



Accelerating Outcomes – Reducing Cost

TECH CONNECT '24: PMVG ROUNDTABLE TOPICS

Alp Sezen, Chris McGhay, John Chrismer

Small Axe Executive Team

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Agenda



Accelerating Outcomes – Reducing Cost

Small Axe Overview

Why Small Axe?

Lifecycle Support & Resources

Optimizing OPEX

Cybersecurity Framework

New Lines of Revenue: Partnership

Recommendations & Next Steps

FORWARD FOCUSED SOLUTIONS:

 CLOUD	 NETWORKING	 CYBER SECURITY	 POWER UTILITY	 AI/EMERGING
<ul style="list-style-type: none"> ✓ Data Center ✓ Public Cloud ✓ Cloud Managed Services ✓ Hosting / Co-Location 	<ul style="list-style-type: none"> ✓ SD-WAN ✓ Connectivity Fiber ✓ Mobility / Wireless ✓ Expense Management 	<ul style="list-style-type: none"> ✓ Data Protection ✓ Security Operations & Analytics ✓ Security Managed Services ✓ Security Advisory Services 	<ul style="list-style-type: none"> ✓ Free Energy Audit ✓ Microgrid Design/Support ✓ CHP, CCHP Products/Solutions ✓ 20%-40% Reduction in Energy Costs ✓ 100% Project Funding 	<ul style="list-style-type: none"> ✓ AI / ML ✓ Data Engineering ✓ DevOPS / SecOPS ✓ ML OPS

Consulting Services

TECHNICAL SERVICES

- ✓ Assess Project Technical Requirements
- ✓ Identify “Key” Technology Providers
- ✓ Underwrite & Evaluate Technology Organizations



FINANCIAL SERVICES

- ✓ IT Hardware
- ✓ CapEX to OpEX
- ✓ Leasing
- ✓ Cost Optimization

NO BRAVADO, INCREASING BUSINESS OUTCOMES, HELPING CLIENTS SUCCEED

Global Customer Base

15+

Countries

Support Team of

50+

Engineers & Project
Management

Migrated Over

150K+

On-Prem Users to Cloud
(voice, meetings, contact center)

Broad Portfolio of

350+

Enterprise Suppliers

Customer Net Savings

18.3M+

Operating Expenses

Services Deployed Over

3k+

Domestic-Global Sites



Founded: September 2021

*Executive Team: Chris McGray, Alp Sezen,
John Chrimer*

Headquarters: Scottsdale, AZ



WHY SMALL AXE



In today's constantly changing, complex tech landscape, organizations need a partner that can solve short-term challenges with sustainable solutions that ensure long-term success.



“Do what it takes” dedication

Long-term view and enduring commitment extending well beyond the transaction



Industry-leading consultative expertise

Capability to help customers better understand their evolving business environment



Comprehensive offerings

Transformative technology to deliver measurable business outcomes



Proven processes & methodologies

Up-front assessments, followed by design and architecture, deployment and implementation, managed services, professional services



