



# INNOVATIVE CLOUD TECHNOLOGIES

## PERFORMANCE & SECURITY FOR THE CLOUD

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Christophe Levier

Confidential



- 25 years experience in selling complex IT solutions and high-level negotiations
- Management of Sales, SE teams, Partners and Alliances
- Wide-ranging of international experience and skills
- Key relationships with large corporate and mid-market organizations

## Work Experience

- **TENEO FRANCE** General Manager France
- **BPCE** Private Cloud Director
- **AXIANS** Business Development Director
- **FLE** Sales Director
- **CEGID** Sales Executive

## Education

- **IPAG Paris VI** Master / Management

# Performance



# Security



# Costs



# Agility



# Simplicity



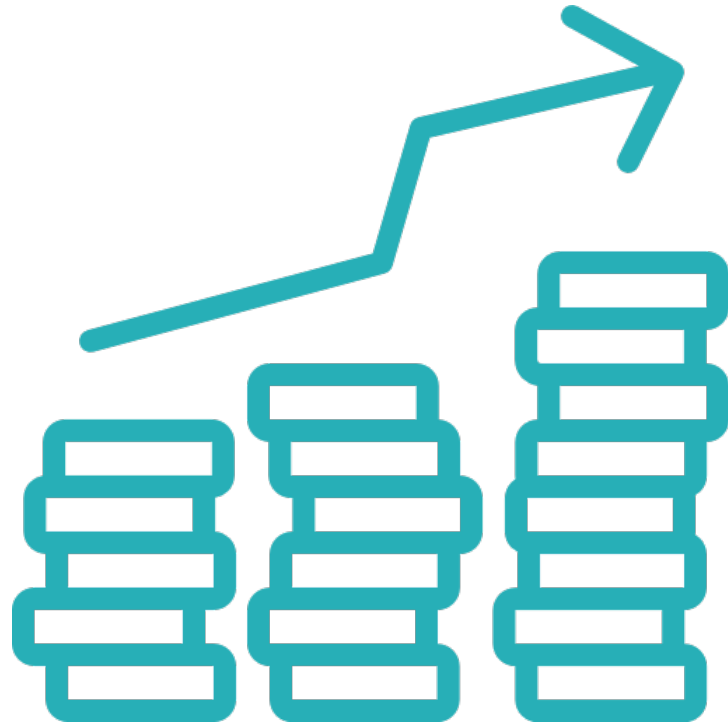
*We help companies to  
Migrate, Optimize and  
Secure Aps & IT Services  
in the Cloud*



# Business Environment & Market

Market	Size	Technology Leaders
Cloud / Wan Optimization	160 Million € in 2016 (France)	Dynatrace, Riverbed, Ipanema, Silver Peak, CloudHealth
Cloud Orchestration / Automation	72 Million € in 2016 (France)	Accenture, Rackspace, Cloud Reach
NAPM	164 Million € in 2015 (France)	Dynatrace, AppDynamics, Netscout
HyperConvergence	145 Million € in 2015 (France)	Nutanix, Simplivity, VCE, Cisco, VmWare, HPE, Scale Computing, Netapp
SD WAN	85% of large corporate companies in 2020 ! (Europe)	Cisco, VmWare, Silver Peak, Talari Networks
CAS	12 Million € in 2017 (France) – 80% of large and medium size companies in 2020 (Monde)	Elastica, Skyhigh, Netskope
SAM	31 Million € in 2015 (France) – 120 M € in 2017 – 20% of large and medium size companies in 2020 (Monde)	Flexera Software, Snow Software
CDN	7 Billion \$ in 2015 (Monde) – 13 Billion \$ in 2019	Akamai, Level 3, CloudFront

# Fast growing market



- ❖ The market targeted by the project represented 650 million euros in 2016 (France)
- ❖ The annual growth rate is above 15% (Europe)



➤ **Innovative IT services company / Next Generation Technology Enabler**

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- Cloud Acceleration, Automation, Orchestration
- Cloud Access Security
- NPM (Network Performance Management)
- APM (Application Performance Management)
- Hyperconverged Infrastructure
- Wan Optimization, SDN (Software Defined Networking)
- CDN Services

