



# VERGE

Verge Technologies Inc

Removing the boundaries and borders of global  
enterprise management

# What We Do

Verge builds intelligent IT (AI) products for the enterprise. Verge's SentientDB (dbPaaS) manages and controls all databases across the enterprise footprint, within and across all Cloud Service Providers (CSPs) world-wide. SentientDB provides true cloud convergence (managing many clouds as one cloud).



Eliminates CSP Silos and  
vendor lock-in

Single pane of glass  
management

Zero downtime with zero  
impact to the end user



AI driven, secure  
database mobility

Self-managing and  
self-healing architecture

Patent Pending technology



VERGE= "True Cloud  
Convergence"

Setting the highest  
industry standards

# Problem



Rapid adoption of cloud services resulted in enterprises operating across multiple cloud and compute environments (hybrid cloud) to cover corporate footprints. This in turn created more access problems, complexity and high total costs for enterprise.



## NO CROSS COMPATIBILITY

Cloud service provider (CSP) solutions only work in their own environments (eg:: AWS, Azure, IBM Cloud)



## DISPERSED DATA PROCESSING

Few enterprises ever have one All-In-Cloud data with real time data processing, storage and mobility environment



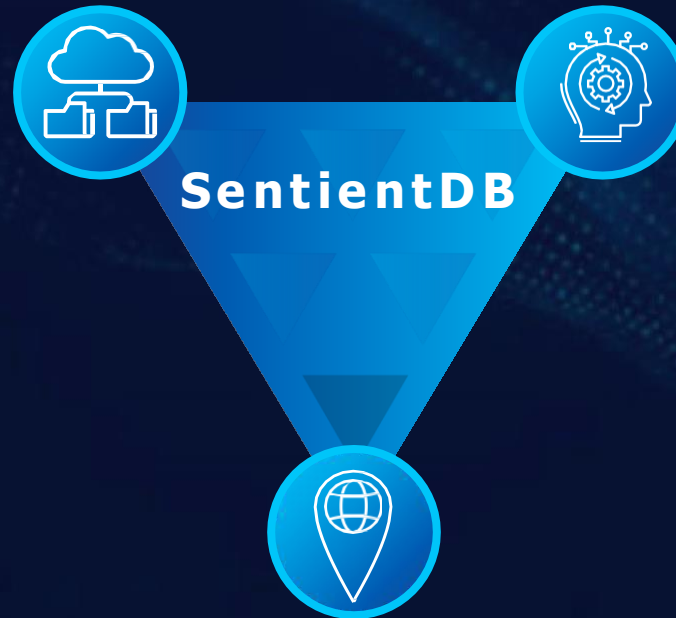
## COMPLEXITY AT THE COST OF EFFICIENCY

Hybrid/inter-clouds increase complexity with multi-vendor solutions resulting in increased costs and vendor lock-in



SentientDB - Intelligent database management, control and performance optimization within and across all cloud environments, on-prem data centers and co-location environments”

