

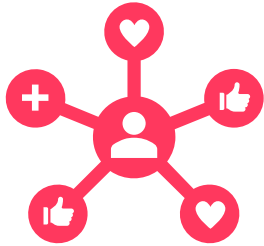


AIMS AIOps Partner Proposition

**AIOps = Artificial Intelligence
in IT Operations**



Digital business transformation & cloud adoption drives complexity beyond control

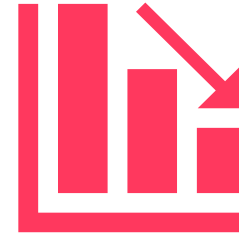


Situation:

Business digitalization continues and drives new critical projects

Exponential increase in IT complexity

IT Ops resources & traditional tools are no longer adequate



Consequences:

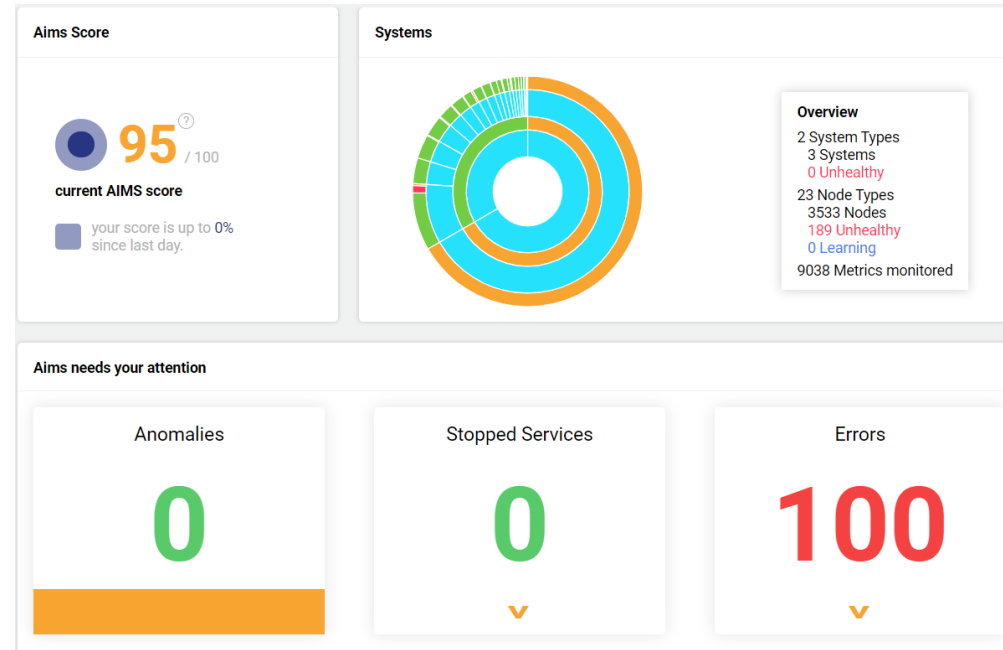
Disrupted services leads to financial losses & upset customers

Reactive firefighting demotivates team & reduces productivity

Diminished confidence from Business in IT organization

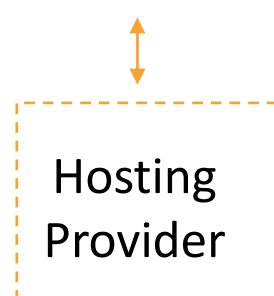
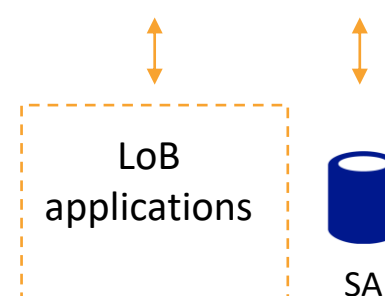
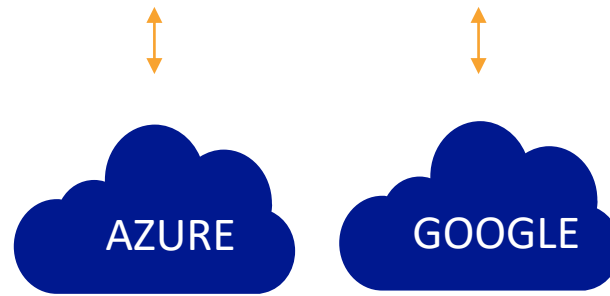
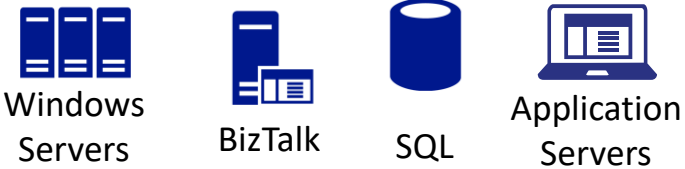
Unique SaaS product built from customer needs

