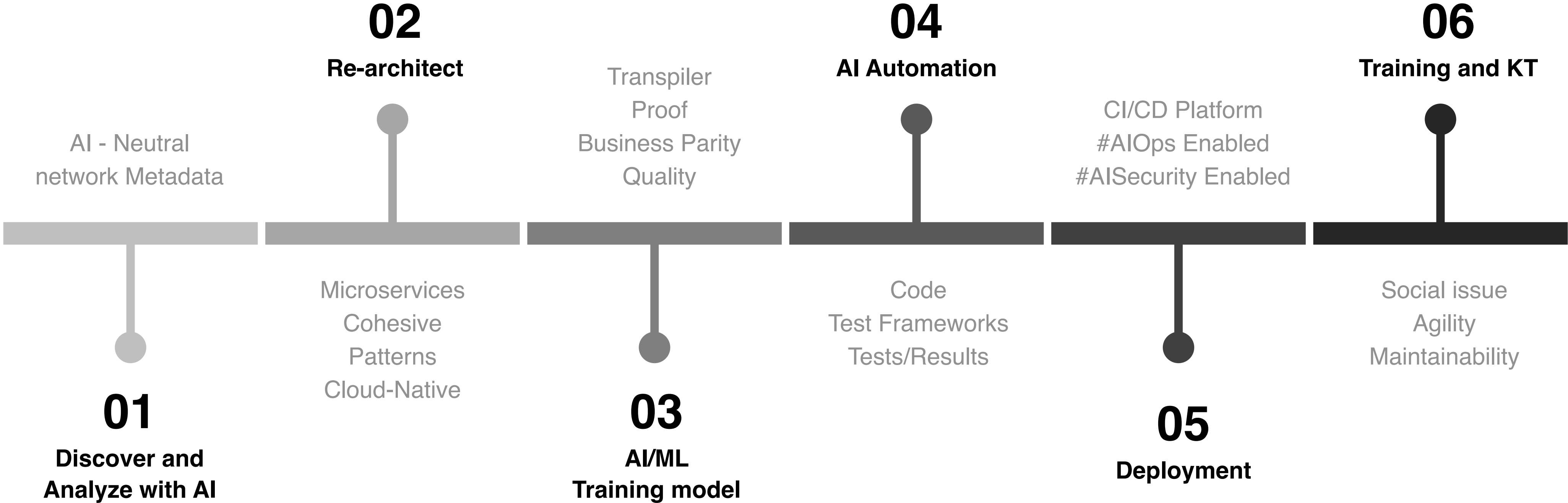
† Will not include features from LA

‡ Minus security, scaling and pentest

Execution Plan

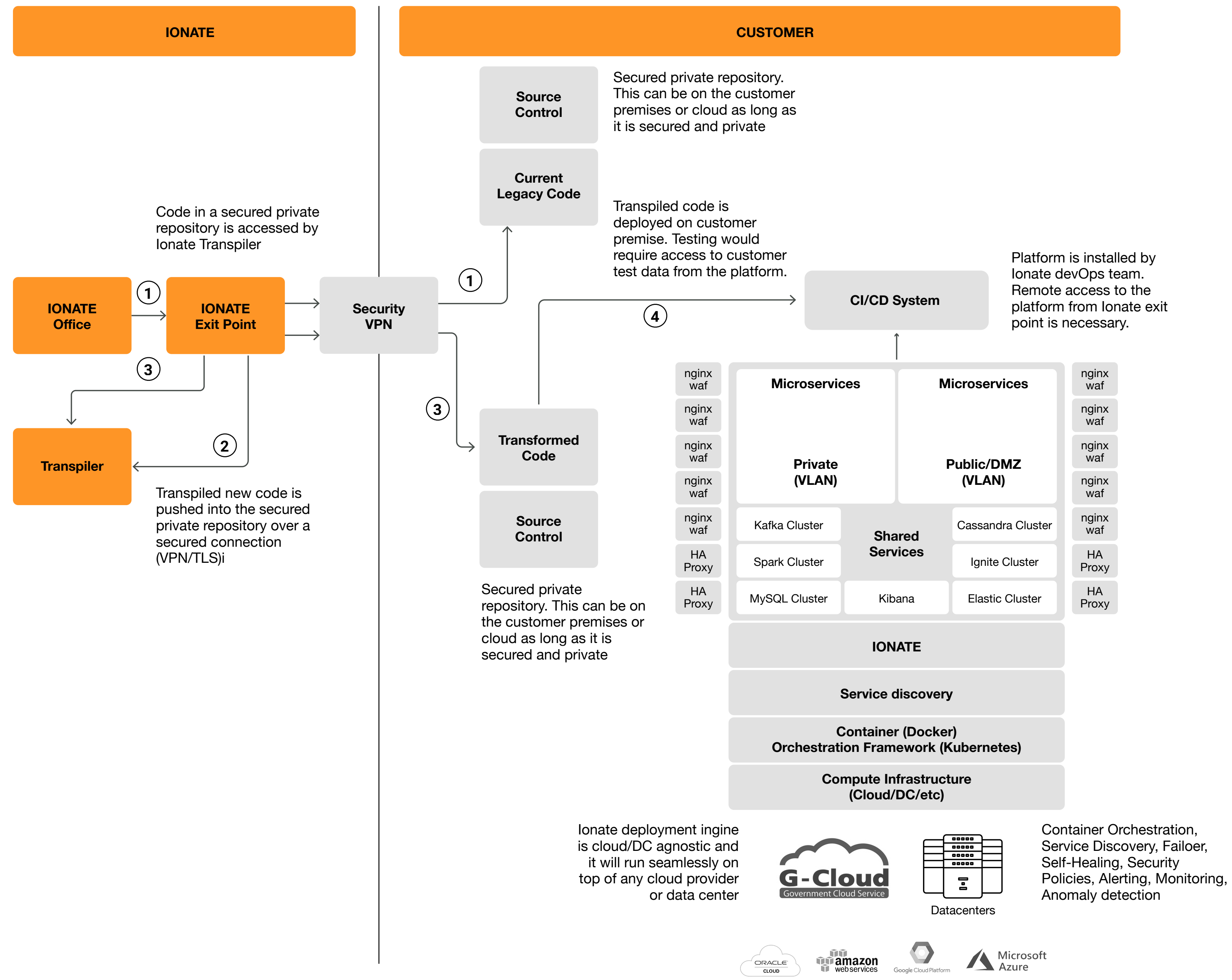
The IONATE Approach