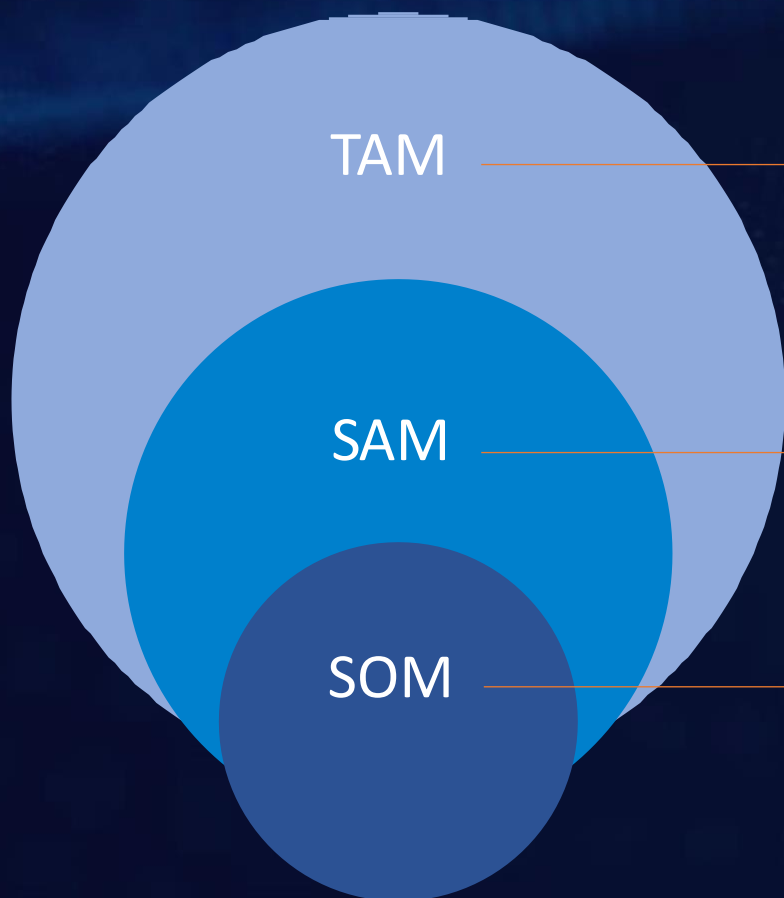
Managing and optimizing performance for real-time database processing, service assurance and mobility



Artificial Intelligence – driven that is self-managing and self-healing, providing database management across all CSPs

Verge is the only company with a dbPaaS that manages all enterprise databases on a global scale

# Our Market Opportunity



**\$80B**

Global Database Management Software Market Size 2024

Source: [Gartner](#)

**\$39.2B**

Managed Cloud Services (dbPaaS) Market Size 2024

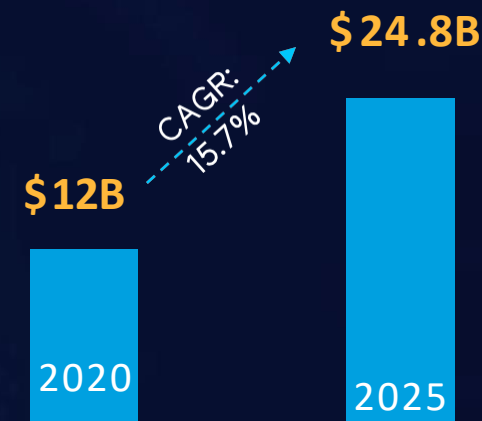
49% of the TAM

Source: [Gartner](#)

**~\$4B**

10% of SAM  
(Our Target)

## CLOUD DATABASE AND DATABASE AS A SERVICE MARKET SIZE



Source: [MarketsandMarkets](#)

## GROWTH DRIVERS

- The big data analytics market is set to reach **\$103 billion by 2025**
- Poor data quality costs the US economy up to **\$3.1 trillion yearly**.
- **45% of businesses worldwide** are running at least one of their Big Data workloads in the cloud.
- Data creation will grow to more than **180 zettabytes by 2025**

Source: [TechJury](#)



