



# Orbus Software

## Company Overview

<Speaker Name – Title>

20 March 2023

# Orbus Software at a Glance

We are a leading global B2B cloud software company enabling exceptional insights and strategic decision-making



625+

Customers\*

15+

Years of Market Leadership

200+

Employees in 4 offices worldwide

114%

Net Revenue Retention (NRR)

3

Regions - 24 hr Support for EMEA, Americas & APAC

4.7/5

Customer Satisfaction Rating on Gartner

# Leadership Team

Senior executives with total 100+ years software experience

## EMEA



**Gareth Burton**  
Chief Executive Officer



**Rupert Colbourne**  
Chief Technology Officer



**Paddy Deller**  
Chief Finance Officer



**Andre Nguyen**  
Chief Legal Officer



**Dr. Thorsten Fuchs**  
Chief Marketing Officer



**Alex Mathieson**  
SVP Sales EMEA



## NAM



**Peter Bates**  
Chief Product Officer



**Marjorie Martinez**  
Global Head of Partnerships



**Oliver Hecquer**  
Chief Customer Officer & SVP Sales NAM



## APAC



**Jack Rudnai**  
MD APAC



# Global Customer Base

625+

blue-chip  
enterprise and  
government  
clients globally,  
strong sector  
focus and  
experience

## Financial & Insurance



## Healthcare & Pharma



## Tech, Media & Telco



## Government & NGOs



## Professional Services



## Further Industries



# 1<sup>st</sup> Class Customer Reviews

Orbus Recognized as  
Leading EA tool in  
Gartner's Peer Insights  
for **7 years running**



**96%**

Retention Rate

**30.1**

Net Promoter  
Score (NPS)



"So much more than just  
an EA modeling  
environment..."

Architecture and Strategy Director, IT  
Services Industry



"An excellent EA tool,  
integrating seamlessly into  
our Microsoft environment"

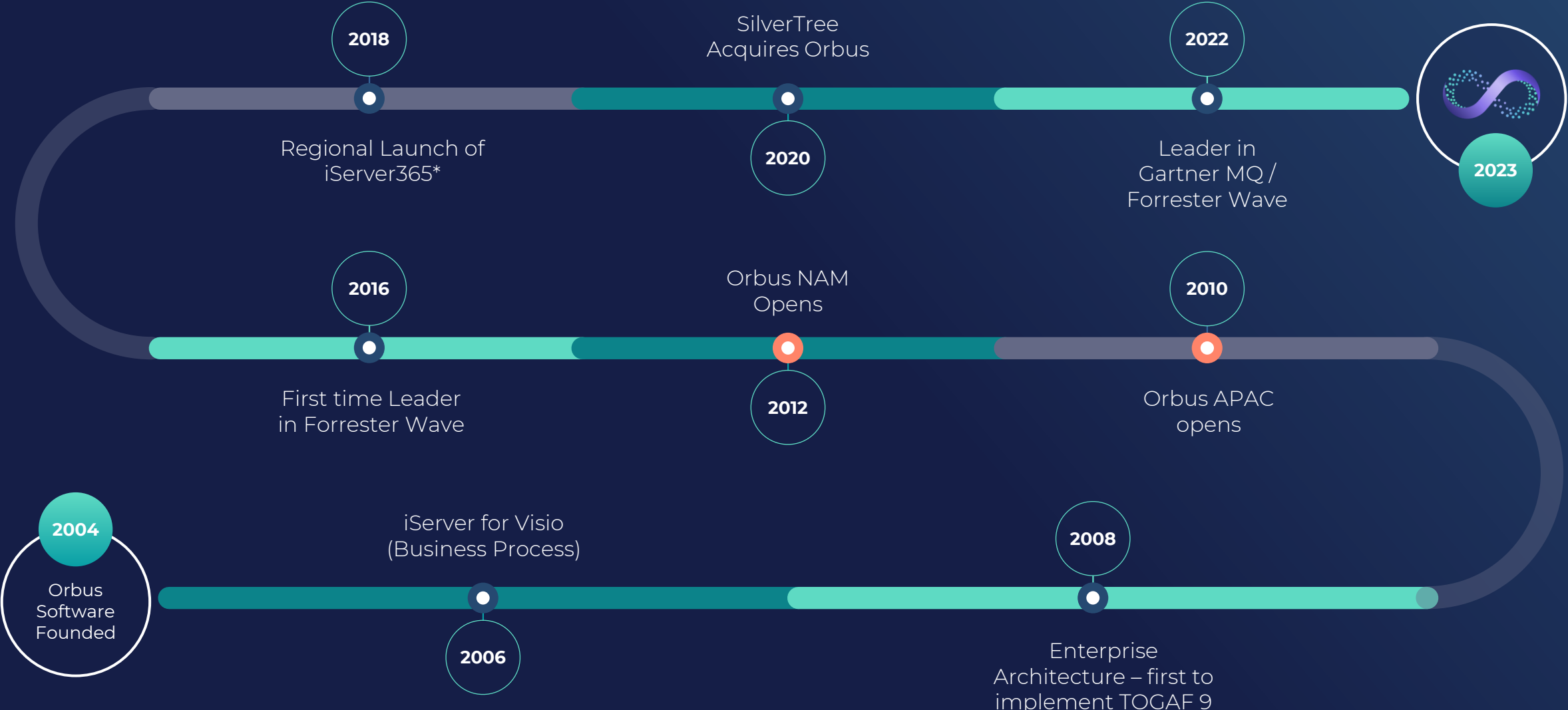
EA Services Manager, Manufacturing Industry



