

Toolset to implement Smart Processes on a Blockchain





COMPANY OVERVIEW

Motivian is a trustworthy technology services provider for prominent organizations. Based on team’s extensive business expertise, Motivian develops innovative software solutions, which it combines with versatile services in order to drive long term growth & operational excellence of customers.

Motivian is serving the following market segments:

- > Financial Services Institutions (FSI)
- > Telecom Operators
- > Government
- > Private Sector Large Enterprises

The company was founded in 2005.

Operates in Greece, Italy, United Kingdom, Bulgaria, Cyprus, SE Europe, and the Middle East.

Motivian also develops innovative products and services, participating in European Research & Development Programs in cooperation with universities, research institutions and other companies.



742

COMPLETED
PROJECTS



83

PROFESSIONAL
CONSULTANTS
& ENGINEERS



4

INTERNATIONAL
OFFICES



6

COUNTRIES

THE CLIENTS

THE WORLD OF PROCESSES: CHALLENGES AND OPPORTUNITIES



- Streamlining processes between the huge number of market participants today, lead to the “**API Hell**” raising issues on
 - Versioning and Maintenance
 - Scalability
 - Redundancy and Security
- For the first time in IT evolution, the **Blockchain offers a common canvas** that we all trust to work with.
 - Distributed and Secure
 - Scalable
 - Programmable (Smart contracts)
- An opportunity to move **from Smart Contracts to Smart Processes** and automate today’s multi-participant processes.

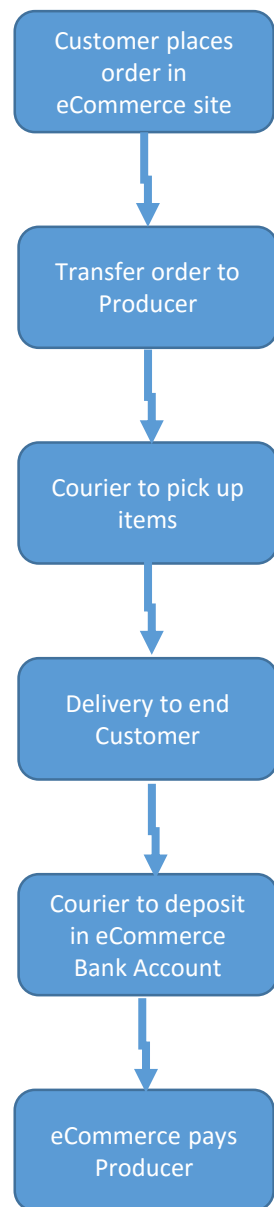


“It’s clear that writing a robust, secure smart contract... is similar to writing code for a nuclear power reactor.....”