# Our Market Category Leadership

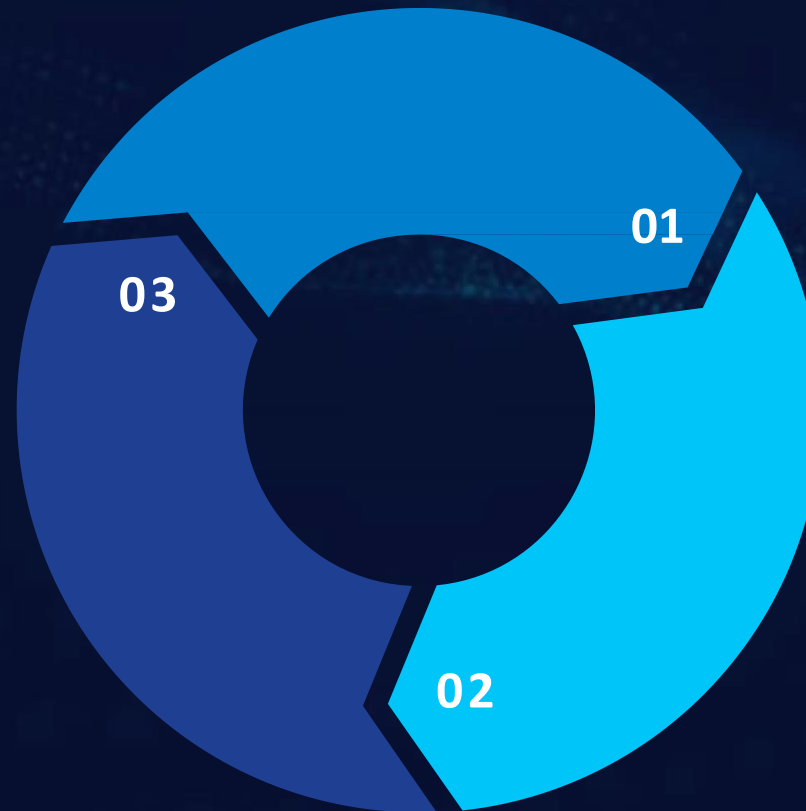


## CSP and Infrastructure Agnostic

Operates in any CSP, On-Prem or Co-Location  
Cloud Convergent Management  
across all hybrid cloud environments

## Patented & Proven

- First patent has been filed
- Two additional patents to be filed
- Onboarded by fortune 100 Telecommunications company
- Onboarded by large integrator
- Global Service Vendor Reseller pilot planned for Q3



## Market Leader, First to Market, Unique, SentientDB is Self- Managing for all cloud and compute environments

Real-time database management and  
performance optimization

Enterprise-wide mobility services  
including scaling/clustering, migration,  
replication, backup and failover

