

# **NTI embraces Continuous Adaptation**

**Fault Tolerance to Business Continuity to Business Resilience,  
DRNet<sup>®</sup>/Unified delivers for the NonStop Community**

Richard K Buckle  
Marketing Consultant to NTI



# NTI: Company – Introduction

**Longevity fosters experience leads to innovation**

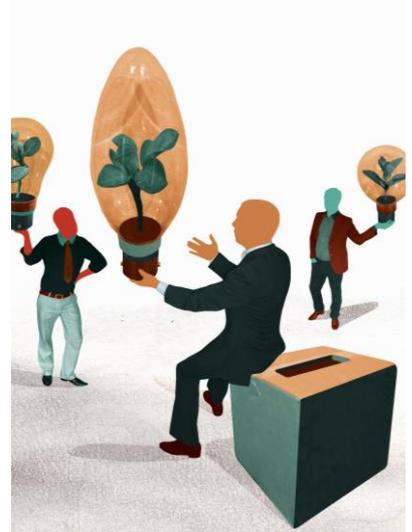
38-year-old Privately Held Company

Pioneered NonStop Data Protection

Data centers USA and Ireland

Offices USA, Ireland and Mexico

Direct Support



# NTI: Customers – Spread Globally



**A longstanding presence among those NonStop users  
demanding a premier data replication solution**

Hundreds of NonStop  
system deployments

Hundreds of use case  
scenarios





# NTI: Need to Support - 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.

# Adding Offense in support of the Defense



**Hackers? Think you can run a steal play?  
RansomeWare? Want a piece of this?**

**Adapting in the world of business**

Fault Tolerance and Business  
Continuity is your DEFENSE

With Business Resilience welcome to  
the OFFENSE!



# IT Industry Resiliency

**IT resilience** is the ability of an organization to **maintain acceptable service levels** when there is a disruption of business operations, critical processes or your IT ecosystem

## Attributes of **Business Resilience**

Anticipate

Prepare and Practice

**Absorb** and Respond

**Adapt**

Learn



# 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.”

# NTI: Positioned - To Better Compete



*In order to compete, the Octopus absorbs its surroundings  
and adapts with changes of color and texture!*

## Continuous Adaptation

In a fast-paced digital landscape, staying ahead of the curve is essential to ensuring the security and integrity of your business data. That's why NTI is dedicated to continuous adaptation evolving our services to meet the ever-changing needs of our clients.



# 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!**

# Looking more closely – The HPE NonStop Gambit

**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 –  
**challenging**



# HPE GreenLake – The Showcase Disconnect



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.”

# And Adapt – NTI brings relevance



We focus on data so you can focus on your business goals



NTI expanding horizons

**Possibilities through creativity:**  
greater participation in hybrid IT.

**Value through flexibility:**  
maximize return on future technology spending.

**Right solutions:** one model, one technology,  
one touch point, one product providing  
unified single source solution.

# NTI: Products - Absorb and Adapt



*A robot that adapts to its environment,  
on the fly, to overcome obstacles*

## Continuous Adaptation

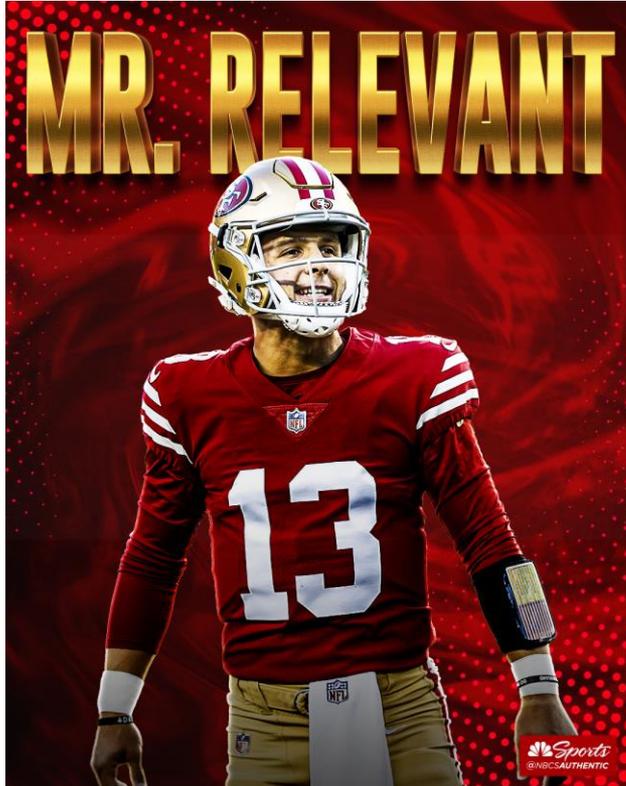
In a fast-paced digital landscape, staying ahead of the curve is essential to ensuring the security and integrity of your business data. That's why NTI is dedicated to continuous adaptation evolving our services to meet the ever-changing needs of our clients.



