

NTI embraces Continuous Adaptation

**Fault Tolerance to Business Continuity to Business Resilience,
DRNet[®]/Unified delivers for the NonStop Community**

Richard K Buckle
Marketing Consultant to NTI



NonStop Community needs Business Resilience

IDC:

“Organizations are increasingly turning to fault-tolerance systems to keep their business up and running.”



PWC:

“Business Resilience builds on the principles of business continuity but extends much further to help enhance an organizations ‘immune system; fend off illness (to) bounce back more quickly”

A business continuity plan has three relevant elements: resilience, recovery and contingency.

Business Resilience: Industry Standard ISO 22316:2017



“The ability of an organization **to absorb and adapt** in a changing environment to enable it to deliver its objectives and to survive and prosper.”

Adding Offense in support of the Defense



**Hackers? Think you can run a steal play?
RansomeWare? Want a piece of this?**

Adapting in the world of business

Fault Tolerance and Business
Continuity is your DEFENSE

With Business Resilience welcome to
the OFFENSE!



NTI: Company - Embrace and Compete



*In order to compete, the Octopus absorbs its surroundings
and adapts with changes of color and texture!*

Continuous Adaptation

In a fast-paced digital landscape, staying ahead of the curve is essential to ensuring the security and integrity of your business data. That's why NTI is dedicated to continuous adaptation evolving our services to meet the ever-changing needs of our clients.



Absorb – HPE NonStop has chosen for you



HPE NonStop Price Book is a guide to a singular set of possibilities ...



Independent vendors respond faster to changing market requirements

Due diligence still rules the roost!

For NonStop Customers **not the only option!**

Long term **relationships matter!**



HPE NonStop “Challenging” - Textbook case: only one!

Warning: Migrations can be damaging to your health

For NonStop users looking to sign once –
financial **transformation**

For NonStop prospects –
relationship **simplification**

For NonStop community enjoying long
term vendor relationships –
thought provoking



HPE GreenLake “Opportunity” – Textbook case: remaining relevant!

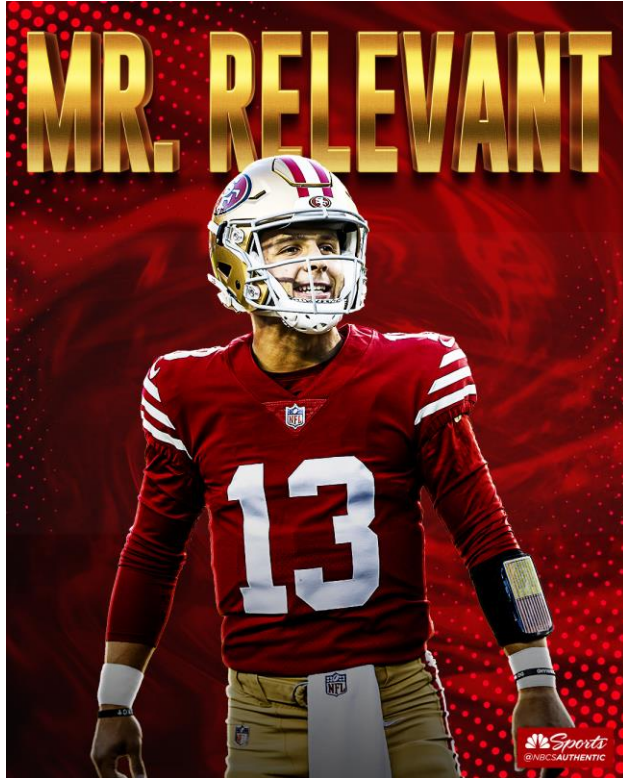


GreenLake: “Only pay for what (IT resources) you need!”



“The ideal customer would be one that has substantial mix of HPE products and likes and embraces the GreenLake model and then simply wants to add NonStop into the mix.”

San Francisco 49ers – 7th Round Draft pick #262 pick Brock Purdy



Purdy goes from 'Mr. Irrelevant' to brink of Super Bowl

- AP News

When the San Francisco 49ers selected Brock Purdy with the final pick in the 2022 NFL draft, the undersized quarterback out of Iowa State unwittingly joined an exclusive club, becoming the latest man known as "Mr. Irrelevant."