# Our Unique Differentiation



## Complete Suite Of Capabilities

On-prem or multi-cloud database management & mobility

Cloud Convergence  
Management across all  
compute environments

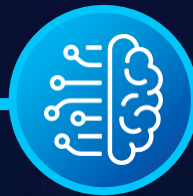


## Technology & Processes

Patent Pending

Supports DBMS market  
leaders

Supports SQL and Non-  
SQL databases



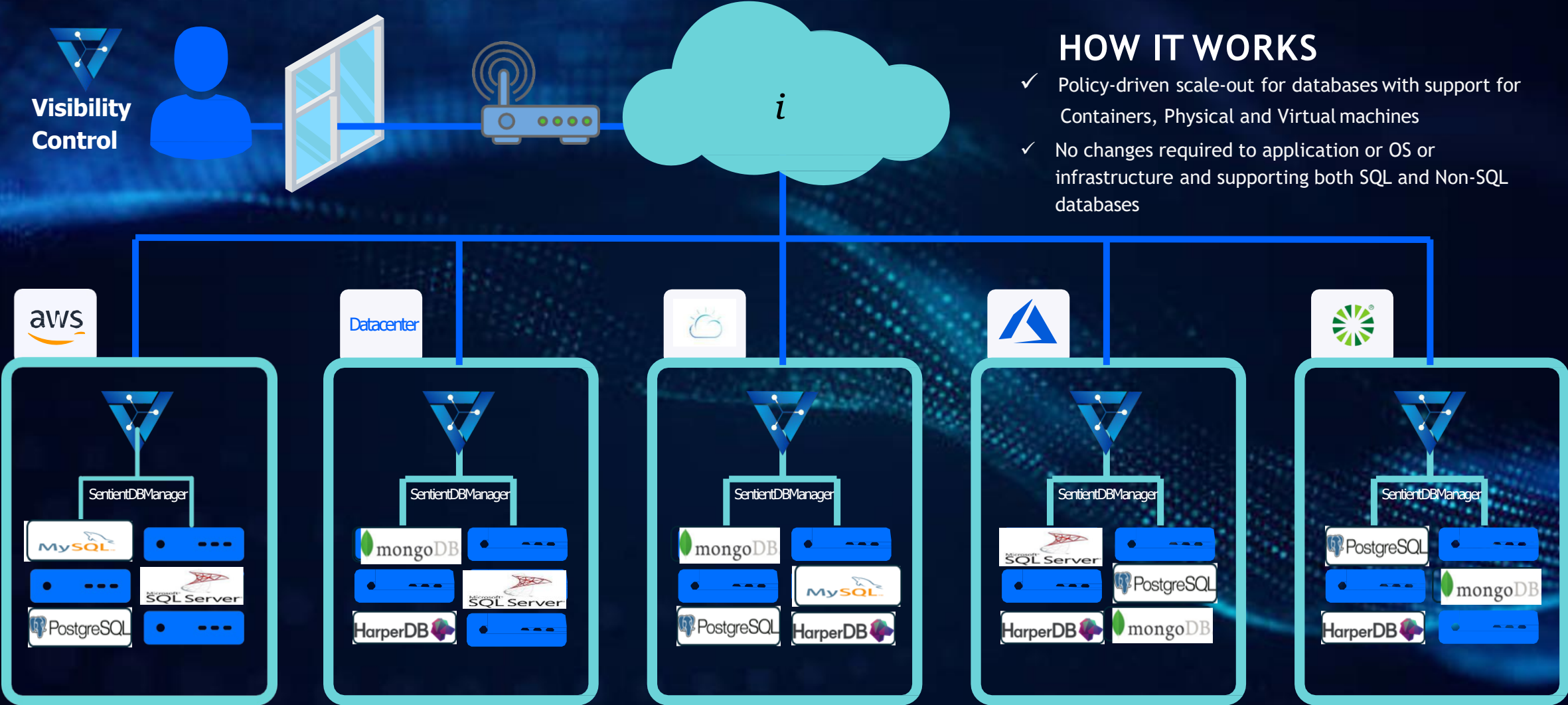
## Product Development

Over 30 years experience in  
delivering enterprise products  
with AI/cloud/DB technologies

Category Leadership in AI,  
global distributed systems and  
cloud convergent technologies



# SentientDB – AI Database Management & Control for Hybrid Cloud Environments



Each managed database can be deployed and scaled in a coordinated and consistent way over a multi-cloud environment, ranging from large public cloud provider to small private datacentres



