



# Wipro Ventures Portfolio Overview

Dec 2017

**wipro** ventures

# Wipro Ventures (WV) Overview

wipro ventures

## wipro ventures

- \$100M Fund
- Investing in early- and mid-stage enterprise software startups
- Aligned with Wipro's strategic initiatives

# Value Proposition

## Startup Benefits

Access to global customers

Integral part of an end-to-end solution

Market validation and co-innovation

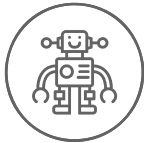
Access to emerging technologies

De-risked adoption of innovative solutions

Participation in the startup eco-system

## Client Benefits

# Representative Investment Areas



**Artificial  
Intelligence**



**Big Data &  
Analytics**



**Cloud  
Infrastructure**



**Digital**



**Financial  
Technology**



**Healthcare IT**



**Internet of Things**



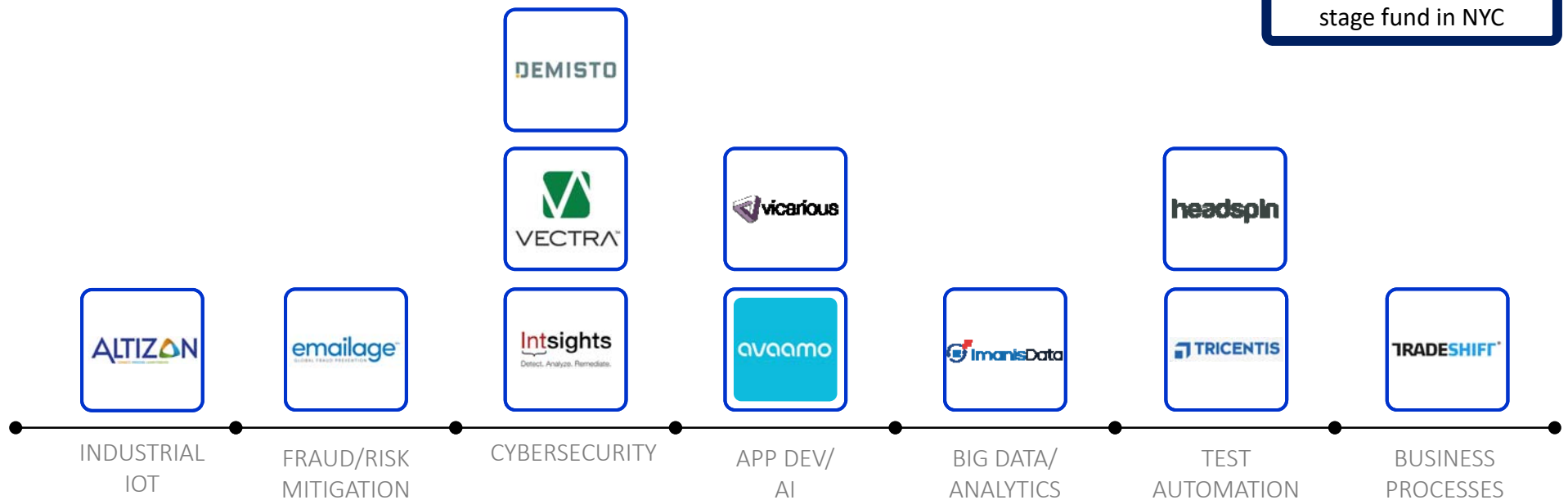
**Cybersecurity**

# Portfolio Companies

## Investment in VC Funds

TLV Partners – VC Fund in Israel

WORK-BENCH – Early-stage fund in NYC



# Altizon

## Industrial IOT

### Company Overview

Altizon is the creator of the Datonis® Enterprise IT-OT Grid that helps enterprises build an Intelligent Connected Ecosystem for Industrial Internet of Things. With a global footprint of over 100 enterprise users, Altizon is a leading Industrial IOT platform provider as recognized by Gartner.

### Product Offerings

Datonis® is a Enterprise grade secure and scalable SaaS IoT platform that allows users to:

- Rapidly build IoT solutions and apps using App Dev Framework
- Connect heterogeneous m/cs using ready connectivity protocols
- Perform in-stream, big data & ML analytics for actionable insights
- Process data to predict m/c behavior and failure outcomes
- Use Datonis Apps (like Factory) or enterprise app connectors.