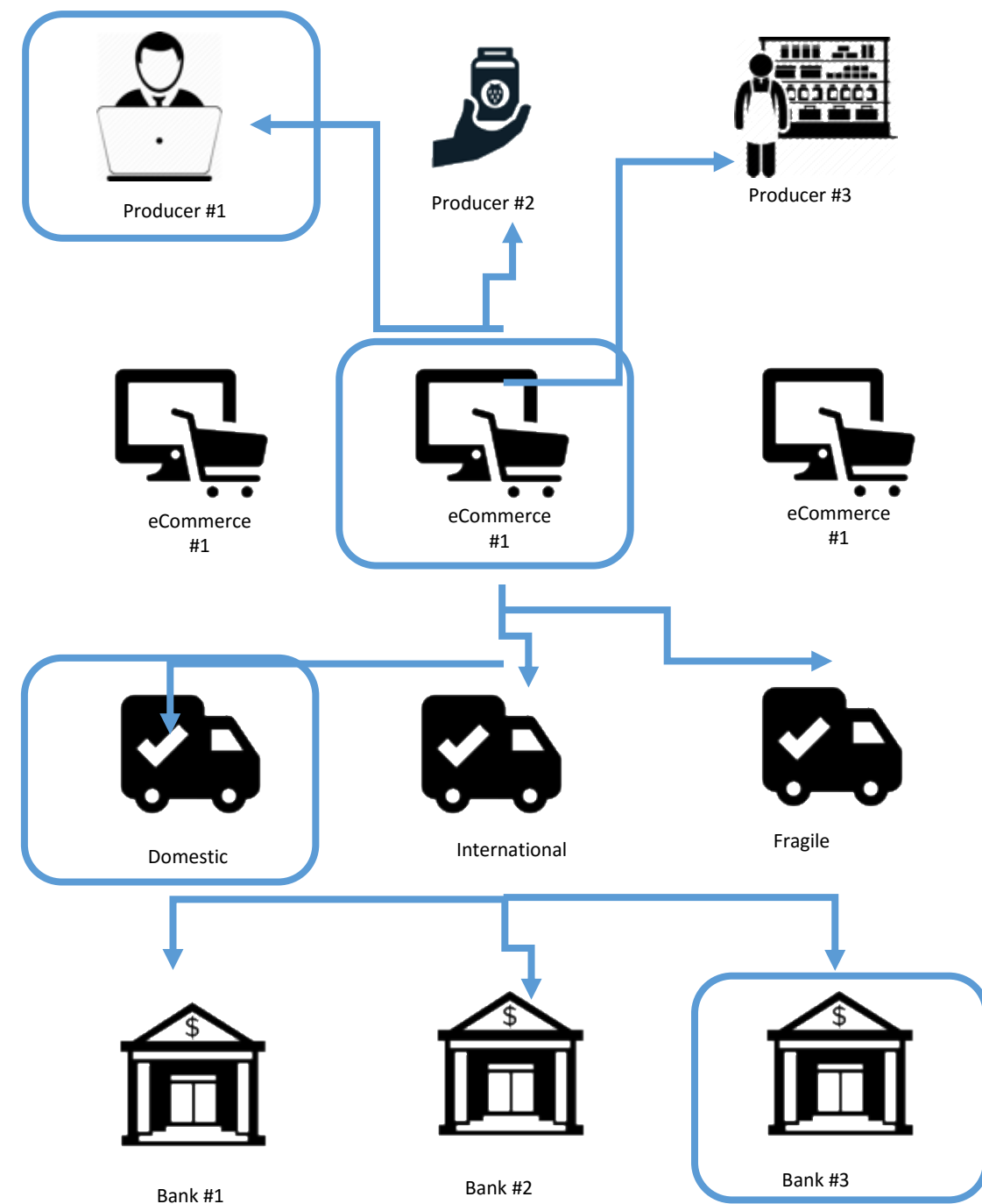
Emin Gun Sirer,

PAY ON DELIVERY EXAMPLE: SME process with multiple vendors-APIS

Today's world with multiple API connections



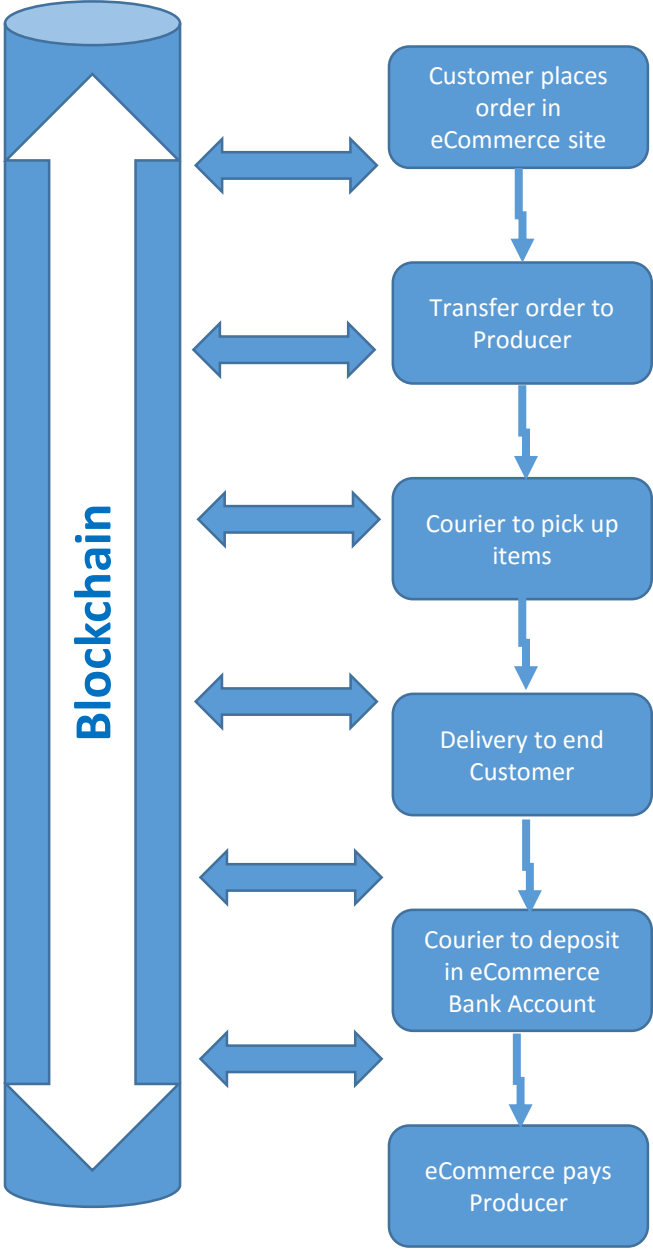
- Needs many-to-many API implementations
- Process managed implicitly, without end to end transparency
- No easy way to introduce new actors



