

opentext™ | Gupta

Welcome to DevDay München 2019

Alles über Team Developer 7.2, SQLBase 12.2
und TD Mobile 2.3



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OpenText Gupta DevDay 2019

OpenText Overview & Update

5. November 2019 | Holger Burkert, VP Portfolio Sales /
Ines Piech, Sales Director Europe

opentext™

We are **The Information Company.**

Enabling **Intelligent** and **Connected Enterprises.**

Inspiring a **new way to work.**

Information is Transforming our World

Cloud

Speed &
Innovation

AI

Insight &
Automation

5G

Mobile
Connectivity

Digital

Disruption

New
Workforce

Link Talent
to Value

Machines

IOT

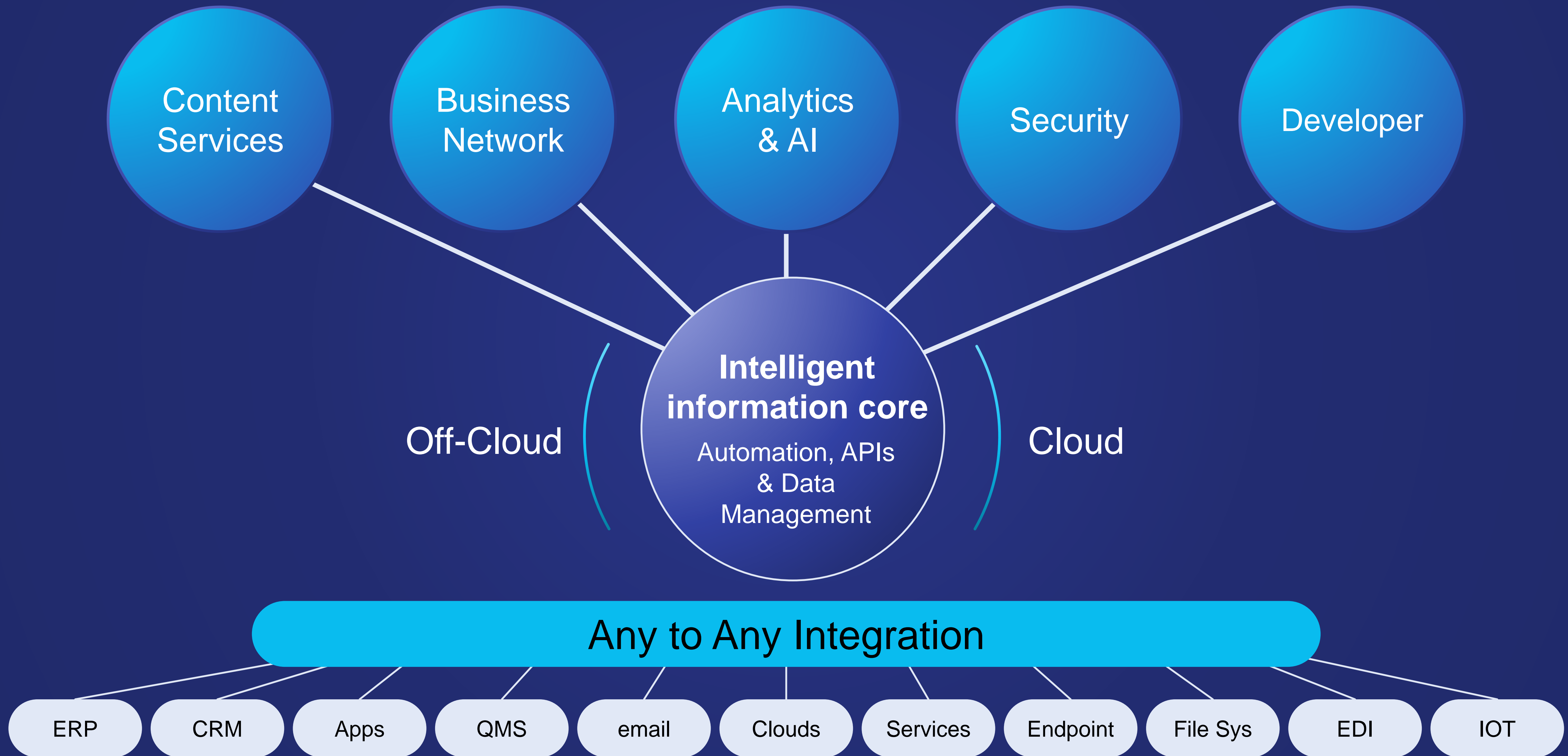
Experience

Growing
Expectations

Privacy

Security &
Compliance

Enterprise Information Management



The EIM market leader for enterprise software and cloud solutions enabling organizations to create connected and intelligent organizations