➤ **Target : Large accounts and Mid Market**

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- CAC 40 and Large International Corporate Accounts
- Mid Market 6 000 -15 000 employees

➤ **Portfolio**

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- Consulting
- Managed Services
- Professional Services
- Cloud Management Appliance (specific development)



Customer targets

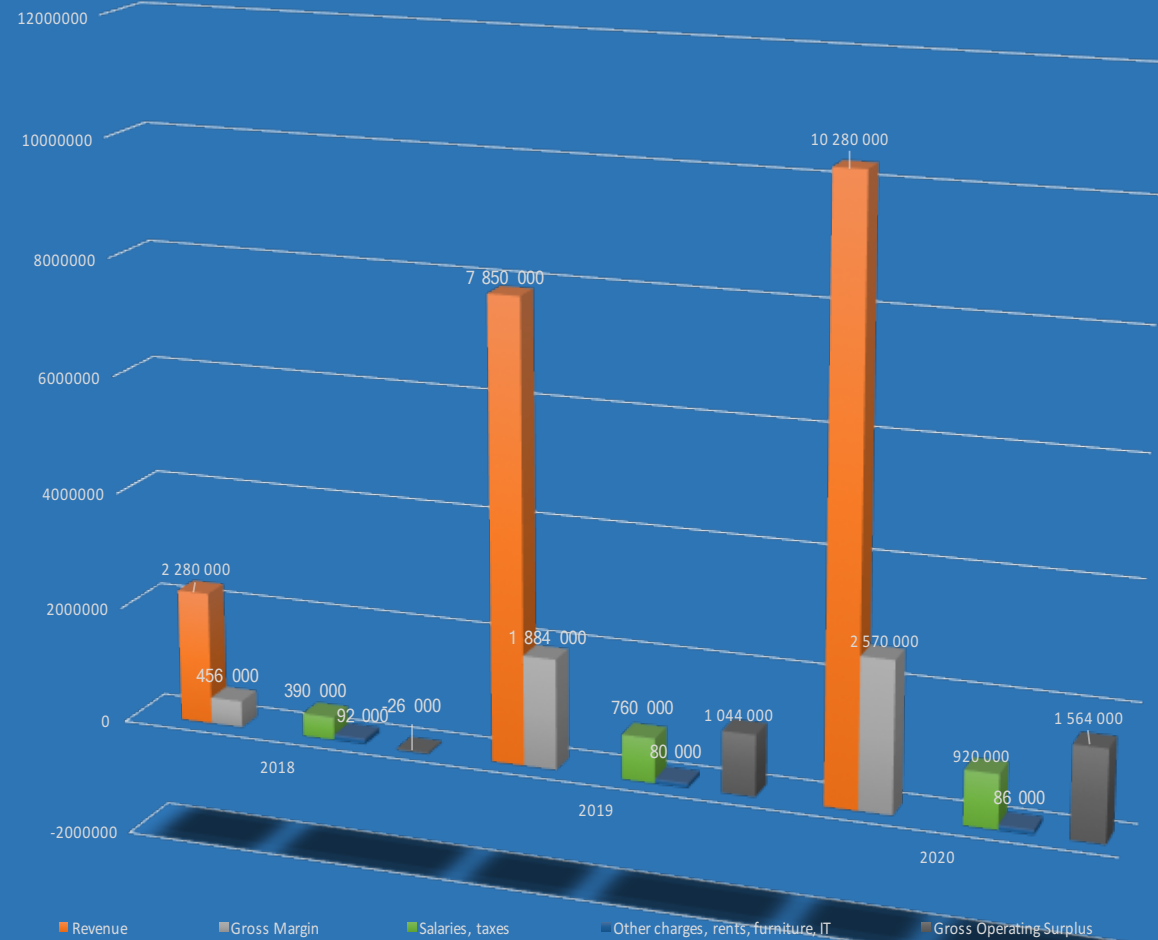






Forecast

Business Plan



# Team & figures



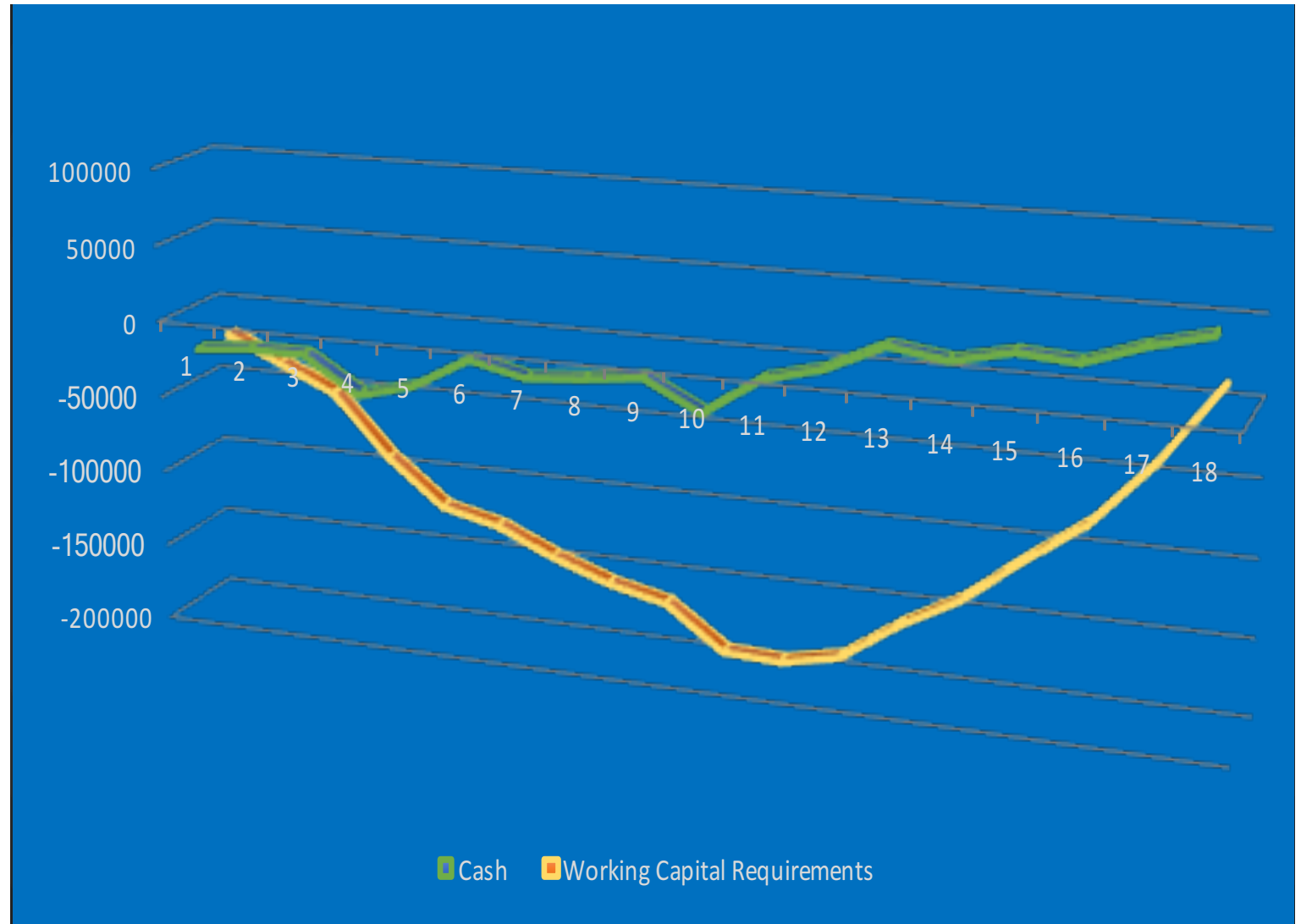
- **2018** : CEO + Consultant + 2 System Engineer
- **2019** : 1 Consultant and 1 System Engineer
- **2020** : 1 System Engineer
- **Cloud Operation Center** in mid 2018