PAY ON DELIVERY EXAMPLE: SME process with multiple vendors-APIS



Use of Blockchain allows single point connections



- ✓ Single integration point per actor
- ✓ Process execution transparency
- ✓ New actors need only to register with the blockchain

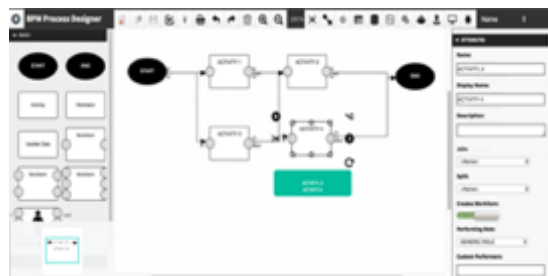


THE SOLVUS SOLUTION



An end-to-end orchestration platform to streamline processes between organizations

Drag-and-drop **Process Designer**



Simple and robust **Business Process Execution engine**

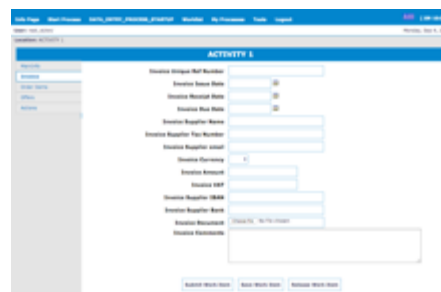


A **Smart Contract code generator**



End User interface

to participate in running processes



Process Analytics

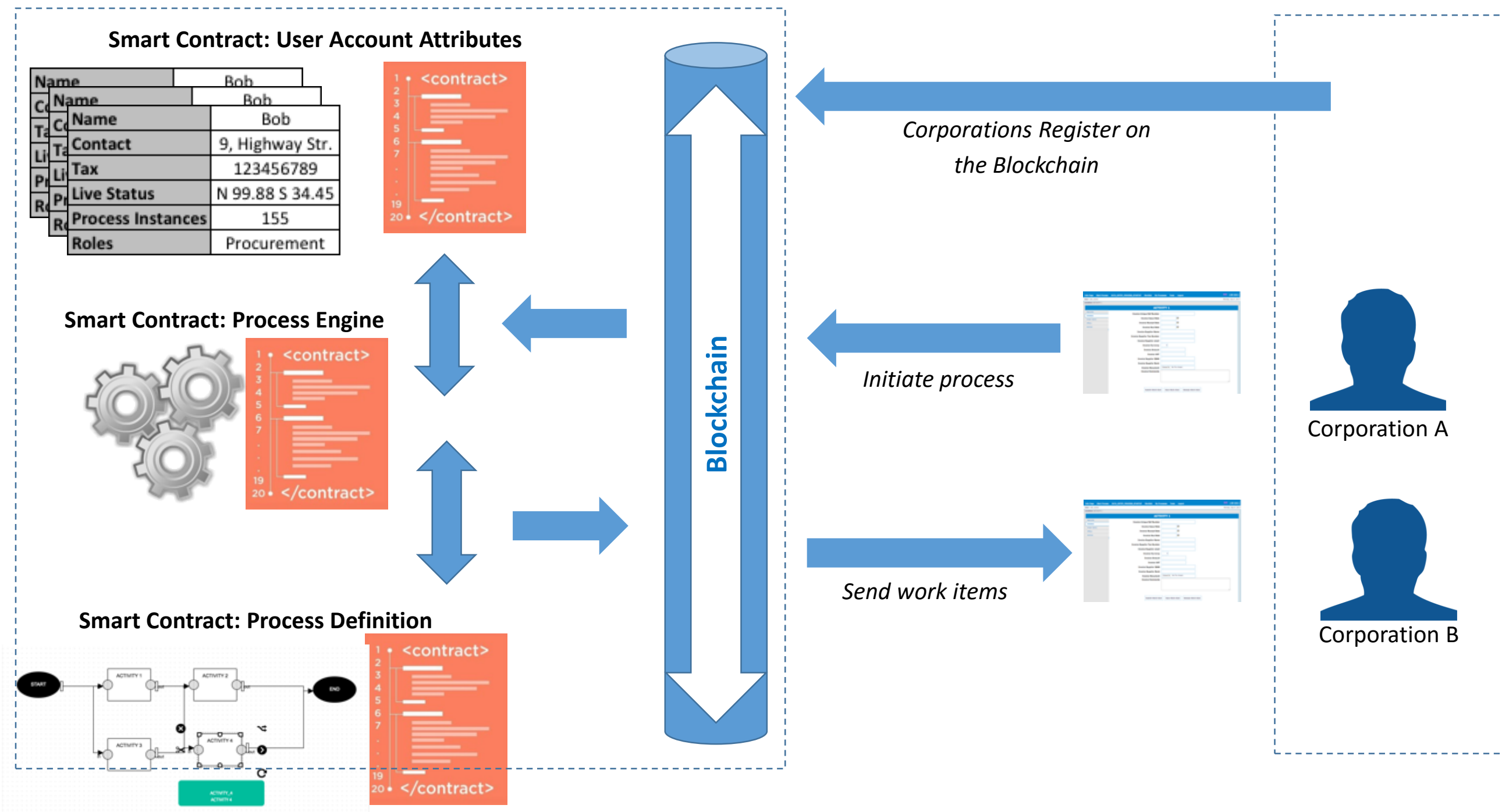


Role mgmt and **Security**



A **turn-key** solution based on proven **blockchain** technology.

SOLVUS PLATFORM: RELIABLE PROCESS AUTOMATION ON THE BLOCKCHAIN



FAST, RELIABLE, AND SECURE INTER-COMPANY PROCESSES



- ✓ Market-wide, **protocol of processes**, removing burden of establishing independent inter-company solutions.
- ✓ One-time, market-wide participant **registration** and authentication, along with roles and competencies
- ✓ **Transparency, Tracking**, and **Reliability** for accurate process execution
- ✓ **Standardization** of best practice processes through the participation of accredited **Consulting companies (e.g. Big 4)** who have an incentive to contribute best practice methodologies
- ✓ **Process performance (KPIs)** visible to the entire “market”
- ✓ **Top level data security** based on blockchain technology



THE NEXT GENERATION OF DOING BUSINESS ACROSS ENTERPRISES