- USA Today Jan 28, 2023

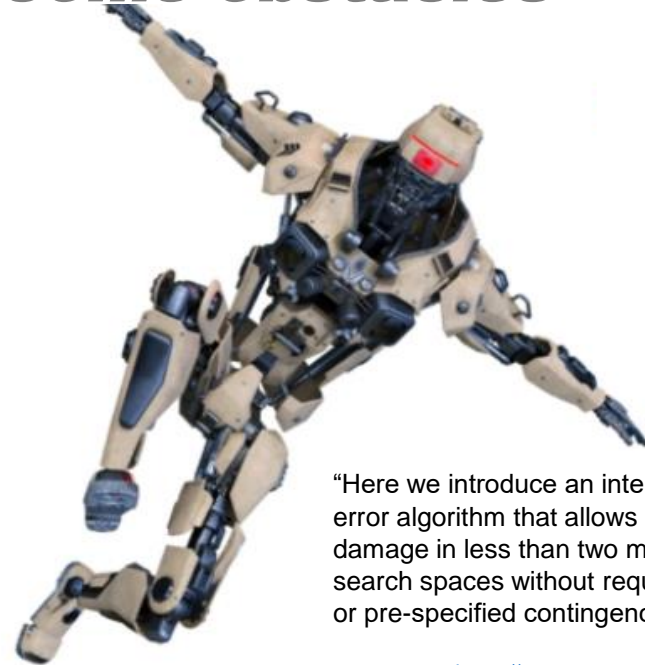
NTI: Products - Absorb and Adapt



*A robot that adapts to its environment,
on the fly, to overcome obstacles*

Continuous Adaptation

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“Here we introduce an intelligent trial-and-error algorithm that allows robots to adapt to damage in less than two minutes in large search spaces without requiring self-diagnosis or pre-specified contingency plans.”



NTI: Company – Introduction

Longevity fosters experience leads to innovation

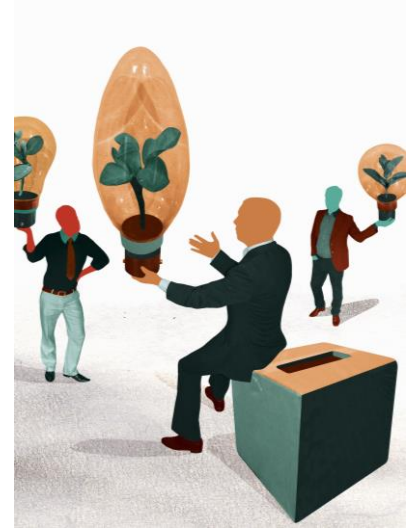
38-year-old Privately Held Company

Pioneered NonStop Data Protection

Data centers USA and Ireland

Offices USA, Ireland and Mexico

Direct Support



NTI: Customers – Spread Globally



**A longstanding presence among those NonStop users
demanding a premier data replication solution**

Hundreds of NonStop
system deployments

Hundreds of use case
scenarios



NTI: Solutions focused on data Aligned with that of NonStop Users



It's all about edge to cloud!
It's being data driven!

Providing
value in a
world that is
increasingly
edge to cloud

INTEGRATE & TRANSFORM

Optional Business Continuity
Data Warehouse / Data Lake
BI / Analytics



REPLICATE

Traditional
Business Continuity
Active / Passive
Active / Active



DISTRIBUTE

Models ML / AI
Swarm CNC / Robots

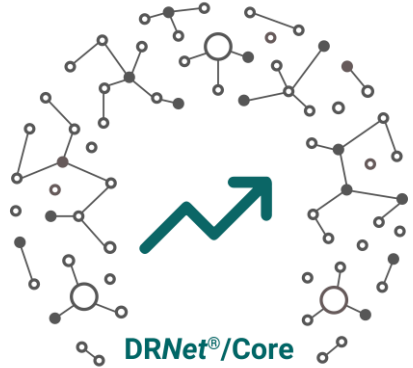


Delivers business continuity solutions to the HPE NonStop community

Real Time homogeneous enterprise Data Replication solution for NonStop enabling recovery in times of disaster

Enhanced support for NonStop Business Continuity requiring Active-Active Data Replication or Hot Backup with Recovery

Implemented as a NonStop product - developed and deployed on L-Series and J-Series



Delivers data distribution to open platforms including Windows®, Unix® and Linux®



Real Time heterogeneous enterprise Data Replication solution supporting distribution of data from NonStop source to any OPEN JDBC target

Supporting a single NonStop instance servicing multiple targets

Target database collectors with option to replicate select data from open platforms back to NonStop; no additional license fees



Delivers data integration with modern databases and processes

DRNet®/Vision utilizes self-describing JSON open standard file and data interchange formats that are industry standard

DRNet®/Vision **provides data integration** inclusive of NonStop data, Measure data and Metadata

DRNet®/Vision **fully supports the transformation of data in flight** as part of enhancing business opportunities



DRNet®/Unified for HPE Customers



Three features; a single product package

Bringing you DRNet®/Core for traditional data replication to other NonStop systems, Traditional and Virtual combined with the added value DRNet®/Vision and DRNet®/Open provide for data integration, transformation, and distribution:



To any JDBC Databases

- Oracle, MS SQL Server
- My SQL
- IBM DB2
- Sybase and more...

