



Revelio Systems

Performance Metrics for
Cloud-Based Microservices

Our Team



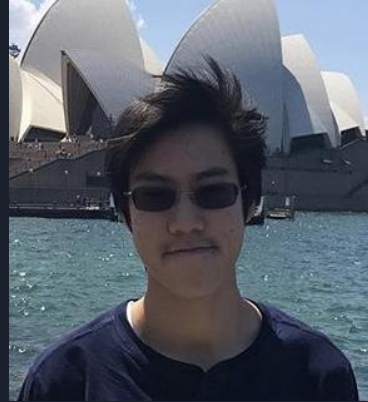
CEO

Akshay Mantri
CS Major



CTO

Soham Roy
CS Major



CFO

Wentao Yang
CS Major

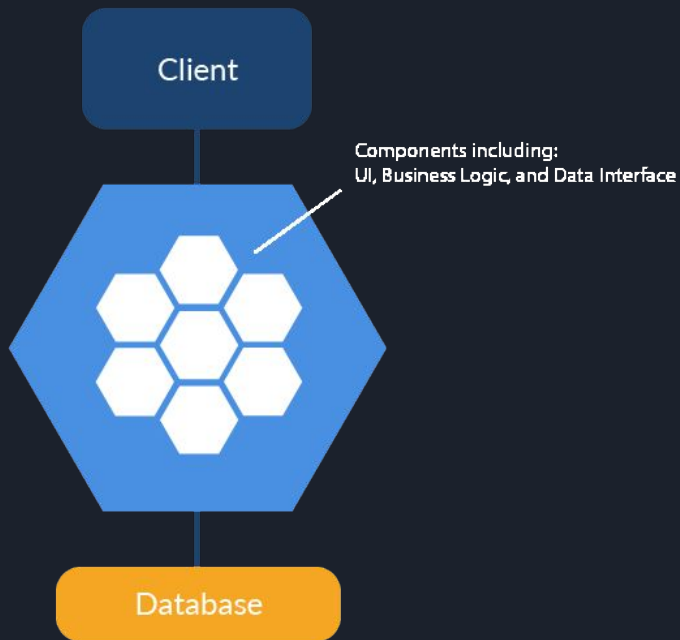


COO

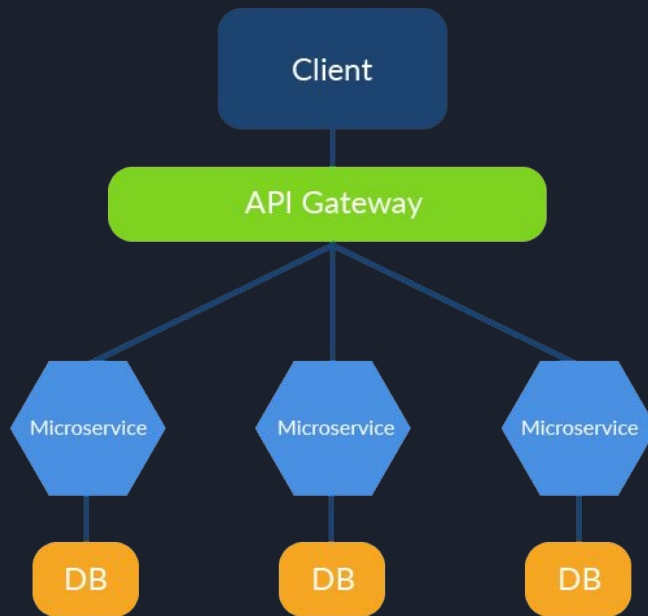
Tejas Saboo
CS Major

What are Microservices?

