


# Mantrapoynt Inc.

## An Overview Of Our Initial Business Units

April 2018



	2015	2016	% Growth
Product A1	12,567	25,275	+11%
Product A2	13,535	15,541	+13%
Product A3	15,100	16,444	+9%
Product A4	18,239	27,391	+50%
Product A5	27,391	27,391	0%
Product A6	3,537,284	45,558	-98%
Product A7	45,558	45,558	0%
Product A8	45,558	45,558	0%
Product A9	45,558	45,558	0%
Product A10	45,558	45,558	0%
Product A11	45,558	45,558	0%
Product A12	45,558	45,558	0%
Product A13	45,558	45,558	0%
Product A14	45,558	45,558	0%
Product A15	45,558	45,558	0%
Product A16	45,558	45,558	0%
Product A17	45,558	45,558	0%
Product A18	45,558	45,558	0%
Product A19	45,558	45,558	0%
Product A20	45,558	45,558	0%
Product A21	45,558	45,558	0%
Product A22	45,558	45,558	0%
Product A23	45,558	45,558	0%
Product A24	45,558	45,558	0%
Product A25	45,558	45,558	0%
Product A26	45,558	45,558	0%
Product A27	45,558	45,558	0%
Product A28	45,558	45,558	0%
Product A29	45,558	45,558	0%
Product A30	45,558	45,558	0%
Product A31	45,558	45,558	0%
Product A32	45,558	45,558	0%
Product A33	45,558	45,558	0%
Product A34	45,558	45,558	0%
Product A35	45,558	45,558	0%
Product A36	45,558	45,558	0%
Product A37	45,558	45,558	0%
Product A38	45,558	45,558	0%
Product A39	45,558	45,558	0%
Product A40	45,558	45,558	0%
Product A41	45,558	45,558	0%
Product A42	45,558	45,558	0%
Product A43	45,558	45,558	0%
Product A44	45,558	45,558	0%
Product A45	45,558	45,558	0%
Product A46	45,558	45,558	0%
Product A47	45,558	45,558	0%
Product A48	45,558	45,558	0%
Product A49	45,558	45,558	0%
Product A50	45,558	45,558	0%
Product A51	45,558	45,558	0%
Product A52	45,558	45,558	0%
Product A53	45,558	45,558	0%
Product A54	45,558	45,558	0%
Product A55	45,558	45,558	0%
Product A56	45,558	45,558	0%
Product A57	45,558	45,558	0%
Product A58	45,558	45,558	0%
Product A59	45,558	45,558	0%
Product A60	45,558	45,558	0%
Product A61	45,558	45,558	0%
Product A62	45,558	45,558	0%
Product A63	45,558	45,558	0%
Product A64	45,558	45,558	0%
Product A65	45,558	45,558	0%
Product A66	45,558	45,558	0%
Product A67	45,558	45,558	0%
Product A68	45,558	45,558	0%
Product A69	45,558	45,558	0%
Product A70	45,558	45,558	0%
Product A71	45,558	45,558	0%
Product A72	45,558	45,558	0%
Product A73	45,558	45,558	0%
Product A74	45,558	45,558	0%
Product A75	45,558	45,558	0%
Product A76	45,558	45,558	0%
Product A77	45,558	45,558	0%
Product A78	45,558	45,558	0%
Product A79	45,558	45,558	0%
Product A80	45,558	45,558	0%
Product A81	45,558	45,558	0%
Product A82	45,558	45,558	0%
Product A83	45,558	45,558	0%
Product A84	45,558	45,558	0%
Product A85	45,558	45,558	0%
Product A86	45,558	45,558	0%
Product A87	45,558	45,558	0%
Product A88	45,558	45,558	0%
Product A89	45,558	45,558	0%
Product A90	45,558	45,558	0%
Product A91	45,558	45,558	0%
Product A92	45,558	45,558	0%
Product A93	45,558	45,558	0%
Product A94	45,558	45,558	0%
Product A95	45,558	45,558	0%
Product A96	45,558	45,558	0%
Product A97	45,558	45,558	0%
Product A98	45,558	45,558	0%
Product A99	45,558	45,558	0%
Product A100	45,558	45,558	0%

# Safe Harbor and Confidentiality



01

The following is intended for outline purposes only. This is not to be incorporated into any contract. The content here does not represent any commitment by Mantrapoynt to deliver. Changes that can be made to the content is at the sole discretion of Mantrapoynt

