



Predecir

The last mile in actionable predictive analytics

Our Story



- ❑ Founded in October 2017
- ❑ HQ: Austin, Texas, USA
- ❑ Founder & CEO: Satish Kambalimath
- ❑ Predecir in Spanish means “to predict” or “to forecast”



Major Transformative Purpose (MTP) of Predecir:
The last mile in actionable predictive analytics

The Four Pillars of Predecir



Visibility

Forecasting

Prediction

Prescription

- ☐ Discovery
- ☐ Under-utilized
- ☐ Unused Resources



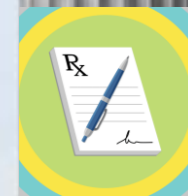
- ☐ Spin Up or
- ☐ Spin Down
- ☐ Based on Your Needs



- ☐ Long-term prediction
- ☐ Based on Historical Learning
- ☐ Ability to set budgets

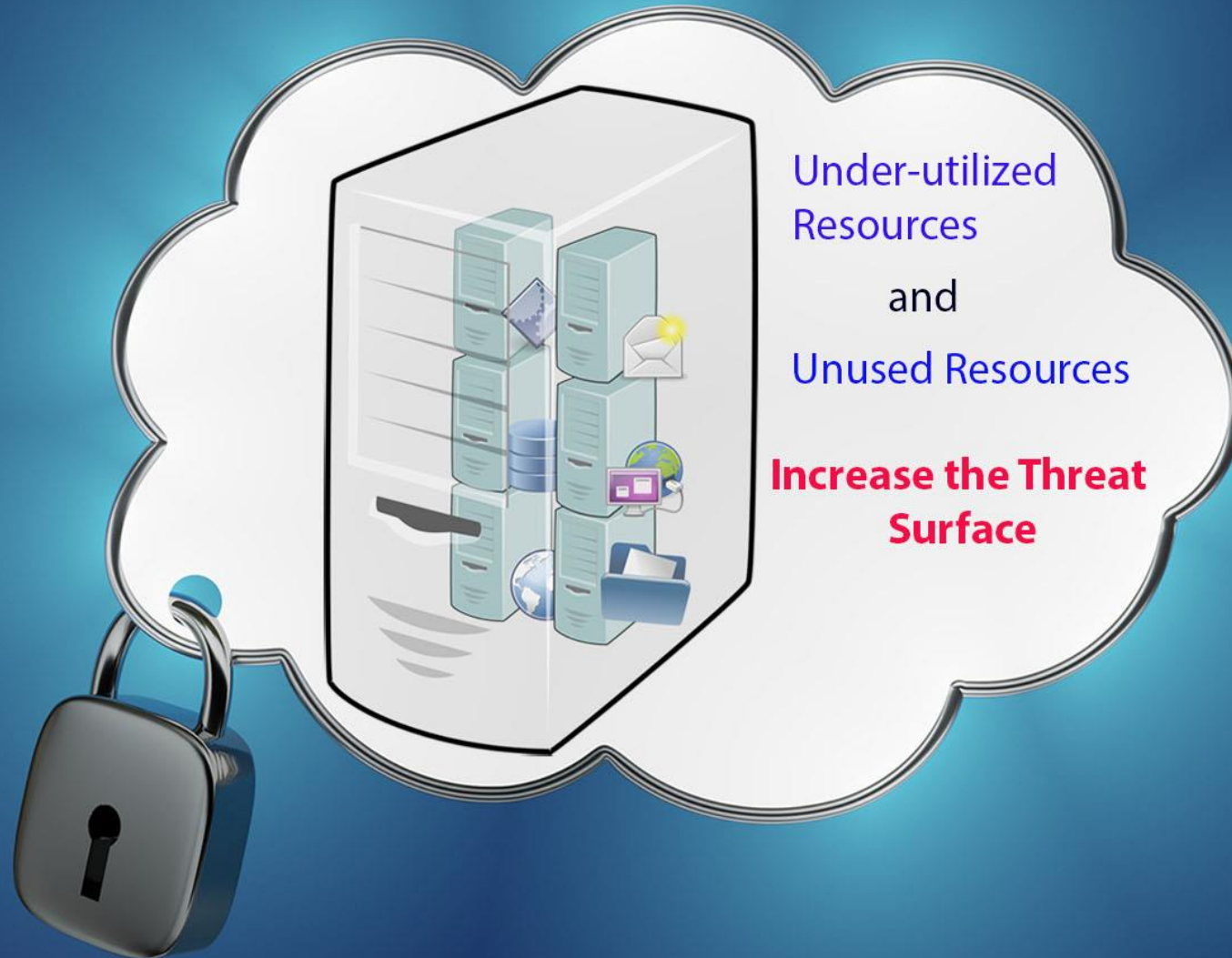


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- ☐ Actionable ways to cost savings
- ☐ Optimize your cloud spend
- ☐ Continuously eliminate waste

Threat Surface



- IT is focusing their attention on high-priority servers and resources
- Unused and Under-utilized resources are an easy target
- Hackers can slip in undetected and take their time to infiltrate the entire network and organization

