RENOVA CLOUD
CORPORATE PRESENTATION
September 2021
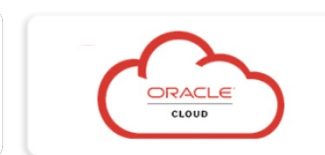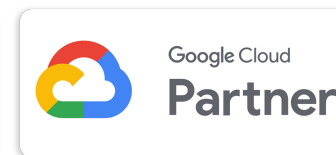
CORPORATE PROFILE

COMPETENCIES

- Certified AWS Advanced Partner & Solution Provider
- AWS Competencies Certification: Amazon EC2 for Microsoft Server, Amazon RDS, Migration & Well Architected, Immersion Day Program
- AWS Marketplace Partner

PS - Cloud Professional Services

- +110 Active Customers
- +36 Active Projects (Migrations, Automation & DevOps, MSP) in Vietnam, South East Asia & Europe
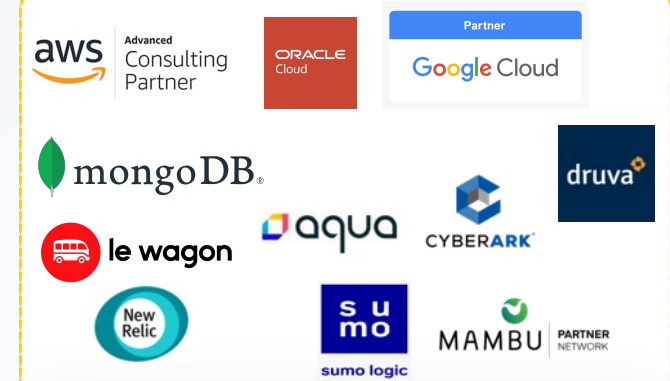
PARTNERSHIP

- In Partnership with AWS, Google Cloud and Oracle Cloud
- In Partnership with leading cloud SaaS: Sumo logic, Aqua Sec, New Relic
- Inhouse AI cloud optimization SaaS: renovisor.io

RENOVACLOUD

STRUCTURE

Renova Cloud is an HK based company with sub company located in Vietnam providing services & solutions to local representative branches in Vietnam, Myanmar and SE Asia.

Advanced Cloud, DevOps Automation , Big Data and ML/AI.
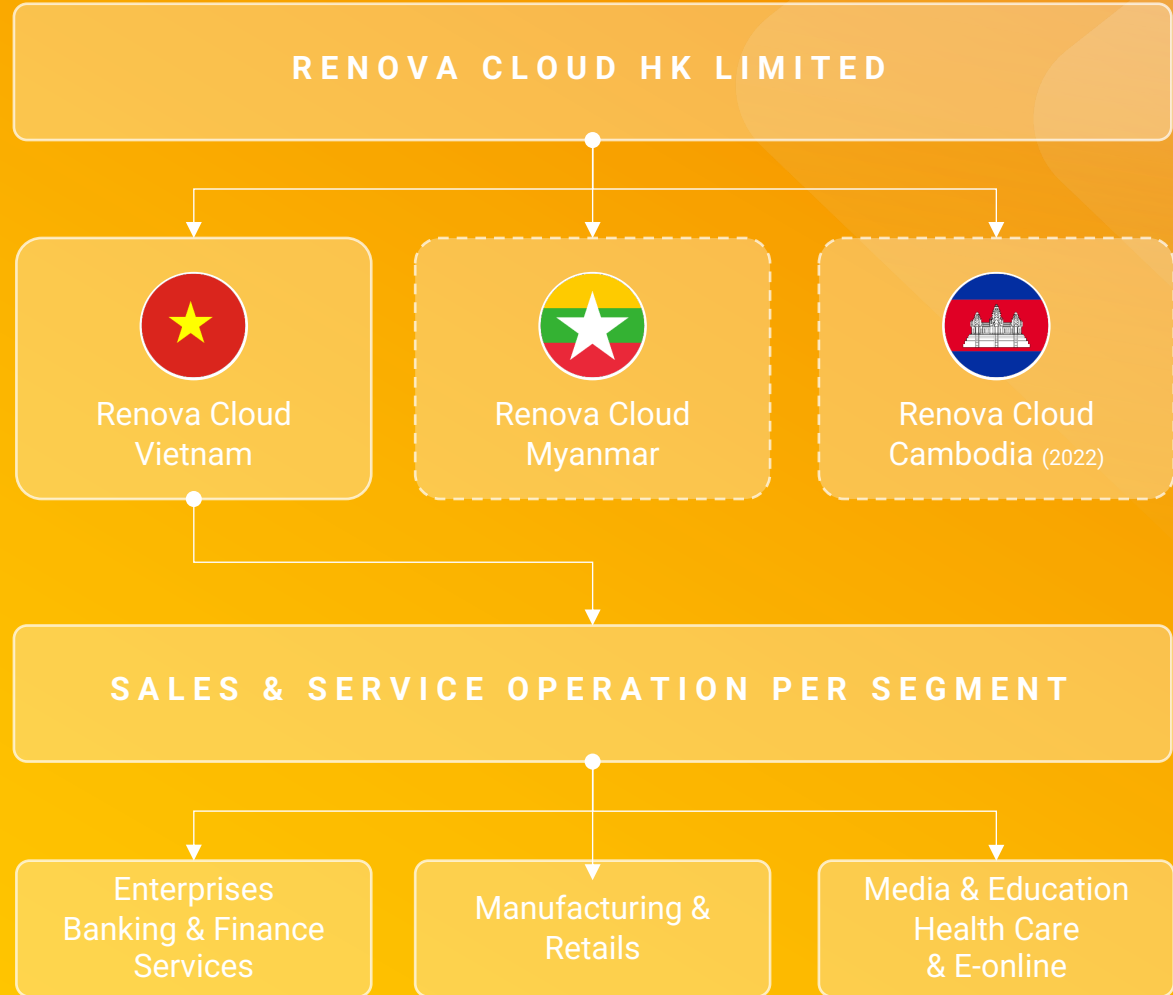
RENOVA CLOUD HK LIMITED