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Code-Flow: End-to-End

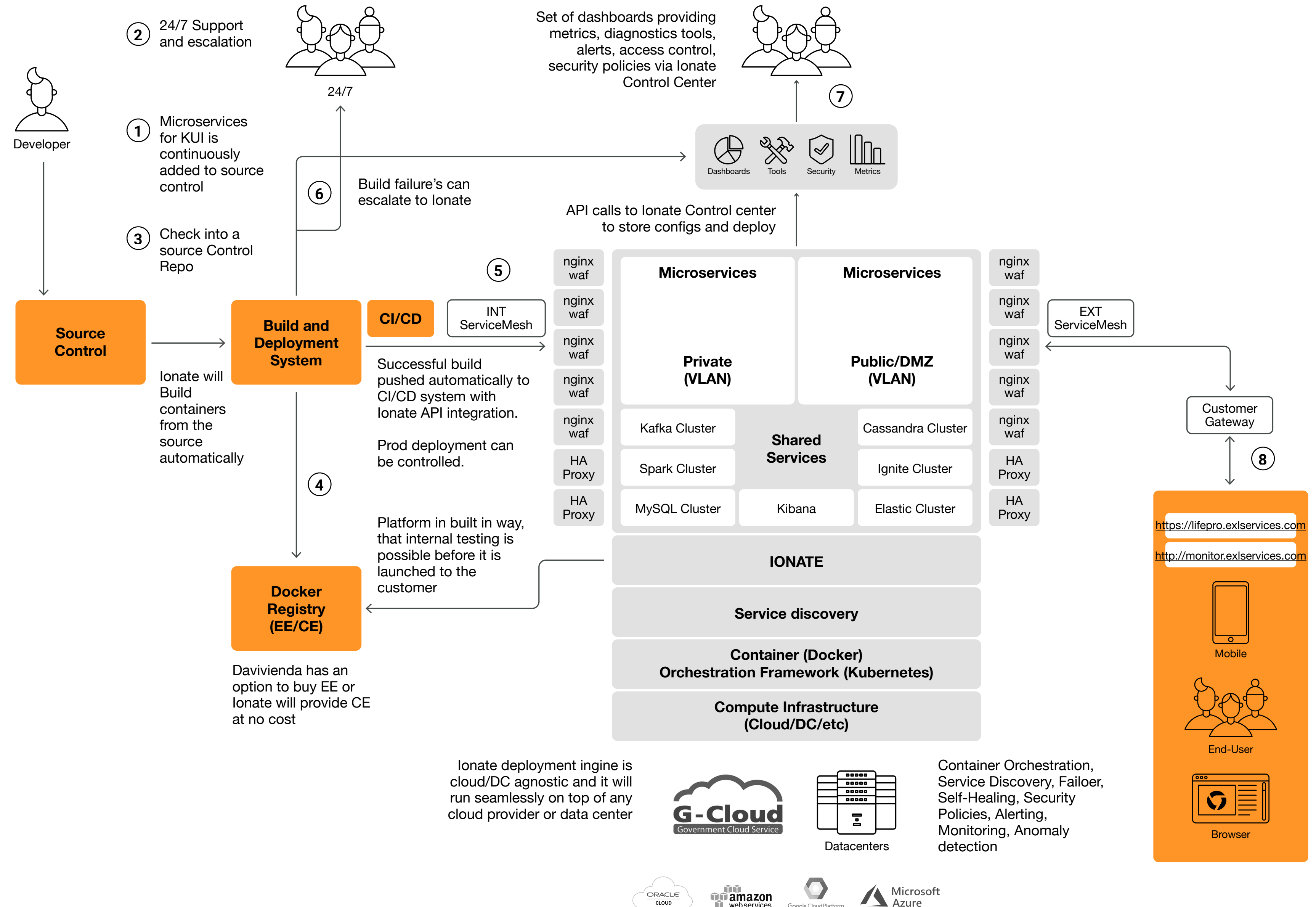
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Platform