Highly-accessible, consumption-based solutions

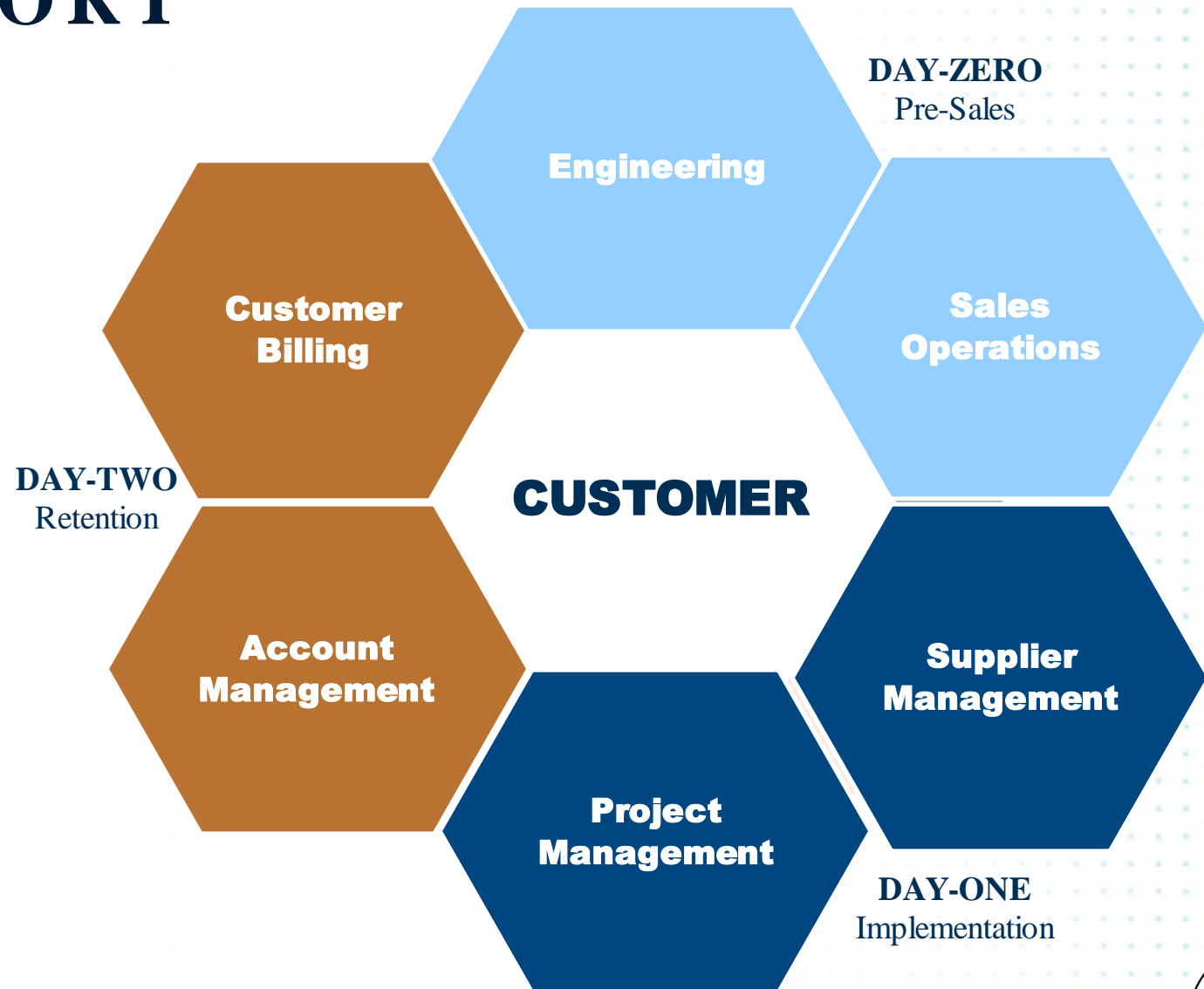
Enable future success and better position our customers for tomorrow's needs

LIFECYCLE SUPPORT

We Build The A-TEAM

Gain process efficiencies and effectiveness by relying on Small Axe' lifecycle service offerings in IT strategy, needs assessment and design, integration services, staging and configuration, and installation and migration.

- + Focus on business operations & outcomes
- + Address skill gaps
- + Streamline training and education
- + Optimize business operations
- + Simplify asset management