02

Content here is confidential to those Mantrapoynt has explicitly shared and for promotional purposes only



# About the founding



- The founding team of Mantrapoynt decided on one core purpose for equipment lessors; Show Lessors the way to increase Revenue and cut Expenses by finding and using the “Mantras” (best practices) embedded in Best-of-Breed solutions
- All central team members come from product development roles of OLFM’s formative years at Oracle
- We commit to :
  - a) create compelling complementary and advanced solutions on Oracle’s products
  - b) create those rapidly
  - c) create those in a manner such that the value can be unlocked rapidly
- All our products, services and practices are business outcome targeted. In other words, we shall make a real contribution towards outcomes you seek
- About the etymology and pronunciation of the word “Mantra”

## Etymology



## Pronunciation (US and UK)

<https://dictionary.cambridge.org/us/pronunciation/english/mantra>

# Central organizational principles



Employees first

Pursue Differentiation

Commitment to  
customer outcomes

01

02

03

04

05

Quality of content; not  
the PPT show and tell

Integrity of thoughts  
and actions



# **Mantrapoynt SBU #1**

## **Continuity: OLFM and ecosystem**



# Purpose : The Whys behind the formation of this SBU



This SBU is founded with the first promise of eliminating confusion and mis-information around OLFM's offering



The second promise is to educate the world about strategies when they want to make investments on and around OLFM



The third promise is about the authenticity of hearing from Manish and his chosen; directly where someone wants his signature advice.

