

An aerial photograph of a city skyline, likely New York City, featuring numerous skyscrapers and dense urban development. The word "Hello" is superimposed in large, white, sans-serif capital letters across the upper portion of the image. The sky is a clear, vibrant blue with a few wispy clouds.

Hello

MT-C COMPANY PRESENTATION

20 YEARS OF KNOWLEDGE



“Great things in business are never done by one person. They're done by a team of people.”

STEVE JOBS.

COMPANY PRESENTATION

MT-C is a dedicated computer software company, formerly a spin-off of Memorex-Telex. The organization focuses on the development of data protection software since 1997. Today, MT-C is specialized in software engineering to create intelligent storage solutions which are innovative, strategic and capable of responding to the real market issues.

**MT-C HELPS AND HAS THE TRUST OF INTERNATIONAL COMPANIES.
TODAY, INDUSTRIES HAVE CONSTANTLY GROWING NEEDS
FOR POWERFUL AND EXPLOSIVE CAPACITY SYSTEMS.**

MT-C technologies and solutions are massively used in industries such as: Life Science, Biomedical, Genetics, R&D centers, Cloud Service Providers, Media, Retail, Banks and Insurance that need guaranteed and flawless data storage, data archiving and data protection.

Our unique solutions are easy to use, highly flexible, upgradeable and interoperable with the different environments that make up their IT architecture.

MILESTONES OF MT-C

1997 Company creation (management buyout of Memorex Telex) and foundation of the LMS software. International business development in partnership with major vendors.

2012 Company taken over by Phoenix Corporation. Valery Guillaume assumes leadership as CEO and sketches the outlines of NODEUM, a Hybrid Software Defined Storage platform.

2016 NODEUM launches in the market. New investors join the Board of Directors to accelerate the company growth.

2016 AWARDS

NODEUM is [certified LTFS](#) by The LTO Program.

MT-C is recognized by [The Silicon Review](#) as one of the « 50 best companies to watch » in 2016.

MT-C is named by [The CIO Review](#) as one of the « 20 most promising storage solution providers 2016 ».

KEY FIGURES 2016

Product Line 

Research & Development Team 

Team growth 

Software installation on field 



A DESIRE TO INNOVATE

MT-C is the vehicle to address the digital transformation in storage requirements of enterprises. Our studies have brought up 5 strategic challenges that will be game changers in the IT landscape in the coming years.

- Explosion of data volumes;
- Accessing data quickly and effortlessly;
- Long-term data retention policies;
- Increased absolute data security and integrity;
- Environmental and cost considerations prioritizing reduced storage energy consumption.

“The primary factor that led to the emergence of NODEUM is directly linked to the vast explosion of digital content” - Valéry Guillaume, CEO of MT-C.

There is an unprecedented and exponential increase of volumes of data that need to be managed. As a result, industries can hardly predict the data flow that will have to be stored in 3 or 5 years from now. Customers face new challenges but do not have the right tools to manage safely, quickly, easily and cost effectively such large volumes of data. While current technologies were a good and affordable solution in the past, today, newly generated volumes of data require new solutions. Moreover, storing data is one thing. Accessing it quickly and effortlessly is another. Therefore, to respond to these strategic challenges, the MT-C mantra is to develop and design unique and open solutions.

« Our clients are our number one supporters and keep us motivated in our quest for excellence to continually improve our unique technologies, designs, ease of operations, flexibility and economics » - Valéry Guillaume, CEO of MT-C.

CLOSE TO OUR CUSTOMERS

MT-C is aware of the needs of its users. The company is close to its customers and carefully listens to their needs, supports them, and continuously improves its solutions in order to deliver enhanced performance. Worldwide leading companies use MT-C solutions in their challenging environments.

The proximity. Being in a strategically area, MT-C guarantees you a tracking from A to Z. In fact, the company can intervene in the implementation of its solutions and it supports you in your projects. This is especially important when you might be led to encounter situations that require immediate action.