“Here we introduce an intelligent trial-and-error algorithm that allows robots to adapt to damage in less than two minutes in large search spaces without requiring self-diagnosis or pre-specified contingency plans.”



# 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

# NTI: Vision - Aligned with that of NonStop Users



**It's all about edge to cloud!**  
**It's being data driven!**

Providing  
value in a  
world that is  
increasingly  
edge to cloud

## 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

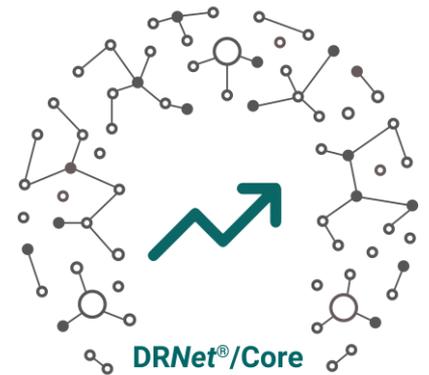


## Delivers business continuity solutions to the HPE NonStop community

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



## Delivers data integration with modern databases and processes

DRNet<sup>®</sup>/Vision utilizes self-describing JSON open standard file and data interchange formats that are industry standard

DRNet<sup>®</sup>/Vision **provides data integration** inclusive of NonStop data, Measure data and Metadata

DRNet<sup>®</sup>/Vision **fully supports the transformation of data in flight** as part of enhancing business opportunities



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

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



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)

# DRNet<sup>®</sup>/Unified Product Suite



## Brought together - complementary features

### DRNet<sup>®</sup>/Unified

DRNet<sup>®</sup>  
/Core

DRNet<sup>®</sup>/Unified for  
HPE Customers

DRNet<sup>®</sup>  
/Vision

DRNet<sup>®</sup>/Unified for  
Business Integration

DRNet<sup>®</sup>  
/Open

DRNet<sup>®</sup>/Unified for  
Social Good

DRNet<sup>®</sup>  
/FileSync

DRNet<sup>®</sup>  
/XPbr

DRNet<sup>®</sup>  
/XPcr

It is through DRNet<sup>®</sup>/Core that NTI has the platform in support of further **products and packages**

One product but many use cases.

Leveraging **industry standards:**

Change Data Capture (CDC)

JDBC

JSON

Expanding through Cooperation leading to **future Collaboration**

# 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 added value DRNet®/Vision and DRNet®/Open provide 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**

# DRNet<sup>®</sup>/Unified for Social Good



## One vision; a single product package

A special “use case” of DRNet<sup>®</sup>/Vision and DRNet<sup>®</sup>/Open

Exploits Kafka support in DRNet<sup>®</sup>/Vision

Streams data created on NonStop to Analytics processors

Practical Use-Case for Hybrid IT featuring NonStop

Detecting Human Trafficking one scenario

... more scenarios to follow!