Wasted Cloud Spend

11 billion from Idle Resources
wasted

6.6 billion from Oversized
Resources wasted

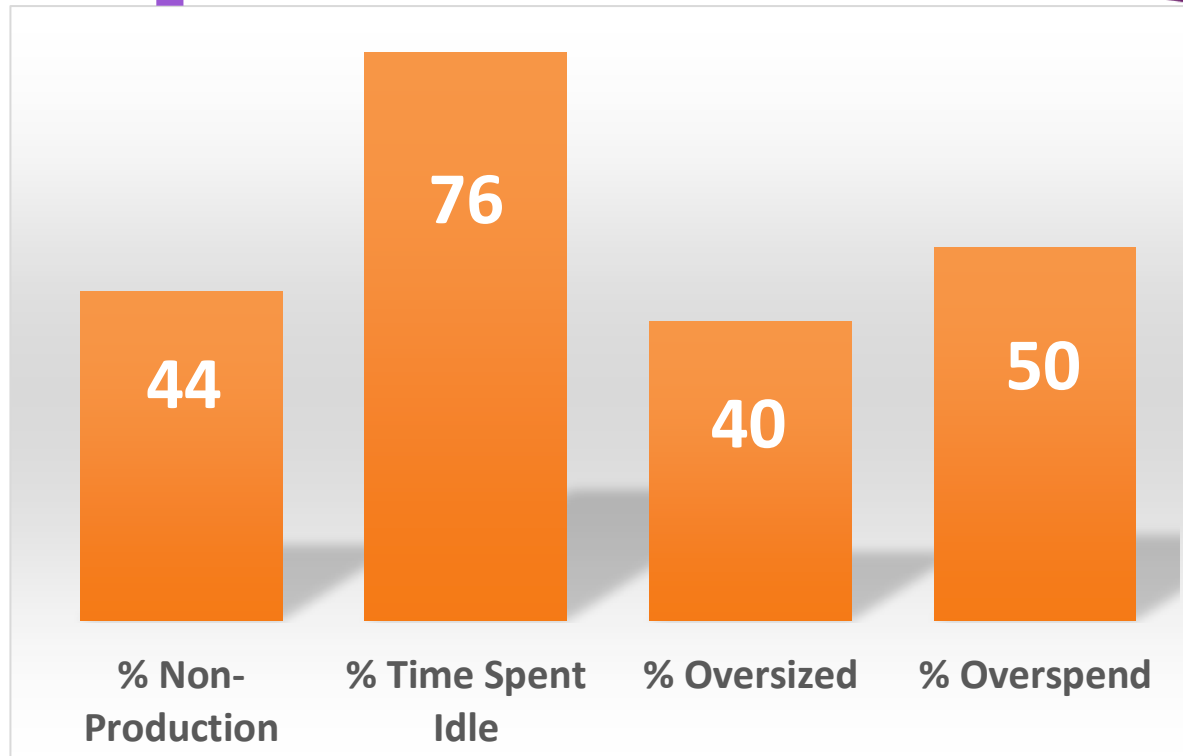


**\$ 17.6 billion
Wasted
in 2020**

\$ 33 billion

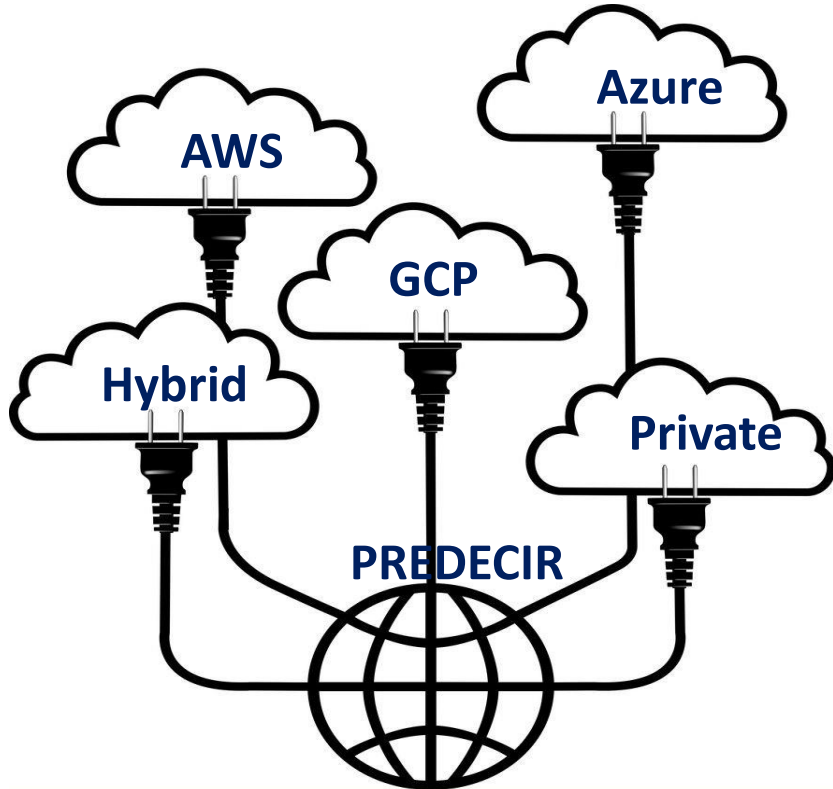