EIM

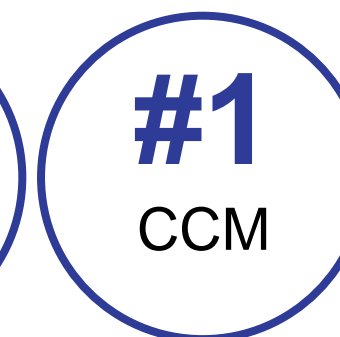
Cloud and Off-Cloud



#1
CSP



#1
Business
Network



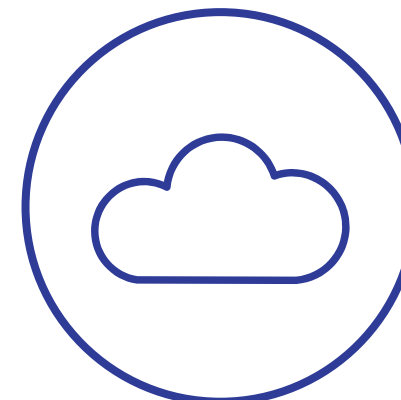
#1
CCM



Off-Cloud



Hybrid



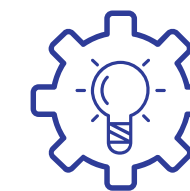
Cloud



\$2.9B
FY19 revenue



120,000