# SentientDB Features



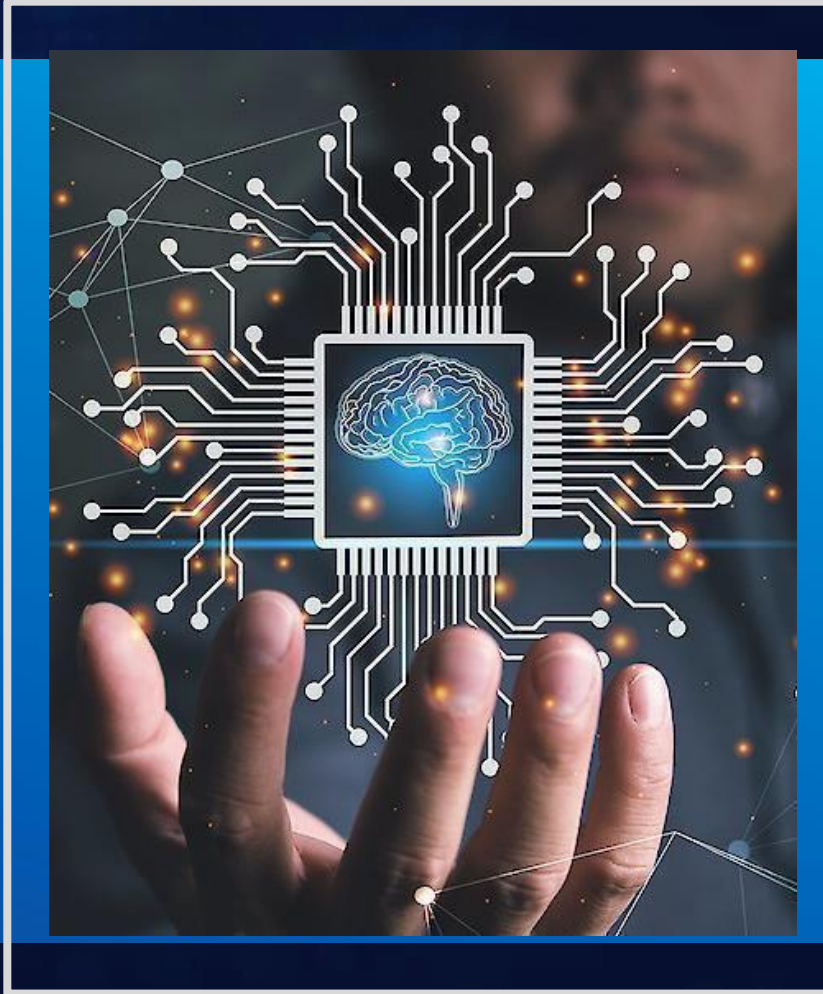
Single pane of glass control for all databases and environments



Robust Policy Engine to manage your entire database environment



Easy-to-Use; installs in hours, automated management out-of-the-box



CSP, Infrastructure and Hardware agnostic Platform-As-A-Service



AI/ML; Self-Healing/Self-managing for Zero Database Down-Time



Installs within the enterprise or MSP environments



# Competitive Comparison



Product Features Comparison Table

Company	Verge Technologies	Several Nines	Zerto	Obok
Product	SentientDB	Cluster Control	Zerto Cloud Mgt Platform	Obok
DB Management Support	✓			
DB Zero database downtime	✓			
DB Discovery	✓			
DB Auto migration within proprietary public cloud	✓	✓		✓
DB Auto migration across all public, private, hybrid clouds	✓			
DB Auto replication/backup within proprietary public cloud	✓	✓		✓
DB Auto replication/backup across all public, private, hybrid clouds	✓			
DB SQL and non-SQL DB Management	✓			
DB HA/DR - Auto fail-over within proprietary public Cloud	✓	✓		✓
DB HA/DR - Auto fail-over across public, private, hybrid clouds	✓			
DB Auto-scaling (In/Out) within proprietary Cloud	✓	✓	Scale-out only	Scale-out only
DB Auto-scaling (In/Out) across public, private, hybrid clouds	✓			
DB AI-Driven Decision Support System	✓	✓	✓	
DB Monitoring and Alerting	✓	Only Monitoring	✓	
DB SLA Policy-driven Engine for RTO/RPO Assurance	✓			

Note: There are multiple products in the market that primarily just monitor. These products are not listed in the matrix as they do not perform core database management. These include: Elastic, DataDog, LogicMonitor, OpsRamp, JumpMind, LogRocket and New Relic

# Verge Current and Future Products



VERGE delivers across the entire Value Chain.

## SentientDB

SentientDB is an AI based self-managing and self-healing platform That has the capability to manage, control and optimize the Performance of all databases across the enterprise footprint, Regardless of geographic hosting location, service provider or cloud environments (multi-cloud/compute), as if they were all in ONE virtual datacenter.

## SentientAPP

SentientAPP (aPaaS) providing secure. Intelligent, cloud agnostic, Application mobility and control. Applications automatically provisioned and controlled using self-managing and self-healing AI architecture, SentientAPP controls all applications within the enterprise including inter-cloud and intra-cloud through application mobility services.