Monolithic Architecture

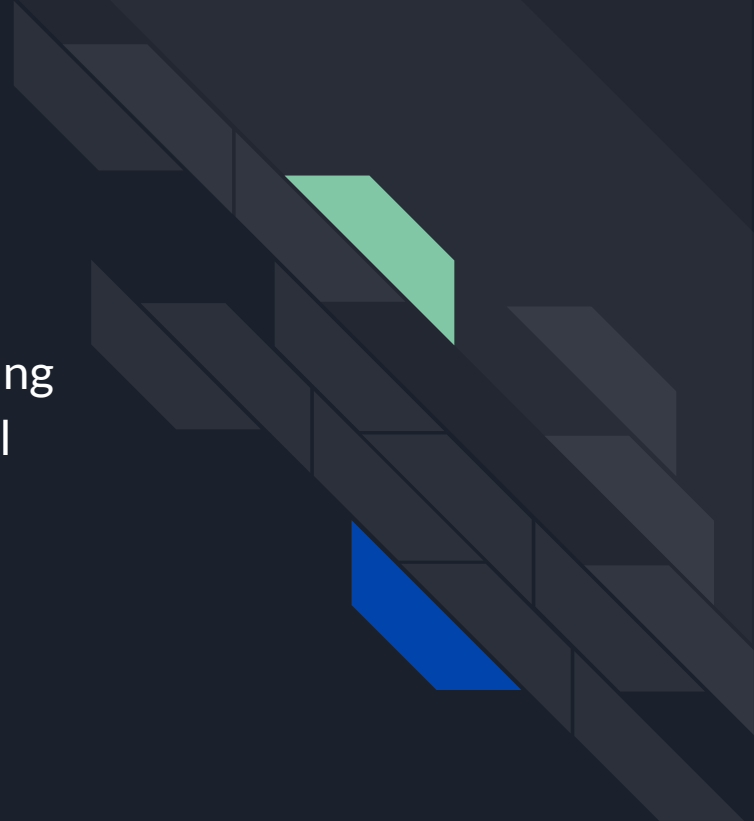


Microservice Architecture



9 in 10

Enterprise development teams are using, or planning on, adopting microservices according to the Global Microservices Trends Report by Lightstep.



Issues With Existing Monitoring Tools



Heavy
Resource Use



Intrusive



Complex

Our Solution



Network Monitoring
at the Gateway



Calculate metrics
using network data



Visualize Metrics



Tech Demo



Next Steps



Improved
Front-End

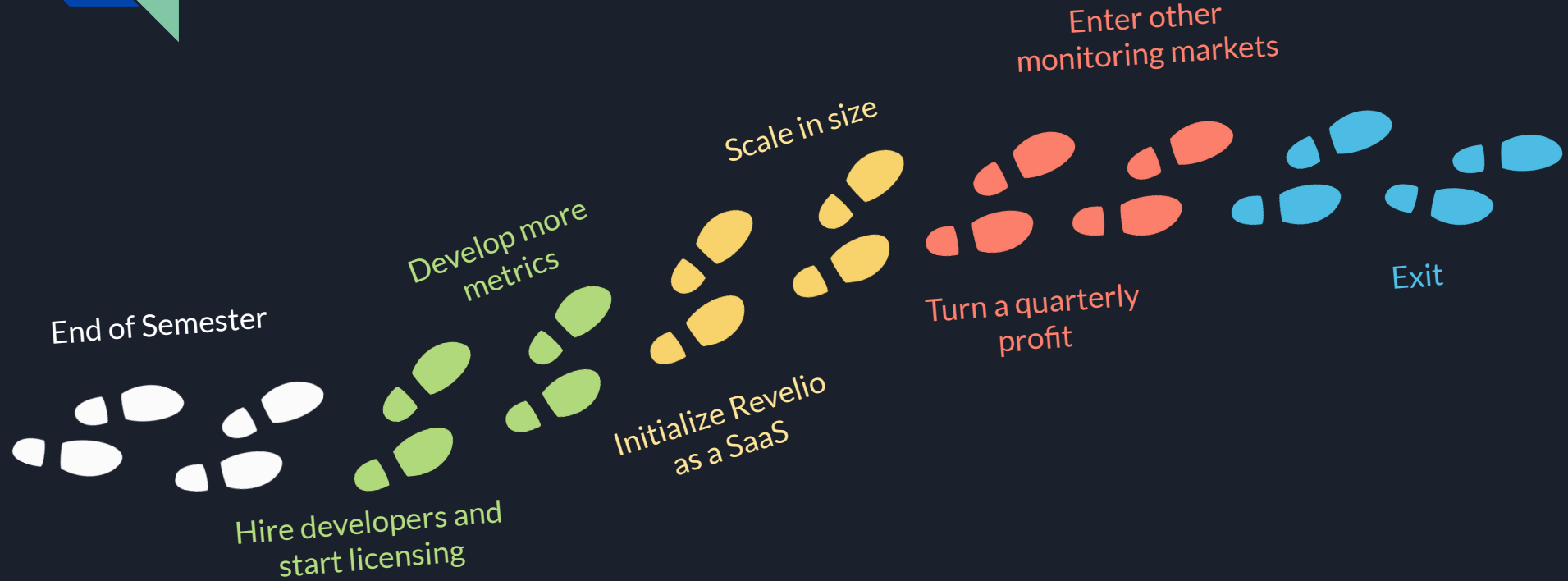


Alert System

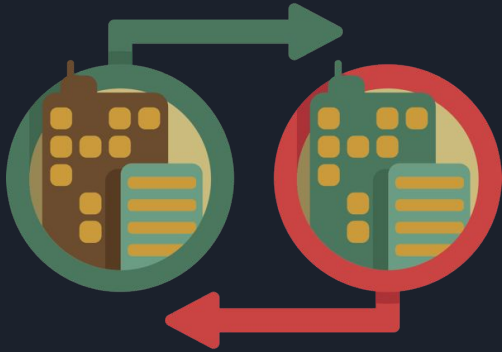


More Metrics!