Customers



28 years
of innovation



104
Worldwide
office locations



13,100+
Employees



80% of
Fortune 1000
companies



1,250+
Partners



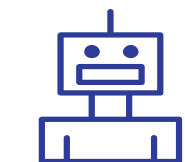
35
Countries



100M
End users



60M
Secured IDs



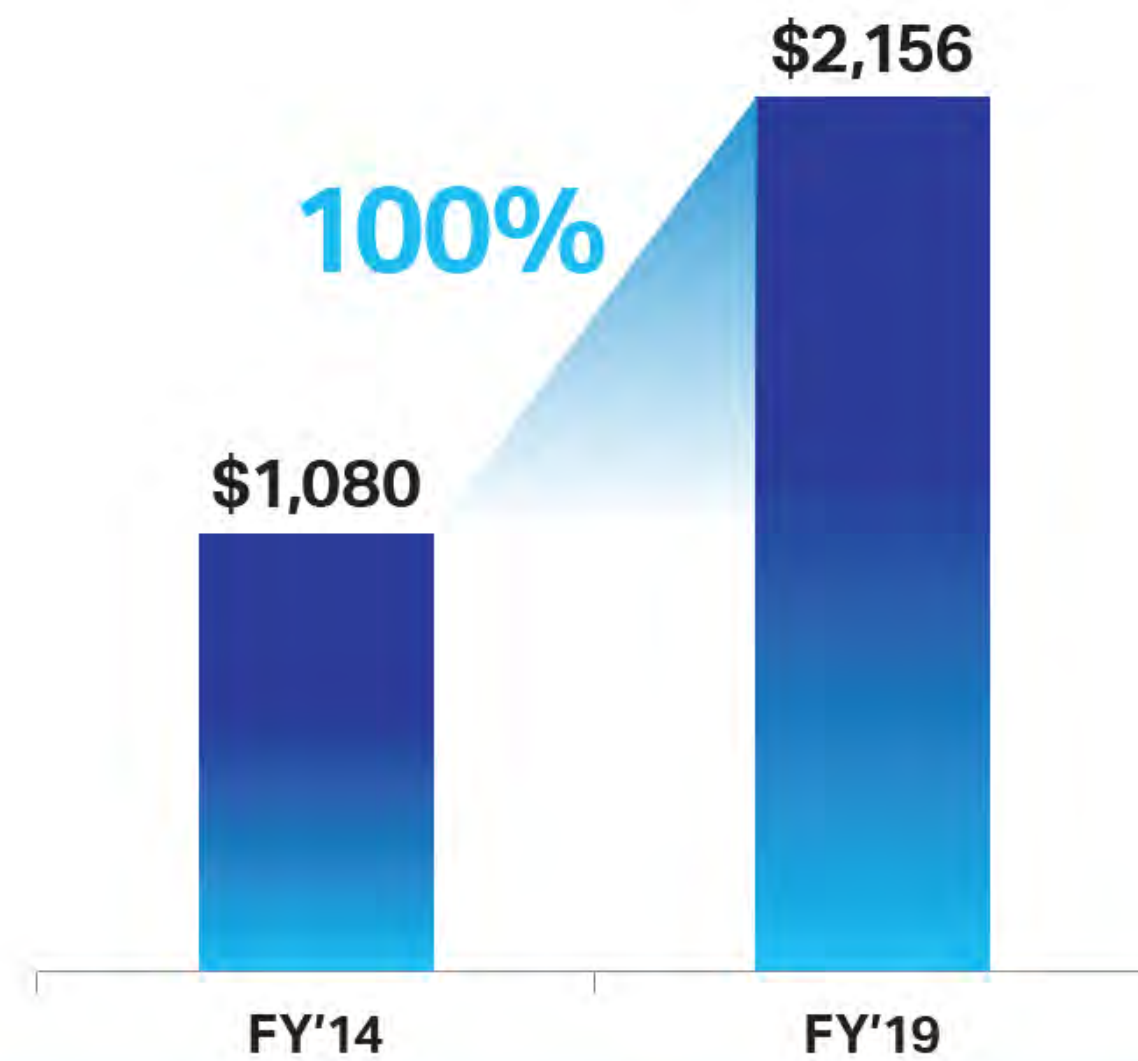
40M
Secured End-points



1 Exabyte
Under
Management

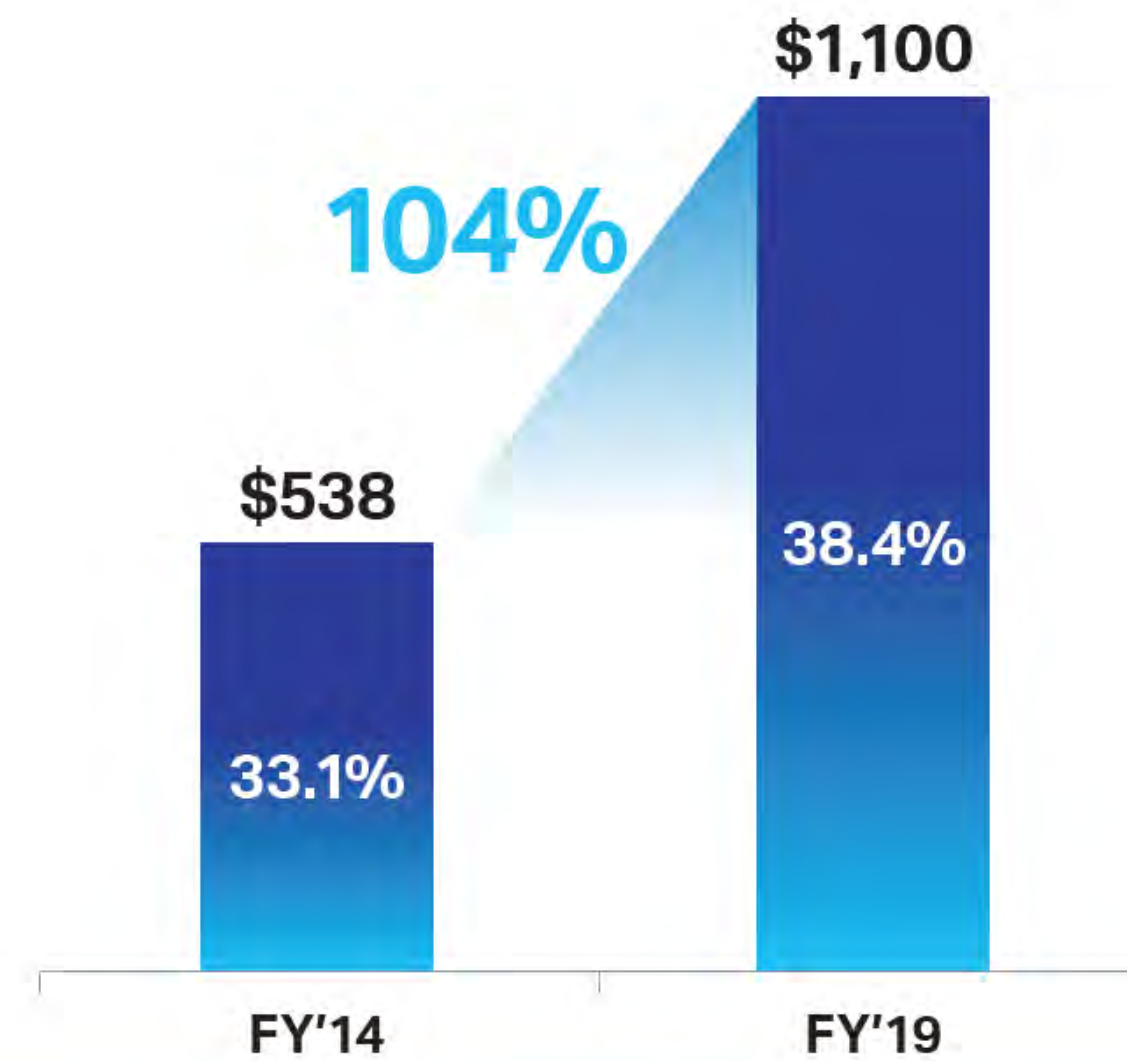
OpenText Annual Report

ARR⁽¹⁾
(\$US M)



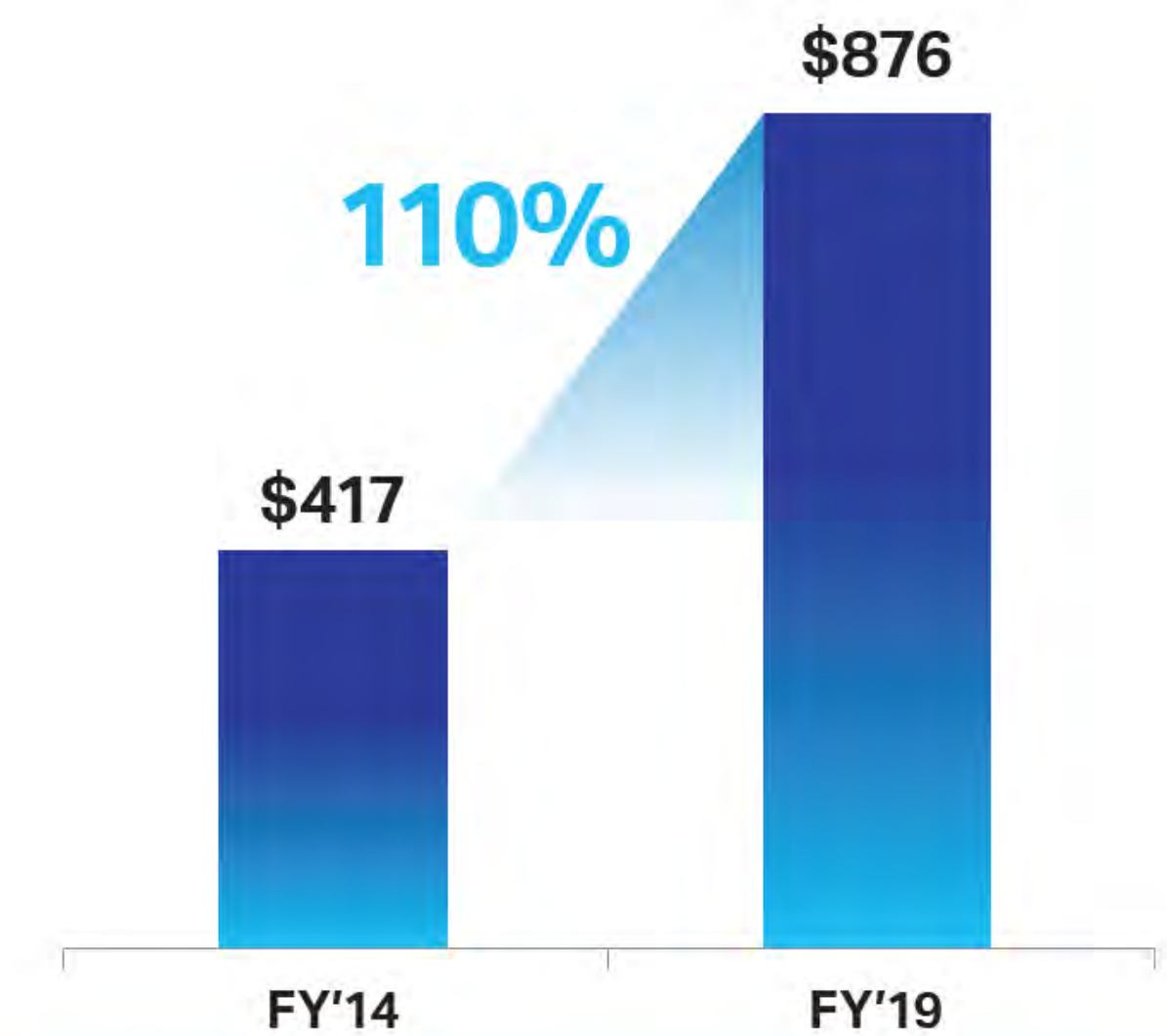
Renewal Rates:
Cloud: mid-90's
Customer Support: >90%