SMALL AXE RESOURCES



Complete IT Lifecycle Approach

Managed Services

Application, Network, and
Device Management
Enhanced Maintenance
Support

Professional Services

Assess and Advise
Design and Architect
Implement

On-Demand IT Services

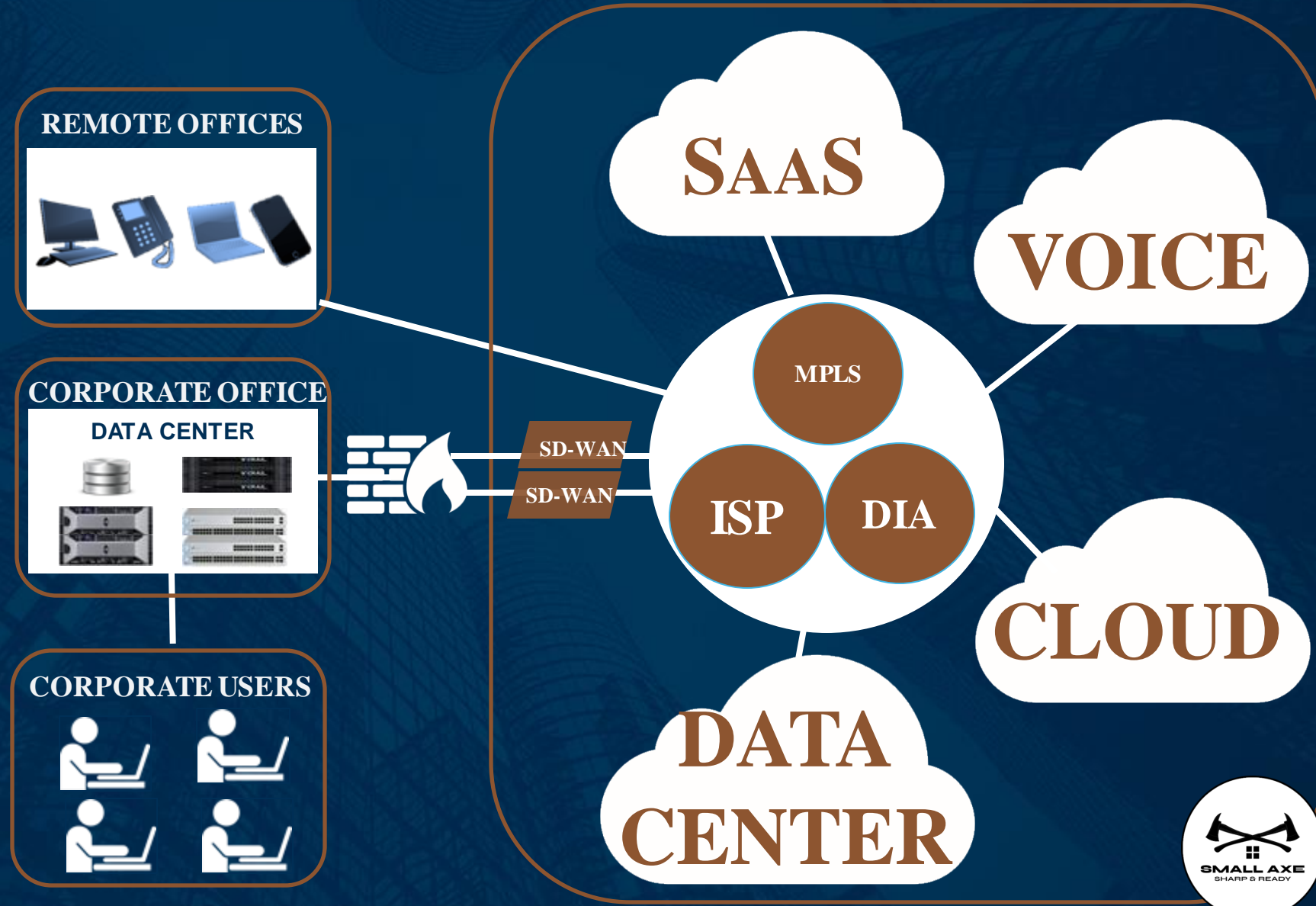
IT Staffing, MAC Services
Staging and Deployment
Structured Cabling
Managed Out-Tasking