Spent on Compute in 2020

Break down of
wasted spend



**Cloud Spend Waste
is expected to exceed
\$20 billion in 2021
and \$26 billion in
2022**

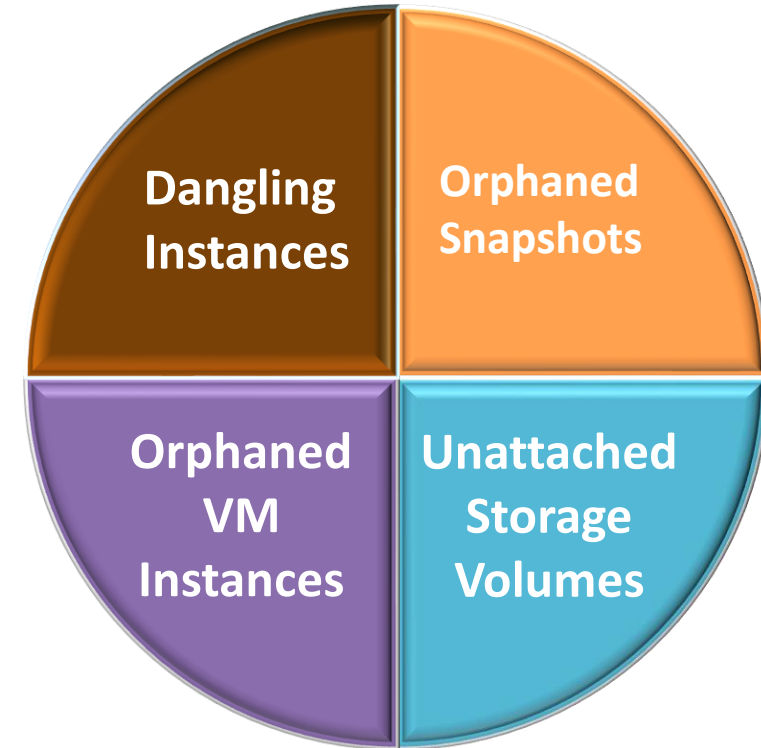
Cloud Waste



Hidden costs impacting Budgets and EBITDA:

- Over Provisioning
- Under Provisioning
- Globally \$5B in cost impacting budgets
- Underutilized Discounted Capacity

Unused Compute Instances



Predecir Identifies Cloud Waste Immediately

What Cloud Users Want to Know Predicir

Can I Predict My Resource Needs?

According to FinOps, new cloud users should be able to allocate **80%** of their spend whereas experienced cloud users should be able to allocate **90%** of their cloud spend. To do this cloud users need:

1. Visibility
2. Forecasting
3. Prediction
4. Prescription

How Can I Automate?

According to FinOps 70% of New Cloud users and 50% of all respondents do not automate! For those that do automate, they did these things the most:

- Sending recommendations to teams (31%)
- Tagging hygiene (29%)
- Automating right-sizing (12%)
- Savings Plan / CUD / RI Management (12%)

What is my % Compute?

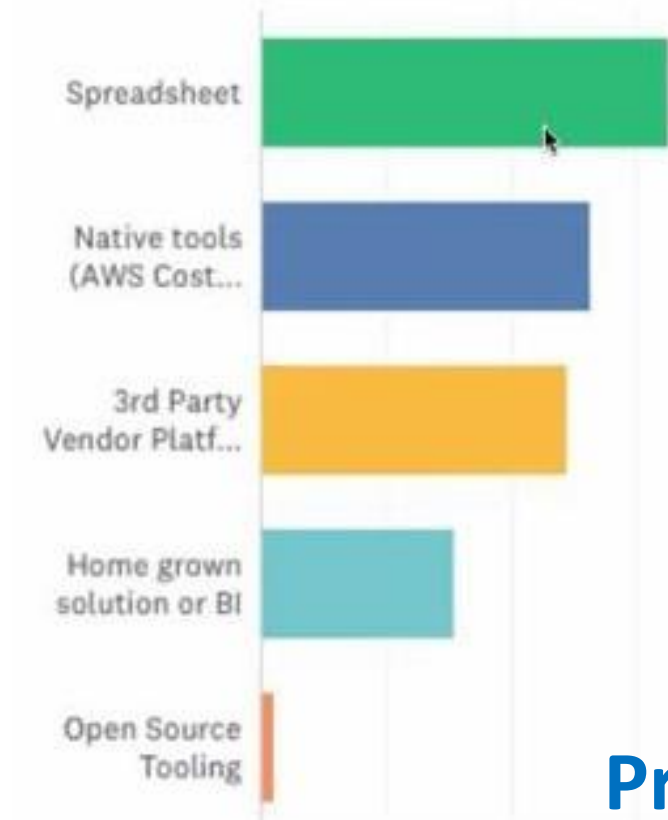
What Percentage of my compute falls into each category?

1. Reserved Instances or Savings Plan or Committed User Coverage
2. On-Demand
3. Spot or Preemptible VM Instances

Pain Points

Biggest pain points in 2020 for cloud users:

1. Dealing with Shared costs across the organization (e.g., IT/Engineering vs. Finance)
 2. Accurate forecasting
 3. Reducing waste / underutilization
 4. Full Allocation of costs
- NEED: Visibility by alerting and right-sizing technology



- Forecasting is a common challenge in the cloud
- Current forecasting tools have not caught up to the complexities of the forecasting problem

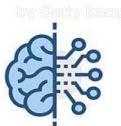
Predecir provides the solution: PredecirRx



Automated solution that continuously learns and analyzes trends



Periodic usage reports enabling the end user to calibrate resources accordingly (Spin up or Spin Down)