Renova Cloud
Vietnam

Renova Cloud
Myanmar

Renova Cloud
Cambodia (2022)

SALES & SERVICE OPERATION PER SEGMENT

Enterprises
Banking & Finance
Services

Manufacturing &
Retails

Media & Education
Health Care
& E-online
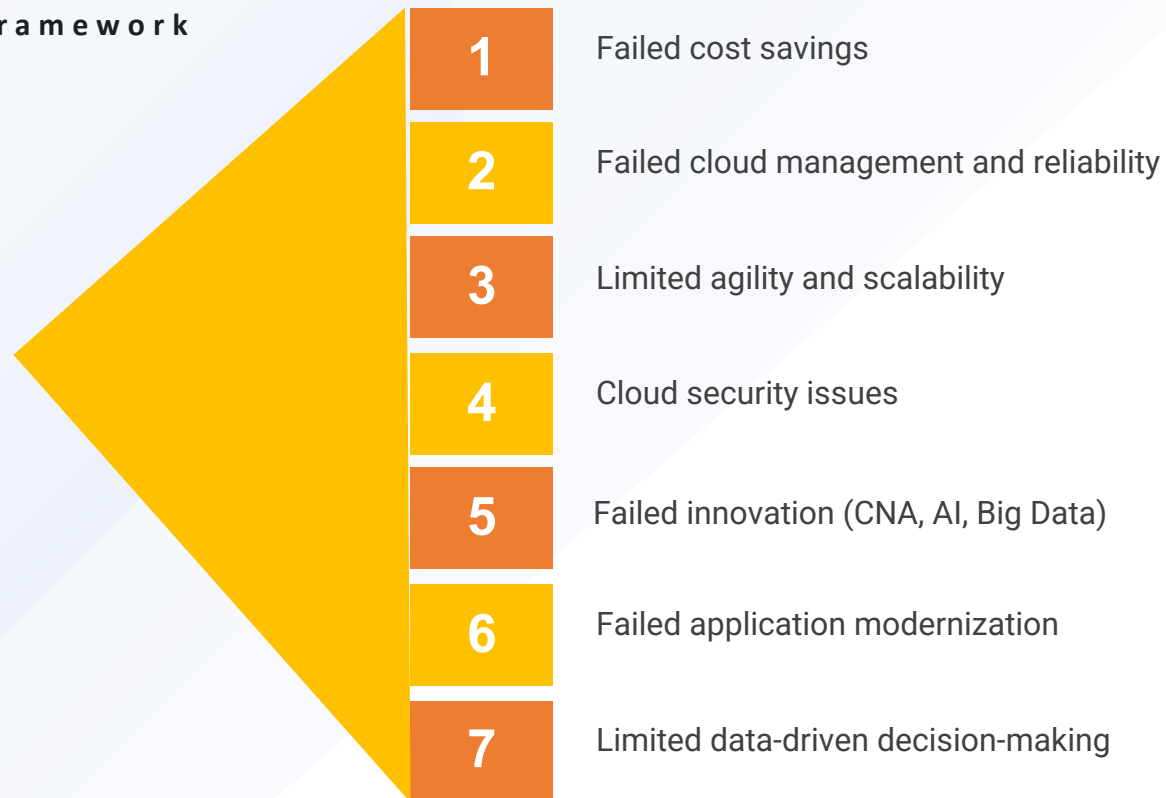
CLEAR DIGITAL TRANSFORMATION VISION

Key Success Factors for Digital Transformation

Cloud Cost Management

- ✓ Cloud Economics Experts
- ✓ Visualization Tools Continuous
- ✓ Cost Optimization Cost
- ✓ Governance

Enterprise Migration Capability

- ✓ Migration Readiness & Planning Migration Strategy Scoping & Setup
- ✓ Migration Tools Processes & Policies

Cloud Native App Capability

- ✓ Agile, MSA Container DevOps Automation SLO, SLI, SLA

Big Data Capability

- ✓ Data-driven Business Open source-based Database
- ✓ Data Lake Setup AI Capability

Cloud Native Security

- ✓ Cloud Security Governance Cloud Security Visualization DevSecOps

RENOVA OFFERING End-to-end Software-and-services

Offering

Service

Software

Cloud Resale

- AWS
- Google Cloud
- Oracle

Cloud Consulting

- Strategic consulting
- Cloud migration
- Architect
- Governance
- Training courses

Managed Services

- 24x7 Support
- Concierge Service

Renovisor
(Internally developed SW)

- AI Cloud Management
- Cost Management
- Incident Management

3rd Party Resale
(Externally developed SW)

- Individual resale
- Bundle package resale
- AWS Marketplace

RENOVA OFFERING Digital transformation as-a-service

Renova Ops Service Suite

[Mg/ **Mig**Ops   [Fn/ **Fin**Ops   [Dv/ **Dev**Ops   [Da/ **Data**Ops   [Sc/ **Sec**Ops