The support. MT-C delivers fast and quality responses to its customers' requests. In fact, MT-C team is able of adding software changes and fixes in a very short timeframe. To complete the experience of its customers, MT-C plans trainings for local technicians on the solution that will be installed on their site.

"It's easy to say that entrepreneurs will create jobs and big companies will create unemployment, but this is simplistic. The real question is who will innovate."

- Guy Kawasaki

"We find that NODEUM is a complete software, it really does the job, it offers a lot of important functionalities for an archiving tool. We also have a good contact with MT-C and the opportunity to contribute to the software improvement is very interesting for us."

- Colmant Gary, IT at I.P.G Group

HOW WE DIFFERENTIATE MT-C

MT-C is a continuously growing company. Its software engineering allows to provide high value features to its customers. This gives MT-C the capability to answer specific business requirements thanks to pragmatic and unique products. MT-C fulfills the product strategy through an agile lifecycle that enables to execute the best services to its customers.

FOUNDERS AND BOARD, A LEADERSHIP TEAM



VALERY GUILLEAUME

CEO & FOUNDER

Valery Guillaume is the CEO and Chairman of MT-C, and Founder of NODEUM. With entrepreneurship in his DNA and sensing opportunity, Valery Guillaume acquired MT-C as the vehicle to address the changing storage requirements of enterprises. Valery Guillaume led Global & International IT Teams in various multinational companies. Valery Guillaume earned a Master in Engineering degree in Computer Science and received a Bachelor degree in Computer Science from HEPL, Belgium.



JESSICA DELAGE

COO / CFO

Jessica Delage has served in various position related to Tax and Accounting Management Services advisor and financial management positions. She led financial services in various companies and international groups. Jessica Delage earned a Bachelor degree in Tax & Accounting from HELMO, Belgium.



JOEL LUDVIGSEN

NON-EXECUTIVE DIRECTOR

Joel Ludvigsen is a director of MT-C. In addition to his director role at MT-C, Mr. Ludvigsen serves as CEO of Skultuna Induflex (manufacturing) and is on the Board of Directors of Asia Alternatives Belgium (private equity funds-of-funds) and Peep (mobile social app for sports). Prior experience includes leadership roles at KPMG, Bain and Company, uBid.com, and SWIFT. Joel Ludvigsen earned an MBA at Harvard Business School and received a Bachelor of Arts degree in Economics, Accounting and Spanish from Luther College in Decorah, Iowa.



MICHEL PERUCH

NON-EXECUTIVE DIRECTOR

Michel Peruch has served as Executive Senior Manager, Director, GM, COO and CEO in several PE backed companies for 20 years. Among the 8 missions held during that period, 6 had to start with a turnaround to reposition the business and all were followed by a strong and profitable growth. Most of the assignments were, from the start, international while during the last 10 years those assignments were truly global. Those assignments have included starting green-field investments in Mexico, USA, Central Europe, South-Africa and China. Michel Peruch has a Master in Engineering Sc. degree in Electro-Mechanical and is also an alumnus of the Harvard Business School (AMP).

OUR PRODUCTS



UNIFY DATA PROTECTION – LMS

Customers trust LMS since 1997. The software enables the mutualisation of a wide range of third party backup and restore resources from the world's leading technology providers with IBM Mainframes and System i. What it really means for the users? The IT staff can now consolidate all backups in one central repository, under one single backup process, while reducing storage requirements to protect, replicate and retain data.

To respond our users' needs, the LMS solution portfolio allows using IBM i and IBM Mainframe in combination with ACSLS (e.g. Oracle STK or ETERNUS CS8000) or Fiber Channel (Quantum DXi/Scalar, ETERNUS CS800) Appliances.

Learn more about LMS on our website www.mt-c.com or contact us.