Adj. EBITDA & Margin^{(2),(3)}
(\$US M)



Adj. EBITDA Margin⁽²⁾
+530 bps since FY'14

Operating Cash Flows⁽³⁾
(\$US M)



Record Annual Operating
Cash Flow

OpenText Expands Strategic Partnership with Google Cloud

- **Preferred Partners**
 - Google Cloud Platform (GCP) is the preferred hyperscaler cloud option
- **Expanded Managed Services on GCP**
 - Extending the high-value Enterprise Managed Services (EMS) offering to the GCP
- **Product co-innovation**
 - Extending the capabilities of OpenText products with new services from Google



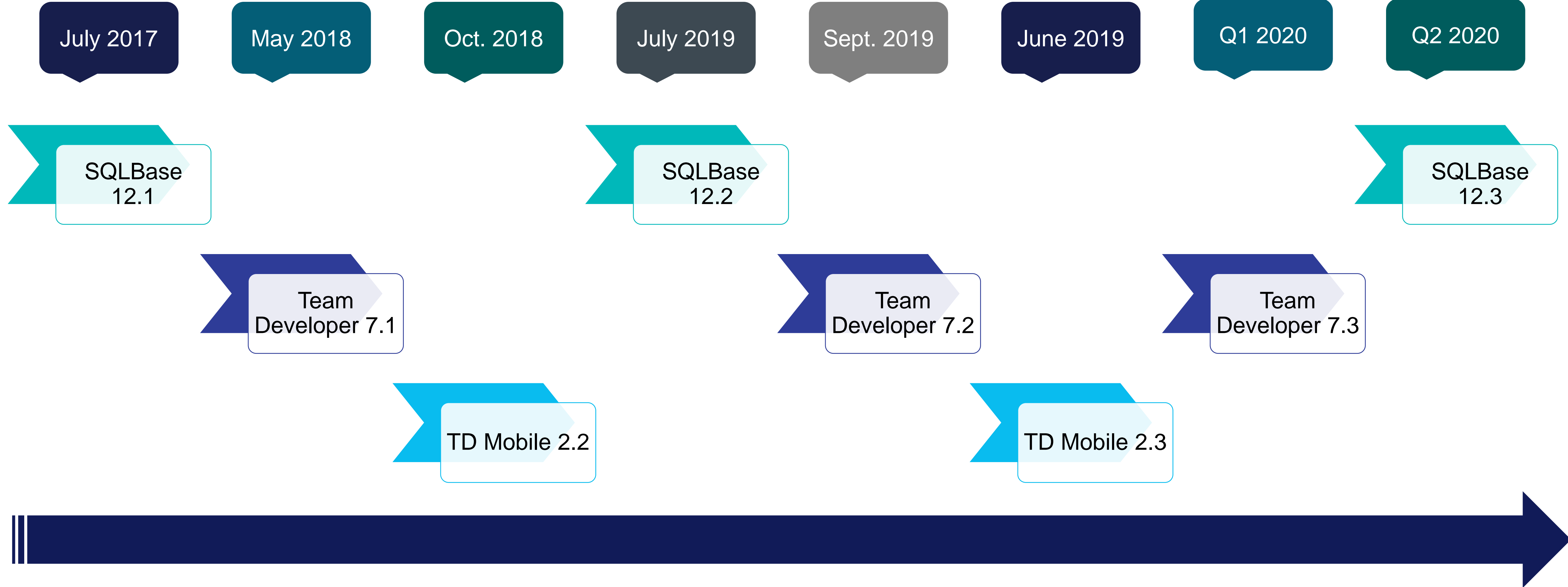
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Expanding our
partnership
with OpenText

Google Cloud



OpenText Gupta – We continue to invest!