Efficient service transition

Up to 80% Savings

99.99% SLA Faster development

Data = Money

Cloud-native security

| **Philosophy** | ＋ | **Process** | ＋ | **Tool** |

RENOVA OFFERING MigrationOps

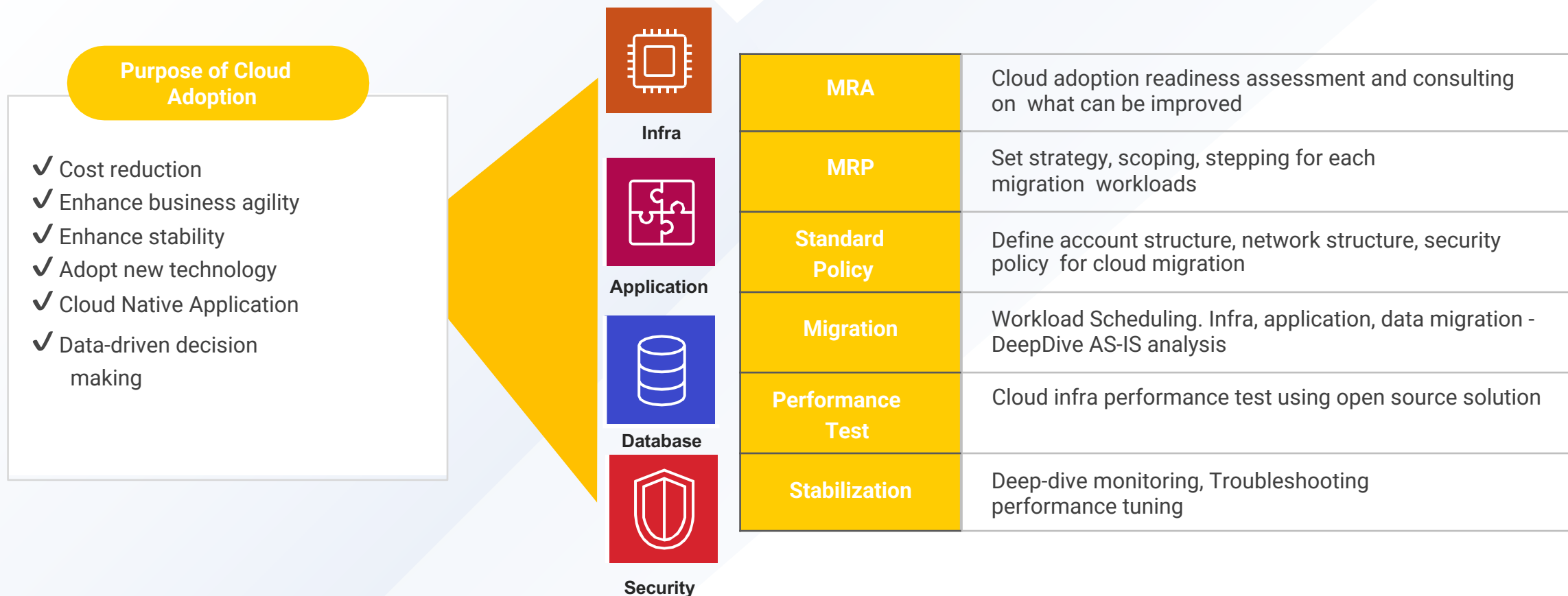Conduct Infra, App, DB, Security migration based on migration strategy tailored to each company's goal of cloud adoption. Carried out Vietnam's first AWS partner case study migration.

Purpose of Cloud Adoption

✔ Cost reduction
✔ Enhance business agility
✔ Enhance stability
✔ Adopt new technology
✔ Cloud Native Application
✔ Data-driven decision
   making