Features and Advantages

- Tremendous reduction in cost, up to 90% in some cases
- Seamlessly runs on all cloud types as well as bare metal and hypervisors - public, private cloud and on-premise ready
- Allows your enterprise to scale, future-proof and modernize
- AI/ML based fault-tolerant, self-healing and Anomaly Detection
- Heightened #aiops and #aisecurity with advanced attack vector detection (DDoS mitigation)
- WAF, Container Firewall, Vulnerability Detection, Security Vault - CASB enabled
- Significant performance gains for Data Science and Machine learning workflows - runs 5-10 times faster on our platform compared to the vanilla versions (including GPU aggregation).



SLA

-

Ionate



Source code, dependent libraries, Visual Studio Projects, development ready



Source code fully building in a CI/CD pipeline. CI/CD Platform provided.



Coding standards measured via Sonarqube with A rating



Business Parity with Functional and unit tests evidence and test suites provided.



Pre-defined KPI's for performance, security and usability met

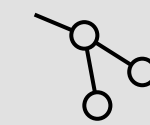


Scaling and security built in - powered by AI/ML

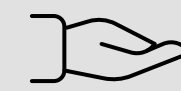


Training, Knowledge Transfer and assistance in hiring talent

Customer responsibility



Access to source code, dependencies, homologation environment



Assistance in built process and deployment as needed



Coding standards and templates, if any



Testing assistance for business rules. Provide Test Data and Golden Files



Benchmark data must be provided by the customer to measure KPIs



Documentation for scaling and security needs



Must attend Training and Knowledge Transfer

PARTNERSHIPS



Partners

We have synergic relationships with all major cloud platforms and trusted players in this segment.

More local partners (globally):