Timeline



Business Model



B2B Model



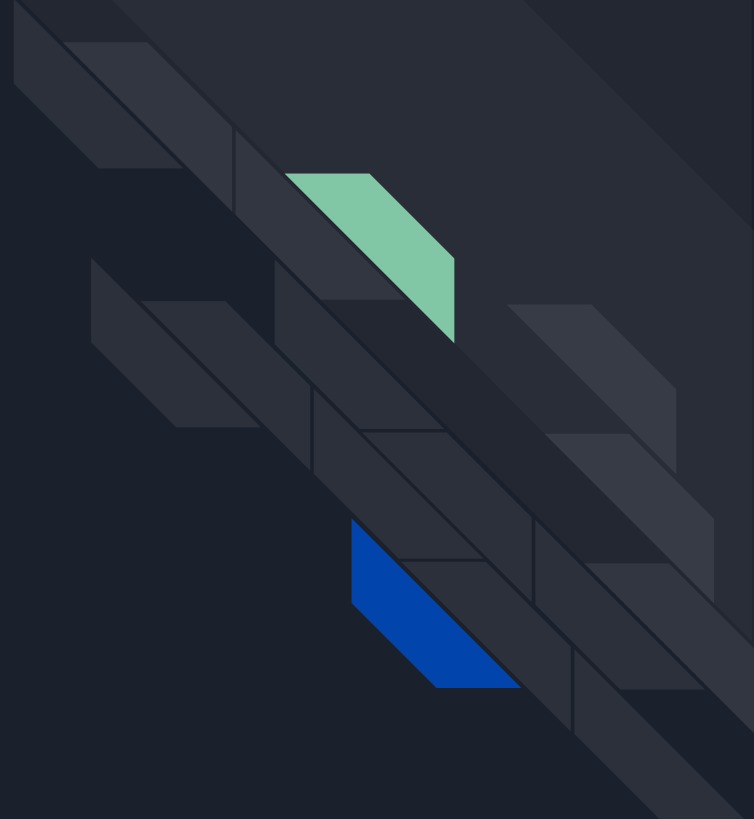
Licensing
Software



Support

\$8,073,000,000

Estimated size of the global microservices
architecture market in 2026, according to an
analysis by Allied Market Research