## SentientAnalyze

SentientAnalyze provides the capability to analyze real time data based on critical factors for the business as well as risk and through artificial Intelligence and cognitive policies, make that data available for decisions in real time. Coupled with the market leading SentientDB, the enterprise has the capability to migrate new databases with just the data needed for operational decisions.

## SentientArbitrage

SentientArbitrage uses AI/machine learning to utilize IT business factors such as hosting and infrastructure costs and quality of service (QOS) across many cloud providers and determines the best vendor to provide these services and automatically moves the applications

## SentientBlock (SenData)

SenData is a data migration platform designed to migrate Large blocks of data from CSP centralized storage to decentralized blockchain storage vendors as well as to other centralized storage providers offering better cost and security. SenData takes large files and indexes them to smaller data packets for easy transport, encrypts and obfuscates the files for security and then automated the migration of these files to blockchain vendors or other storage providers.

## SentientWorldConnect

SentientWorldConnect (aPaaS) platform that enables the provisioning, Management, and control of applications and databases to stand up edge cloud virtual datacenters for banking/card/token processing, IoT, Telecommunications, sporting events, concerts, eGaming, blockchain and Many more enterprise temporary or permanent needs.

# Verge Roadmap

Verge Technologies Inc Product Line



SentientDB

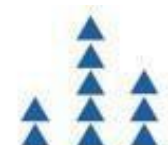
SentientBlock  
(SenData)

SentientAPP

SentientArbitrage

SentientAnalyze

SentientWorld  
Connect



2023

2025

2026

2026

2027

2027



# Revenue Model



## PILOT FEES

\$30,000  
to  
\$50,000

SentientDB

## LICENSE SUBSCRIPTIONS (Monthly or Annually)

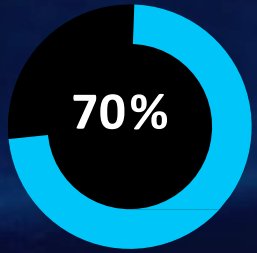
\$75 DB instance/Month

\$900 DB instance/Year

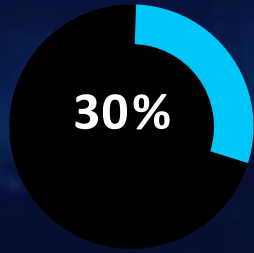
- Tiered pricing based on volume
- 10% discount multi-year sales orders
- Reseller discounts typically 15%