To other Message Queues, BI, DW Consumers leveraging JSON

- Kafka
- Splunk>
- ELK
- Hadoop and more...

With no additional license fees when licensed for DRNet®/Core

DRNet[®]/Unified for Business Integration



Two features; a single product package

Adding a combination of DRNet[®]/Vision and DRNet[®]/Open as a stand-alone package that will readily **coexist with existing Business Continuity products** to bring to your enterprise data integration, transformation, and distribution:



To any JDBC Databases

- Oracle, MS SQL Server
- My SQL
- IBM DB2
- Sybase and more...

To other Message Queues, BI, DW Consumers leveraging JSON

- Kafka
- Splunk>
- ELK
- Hadoop and more...

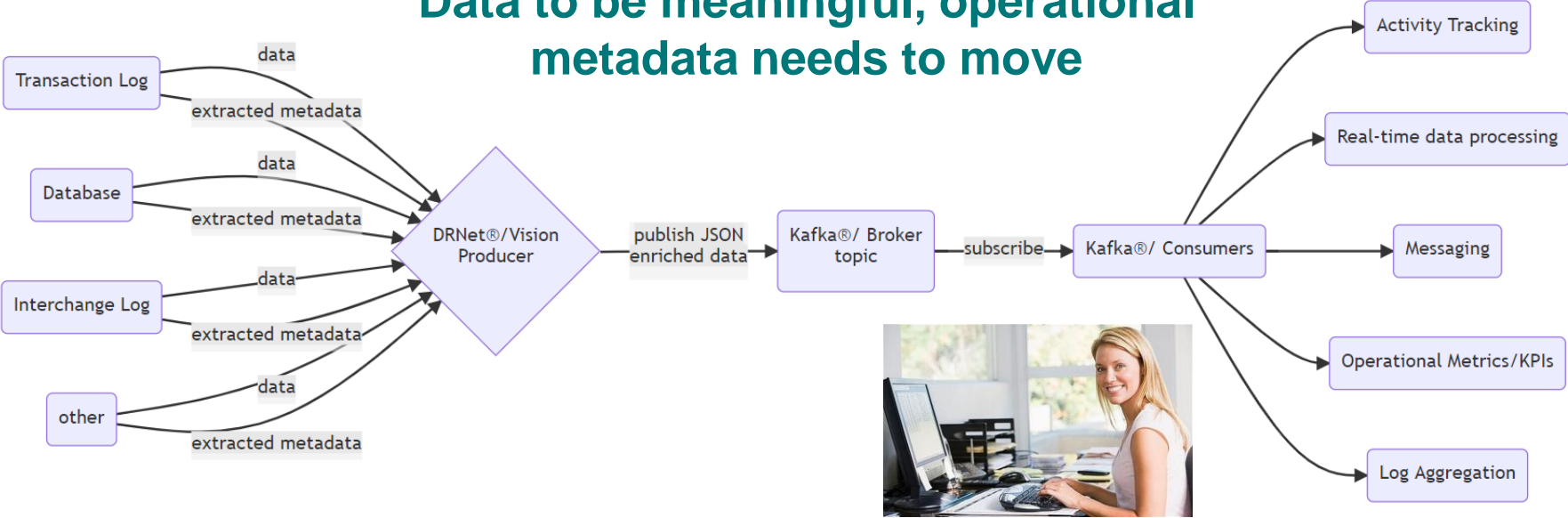
With no requirements to activate DRNet[®]/Core

Entering the world of Kafka



DRNet[®] / Vision - Publish and Subscribe

Data to be meaningful, operational metadata needs to move



Kafka, a time series database, supports visualization with Grafana

Bridging worlds of Transactions and Analytics



**Leveraging the replication skills of NTI;
embracing the capabilities of DRNet[®]/Unified**



Analytics will be performed “off-platform”

Many analytics cloud services available

Apache Kafka is open source and is becoming an accepted way to bridge the two worlds.

NonStop Systems anchor our Business

NonStop had proved reliable through the years but having an ability to replicate data created by their mission critical ConnexPay payment solution to anywhere around the globe in accordance with regionally legislated mandates on data movement, meant that a higher level of business resilience could be in sight.