### Achievements

- Industry recognition from Gartner, BCG, Forrester and Frost and Sullivan
- Major customers and partners including:
  - P&G, Siemens, AV, Bajaj, Merlin, JK Tyre, SRF

### Sample Use Cases

- Visibility into Overall Equipment Effectiveness (OEE) across Plants and Condition-Based Monitoring (CBM) of Machines
- Remote monitoring and predictive maintenance of Industrial assets installed in remote locations
- Logistics & Inventory Management across multiple locations

### Management Team

- Vinay Nathan : CEO
- Ranjit Nair : CTO
- Yogesh Kulkarni : COO

# Avaamo

## Conversational AI



### **Company Overview**

- Founded in 2014, HQ: Los Altos, CA; Development offices in Bangalore
- Provider of AI technology for Conversational AI Assistants
- Founded by entrepreneurs from TIBCO

### **Product Offerings**

- Conversational AI platform
- Available in 14 languages
- Focused on Financial Services, Telco, Healthcare and Retail/CPG
- Integrated to 150 enterprise systems
- Incorporates Supervised and Unsupervised Learning
- Available on Web/ Facebook/ Kik/ SMS/ Twitter and Voice
- Supports Google and Alexa voice-based Assistants
- HIPAA, PCI and FINRA compliant
- EU Data Compliance for FSI industry

### **Achievements**

- Wired Magazine: 7 AI companies to Watch in 2017
- Aragon Research: Hot AI vendor of 2017
- More than 40+ customers in BFSI/Telco/Healthcare
  - Reliance Securities, Bank ABC, Birla Sun Life
  - Major global Healthcare Insurance Co., P&C Insurance, European Bank, Energy and Retail enterprises

### **Sample Use Cases**

- Retail – automating customer facing interactions
- Healthcare – secure messaging and compliance monitoring
- Telecom – enabling self-service for most commonly used customer interactions
- BFSI – Retail, Wealth Management and Insurance

### **Management Team**

- Ram Menon : CEO and co-founder
- Sriram Chakravarthy : CTO and co-founder



# Demisto

## Security Orchestration and Incident Response

### Company Overview

- Founded in July 2015 by a team of 4 ex-McAfee security professionals
- CEO and Sales based in Bay Area, Engineering in Tel Aviv

### Product Offerings

- Demisto has created a next-gen Security Orchestration and Incident Response platform. It acts as a central platform in a SOC to manage incident triage, investigation, response & documentation and compliance
- The AI and Orchestration capabilities allow it to automate and/or simplify many of the common tasks of a Security Analyst, allowing broader alert coverage at a reduced cost.

### Sample Use Cases

- Incident Management for the entire incident lifecycle from a single platform with customizable orchestration
- Automation, driven by customizable Playbooks, saves 90% + of the Analyst's time
- Collaboration capability allows all stakeholders to communicate within the context of the incident

### Management Team

- Slavik Markovich : CEO and Co-Founder
- Rishi Bhargava : VP Marketing
- Dan Sarel : VP Product Management and Co-Founder
- Guy Rinat : VP Engineering and Co-Founder



# Emailage

## Fraud Prevention

### Company Overview

- Founded in 2012, Emailage is a Fraud Detection and Prevention company using the Email address as the Key Data Element
- Company is based in Phoenix, AZ with R&D offices in Brazil

### Product Offerings

- Fraud Detection and Prevention using the Email address as the Key Data Element. Based on a simple email address, they deliver fraud risk assessment and scoring to assess risk in real-time.
- Almost 100 parameters are used to generate the score, like:
  - When was the account created?
  - What is the velocity of transactions using this email address?
  - How many cards are associated with this email address?
  - Where is the transaction originating from?

### Achievements

- **Customers:** Best Buy, Lowe's, Costco U.S. & Mexico, Disney, TicketMaster, AMEX, Capital One, Abercrombie, Tripsta
- **Partners:** Experian, Accertify, CyberSource, Equifax
- **Awards:** Ai Lions Den Most Innovative Fraud Prevention Solution, Forbes America's Most Promising Companies, Silicon Valley Review 50 Fastest Growing Private Companies

### Sample Use Cases

- Verifying CNP transactions
- Account maintenance – check email address to ensure it is genuine and associated with customer
- Corporate card issuance – ensure that corporate cards are issued to current employees

### Management Team

- Rei Carvalho : CEO and Co-Founder
- Amador Testa : CPO and Co-founder
- Cassio Mello : SVP, Business Development

