

# **NTI embraces Continuous Adaptation**

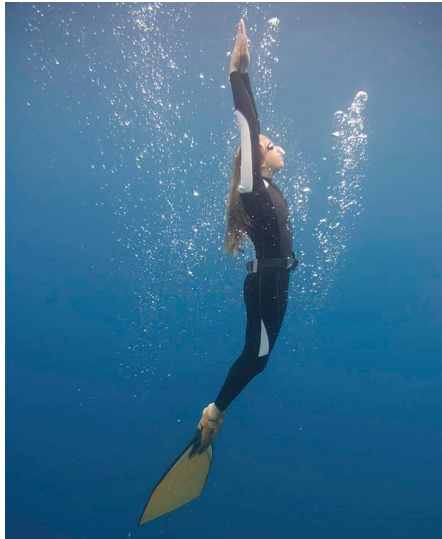
**Embracing  
Continuous Adaptation,  
Delivering  
Business Resilience.**

Richard Buckle  
Chief Storyteller  
NTI Marketing Team

# Bubbles up!



Less about what's down in the weeds and  
more about what's up above the surface



When your compass is spinnin'  
And you're lost on the way  
Like a leaf in the wind friend  
Hear me when I say

Bubbles up ...

They will show you the surface  
The plot and the purpose

[www.lyricsmoj.com/bubbles-up-jimmy-buffett](http://www.lyricsmoj.com/bubbles-up-jimmy-buffett)





# 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 NonStop users  
demanding a premier data replication solution**

Hundreds of NonStop  
system deployments

Hundreds of use case  
scenarios



# NTI: Bridging the “relevancy gap”



## Relevance of your core competencies

The vast majority (88%) of executives believe that customers and employees are changing faster than they can change their businesses, which is **leading to a crisis of relevance**, according to a new report from Accenture.

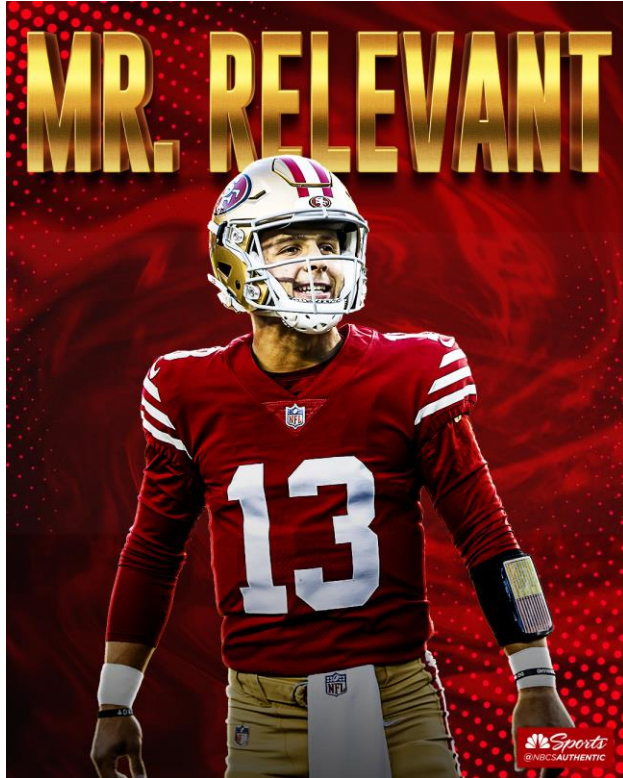
We believe businesses need to evolve to not only stay relevant but to be useful to customers.



NEW YORK; July 26, 2022  
Accenture Newsroom



# San Francisco 49ers – 7<sup>th</sup> 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

# San Francisco 49ers – 3<sup>rd</sup> and 10<sup>th</sup> 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 3<sup>rd</sup> 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 10<sup>th</sup> round.*

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



# San Francisco 49ers – 1<sup>st</sup> Round Draft Pick?



## Cowboys acquire Trey Lance: Revisiting 49ers' disastrous draft trade and how other teams involved struck gold

Five different clubs came away with All-Pro-caliber talents

 By [Cody Benjamin](#) Aug 26, 2023 at 10:31 am ET • 2 min read



1/SATS1

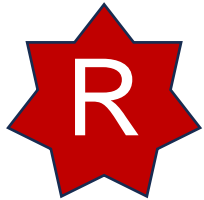
## Crisis of relevance ... resolved!