Infra

Application

Database

Security

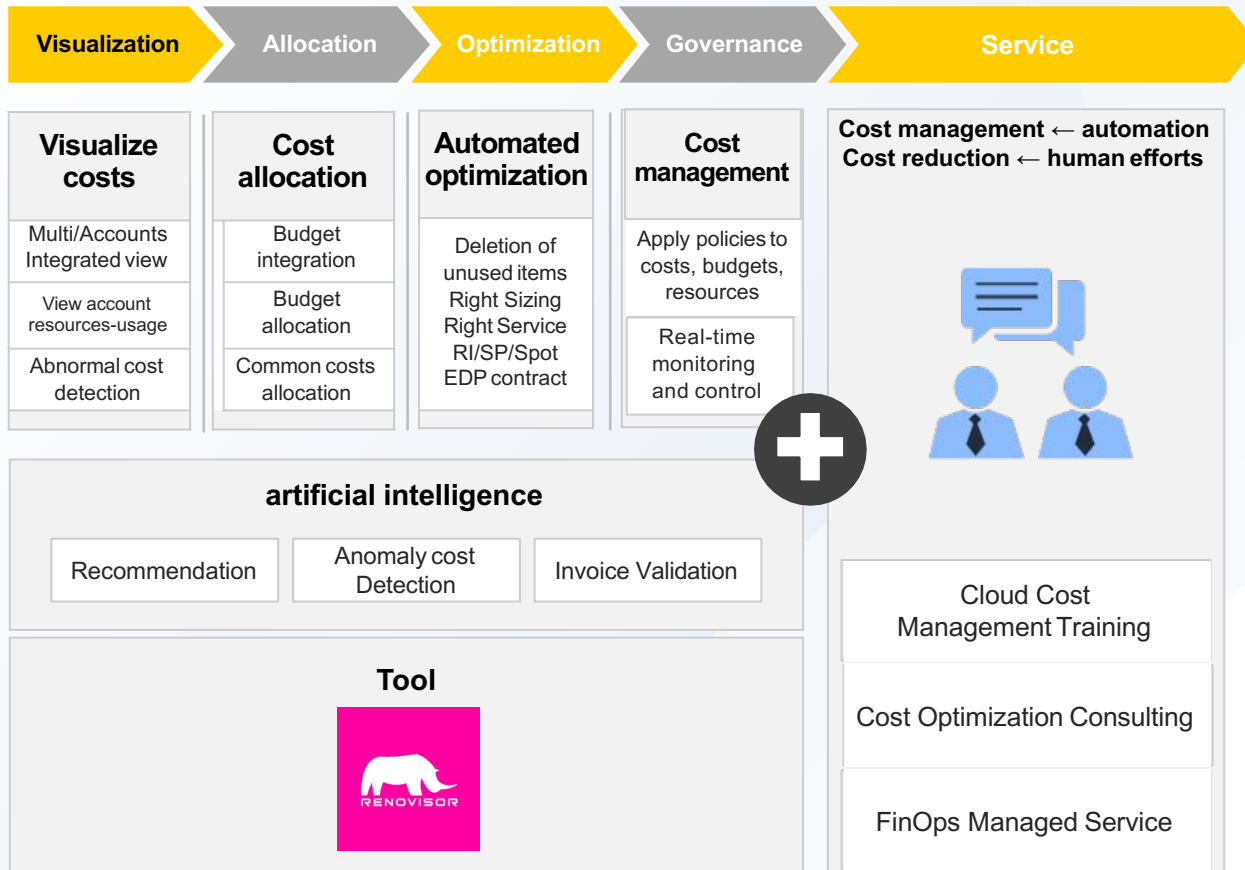|	
MRA	Cloud adoption readiness assessment and consulting on what can be improved
MRP	Set strategy, scoping, stepping for each migration workloads
Standard Policy	Define account structure, network structure, security policy for cloud migration
Migration	Workload Scheduling. Infra, application, data migration - DeepDive AS-IS analysis
Performance Test	Cloud infra performance test using open source solution
Stabilization	Deep-dive monitoring, Troubleshooting performance tuning

RENOVA OFFERING FinOps

[Fn/ **Fin**Ops

We have cost optimization solution capability in Vietnam (SW tool & consulting)

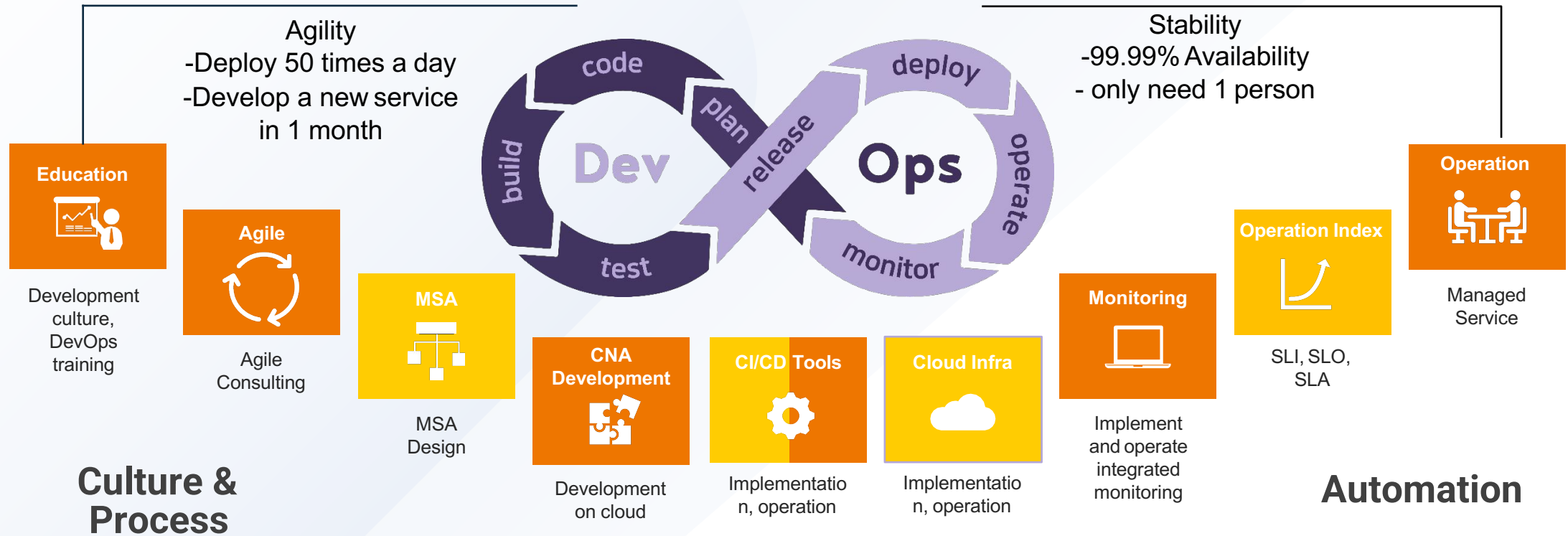Help enterprises in Vietnam to reduced 47% of its cloud cost! More than 15 customers are using Renovisor solution