Gupta - Continuous License Revenue Growth

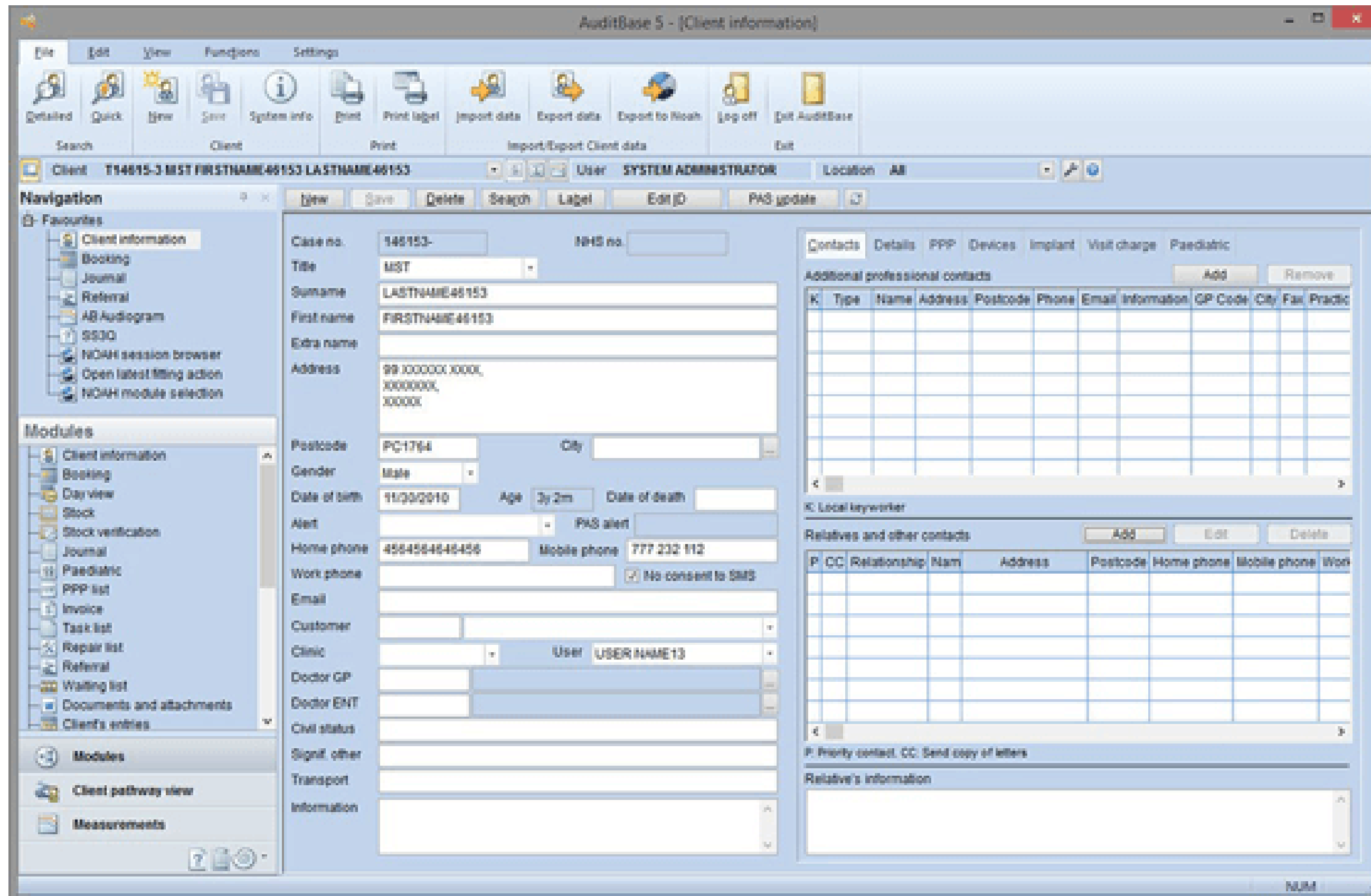
3 years
YOY Growth



Customer Success 2019

AUDITDATA

Transforming Hearing Care



"The right choice for us then was OpenText Gupta SQLBase, and it would still be the best choice today. For more than 25 years, it has been possible for us to stay on OpenText SQLBase as our primary database engine."

Kim Wagner Jensen
Business and customer care director
Auditdata

Customer Success 2019

VANDERBILT



"I would say our experience with the OpenText solution has been very positive. No one has ever complained about our choice of database engine. I don't see us changing to something else. We will continue to use OpenText Gupta SQLBase for years to come—it has always served us well."