# Back to school – Learning the four Es



Starting with core competencies



**The 3 Rs of  
Education...**

Reading  
'Riting  
'Rithmetic



**The 5 Ps of  
Marketing ...**

Product  
Price  
Promotion  
Place  
People



**The 4 Es of  
Data-Driven ...**

Extricated “freed from disasters”  
Embraced “adjust and communicate”  
Executed “put into effect”  
Enhanced “further improve the value”



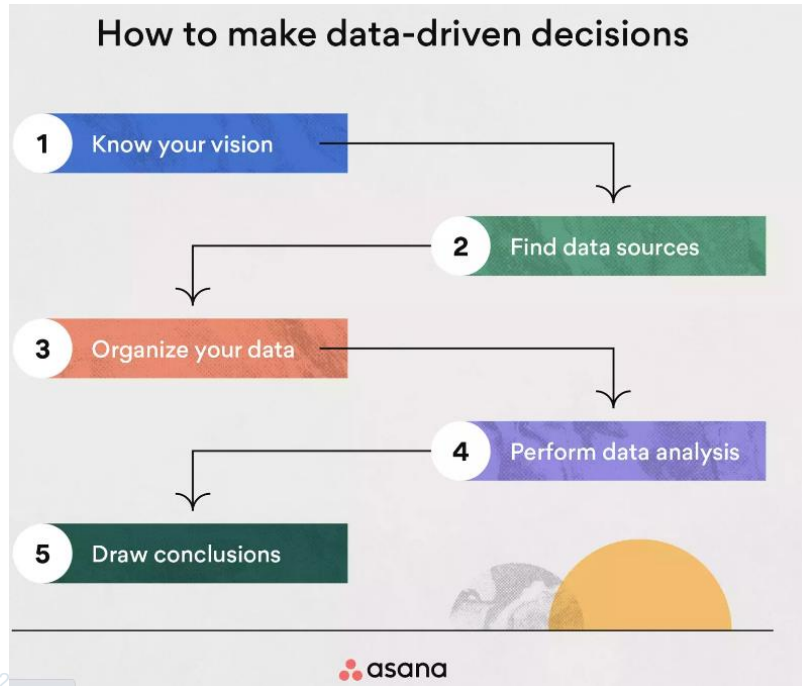
NTI making data decisions easy with DRNet<sup>®</sup>/Unified for HPE Customers.

## FREE FROM CONSTRAINTS. Data Replication, Business Continuity, Extricated.

# Journey to data-driven enterprise



Robots: “But now I'm free  
There are no strings on me ...”



## Extricated

the act of freeing  
someone or something  
from a tangled  
situation.



# Continuously Adapting: meeting needs of data driven enterprises

“The Cleanest Data lives on NonStop”  
- Kirk Bresniker

### 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

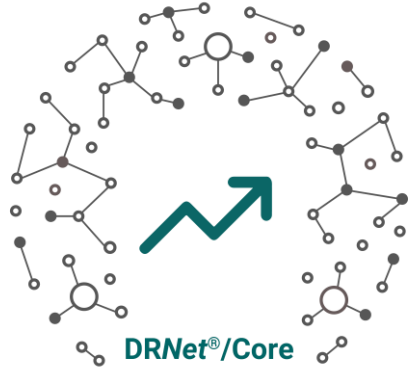


## Delivers business continuity solutions to the HPE NonStop community

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<sup>®</sup>, Unix<sup>®</sup> and Linux<sup>®</sup>



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 flexibility DRNet®/Vision and DRNet®/Open provides solutions 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<sup>®</sup>/Unified for Business Integration



## Two features; a single product package

Adding a combination of DRNet<sup>®</sup>/Vision and DRNet<sup>®</sup>/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<sup>®</sup>/Core**

## 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®





# Embraced



NTI making data decisions easy with DRNet<sup>®</sup>/Unified for HPE Customers.

**DRIVEN BY CHANGE.**

**Continuous Adaptation**

**Embraced.**





# Respond to change

Octopus change not only its coloring, but also the texture of their skin to match rocks, corals and other items nearby



## Embraced

being open to new ideas, taking calculated risks and experimenting with different approaches

# Industry changing – or is it?



Nothing but blue skies, do I see ...