CloudMotion
Claro

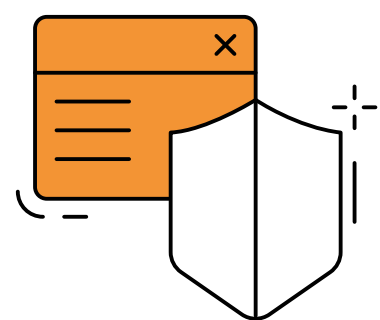
Member of MIT STEX
2016-2021

APPENDIX

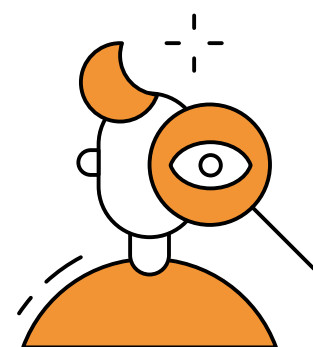


Why Ionate

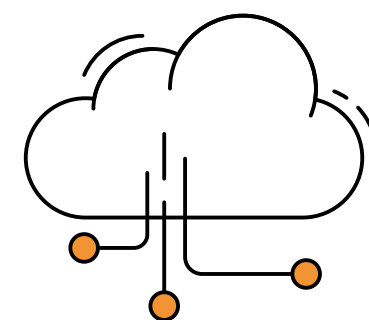
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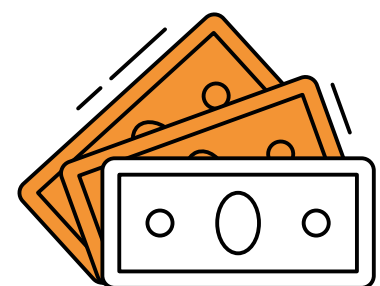
Risk Mitigation for EOL and data protection. Fault tolerant, resilient, #aigsecurity



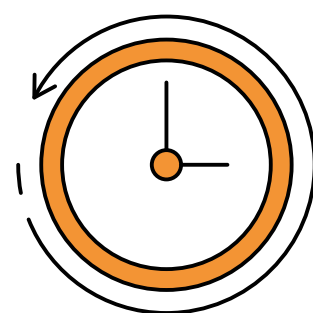
Hire and retain the best talent



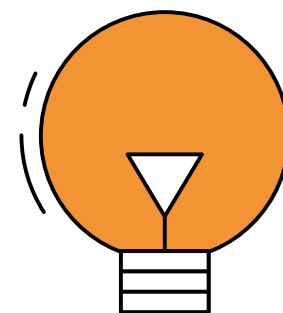
Cloud-native and modern architecture, scalable, #aiops



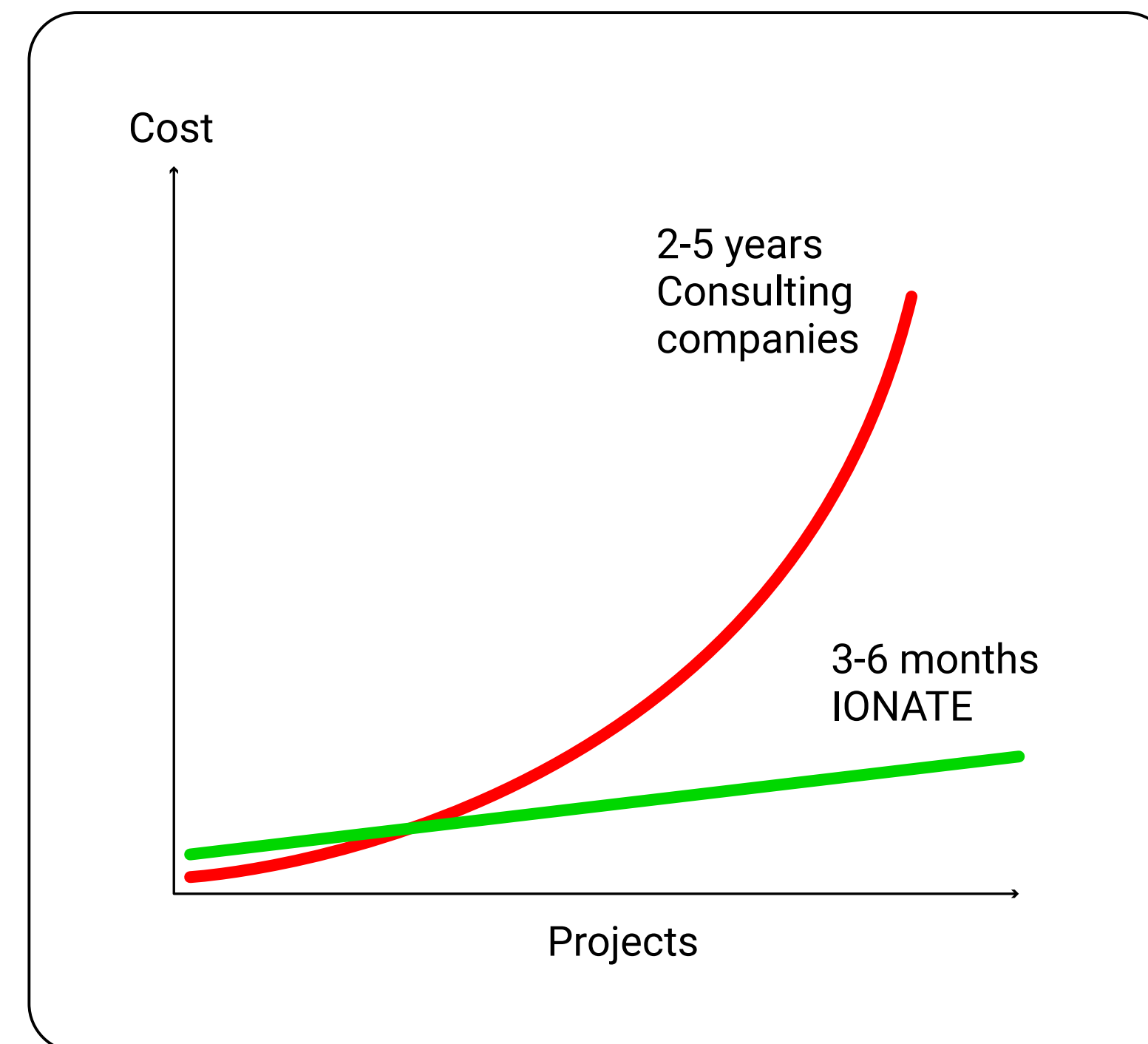
Reduce OpEx cost of legacy applications and save on Day 1 without licensing dependencies.