Fugures / Year	2018	2019	2020
Revenue	2 280 000	7 850 000	10 280 000
Gross Margin	456 000	1 884 000	2 570 000
Salaries, taxes	390 000	760 000	920 000
Other charges, rents, furniture, IT	92 000	80 000	86 000
Gross Operating Surplus	- 26 000	1 044 000	1 564 000

18 months Cash  
requirement

	1	2	3	4	5	6	7	8	9
<b>Revenue</b>									
Sales						95 000 €	105 000 €	120 000 €	140 000 €
Trade payable						73 000 €	80 000 €	92 000 €	107 000 €
<b>Net</b>						<b>22 000 €</b>	<b>25 000 €</b>	<b>28 000 €</b>	<b>33 000 €</b>
<b>Expenditures</b>									
Salaries, taxes	13 500 €	13 500 €	13 500 €	26 600 €	26 600 €	26 600 €	33 500 €	36 500 €	36 500 €
Other expenses	6 400 €	2 800 €	2 800 €	12 600 €	2 800 €	3 800 €	7 800 €	4 600 €	4 800 €
<b>Net</b>	<b>19 900 €</b>	<b>16 300 €</b>	<b>16 300 €</b>	<b>39 200 €</b>	<b>29 400 €</b>	<b>30 400 €</b>	<b>41 300 €</b>	<b>41 100 €</b>	<b>41 300 €</b>
<b>Cash</b>	- 19 900 €	- 16 300 €	- 16 300 €	- 39 200 €	- 29 400 €	- 8 400 €	- 16 300 €	- 13 100 €	- 8 300 €
<b>Working Capital Requirements</b>	- 19 900 €	- 36 200 €	- 52 500 €	- 91 700 €	- 121 100 €	- 129 500 €	- 145 800 €	- 158 900 €	- 167 200 €
	10	11	12	13	14	15	16	17	18
<b>Revenue</b>									
Sales	160 000 €	190 000 €	220 000 €	265 000 €	320 000 €	360 000 €	390 000 €	430 000 €	480 000 €
Trade payable	123 000 €	145 000 €	165 000 €	190 000 €	240 000 €	273 000 €	304 000 €	320 000 €	360 000 €
<b>Net</b>	<b>37 000 €</b>	<b>45 000 €</b>	<b>55 000 €</b>	<b>75 000 €</b>	<b>80 000 €</b>	<b>87 000 €</b>	<b>86 000 €</b>	<b>110 000 €</b>	<b>120 000 €</b>
<b>Expenditures</b>									
Salaires, charges sociales	36 500 €	42 300 €	42 300 €	42 300 €	51 700 €	51 700 €	51 700 €	61 100 €	61 100 €
Other expenses	27 600 €	4 200 €	4 200 €	6 300 €	7 000 €	5 200 €	6 800 €	7 800 €	7 800 €
<b>Net</b>	<b>64 100 €</b>	<b>46 500 €</b>	<b>46 500 €</b>	<b>48 600 €</b>	<b>58 700 €</b>	<b>56 900 €</b>	<b>58 500 €</b>	<b>68 900 €</b>	<b>68 900 €</b>
<b>Cash</b>	- 27 100 €	- 1 500 €	8 500 €	26 400 €	21 300 €	30 100 €	27 500 €	41 100 €	51 100 €
<b>Working Capital Requirements</b>	- 194 300 €	- 195 800 €	- 187 300 €	- 160 900 €	- 139 600 €	- 109 500 €	- 82 000 €	- 40 900 €	10 200 €

# Cash and working capital requirements





## Glossary

- **CAS** : Cloud Access Security is a tool for analyzing and monitoring the computer activity towards the Cloud with features of management of access and security rules
- **CDN Services** : High-performance Internet content delivery services enabling the provision of data to users
- **HYPERCONVERGED INFRASTRUCTURE** :It is an IT infrastructure that integrates CPUs, storage, networking, virtualization with simplified, centralized management
- **NAPM** : Solutions to monitor network and applications, optimize performance and availability.
- **SAM** : Software Asset Management – Software solution to manage enterprise's applications: inventory, update, assign resources, audit ...
- **SD WAN** :It is a network architecture model enabling administrators to manage operational tools in an intelligent, automated and optimized way (routing, choice of links, QoS ...)

Thank You