Visualization	Allocation	Optimization	Governance	Service

Visualize costs	**Cost allocation**	**Automated optimization**	**Cost management**	**Cost management ← automation** **Cost reduction ← human efforts**
Multi/Accounts Integrated view View account resources-usage Abnormal cost detection	Budget integration Budget allocation Common costs allocation	Deletion of unused items Right Sizing Right Service RI/SP/Spot EDP contract	Apply policies to costs, budgets, resources Real-time monitoring and control	

artificial intelligence

Recommendation	Anomaly cost Detection	Invoice Validation

Tool

RENOVISOR

+

Cloud Cost Management Training

Cost Optimization Consulting

FinOps Managed Service

= **80%**

RENOVA OFFERING DevOps

[Dv/ DevOps

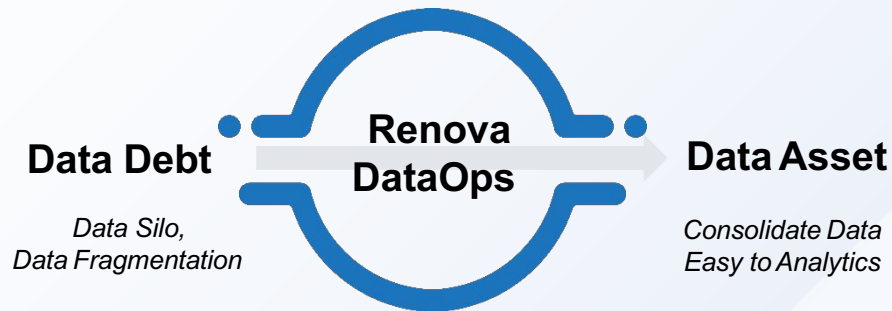We deliver end to end DevOps services for an agile business environment We provide DevOps services to more than 15 Enterprises in Vietnam.

Agile and Stable Circulation

Agility
-Deploy 50 times a day
-Develop a new service in 1 month

Stability
-99.99% Availability
- only need 1 person

Dev — code, plan, build, release, test

Ops — deploy, operate, monitor

Education
Development culture, DevOps training

Agile
Agile Consulting

MSA
MSA Design

CNA Development
Development on cloud

CI/CD Tools
Implementation, operation

Cloud Infra
Implementation, operation

Monitoring
Implement and operate integrated monitoring

Operation Index
SLI, SLO, SLA

Operation
Managed Service

Culture & Process

Automation

RENOVA OFFERING DataOps

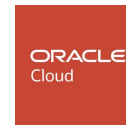[Da/ DataOps

Transforming your data into an asset

"DataOps is a methodology (People, Process, Tools, Services) to change a large volume of enterprise data into quality data"

Data Debt → **Renova DataOps** → **Data Asset**

Data Silo, Data Fragmentation

Consolidate Data Easy to Analytics

✓ AWS Data and Analytics Competency
✓ Possesses many AWS Big Data Analytics Specialty
✓ Demand forecast for enterprise

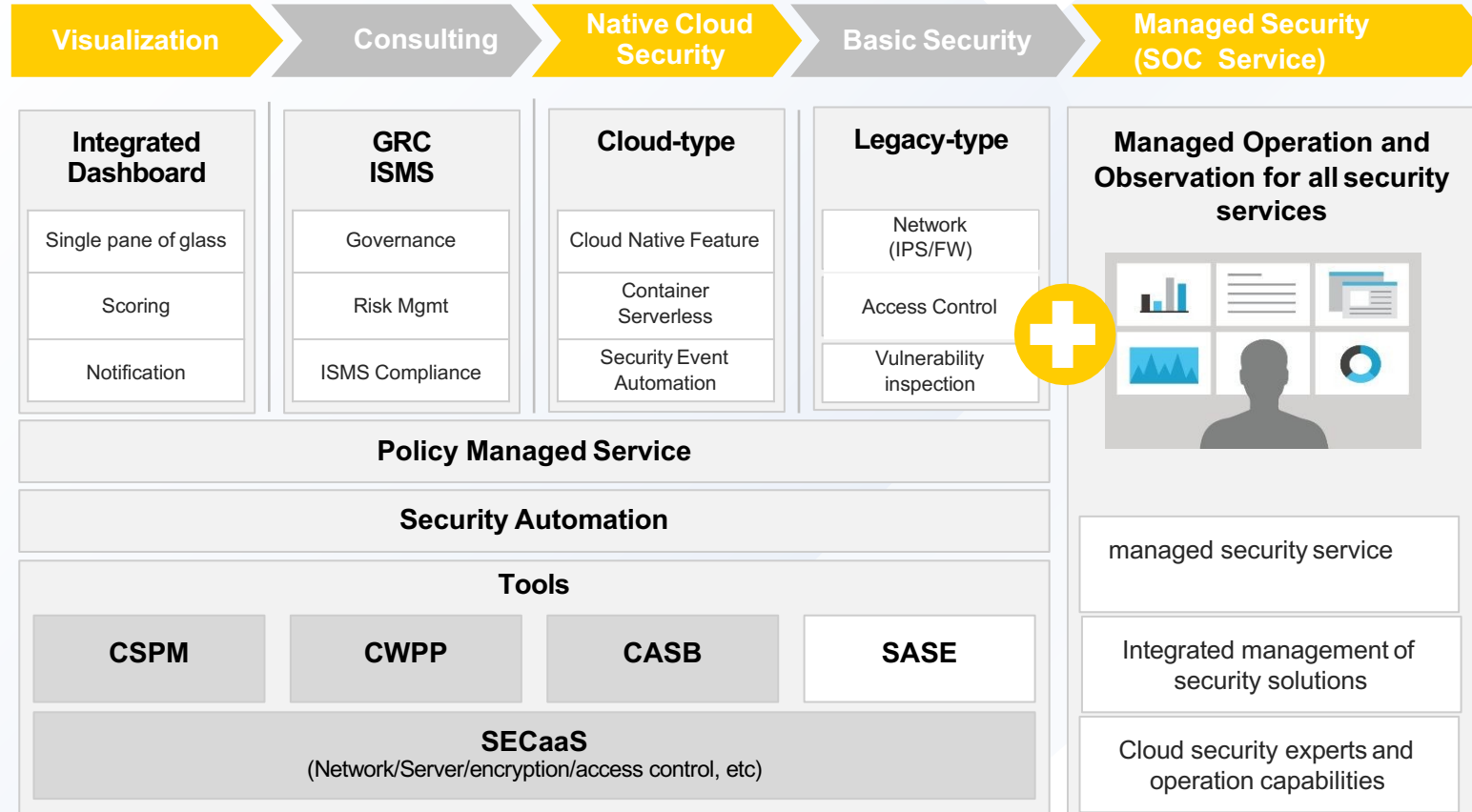| Data Governance	RDBS	Bigdata DW	AI Platform	Analysis
Education	DB Migration	Architect/PoC	Architect/PoC	Demand Forecast
Data Governance Analysis	DB Implementation	Implement/Mig rate	Implement/Mig rate	Abnormality Detection
Data Analysis	DB Operation	Operate	Operate	Personalization