Blockchain based Smart Processes will enable a new, massive Business Process Management Services market wave.

The traditional Business Process Mgt market is still rising:

- Market size at \$7 billion on 2016
- Projected to reach \$13.5 billion by 2021
- Growth rate at 14.2% (CAGR)
- SMEs will be leading the growth

While Blockchain technology steadily transforms from a novel trend to a standard solution creating a new market:

- Market size \$10 billion by 2022
- Projected to reach \$20 billion by 2025
- Growth rate at 61.5% (CAGR)
- Heavy and growing capital investment

Sources:





- 15+ years of experience on process automation for leading customers in SE Europe
- Already available and heavily tested product components and methodologies:
 - Process Designer, End User interface and Analytics
 - Role and Group mgmt as well as Data permissions per process step
 - Process Engine specifications due to existing product development (to be re-implemented as a Smart Contract)
- Strong consulting experience to boot strap the project
- Existing clientele from financial services, telecom operators and large enterprises to approach
- Management team with solid technical skills and startup to Nasdaq experience
- Strong references in major Enterprise customers
 - Multi-country Document workflow at National Bank containing more than 1 billion tasks for users
 - Loan Origination systems in 4 countries (incl. Egypt) supporting ~40.000 users
 - Vodafone Group portals with more than 5m page views per day

THANK YOU

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