**With use of standard features of DRNet<sup>®</sup>/Unified**

# NTI positions for Resilience - Adaptation without the chaos

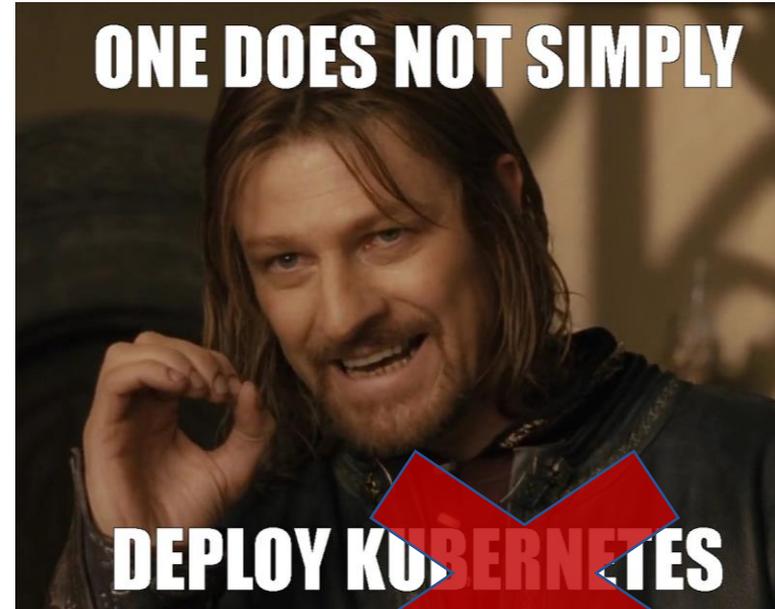


What we have learnt to date –

Data provides value when moved  
off platform

Cooperation within NonStop  
community drives NTI partnerships

Communication with NonStop  
community for ideal product mix



**Kafka**

# NTI: Partners - Engagements that Delivers

**Customer “Tech Refresh” proves challenging ...  
... building a web of like-minded NonStop vendors!**



**Spiders have poor eyesight  
but the slightest impact with  
their web sends the spider  
scurrying to where the  
disturbance occurred.**

# Partnerships that deliver Business Resilience



## Continuous Adaptation requires an ecosystem in support of Business Resilience



For NonStop Community,  
your independent vendors –

Provides options along with opportunities

Delivers hybrid solutions

Supports globally line of sight contact

# Partnerships that Level the Playing Field ...

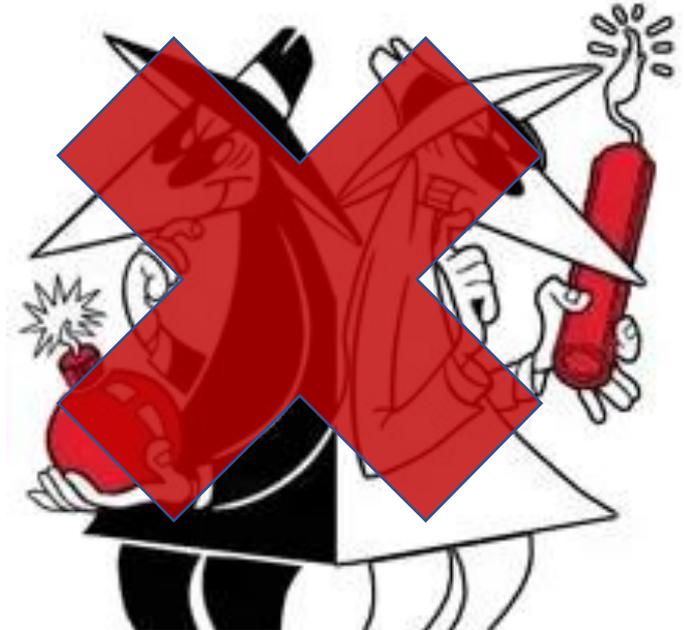


## The elevation of a separate and independent vendor community

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



# Partnerships that Deliver the Offense ...

Business Resilience requires Cooperation between NonStop Vendors



“Bringing together NonStop Vendors with established strengths in adjacent markets for comprehensive support of business resilience.”

Tim Dunne,  
NTI's Global Director Worldwide Sales

# NTI as partner - In Vendor 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.**



# NTI Promoting the Partner Portal



New for 2023 – launched at E-BITUG 2023

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



# NTI Supporting Connect



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we welcome you to our table exhibition



# Thank You

“The monarchy survives and persists because it adapts and it changes and it's always relevant.” - Daily Mail May 6, 2023



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