Data IaC & Automation

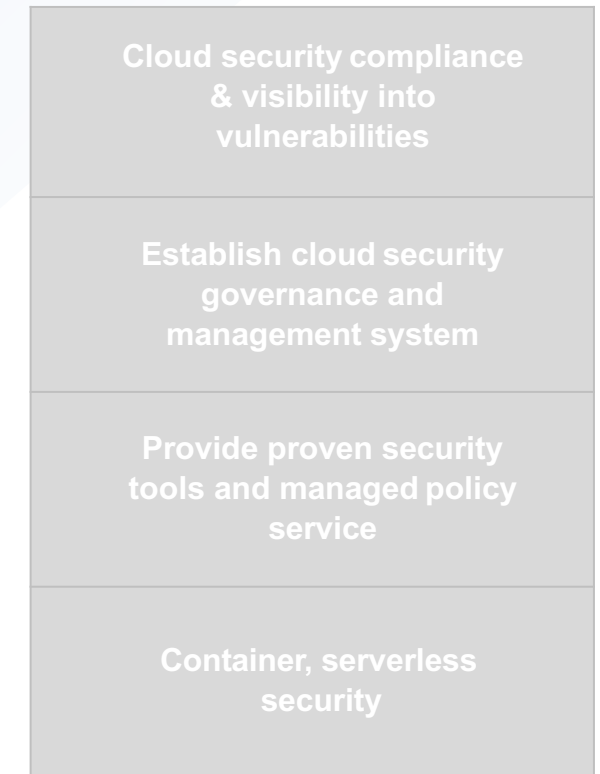| CSP Big Data / AI Platform	3rd party Data Platform

aws   Google Cloud Platform   ORACLE Cloud

RENOVA OFFERING SecOps

[Sc/ SecOps

Cloud Native Security Leader DevSecOps, Container, Serverless

Visualization	Consulting	Native Cloud Security	Basic Security	Managed Security (SOC Service)

Results

Integrated Dashboard	**GRC ISMS**	**Cloud-type**	**Legacy-type**	**Managed Operation and Observation for all security services**
Single pane of glass	Governance	Cloud Native Feature	Network (IPS/FW)	
Scoring	Risk Mgmt	Container Serverless	Access Control	
Notification	ISMS Compliance	Security Event Automation	Vulnerability inspection	

Cloud security compliance & visibility into vulnerabilities

+

=

Policy Managed Service

Security Automation

Tools

CSPM	CWPP	CASB	SASE

SECaaS
(Network/Server/encryption/access control, etc)

managed security service

Integrated management of security solutions

Cloud security experts and operation capabilities

Establish cloud security governance and management system

Provide proven security tools and managed policy service

Container, serverless security
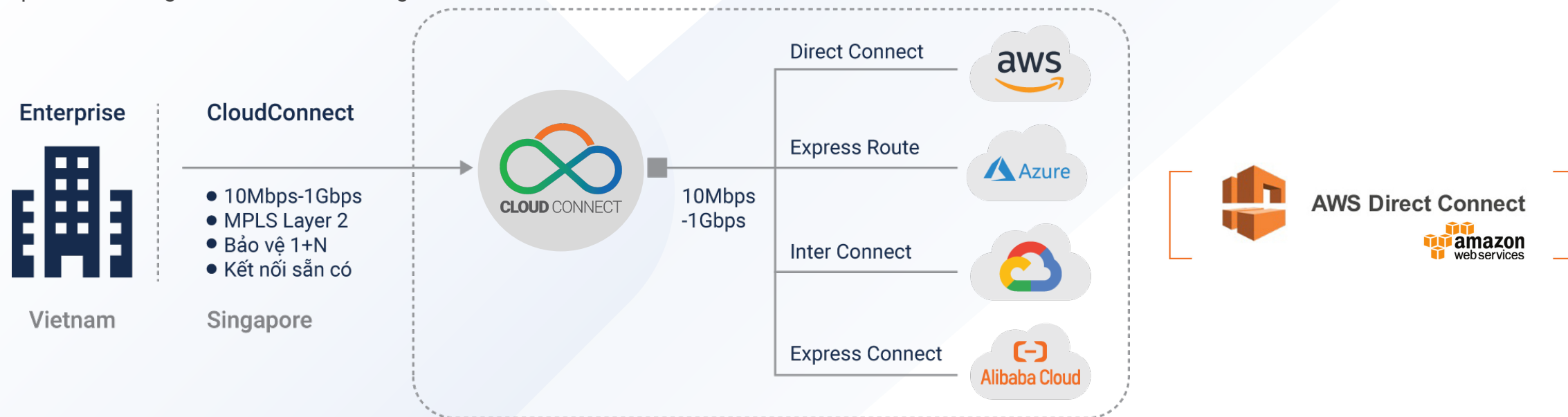
RENOVA OFFERING Cloud Connect Service