OPTIMIZING OPEX

- ✓ CLOUD - SAAS
- ✓ WIRELINE
- ✓ POTS – T1'S – PRI – DS1

SAVINGS

- ✓ FIXED WIRELESS
- ✓ MOBILE WIRELESS
- ✓ ANALOG LINES



CYBER SECURITY FRAMEWORK: PEOPLE – PROCESS - PRODUCT

1

Security Advisory

- Virtual CISO
- Cybersecurity Strategy and Program
- Regulation & Compliance
- IT Security
- Cloud Security
- Cybersecurity Management
- Security Training and Awareness
- CISO Mentoring Programs
- Security Controls as a Service

2

Security Assessments

- 360 Degree Security Assessments
- Network Penetration Testing
- Web Application Penetration Testing
- Mobile App Penetration Testing
- IoT devices and appliances Security Assessments
- Ongoing Vulnerability Assessments
- Ongoing Penetration Testing

3

Application Security

- Secure Development Life Cycle
- Threat Modeling & Design Review
- Security Code Reviews
- Architecture Design Review
- Develop and Manage SATT and SAAS program
- Secure coding training
- SecDevOps
- Application Security as a Service

4

SOC as a Service

- 24X7 SOC Monitoring Service
- SOC Development and Implementation
- Rules and Logs Optimization
- Full T1-4 analysts
- Follow the sun monitoring and IR teams
- Incident Response program
- Incident Management Platform
- Red / Blue / Purple Team

DELIVERING POSITIVE OUTCOMES



Cost Reduction – Cost Optimization
Strategies



LINE OF BUSINESS
APPLICATION INTEGRATION



Scalability



Simplified Deployment – Shorten
Installation Time



DELIVER BETTER CUSTOMER
SERVICE



Rinse & Repeat Processes – New
Acquisitions



BUSINESS CONTINUITY



GLOBAL ACCESSIBILITY



EASIER ADMINISTRATION



NEW REVENUE : PARTNERSHIP

- ❑ **SITUATION:** Small Axe bi-lateral partnership. Turn-key “sub-agency” or division of Strategic Partner “ABC Media” Annuity Services that brokers technology solutions.
- ❑ **BACKGROUND:** Small Axe is a Team of operators with corporate leadership backgrounds that set out with unified goals in mind: increase business outcomes, cut operating cost, and transform technology investments. Small Axe aligns with customers/partners to increase bottom-line profitability by reducing IT operating cost.
- ❑ **APPROACH:** Rinse and repeatable overarching roll-out plan, agnostic, technology aggregate easy button. Leverage service providers to create a cost neutral white glove IT project management. Resulting in a frictionless deployment of “IT in a Box.” Offer customers annual concessions or rebates to standardize technology and turn assets into “smart solution” buildings.
- ❑ **RECOMMENDATION:** Engage with Small Axe to create a diversified line of business, run-rate of annuity profit, and value-added solutions for “ABC Media” clients. Enhance assets by optimizing technology, reduce IT operating cost, driving technology performance, efficiencies, and value. Leverage a no cost, agnostic, third-party business model to broker technology solutions.





Next Steps:

Reduce Expenses - Increase Performance - Profitability



Connect with the Small Axe teams to help us understand your long/short term strategies and intended outcomes. Those discovery discussions allow us to propose avenues of potential performance upgrade and, reduction in costs. From there we'll bring a best-in-class portfolio of service providers from carrier, cloud communications, cloud, colocation, cybersecurity, power, and SaaS providers based on our discussions with your team.

- + Create a customized roadmap to reach the most effective IT strategy
- + Simplify, modernize, and enable an agile IT infrastructure
- + Migrate, map, monitor, and manage resources
- + Improve business operations
- + Benefit from our engineering expertise and strong partnerships

.....and our service is no cost to you.



THE PACE OF CHANGE IS INCREASING

Now is the time... to accelerate innovation and **LOWER COST**. We look forward to the opportunity to work with you. Thank You.

www.smallaxecloud.com | jchrimer@smallaxecloud.com

15169 N Scottsdale Road, Suite 205, Scottsdale, AZ 85260