# Go-To-Market & Traction

## Target Markets



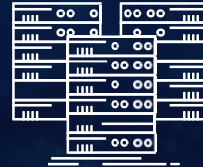
Indirect through  
strategic resellers



Direct to national  
accounts



Enterprises



Data Centers



Cloud Providers



## Technology Alliances



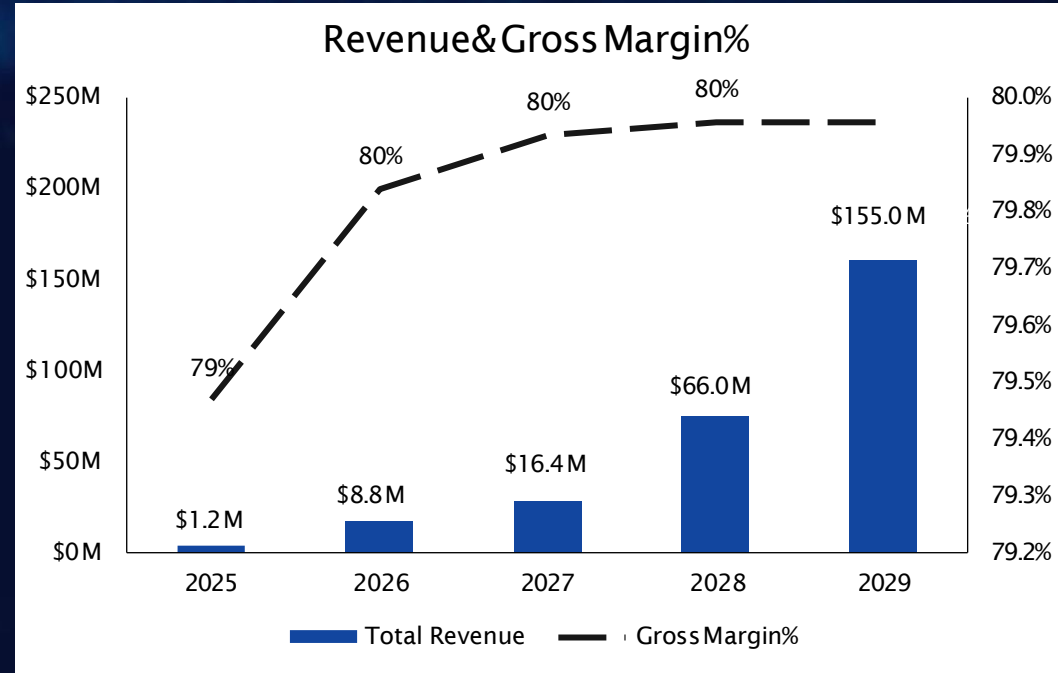
## Distributors



## Customer Pipeline

ServiceNow  
 Lotus Data Group (SenData)  
 EchoStor  
 Dell Technologies  
 US Patent and Trade  
 Texas Department of Information Services  
 Carahsoft (customer projects)  
 Lumen (customer projects)  
 AWS