Andreas Di Meo
Product management/product development
Vanderbilt Industries

Customer Success 2019



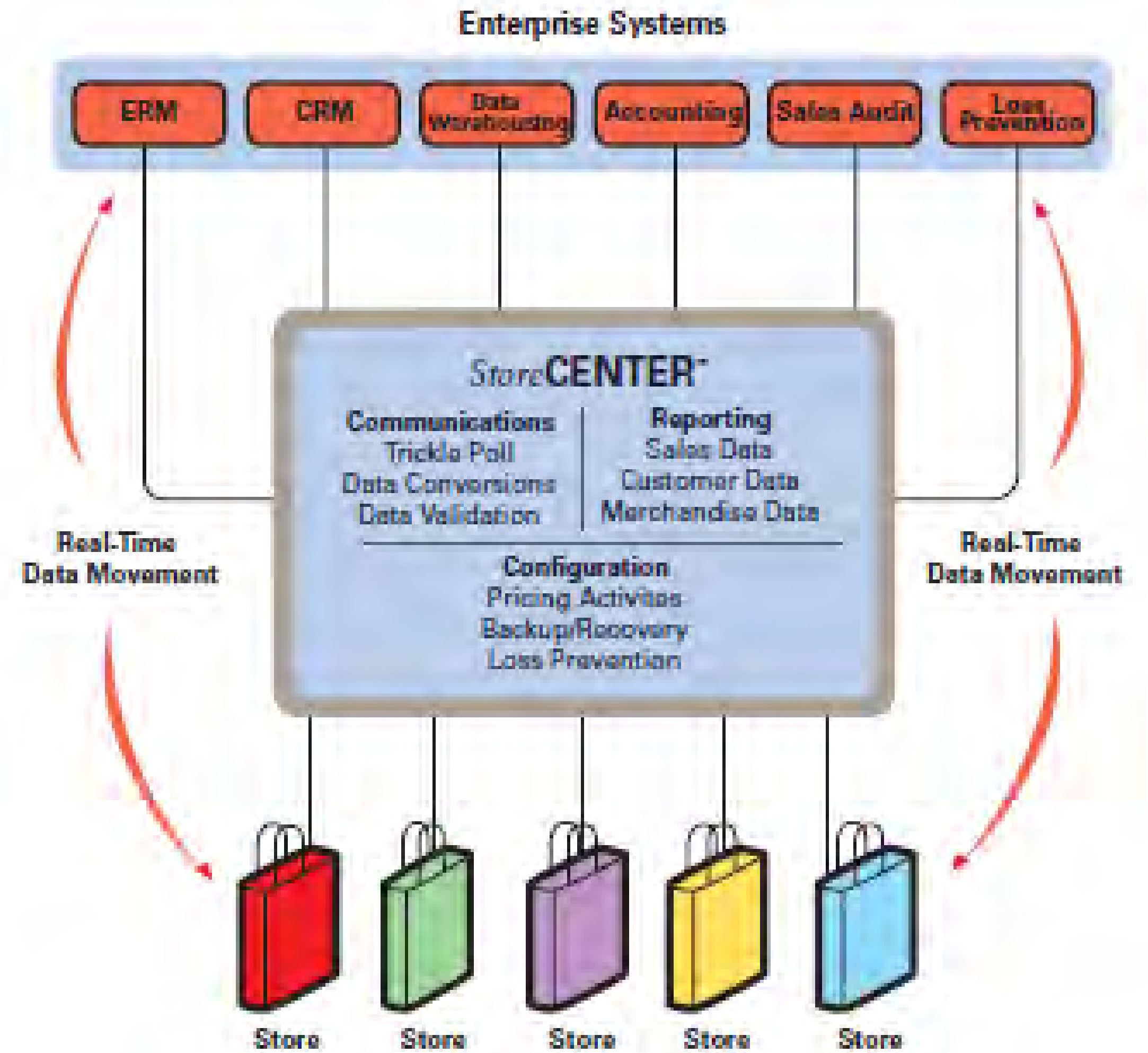
Fujitsu in Retail - Our answers



Future of Stores		<ul style="list-style-type: none"> Shaping tomorrow with you Expert of the Store since 30 years
Store Challenges		<ul style="list-style-type: none"> Lean and continuous improvement approach Smart Sourcing and Retail as a Service to reduce OPEX RBA : Sales & Mktg and Supply Chain modules
Customer Experience Store Efficiency		<ul style="list-style-type: none"> Store efficiency and Customer experience Consulting End to End portfolio ROI approach for both IT Infrastructure and Business projects
Customer Datas		<ul style="list-style-type: none"> Retail Business Analytics / SAP Hana / CRM Cloud Applications Multi Channel POS application to reduce datas silos Data Center efficiency
Store Technologies		<ul style="list-style-type: none"> Multi Channel Approach with COMO Self Serve Solutions (including Mobile phone components) Innovation with 1,5 B\$ in R&D every years