"For legacy or complex enterprise workloads, enterprises are realizing that simply lifting and shifting applications from on-premise to public cloud is a bandaid, not a permanent fix.

" ...cloud can help you solve the infrastructure question, but leaves the modern application architecture question still hanging.

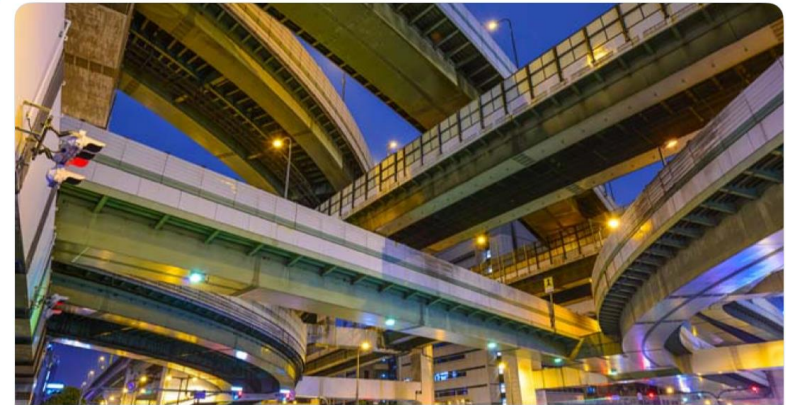
"Cloud is NOT cheaper and does not rid you of redundancy, the two cases for public cloud we were all convinced about 10 years ago."

Abhishek Singh  
Everest Group.