Become agile quicker by shortening the timeline of modernization projects to 90 days.

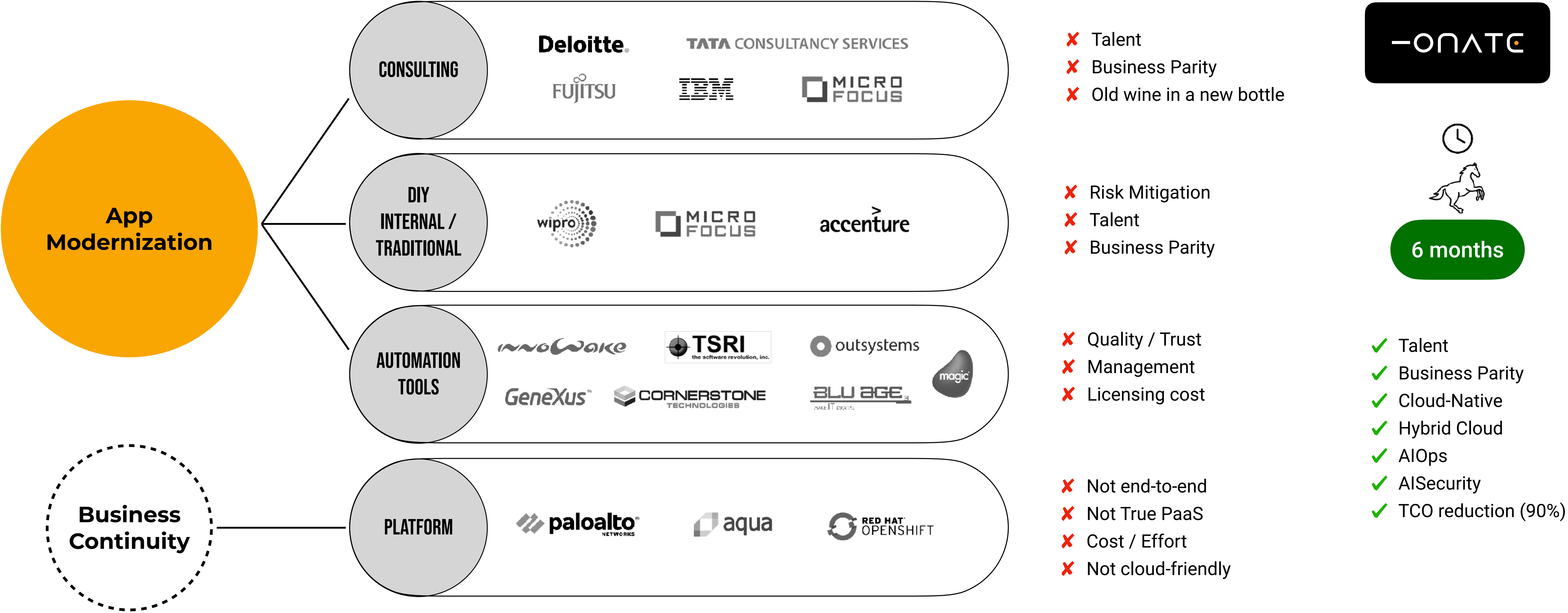


Ease of solution maintenance with modern microservices as the new architecture.