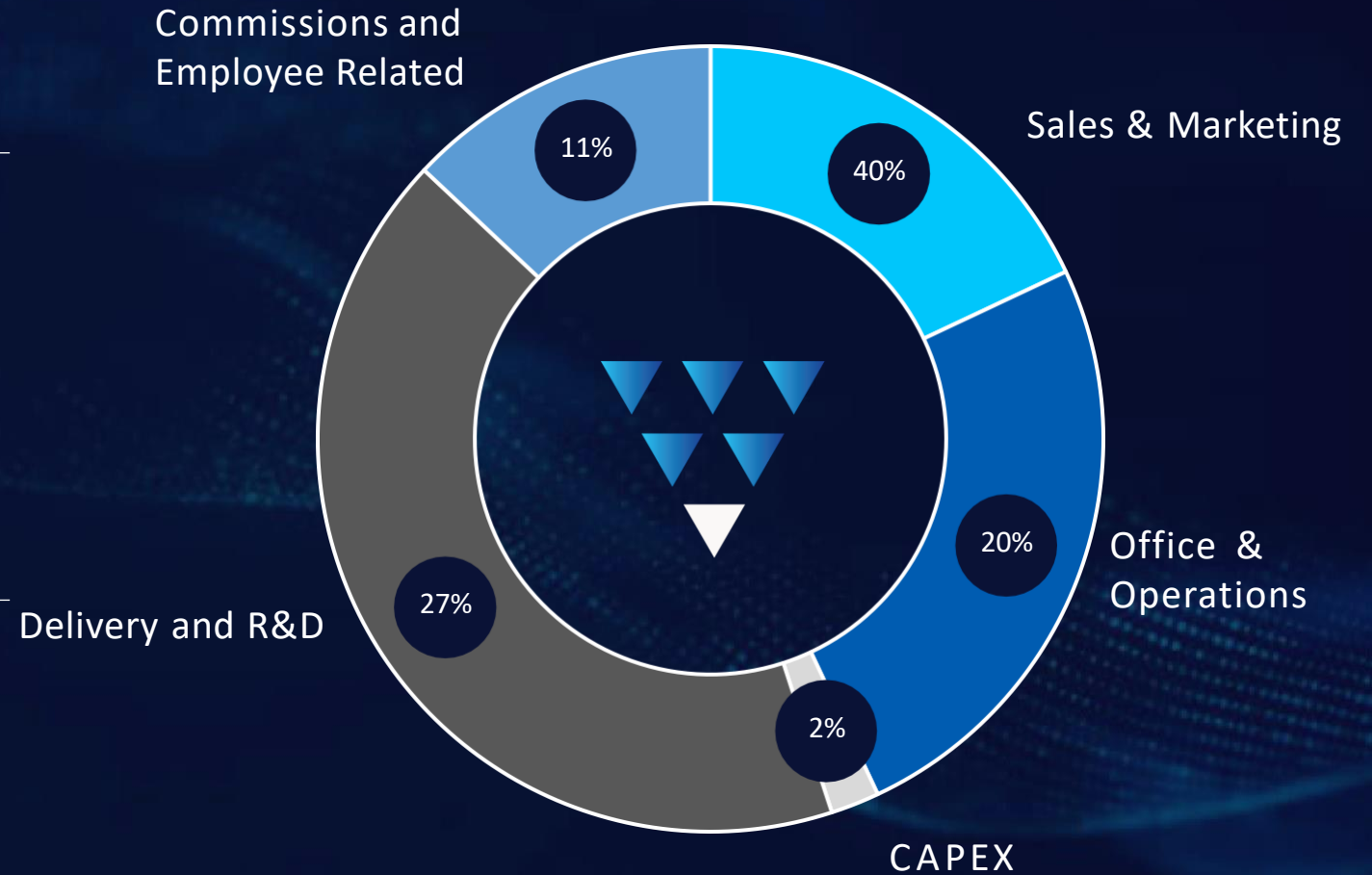
# Financial Projections



# Funding Ask



Verge Tech is looking to raise  
**\$5.5M** to accomplish the  
following plan





# The Plan



## Raise Capital

\$5.5m for Market Expansion

## Launch New Products

Sentient APP, Arbitrage

Step  
01

Step  
02

Step  
03

Step  
04

Step  
05

## Expand Current Capacity

Customer pilot deployment & conversion

## Establish USA footprint

Acquire customers with focus on MSP and CSP

## Geographic Expansion, Additional Financing or exit



## FURTHER FUNDING R O U N D S

Funding rounds can be followed by Series A,B, C or more which can provide exit criteria for investors.



## MERGER OR ACQUISITION (M&A)

Management Buyout, Merger with a competitor or Acquisition by a Bigger Corporation



## INITIAL PUBLIC OFFERING (IPO)

Building a public-ready Company  
8-10 years with 20X ROI

# The Team



**Jimmy Jobe**  
**President & CEO**

- Multiple startups exits (domestic & international)
- Public and private P&L Management
- Successfully developed/launched 25 enterprise software products across multiple verticals



**Ravi Rao**  
**CSO and Impact Officer**

- 30+ years BD and partnership alliances
- Start-up catalyst with capital fund raising and cybersecurity experience



**Dr. Giovanni Morano - CTO**

- PHD/ Professor Computer Science
- Led R&D at STMicroelectronics
- Program Chair IEEE Intelligent Computing & Convergence of Distributed Cloud Grids
- Published/lectured in international journals & conferences



**Brent Hucks - CFO**

- 25+ years CPA/Accounting/Financial professional working from Big 4 to startups
- Specializing in capital raising and funding initiatives



**Dr. Daniele Zito**  
**VP Engineering / R&D**

- PHD/Professor Computer & Telecommunication Engineering
- Published more than 30 scientific papers for international Journals and Conferences
- 10+ years' experience as Architect and VP Engineering in the ICT Industry

# Let's Talk!

## Jimmy Jobe | President & CEO



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[www.vergetech.cloud](http://www.vergetech.cloud)



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TX, 78681

A graphic consisting of five blue downward-pointing triangles arranged in a larger downward-pointing triangle, with a white downward-pointing triangle at the bottom center.

# VERGE