AIMS AIOPS



1. Anomaly Detection
2. Predictive Analysis
3. Optimization Analysis
4. Root Cause Analysis
5. Intelligent Automation
6. Azure cost control
7. Business Intelligence

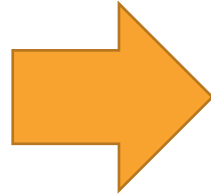
On premise



Uniqueness proven by clients – creating advantage over competition

Unique Capabilities

- Depth and width of data
- Quick install
- Proprietary Artificial Intelligence
- Technology agnostic platform

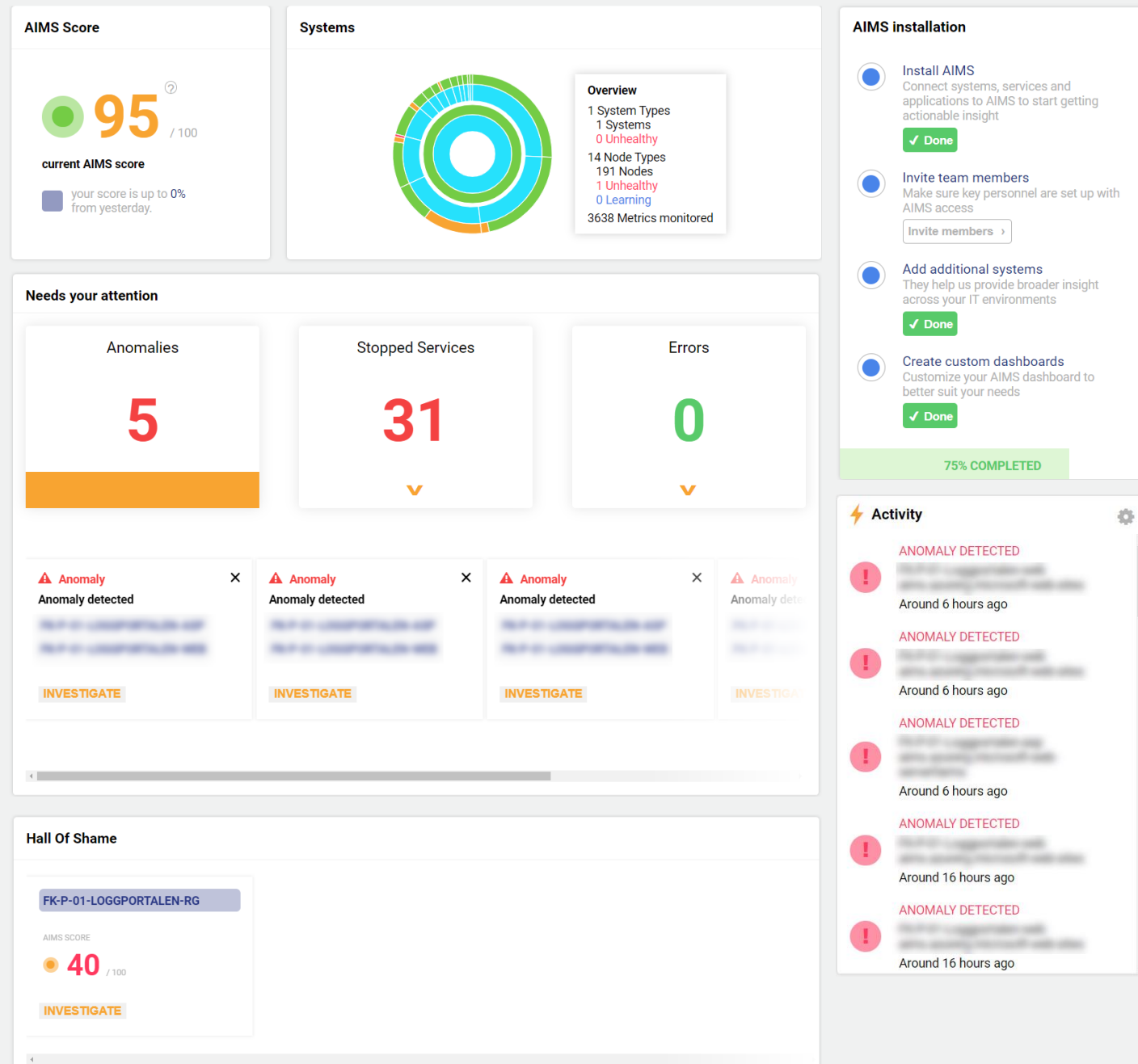


Competitive Differentiation

- Fast time to value
- Robust coverage
- Actionable Business insight

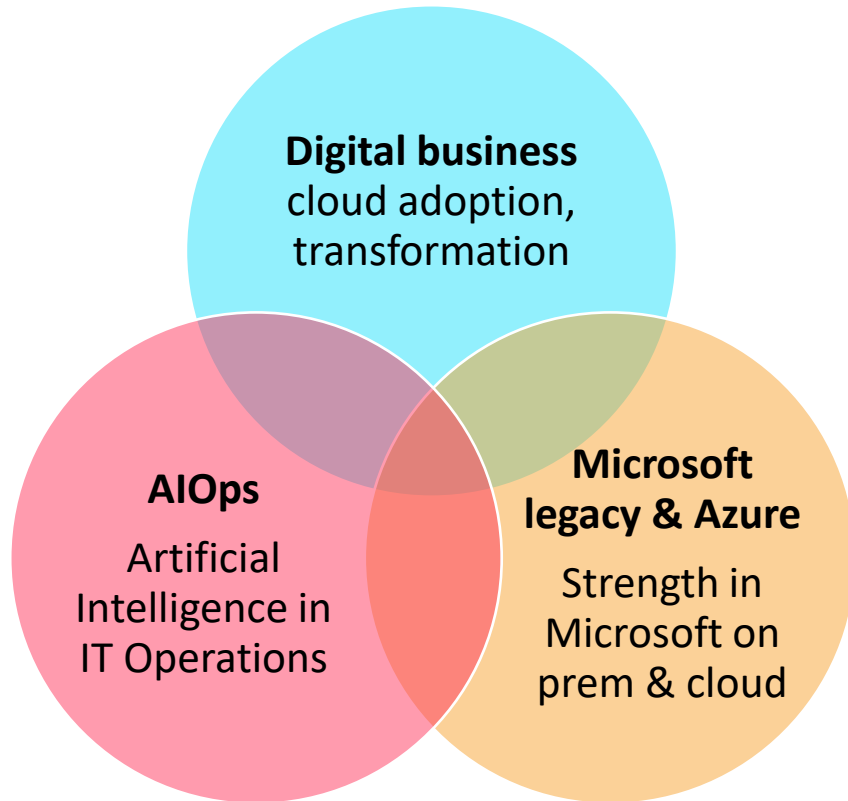
AIMS Machine Learning & Artificial Intelligence powers unique capabilities

- **Massive data** : Analysis of massive data across systems. Allows comprehensive coverage across systems.
- **Anomalies** : ML identifies normal behavior and real time deviations and actionable anomalies – performance / business / costs
- **AIMS Score** : live calculation of the state of the overall IT environment and individual services to understand your weak areas
- **Live activity feed** : understand what is happening across your system in real time
- **Auto-discovery** of new resources to understand deployments, manual errors and cost drivers.



Recognised position in the market

A clear positioning in a massive market



Recognized by users and analysts



Gartner®



Co-sell approved

Partner First : Land and expand model with a massive market opportunity



Add-on consultancy / customization

- Add value with additional customization and consultancy

Managed Service Upsell

- Opportunity to build strong customer relationship and stickiness through MSP proposition

Land as resell with revenue share

- Typical land at 10-30 K \$ with annual expansion target of 30%

Low effort Free trials / Proof-Of-Concepts

- Easy install of free trials running for 2-4 weeks demonstrating value

Joint marketing

- Online content / digital marketing
- Events : online & physical
- Joint sales calls

Massive MSP & Consulting market

+

Multi billion \$ AIOps / APM / ITOM market



Schedule a meeting to discuss:

- Joint market opportunities**
- Revenue opportunities**
- Incentives & support**

www.aims.ai