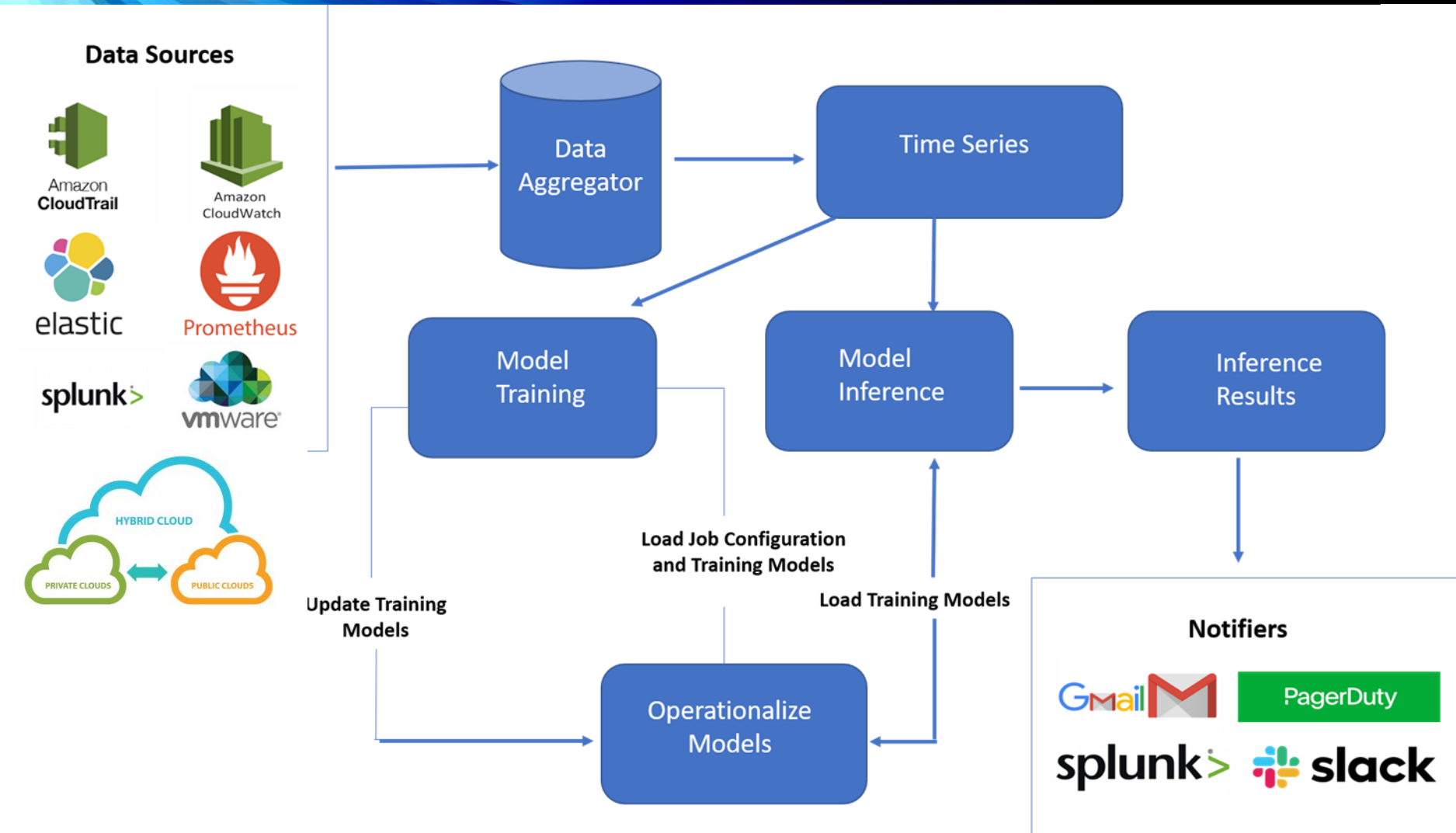
Machine learning swiftly and accurately predicts behavior providing actionable analytics for future provisioning