INTERNAL USE ONLY

43

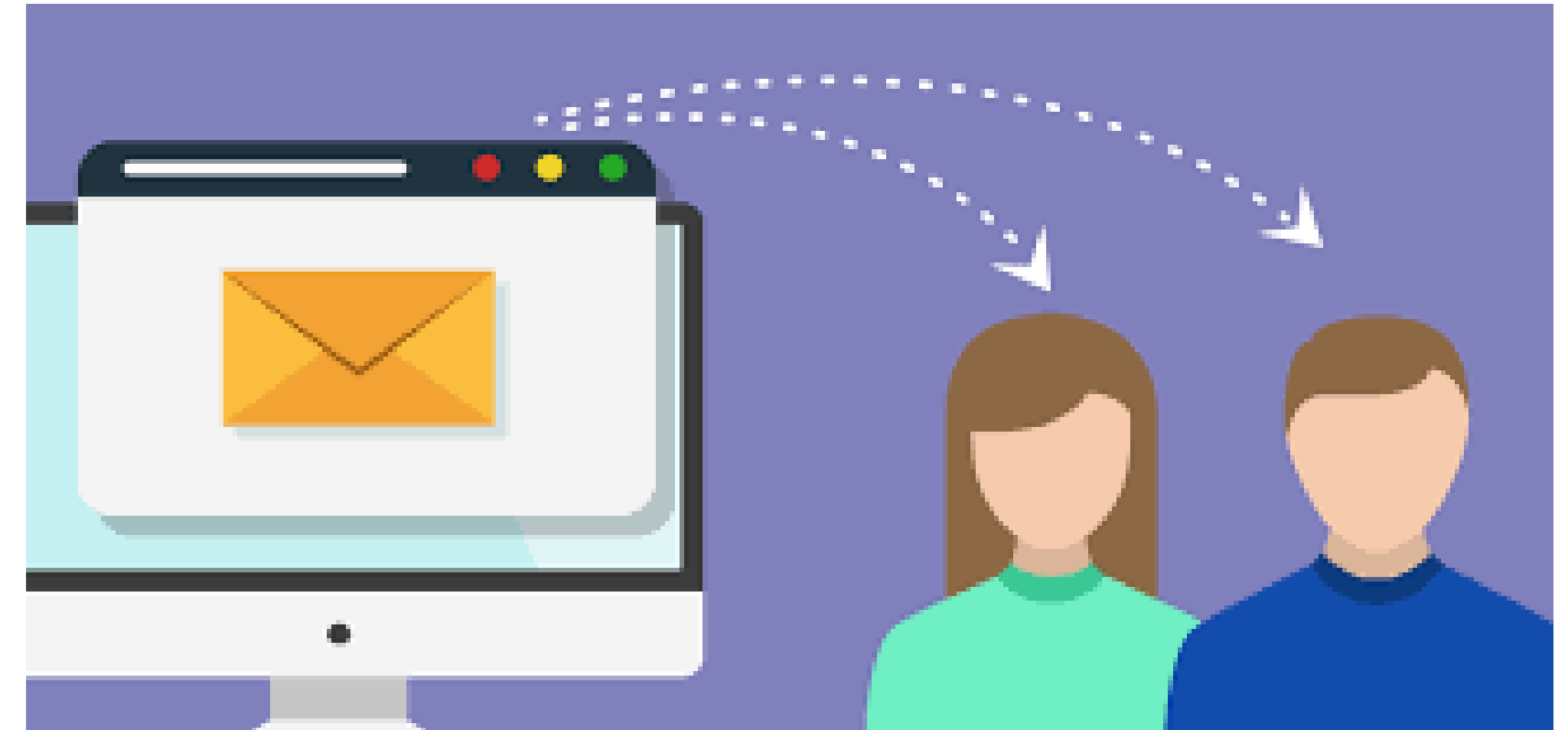


Kommunikation und Information erhalten?

- Sie erhalten keinen Newsletter?
- Schon lange keine Support Updates bekommen?
- Nichts gehört über neue Versionen?

OpenText respektiert Ihre Privatsphäre

- ✓ Registrieren Sie sich hier
<https://www.opentext.de/wer-wir-sind/copyright-information/permission-protection-privacy>
- ✓ oder eine Email an Ines Piech
ipiech@opentext.com



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agile applications apps automated business contact cost create
customer data database deliver development
devices easy embedded enterprise events features global gupta highly install integrated isv
learn management mobile native needs offering
opentext overview products project provide quicker release report
requirements services software solutions sqlbase support system
team tools value

Thank you



#agile #lowcode #softwaredevelopment
#TDMobile #TeamDeveloper #dotnet #WEB #android #ios



Low #TCO embeddable #SQL #database
#SQLBase

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