Experience an effective cloud management with AWS Direct Connect.
Avoid any complex networking or infrastructure configuration.

Enterprise

CloudConnect

- 10Mbps-1Gbps
- MPLS Layer 2
- Bảo vệ 1+N
- Kết nối sẵn có

Vietnam

Singapore

CLOUD CONNECT

10Mbps -1Gbps

Direct Connect — aws

Express Route — Azure

Inter Connect

Express Connect — Alibaba Cloud

AWS Direct Connect

amazon web services

Advanced connectivity infrastructure, based on MPLS to support connecting between Vietnam and major international cloud providers.

Effective Cost-Saving (save you up to 15%)

+

Up to 99,9% Quality Commitment

+

Risks Minimization No intermediaries
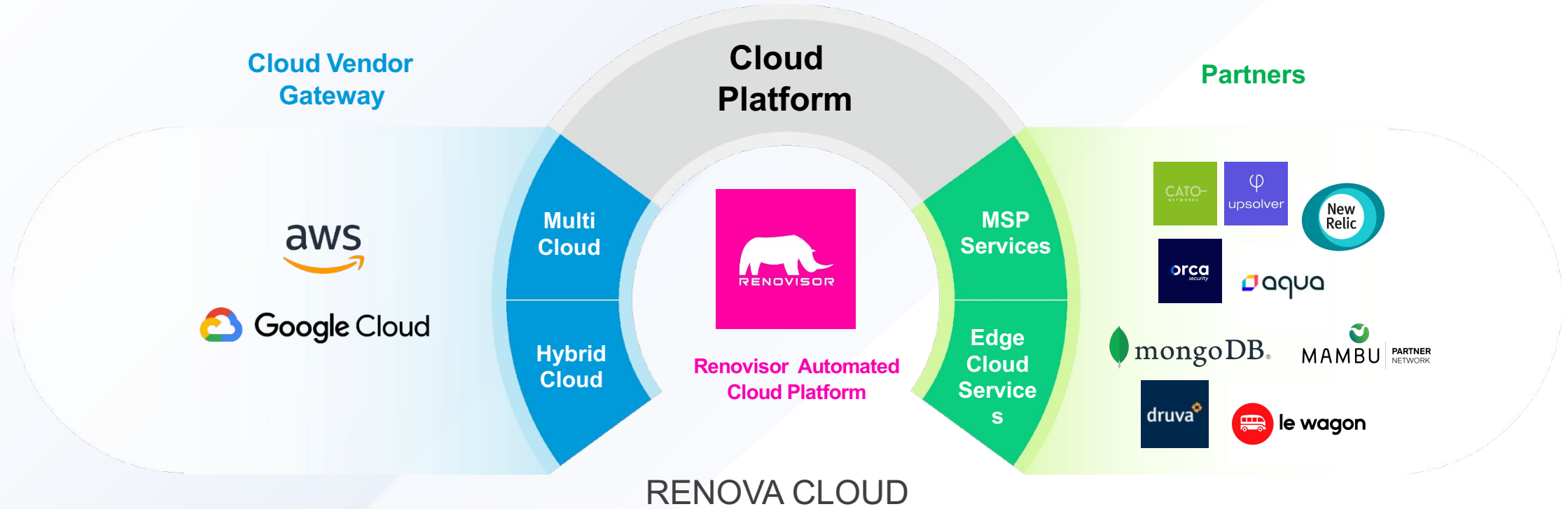
Renova Use Cases Summary

[Mg/ **Mig**Ops	[Fn/ **Fin**Ops	[Dv/ **Dev**Ops	[Da/ **Data**Ops	[Sc/ **Sec**Ops
SmartPay Chuyên Gia Thanh Toán	CHID CHIDBank	Pharmacity	PETRO VIETNAM PVCFC	scratchpay
SABECO	VinHMS	Pinetree SECURITIES	muabán.net	uab Connect. Create. Change.
BAOVIET Bank NGÂN HÀNG BẢO VIỆT	NKid GROUP	KYMDAN SINCE 1954 Chăm sóc sức khỏe của bạn từ giấc ngủ	SOVIGAZ	FE CREDIT VAY TIÊU DÙNG TÍN CHẤP
YOMA STRATEGIC HOLDINGS LTD	AQUA	yola ANH NGỮ THÔNG MINH	topcv Follow your career	OPPO
PEPSICO	TADIRAN	VSEC The Vietnamese Security Network	VIET ED Learn Smart. Work Smarter	JupViec.vn Tốt, tốt hơn, tốt hơn nữa

RENOVACLOUD

Vietnam 1st AWS Partner Case Study

From massive organizations to start-ups across BFSI, media, manufacturing, retail & online in Vietnam & Myanmar, trust Renova cloud.