OUR PRODUCTS

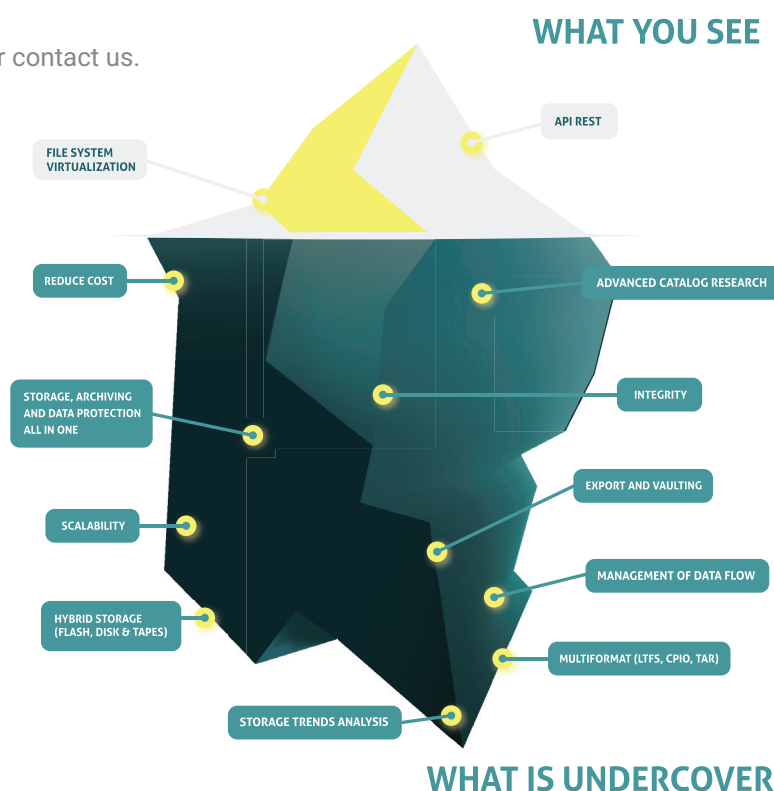
HYBRID SOFTWARE-DEFINED STORAGE PLATFORM



NODEUM is a Software-Defined Storage Platform presenting behind a virtualized file system the combination of the different attached storage nodes as Flash, Disks, and high capacity Tapes. Furthermore, it allows the analyze of data contents; the prediction of future needs in terms of ILM (information lifecycle management). In other words, it easily classifies, stores, and retrieves massive volumes of structured and unstructured data.

The interface is easy-to-use and intuitive. It simplifies access to content through its intelligent catalog and metadata. REST API and LTFS open the solution. On top of that, NODEUM lowers storage TCO due to high-density capacity and optimized active archival system. NODEUM offers optimal, secure and long-term management of data. It is the solution to anticipate the rapid growth of digital data.

Learn more on our website www.nodeum.io or contact us.



TECHNOLOGY PARTNERS

Their trust and the combination of our technologies enables MT-C to design unique and open solutions responding to the growing needs of our customers in a challenging environment.










REFERENCES – They have trusted us and we are thankful:

- OncoDNA
- IPG
- Caixa
- Galian
- Pierre & Vacances
- Banco Santander
- GE Money Bank
- Canton du Valais
- Argos
- Delhaize
- Colruyt
- Lockheed Martin
- Phoenix Pharma
- BlueCross BlueShield
- Ibermatica
- Atos
- IT SV
- Le Forem
- Safran
- Intesa Sanpaolo Bank

“Our ambitious targets are possible as we now have sufficient financial resources, talent on board, sales firepower within our own organization, and partnerships and alliances to reach those ambitious targets. We plan to expand our business in the coming year mainly in Europe and America.”

- Valery Guillaume, CEO of MT-C

LOCATION

To know more about the advantages that your environment can gain from MT-C's backup and storage and archival systems, visit www.mt-c.com or send an e-mail to sales@mt-c.com to request a demonstration.



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