**The Register** @TheRegister · 2h

Cloud is here to stay, but customers are starting to question the cost



theregister.com

Cloud is here to stay, but at what cost, ask customers



1



3



# 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.”



# 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**

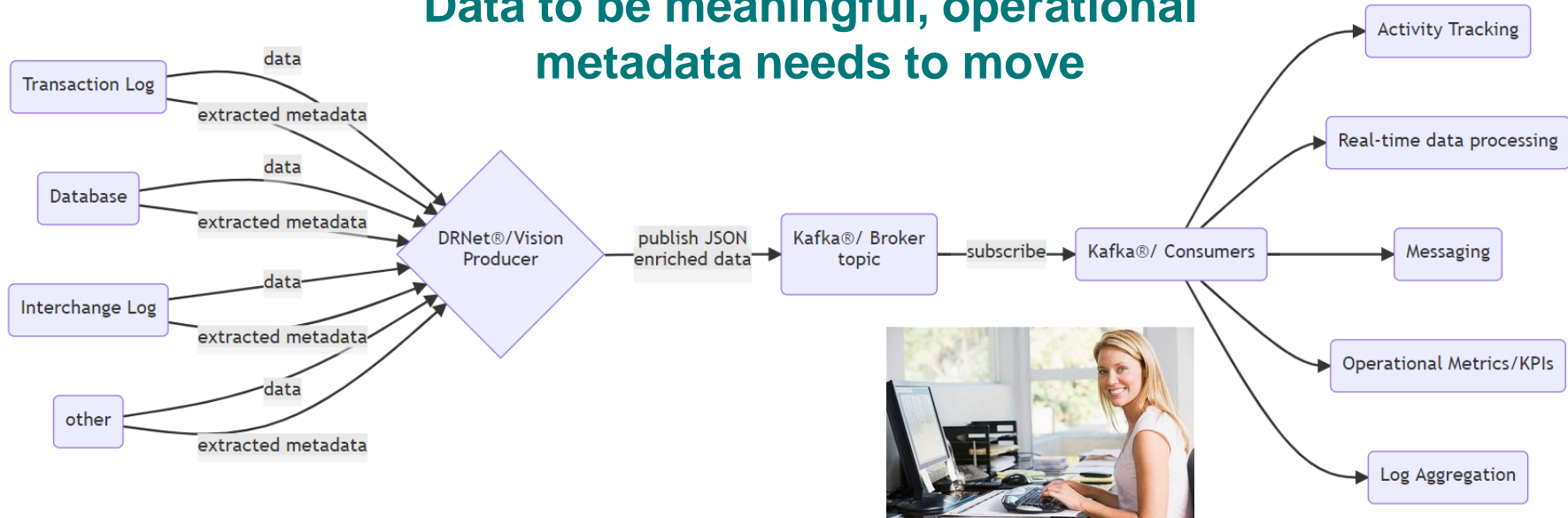


# Adapt – Entering the world of Kafka



## DRNet<sup>®</sup> /Vision - Publish and Subscribe

Data to be meaningful, operational  
metadata needs to move



Kafka, a time series database,  
supports visualization with Grafana

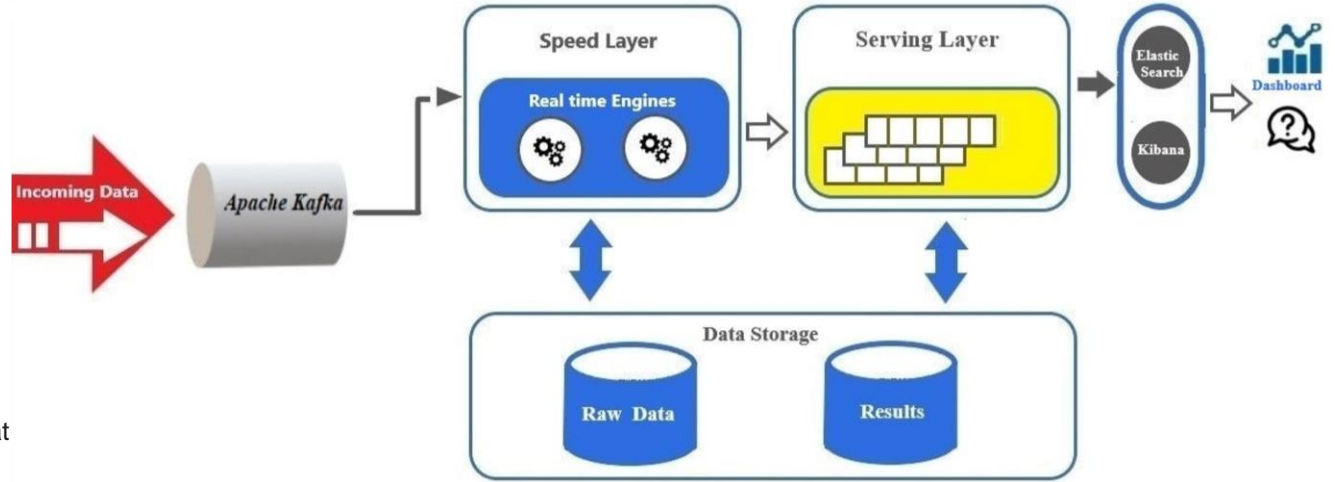
# Leveraging Kafka for Kappa Architecture

## Kappa for Transactional and Analytical Workloads

Contrary to a data lake, event-streaming-powered Kappa architectures enable transactional workloads in addition to analytical workloads too.



CDC streaming is a technique that enables organizations to capture and transmit real-time data changes in data sources like SQL



For instance, Kafka and its ecosystem support exactly-once semantics so that you can build your next payment platform for aftersales or customer interactions with mission-critical SLAs, low latency, and fault-tolerance built-in. Independently, the data science team consumes historical events for finding insights in a batch process using machine learning.

# Bridging worlds of Transactions and Analytics



**Leveraging the replication skills of NTI;  
embracing the capabilities of DRNet<sup>®</sup>/Unified**



Analytics will be performed “off-platform”

This freshest data wins!

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



# NTI: Highlighting Customers

## DRNet<sup>®</sup> in the real world leveraging product packaging

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<sup>®</sup>:

An **Active/Active** environment

**DRNet<sup>®</sup>/Open** to ship data to external systems

**DRNet<sup>®</sup> API** to convert records (to external formats)

DRNet<sup>®</sup> to **manage migrations** (of applications)

New Zealand's leading payments processor continues to rely on NTI in meeting its data needs with DRNet<sup>®</sup>





# Executed



NTI making data decisions easy with DRNet®/Unified for HPE Customers.

**POWER OF PARTNERS.**

**Ecosystems Alliances Executed.**



# Matching capabilities with opportunities



Honeybees have evolved an extraordinary form of communication known as the "waggle" dance.