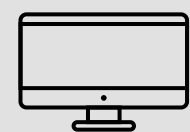
HOW WE STAND OUT

Competition

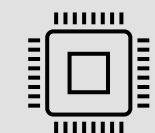


Warranty and Support

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Warranty for the delivered software is provided for 1 year



Warranty will cover any defects found in the software that is proven to be Ionate's fault



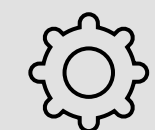
Warranty defects are fixed at no cost



Support covers non-defect items



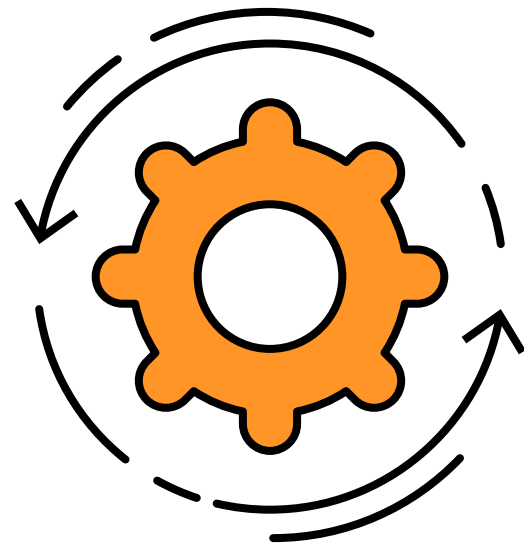
Support includes help with existing or new items relating to the project



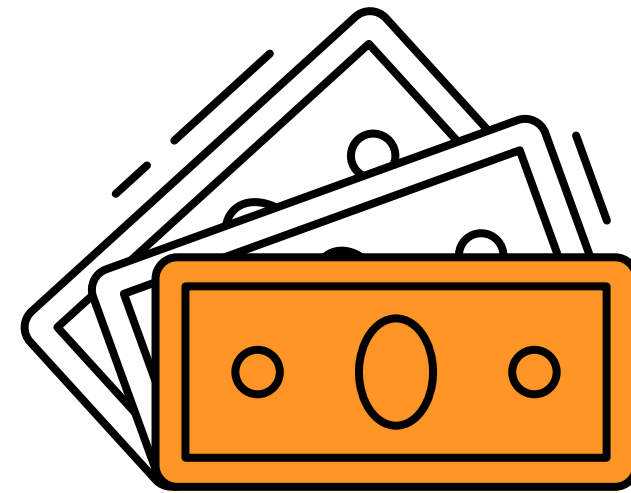
Support can be extended to training technical and non-technical

Advantages

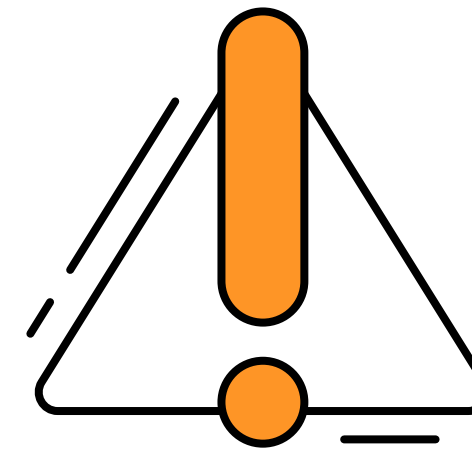
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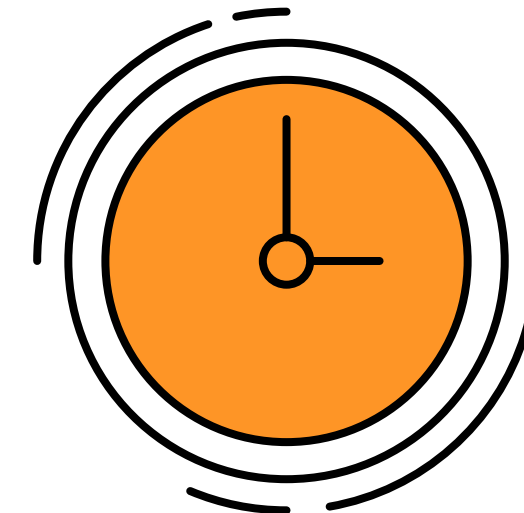
Accelerated Digital Transformation: 10-15 weeks timeline



TCO Reduction up to 90% and performance gain of 5-10x



Cloud-Native and Risk Mitigation



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