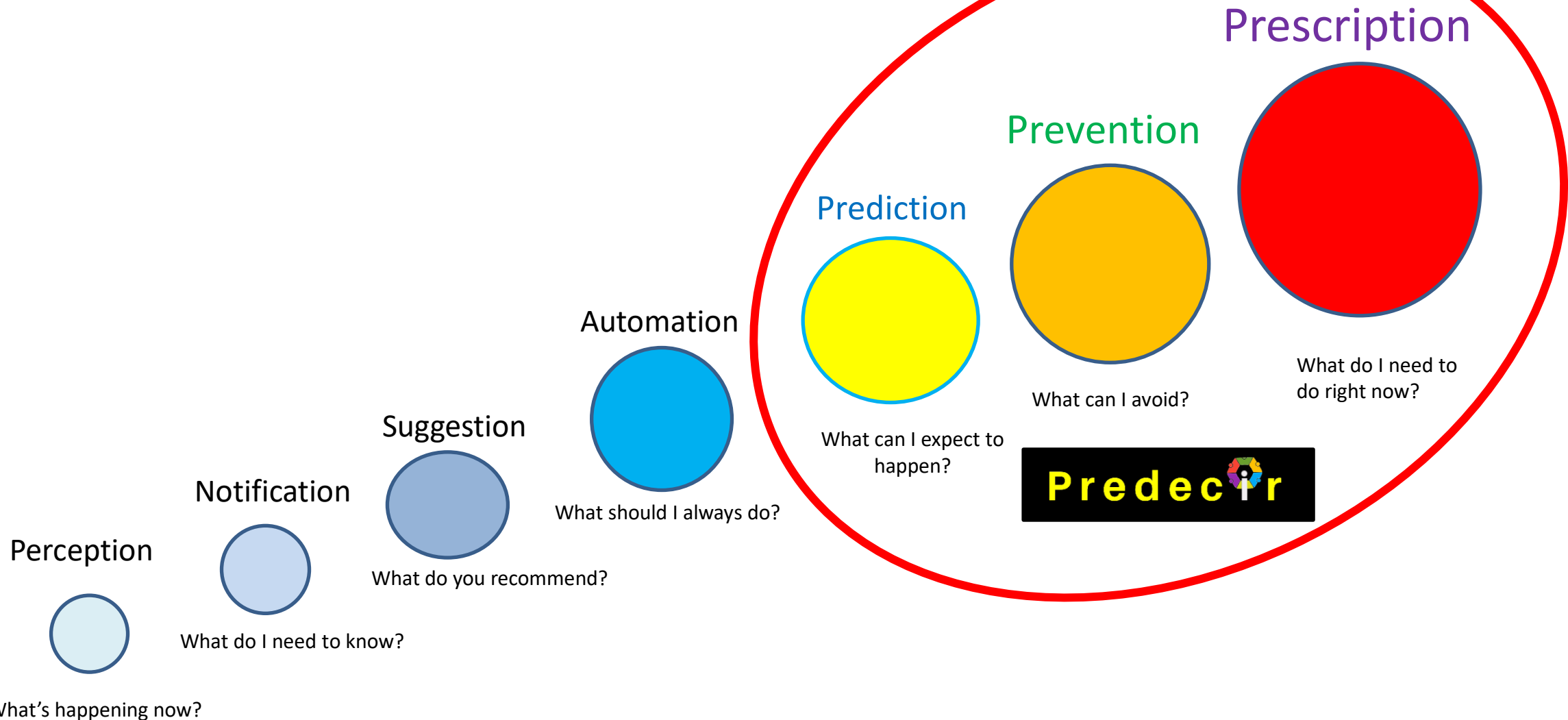
Integrates into the DevOps environment when needed to preview consequences of actions

PREDICIRx™

Predecir Architecture



Predecir's Circle of Influence





Shirish Netke
CEO, Amberoon

Shirish Netke

CEO, Amberoon, Inc., Says...



Amberoon is an enterprise software company that helps banks reduce operational risk from money laundering and financial crimes using agile processes and modern technology.