**Executed**

**having the employees  
be required to support a  
company's strategy**

# Partnerships that deliver Business Resilience



## Absorb and adapt calls for 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

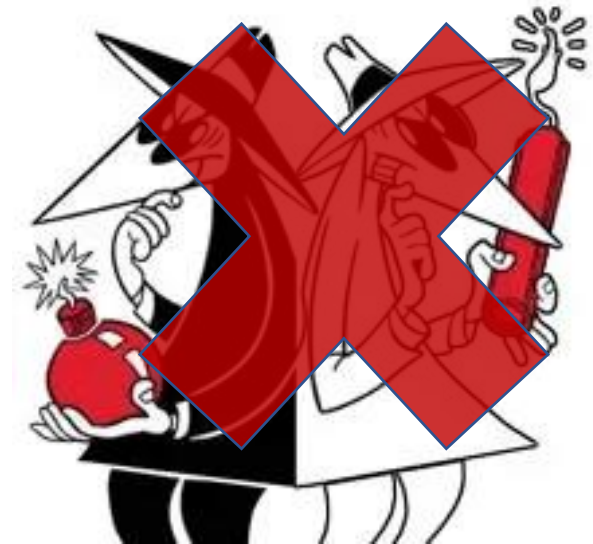


## Level the Playing Field The elevation of a separate and independent vendor community

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 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.

  
Hewlett Packard  
Enterprise

  
TAND

  
tcm

  
comforte

  
CSP  
COMPUTER SECURITY PRODUCTS, INC.

  
kuvasz

  
ODYSSEY  
INFORMATION SERVICES

  
FIS

  
Ascort

  
U.S. Consulting Services, Inc.  
NonStop Solution

  
PYALIA  
Technologies



# Partnership that delivers TANDsoft



## **DRNet<sup>®</sup>/FileSync**

Automatically monitors, replicates and synchronizes application environments and non-database files

## **DRNet<sup>®</sup>/XPbr**

Introducing DRNet<sup>®</sup>/XPbr addition of Express Backup/Restore featuring FS Backup and Restore

## **DRNet<sup>®</sup>/XPcr**

Introducing DRNet<sup>®</sup>/XPcr addition of Express Compare/Repair featuring FS Compare and Repair



Block Hash Compare technology is what makes this solution blazingly fast. When discrepancies are detected, FS Compare and Repair drills down to display the rows, records, columns and fields that are out-of-sync and offers the user the option to repair the target file



# NTI participation In Partner Alliance



**New for 2023 – launched at TBC 2022**

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

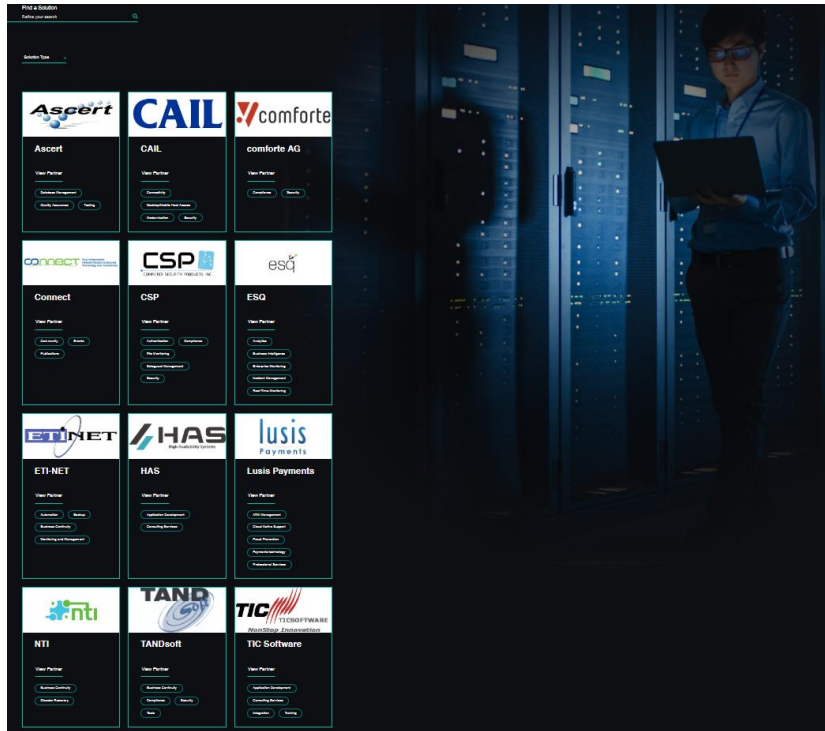
Solutions for every level of Business  
More Choice; More Flexibility; Easy to Find