# What are the initial top services for this SBU?



**01**

Strategic Services for C and Board level decision making

**02**

Solutions for top and high impact business challenges

**03**

Solutions for Managed Services using OLFM

**04**

Value added Products and Services

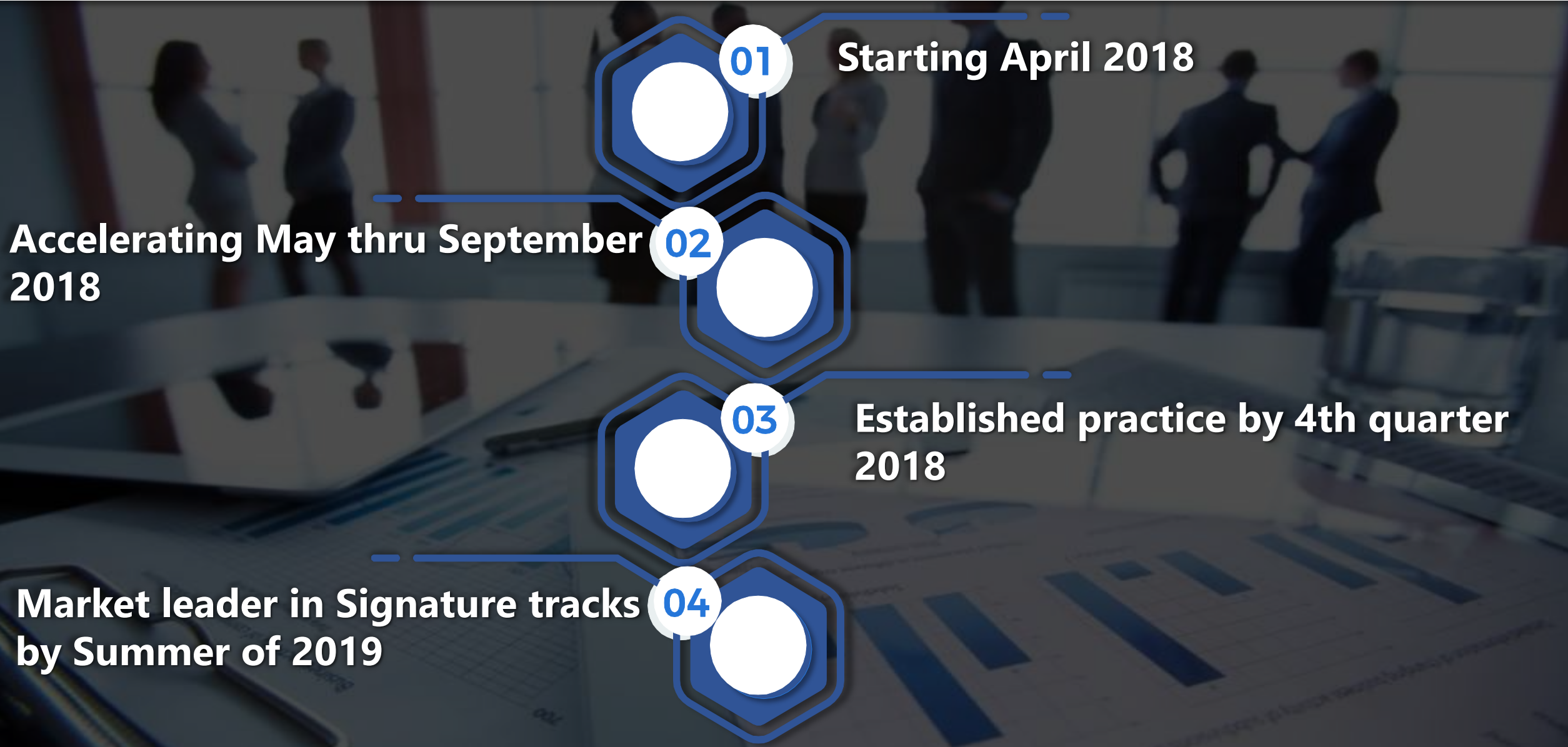
**05**

Enterprise Agility and coaching for Devops practice

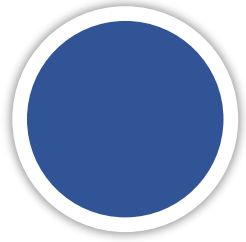


- Direct OLFM's Customer Services
- Direct Oracle's Customer Services
- Partner offerings for Top 10 Consulting companies
- Oracle Product Development advisory
- In house signature experts and access to over 35 SMEs
- Offices : USA and India
- Elastic provisioning of capacity for deliveries

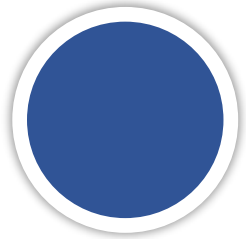




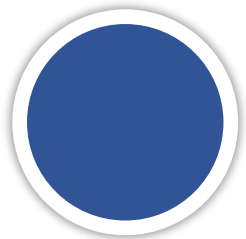
# Key Technology Influences and adoption leverage



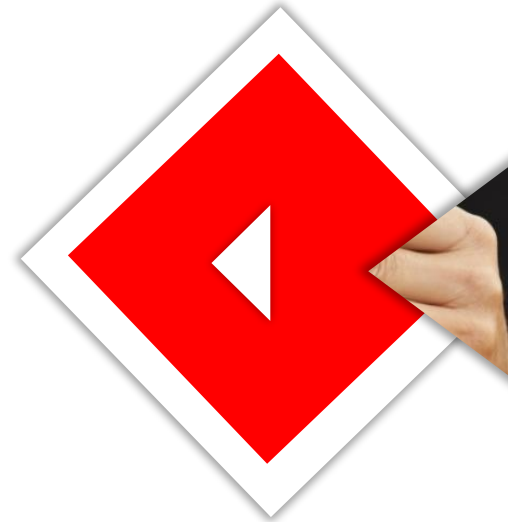
Cloud



Some IoT and IIoT



Low ML/AI in this SBU (see SBU #2 for this)





# SBU #2

**Expand and Modernize**

Finance Business Software  
Weather Sport Time Rates  
Photo Services Files  
Electronics Shipping Design  
Mail Internet News Audio  
TV Home Travel Tech  
Contentment Security  
Global Music Cooperation  
Songs Graphics Machinery  
Job Data Games People