“As a longtime customer of HPE that has depended on the business resilience of their NonStop systems, we have enabled consumer access to their finances 24x7”

For over twenty years a major global payment processor has achieved business resilience by choosing NTI and DRNet®





NTI Highlighting Customers

DRNet[®] in the real world leveraging product packaging

New Zealand's leading payments processor continues to rely on NTI in meeting its data needs with DRNet[®]



Having launched EFTPOS in 1989, Worldline continues to be the leader in local payments.

The company processes 70% of New Zealand (Aotearoa) payment transactions across 85,000 merchants deploying over 150,000 EFTPOS devices.

Use Cases: Support and usage of DRNet[®]:

An **Active/Active** environment

DRNet[®]/Open to ship data to external systems

DRNet[®] API to convert records (to external formats)

DRNet[®] to **manage migrations** (of applications)



NTI Highlighting Customers

NonStop Systems deliver data centric platform



NTI team “New Logo” with DRNet[®]/Unified
Major European Bank
BASE24 Customer
Migration off GoldenGate
Success in a competitive landscape
Opportunity for many vendors
Much more than NonStop to NonStop
Foundation for future data needs
- Reporting, BI and Data Warehouse

San Francisco 49ers – 3rd and 10th Round Draft pick – the Overlooked



1979 Draft of QBs: Jack Thompson – #3 overall; Phil Simms – #7 overall; Steve Fuller – #23 overall

For a try out at wide receiver with 49ers, James Owens of UCLA, needed someone to throw him the ball.

QB Asked to throw passes while on vacation with his girlfriend – went in 3rd round #59 overall

Decision was to pick Owens in second round – wait it out for a lesser quarterback.

*For a try out for quarterback, Steve Fuller of Clemson, needed a receiver to catch the ball
WR asked to catch while unrated – went in 10th round.*

Joe Montana to Dwight Clark wins NFC Championship on last call of the game



NTI: Partners - Engage and Deliver



**Customer “Tech Refresh” proves challenging ...
... building a web of like-minded NonStop vendors!**



**Spiders have poor eyesight
but the slightest impact with
their web sends the spider
scurrying to where the
disturbance occurred.**

Partnerships that deliver Business Resilience



Absorb and adapt mandates a partner ecosystem



For NTI, our active participation

For NonStop Community,
your independent vendor –

Provides options along with opportunities

Delivers hybrid solutions

Supports global line of sight contact

Partnerships that adapt Not to be overlooked

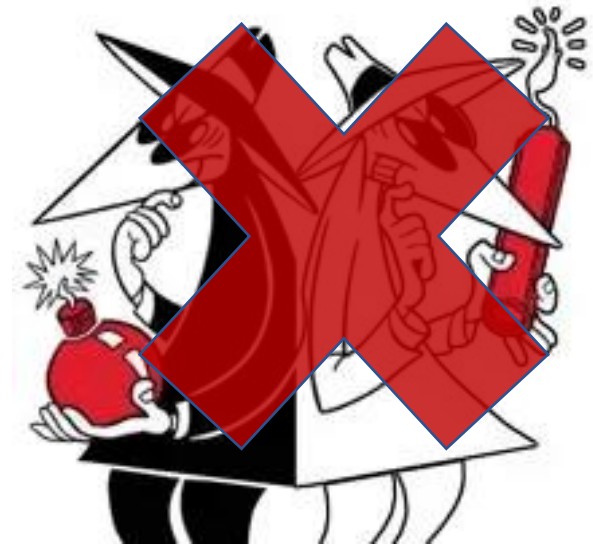


Level the Playing Field The elevation of a separate and independent vendor community

NonStop Vendors that remain
independent of HPE Showcase

NonStop Vendors **with history**
of meeting NonStop user requirements

NonStop Vendors **moving quickly**
to respond to changing business climate



NTI Promoting – Partner Portal



New for 2023 – launched at E-BITUG 2023

A CSP Security initiative fully supported by NTI
Visit CSP for Overview of First Phase

Solutions for every level of Business
More Choice; More Flexibility; Easy to Find

Introductions and Overviews featuring
links to Partner sites

Cooperation with Connect



NTI participation - In Partner Ecosystem



Caught the latest news?

In today's complex world of hybrid IT with data the contributing factor in business differentiation, no NonStop vendor can ignore the value that comes with working with partners.



Partnerships that Deliver the Offense ...

Business Resilience requires Cooperation between NonStop Vendors



The NTI Partner Ecosystem

Bringing together NonStop Vendors with established strengths in adjacent markets for comprehensive support of business resilience.

Thank You

“The monarchy survives and persists because it adapts and it changes and it's always relevant.” - Daily Mail May 6, 2023



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