Introductions and Overviews featuring  
links to Partner sites

Cooperation with Connect



# Visit the Partner Alliance Portal



**One community:  
NonStop vendors commitment  
is growing**

**One objective:  
Become a place to turn to for  
information on NonStop vendors**

**One outcome:  
NonStop users will have options  
from which to chose**

<https://www.gnsalliance.com/>



# NTI: Highlighting Customers

## NonStop Systems deliver data centric platform



NTI team “New Logo” with DRNet<sup>®</sup>/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



# Enhanced



NTI making data decisions easy with DRNet<sup>®</sup>/Unified for HPE Customers.

**DELIVERING PROSPERITY.**

**Crisis Reduction, Business  
Resilience, Enhanced.**

# Weaponizing Data



Emperor penguins are known to be some of the most resilient living creatures on earth.



## Enhanced

change or the process of change, brought about, to improve a product or service and to increase its value



# 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



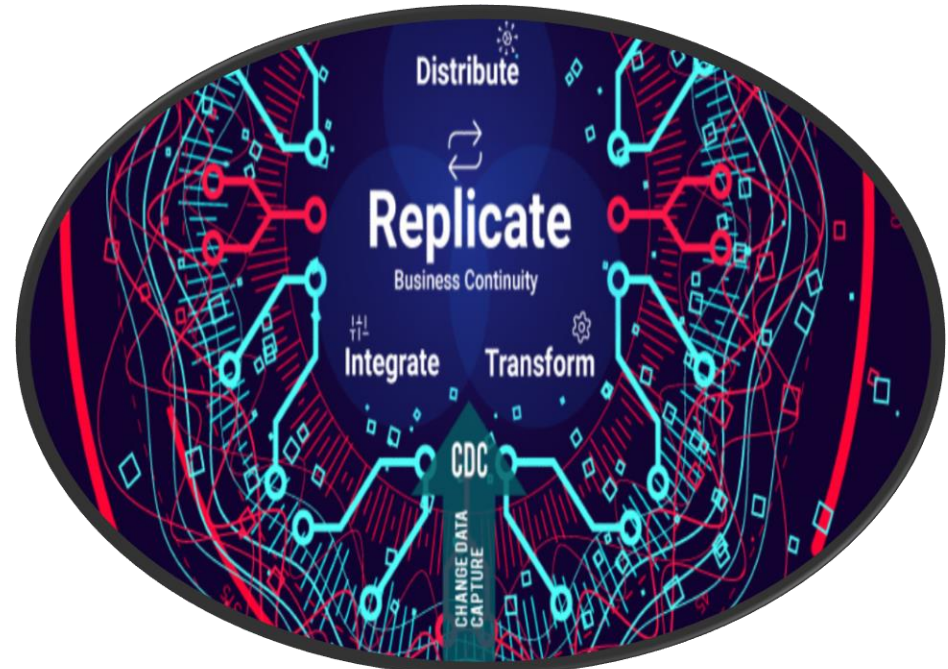
“The ability of an organization **to absorb and adapt** in a changing environment to enable it to deliver its objectives and to survive and prosper.”

# Products that Deliver the Offense ...



## Business Resilience requires Flexibility within the Immune system of NTI Products

An immune system built on the capability of DR/Net<sup>®</sup>/Unified to replicate data and to distribute to air-gapped / immutable storage as well as replicate data and integrate with analytics.



# 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.

# Adding Offense in support of the Defense



What does an enterprise, having embraced business resilience, consider as its offense?

The offensive line in American football protects the quarterback and in taking on the aggressor, pushes forward opening the way for new plays.

So it is in the world of business.

Enterprises are on the defensive about core competencies but also absorb and adapt to change and, through business resilience, open the way to new products and services.



# Come celebrate and let's talk offense!



**NonStop Community Celebration**  
**WEDNESDAY, SEPTEMBER 13**  
**6:00 PM - 8:00 PM**  
**PARTNER PAVILION (COLORADO BALLROOM)**

**NonStop Community Celebration - Extended**  
**WEDNESDAY, SEPTEMBER 13**  
**7:30 PM – 10:30 PM**  
**PRESIDENT SUITE 2002**



# Thank You



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