statistics



Human Resources

Calendar



Statistics



Diagramme



Data converter



# Purpose : The Whys behind the formation of this SBU



**1**

Customer acquisition models expanding in Banking and Financial Services

**2**

The need for outcome targeted adaptive KPIs

**3**

Equipment and use economics changing the dynamics of customer engagement

**4**

Dominance of ML/AI/Robotics in Equipment Servicing changing competitive metrics

**5**

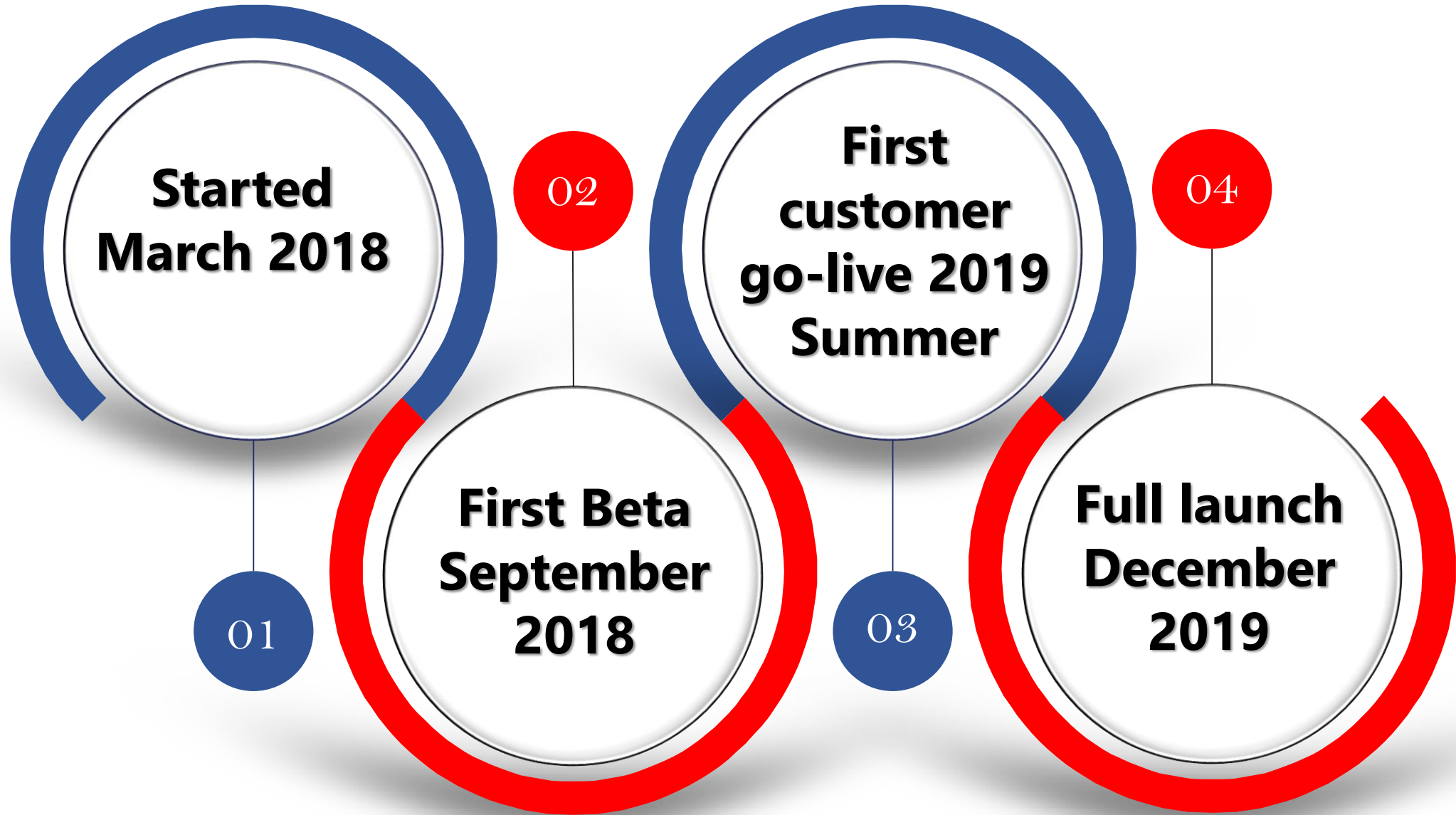
Complete the Oracle solution footprint beyond OLFM for Equipment Leasing