# HeadSpin

## Global Testing Platform for Mobile Apps

### **Company Overview**

- Founded in 2015, HQ: Mountain View, CA
- HeadSpin is a global testing platform for mobile apps
- Entrepreneurial management team – have worked at or sold companies to Google, Amazon, Zynga, Docker, Quora and Palantir
- 60 Employees across 8 offices in Americas, Australia, Asia and Africa

### **Product Offerings**

- HeadSpin's core offering is their All-in-One Mobile Performance Solution, which hinges on their PBox
- PBox is a self-enclosed and easily-transportable Mobile Testing facility that contains about 20 different mobile phone models. It enables customers to test and monitor their apps instantly on global cellular networks without writing any additional code.
- HeadSpin has over 22,000 devices on over 2,000 real cellular networks deployed in 140 cities across 80 countries



### **Customers**

- Customers include some of the world's largest ride-sharing, social media, streaming content companies
- Telecom Operators
- Smartphone vendors

### **Sample Use Cases**

- Testing performance of pre-release devices and OSes before a worldwide release
- Testing application performance under real-world conditions
- Operators checking the user experience of their users when they are roaming on other cellular networks

### **Management Team**

- Manish Lachwani : CEO and Co-Founder
- Brien Colwell : CTO and Co-Founder



# Imanis Data (formerly Talena)

## Modern Data Management

### Company Overview

- Founded in 2013, Imanis Data manages Modern Data Platforms, performing activities like Backup, Retrieval, Test & Dev Mgmt, Archiving, De-duplication, Masking etc.
- Company is based in San Jose, CA with development offices in Pune, India

### Product Offerings

- **Backup and Recovery:** Protect Petabyte-scale data assets through content-aware backup and recovery with built-in storage optimization
- **Test and Dev Management:** Provide Data Science, DevOps, and Engineering teams rapid, self-service access to production data; masks confidential data.
- **Archiving:** Support regulatory requirements by moving older, less frequently used data to cost-efficient storage tiers.
- Support for Hadoop, Cassandra, MongoDB, Vertica, CouchBase

### Achievements

- Many large Fortune 500 companies deployed in production
- Cloud integration with Microsoft Azure HDInsight and Amazon AWS
- Gartner Cool Vendor, CRN Big Data 100 companies to watch

### Sample Use Cases

- Creating copies of production data for access to developers to test their applications
- Data masking for PII data
- Moving seldom used production data to cheaper storage
- Backup mission-critical data in a repeatable and secure manner
- De-duplication

### Management Team

- Nitin Donde : Co-founder and CEO
- Hari Mankude : Co-founder and CTO
- Srinu Vadlamani : Co-founder and Architect

# Intsights

## Tailored Threat Intelligence



Detect. Analyze. Remediate.

### **Company Overview**

- Founded in 2015; HQ'd in New York; R&D in Tel Aviv; Sales in Dallas TX and Amsterdam, NL.
- Developer of Tailored Threat Intelligence platform with IOC Management, Threat Actor Research & Automated Internal and External Threat Remediation
- 'Tailored' Threat intelligence is the process of aggregating data from multiple sources, evaluating & interpreting that data to extract context-rich information about current or potential cyber attacks targeting an organizations applications, customers, employees, partners and systems.

### **Product Offerings**

Enterprise threat management platform that transforms tailored threat intelligence into automated security operations.

- Real-time monitoring of the Surface, Deep and Dark Web to detect & analyze planned or potential attacks specific to an organization.
- Complete threat analysis and automated threat remediation through integration with existing security devices.
- In-depth analysis of cyber-threats originating from in-house and third-party sources or threat actors.

### **Achievements**

- 75 Customers across America, LATAM, EMEA and APAC

### **Sample Use Cases**

- Identify Phishing Domains and automatically Notify/Block Mail Relay through Firewall and Proxy integration
- Identify Credential Theft and automatically Block/Reset Passwords on Active Directory
- Identify Data Leakage and automatically inform security analytics platforms for further analysis

### **Management Team**

- Guy Nizan: CEO and Co-Founder
- Alon Arvatz: VP Products and Co-Founder
- Gal Ben David: CTO and Co-Founder
- Richard Benigno: SVP of Sales
- Jessica Couto: VP of Channels and Alliances

## Tradeshift

### Supplier Collaboration Platform

#### Company Overview

- Founded in 2009, Tradeshift is a cloud-based, B2B platform that connects Buyers with Suppliers, where participants can manage Procurement, Payables and Supplier Management in a uniform manner.