Marketing Strategy



Contact
Companies

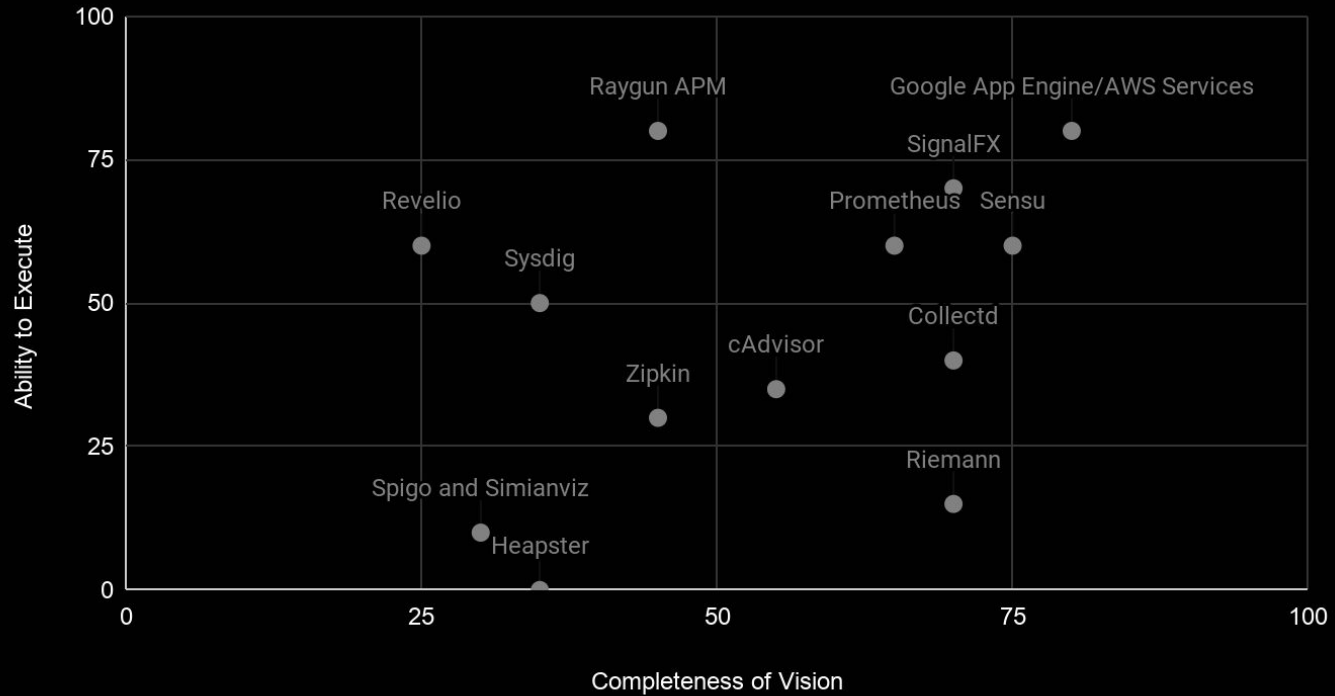


Create Ads and
Informational
Videos



Write a Tech
Blog

Gartner Magic Quadrant



Gartner Magic Quadrant for the Microservices Monitoring Market



Expected Income Statement

Quarter	20Q3	20Q4	21Q1	21Q2	21Q3	21Q4	22Q1	22Q2	22Q3
Revenue									
Licensing	\$2,000	\$5,000	\$9,000	\$14,000	\$20,000	\$27,000	\$35,000	\$44,000	\$54,000
SaaS	\$0	\$0	\$0	\$0	\$10,000	\$20,000	\$40,000	\$70,000	\$100,000
Total	\$2,000	\$5,000	\$9,000	\$14,000	\$30,000	\$47,000	\$75,000	\$114,000	\$154,000
Annual		\$7,000				\$100,000			
Expenses									
Sales & Marketing	\$5,000	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000	\$25,000	\$25,000	\$50,000
R&D									
Salaries	\$50,000	\$50,000	\$50,000	\$50,000	\$100,000	\$100,000	\$200,000	\$200,000	\$250,000
Technology	\$1,000	\$1,000	\$1,000	\$1,500	\$1,500	\$2,000	\$2,000	\$2,500	\$2,500
Other (Legal, etc)	\$2,500	\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$10,000
Total	\$58,500	\$58,500	\$58,500	\$61,500	\$116,500	\$117,000	\$234,500	\$235,000	\$312,500
Annual		\$117,000				\$353,500			
EBITDAE	-\$56,500	-\$53,500	-\$49,500	-\$47,500	-\$86,500	-\$70,000	-\$159,500	-\$121,000	-\$158,500
Annual		-\$110,000				-\$253,500			



Expected Income Statement

Quarter	22Q4	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q3	24Q4
Revenue									
Licensing	\$65,000	\$77,000	\$90,000	\$104,000	\$119,000	\$135,000	\$152,000	\$170,000	\$189,000
SaaS	\$140,000	\$190,000	\$250,000	\$320,000	\$400,000	\$490,000	\$590,000	\$700,000	\$820,000
Total	\$205,000	\$267,000	\$340,000	\$424,000	\$519,000	\$625,000	\$742,000	\$870,000	\$1,009,000
Annual	\$548,000				\$1,550,000				\$3,246,000
Expenses									
Sales & Marketing	\$50,000	\$75,000	\$75,000	\$75,000	\$75,000	\$100,000	\$100,000	\$125,000	\$125,000
R&D									
Salaries	\$250,000	\$300,000	\$300,000	\$300,000	\$400,000	\$400,000	\$450,000	\$450,000	\$500,000
Technology	\$2,500	\$2,500	\$3,000	\$3,000	\$4,000	\$4,000	\$5,000	\$6,000	\$7,000
Other (Legal, etc)	\$10,000	\$12,500	\$12,500	\$15,000	\$15,000	\$20,000	\$20,000	\$25,000	\$25,000
Total	\$312,500	\$390,000	\$390,500	\$393,000	\$494,000	\$524,000	\$575,000	\$606,000	\$657,000
Annual	\$1,094,500				\$1,667,500				\$2,362,000
EBITDAE	-\$107,500	-\$123,000	-\$50,500	\$31,000	\$25,000	\$101,000	\$167,000	\$264,000	\$352,000
Annual	-\$546,500				-\$117,500				\$884,000

Special thanks to
Regan Brickman,
Srikar Vinnakota,
and Trend Micro!



Any Questions?