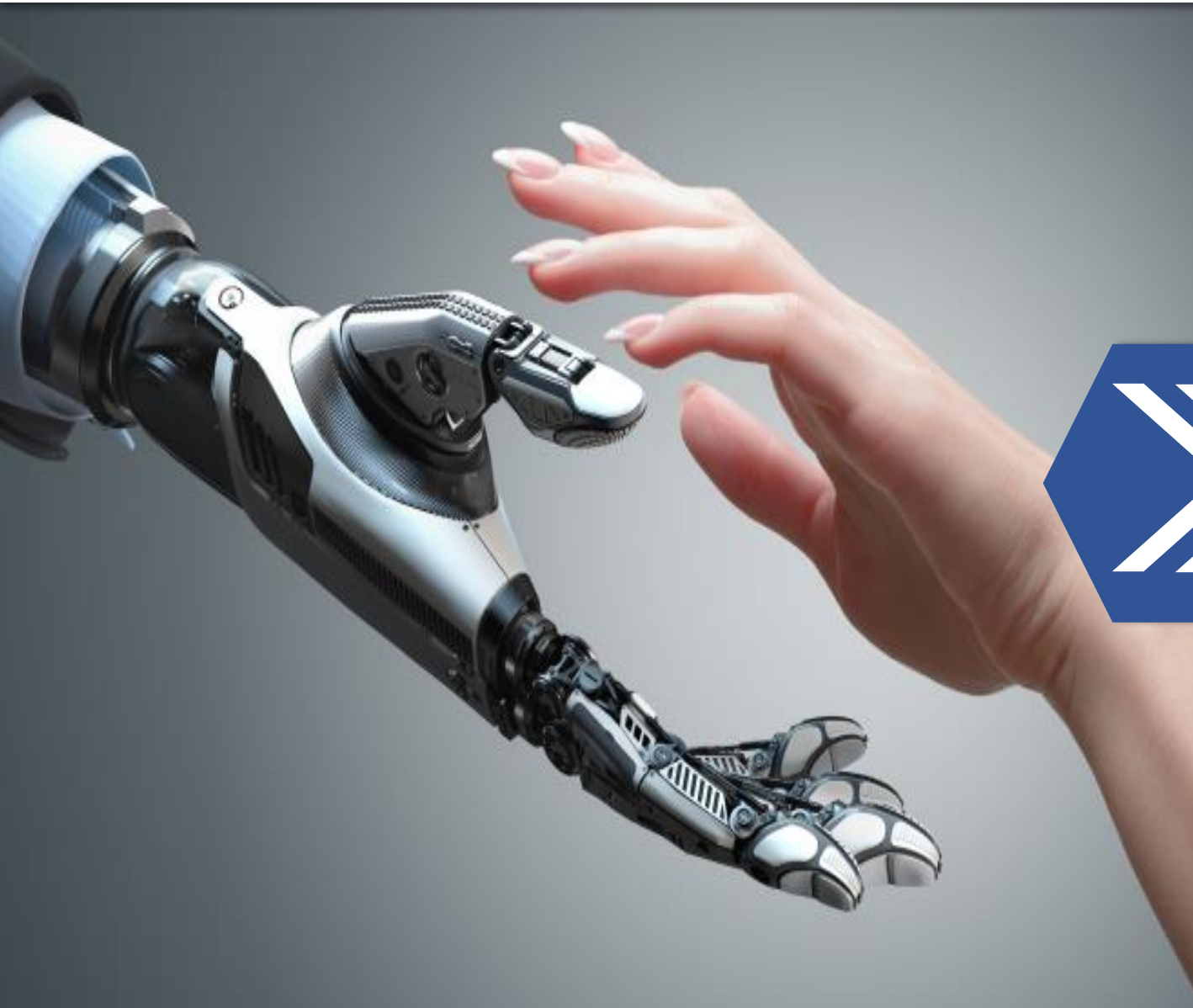
# What are the initial top differentiators for this SBU?

- ❑ Speciality in 5 industry verticals where digital solution uptake propensity is high
- ❑ Data Lake leveraged guaranteed contract yield increase
- ❑ Orchestration engine for guaranteed higher rate of customer acquisition
- ❑ Sustainability driven Asset Management solutions
- ❑ Guaranteed lower cost of funds
- ❑ Guaranteed lower service times and satisfaction

- 100% cloud solutions
- Oracle Engagement cloud and Oracle Analytics cloud based offerings
- License and adoption accelerators
- Oracle Partner Ecosystem
- Verticals depth: Healthcare, Food and Agri, Hi-Tech, Office Equipment and Energy
- Approximately 30-50 in-house team



# Technology Influences and adoption leverage



- Machine Learning and AI
- Robotics
- Integrated IoT
- Cloud and In-Memory
- Augmented reality

Our guarantee: We will show you how to suck the max juice out of technologies for your business outcomes, NOT just throw technology at you.





**Thank you!**

Calendar



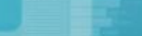
Statistics



Diagramme



Data converter



statistics

- Finance Business Software
- Marketing Sport Finance
- Photo Technology Files
- Electronics Shipping Design
- Real Estate Travel Tech
- Content Management Security
- Global Human Resources
- Songs Graphics Macroeconomy
- Job Data Games People

Human Resources