Predecir impact points:

- ❖ Looked at our cloud resource utilization in order to gain visibility and reduce our costs
- ❖ Discovered one of our servers was only used for just 2 days over a 6-month period
 - ❖ Without Predecir, we would've paid full fare for our compute resources which were barely used
 - ❖ Further, we do not see such visibility from any cloud provider
- ❖ Gained an advanced indication of the health of our compute farm as well as providing insight into resource utilization, thus reducing any waste in our cloud operations costs
- ❖ Scaled cloud resources in a predictable fashion, proportionate to the scale of our business
- ❖ Huge impact on our bottom line

President and CEO of Amberoon, Inc., a provider of solutions to measure, monitor, and manage risk and compliance for banks and financial institutions using contemporary technologies

- ❖ PREDECIRx is a highly differentiated offering to address the 'Right Sizing' issue and eliminate cloud waste
- ❖ A new revenue stream for our partners who can deliver efficient usage of cloud resources with large savings for their customers
- ❖ This offering appeals to both C-suite executives and cloud infrastructure managers as it addresses each of their major concerns
- ❖ For large enterprise clients, a revenue model that is based on cost savings can be negotiated resulting in a WIN/WIN proposition
- ❖ System Integrators can white label PREDECIRx and make it a part of their overall offering/solution

Leadership Team



Satish Kambalimath

Founder & CEO

Satish has over 25 years of experience in a vast array of leadership roles at IBM, AT&T Bell Labs, Lucent, Cadence and Niksun. He has held senior leadership positions at Fortune 500 companies as well as startups. He has a proven track record in taking emerging technologies from inception to market validation, customer acquisition and revenue growth. Satish holds a Master's degree in Electrical / Computer Engineering from Florida Tech.

Satish has been a serial entrepreneur, having founded an RFID solutions company. Most recently Satish was Co-Founder and board member at Axiom Propack Pvt. Ltd., which was acquired by Guala Closures of Italy. Predecir is his 4th startup venture.

Industry Veterans Technology Advisory Board



Ravi Arimilli

Focus Area: Intellectual Property

*Senior Vice President
State Street Corp.*

- Ex-IBM fellow and Chief Scientist of the POWER series of processors.
- Recognized as one of the most prolific inventors in the history of IBM with over 500 patents to his name
- Featured in Top 25 CTO's in the world by InfoWorld.



Dr. Rahul Razdan

Focus Area: Strategy & Research

- 25 years experience in startups, academia, and Fortune 500 companies. Successfully led multiple startups (WiPower, PwrLite, Ocoos)
- Academic guidance and research areas of STEM education, Autonomous Vehicle Technology, and Semiconductor Design.
- Held Senior Corporate roles at Cadence and DEC (now HP).
- Over 24 issued patents. Ph.D. from Harvard University (M.S./B.S. from Carnegie Mellon University).



Dr. Vijay Sankaran

Focus Area: Data Science & AI

*Managing Director, AI Technologies
State Street Corp.*

- Ex-IBM global leader for manufacturing solutions. Responsible for development of artificial intelligence software to control products quality - smartphones, laptops, LED displays, electric motors, smart speakers, drones, and robots.
- Successful Entrepreneur with 3 companies over 12 years in Austin dealing with online databases for industrial images, internet-based multi-party document management, and creating solutions with Big Data analytics for large semiconductor firms, banks, insurers, and oil/gas exploration companies.



Dr. Jikku Venkat

- Dr. Jikku has been involved with startup companies in healthcare technology, enterprise software, Cloud, SaaS, and Virtualization areas for the past 20 years. He has built successful Engineering, Product Management, Customer Services organizations from the ground-up at Draker Energy, Virtual Bridges, and United Devices.
- Dr. Venkat has 6 patents issued and was named Austin's Technology Executive of the Year in 2002. He has a Ph.D. and M.S. in Computer Engineering from The University of Texas at Austin and a B.E. (Honors) from NIT-Trichy, India.

Predecir



Predecir is nominated for the 2021 Edison
Awards in Innovation

[Learn More...](#)