N Kid & Renova Cloud: 1st partner case study in Vietnam:

- Case study on AWS website: https://aws.amazon.com/solutions/case-studies/nkidgroup/
- Video case study on AWS channel: https://www.youtube.com/watch?v=flUxbL-iLu0&t=55s

N KID Group is a leading provider of children's entertainment in Vietnam, operating 60 tiNiWorld play centers and 42 retail stores in addition to online channels.

RENOVACLOUD

Case Study

From massive organizations to start-ups across BFSI, media, manufacturing, retail & online in Vietnam & Myanmar, trust Renova cloud.

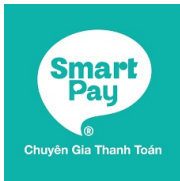https://renovacloud.com/success-stories/case-study-uab-bank/?lang=en

https://renovacloud.com/success-stories/yoma-transformation-to-aws-cloud/?lang=en

https://renovacloud.com/success-stories/aqua-case-study/?lang=en

https://renovacloud.com/success-stories/sovigaz-case-study/?lang=en

https://renovacloud.com/success-stories/navigos-journey-to-the-cloud/?lang=en

https://renovacloud.com/success-stories/kymdan-case-study/?lang=en

ENTERPRISE CUSTOMERS (I)

Smartpay VietNam

Work: re-host (phase1), replatform (phase2) of re-payment microservices to EC2, RDS, DocumentDB, ElastiCache

Bao Viet Group Holding

Work: re-host/ replatform of loyalty microservices to EKS, RDS

Saigon Beer-Alcohol-Beverage Corporation (Sabeco)

Work: Optimization, Well Architect Review and Improvements for DMS system

Yoma Strategic Holdings (Myanmar)

Works: re-host of intranet, payroll, CRM, KFC Myanmar central server to EC2 with CloudEndure Migration

Pepsico Myanmar

Work: SAP migration on AWS

ENTERPRISE CUSTOMERS (III)
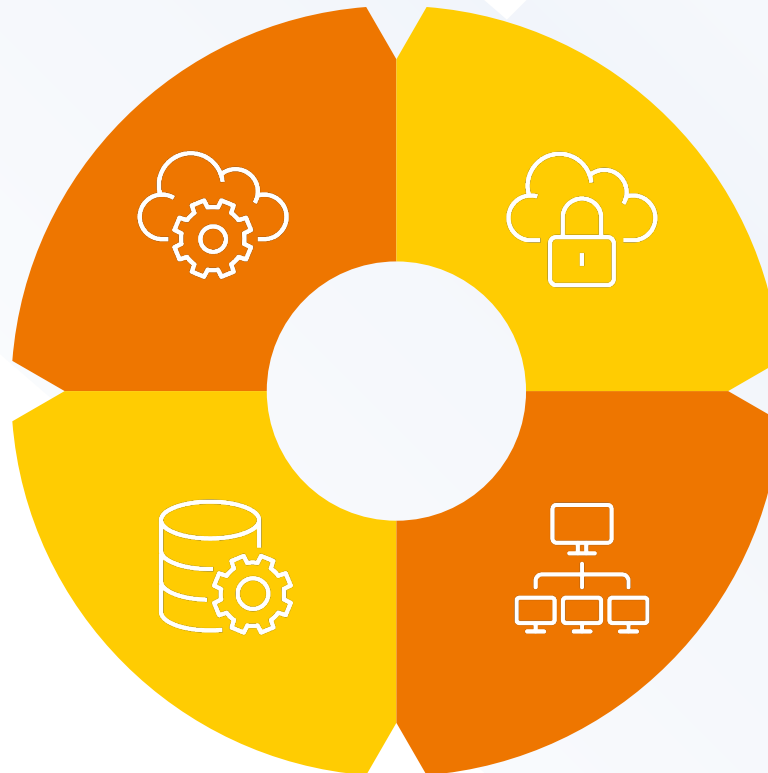
Pharmacity

Works: DevOps and CI/CD process for Microservices on AWS

UAB Bank

Works: Myanmar, re-host (and replatform) migration of mobile banking APIs to EC2, ALB, RDS

Kymdan

Works: Migration, Modernization (Microsoft workloads),

ScratchPay

Works: Security assessment following CIS benchmark for cloud platform and kubernetes

LEADERSHIP

DORON SHACHAR

CEO & Founder

- +15 years in Asian & Vietnam's local telecom, banking and IT sectors,
- Established JetviewSEA in 2007 with a focus on banking, mobile & telecom sectors
- Established Renova Cloud in 2017 as pure cloud player.

TRAN THIEU QUANG

COO

- +12 years Experienced in IT/ Enterprises, Project Management.

SAMIRA KABBOUR

CMO

- + 5 years Experienced Marketing & Digital in Tech Industry
- + 6 years experience in project coordination, supply chain, IT/processes.

VILLE KAIPAINEN

Project Delivery Director

- Senior, Multi certified Cloud Architect
- +12 years Experienced IT Project Management.

KIEN NGUYEN

Head of Technical Presales

- Senior IT consultant
- +15 years in ICT industry in Vietnam
- IT engineering background.

YOSSI SHARON

Board Advisor

- + 20 years in Tech industry, member of Microsoft's leadership in Israel,
- Lead 2 successful startups in IoT, Big data and Cloud.

THANK YOU FOR WATCHING

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