#### Product Offerings

- Tradeshift is a modular platform that offers modules for eProcurement, AP Automation, Supplier Management and 3rd party Apps.
- The eProcurement module enables online purchases from one place where all purchase are within policy.
- The AP Automation module helps in handling accounts payable with e-invoicing and CloudScan.
- The Supplier Management module is a centralized verified profile of supplier master data.
- The platform also enables access to an ecosystem of App partners.

#### Sample Use Cases

- BPaaS deployment of cloud based Source to Pay platform solution for customers globally
- Catalogue enablement, e-invoicing, procurement automation, mobility enabled access and global supplier risk management

#### Management Team

- Christian Lanng : CEO & Co-Founder
- Gert Sylvest : CTO & Co-Founder
- Mikkel Hippe Burn : SVP, APAC & Co-Founder

# Tricentis

## The Continuous Testing Company



### **Company Overview**

- Founded in 2007 in Vienna, Austria
- Tricentis offers a Test Automation solution. It enables rapid development of automated tests using a number of different automation paradigms and testing styles.

### **Product Offerings**

- The company's software testing solution, Tricentis Tosca, is an integrated software testing solution
- Using Model-based Test Automation and Test Case Design approach that encompasses risk-based testing, Service Virtualization and Test Data Management, Tricentis Tosca delivers significant improvement in test-cycle time (testing at the speed of DevOps) and automation rates (>90%) for enterprise customers.

### **Achievements**

- Top enterprise customers – Exxon, Bank of America, HSBC
- Over 10 awards in 2017, including Top-Rated Test Automation Tool in 2017 (Gartner Peer Insights) and Top-Rated Functional Testing Tool of 2017 (IT Central Station)
- Rated consistently as a Leader in the Forrester Wave and in the Gartner Magic Quadrant for Software Test Automation

### **Sample Use Cases**

- Enable continuous testing by empowering manual testers to become automation specialists
- Reduce test cycle time down to as little as 1 day while increasing risk coverage
- Reuse of Automated Test Cases on multiple environments to verify impact of cross portfolio change

### **Management Team**

- Sandeep Johri : CEO
- Wolfgang Platz : Chief Strategy Officer and Founder
- Franz Fuchsberger : Chief Sales Officer and Co-Founder



# Vectra Networks

## Automated Threat Detection and Response

### Company Overview

- Based in San Jose, CA with R&D offices in Austin, TX and San Jose
- Vectra is a provider of the award-winning AI-based Cognito™ threat detection and response platform, which automatically monitors internal network traffic to quickly detect hidden cyber-attacks inside enterprise networks and data centers.

### Product Offerings

- Continuous analysis of both internal and Internet-bound network traffic to automatically detect all phases of an attack
- Non-stop, automated threat hunting with always-learning behavioral models to quickly find hidden and unknown attackers.
- Analyzes network metadata, relevant logs and cloud events to gain high-fidelity visibility into the actions of all cloud and datacenter workloads, users and IoT devices.
- The solution is complementary to end-point security solutions.

### Achievements

- “2017 Threat Detection Solution of the Year” - Cybersecurity Breakthrough
- “2017 Top Vendors to Watch” - Information Week and Dark Reading
- Customers include Texas A&M University, Vetropack Group, Tribune Media, Ticketmaster, Jackson Health System

### Sample Use Cases

- Continuously monitor network segments that carry high-value traffic
- Layered approach to protect corporate networks
- Data center deployments

### Management Team

- Hitesh Sheth : CEO
- Oliver Tavakoli : CTO
- Howie Shohet : CFO
- Kevin Moore : Senior VP Worldwide Field Operations

# Vicarious

## Artificial Intelligence

### **Company Overview**

- Founded in 2011 with initial funding from Founders' Fund
- Based in Union City, CA
- Company based on technology developed by Dileep George; was also the CTO of Numenta

### **Product Offerings**

- Company is leveraging advances in neuroscience and mathematics to improve underlying architecture that powers AI
- Vicarious is building a unified algorithmic architecture to achieve human-level intelligence in vision, language, and motor control.
- Company is in development phase and is working with select customers in the Robotics segment to bring their technology to market.



### **Management Team**

- Scott Phoenix : Co-Founder & CEO
- Dileep George : Co-Founder & CTO



## To know more..



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