"Great, practical, real world  
EA tool with native  
ServiceNow, Visio, PowerBI  
integrations"

Director of Enterprise Architecture, Media  
Industry

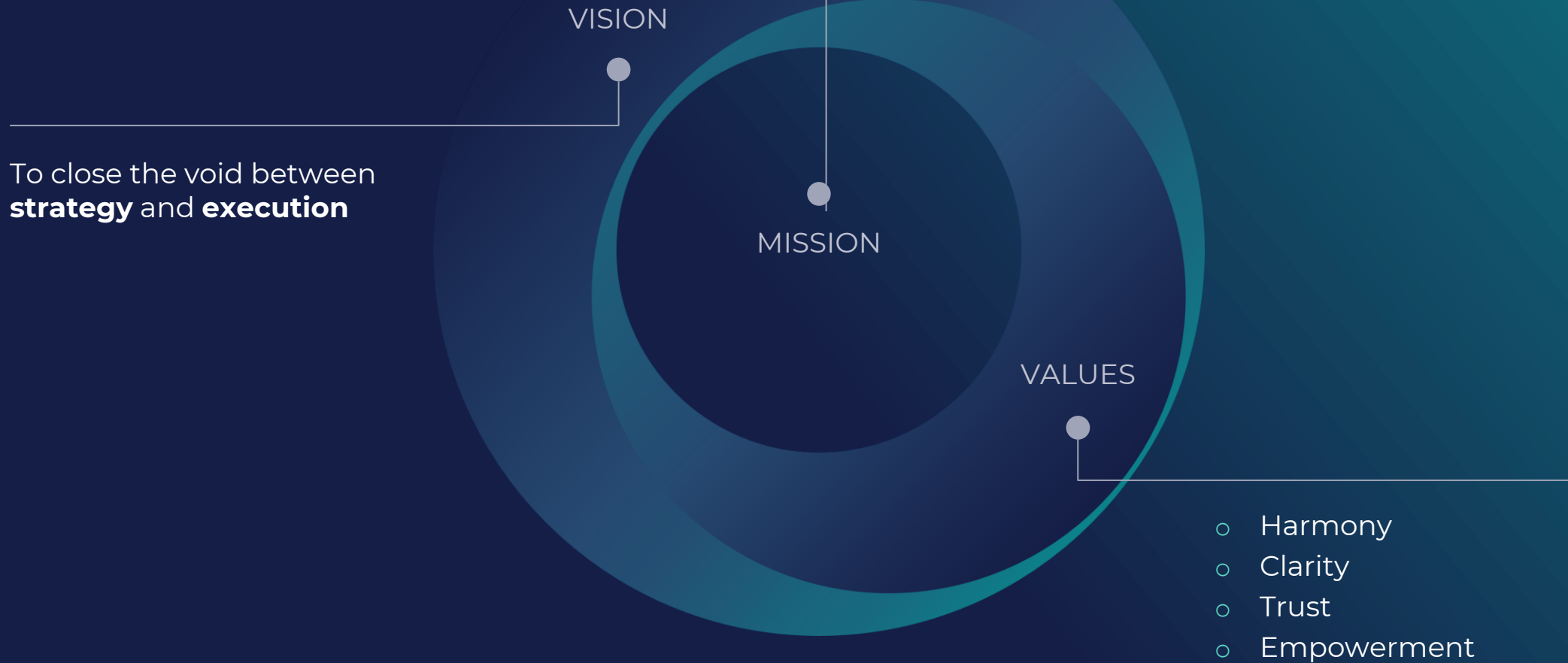
# Orbus Software Company Evolution Timeline



\* iServer365 has been rebranded as OrbusInfinity in Q1 2023

# Company Purpose, Vision and Values

**Empowering** enterprises  
to successfully manage  
**complex change**



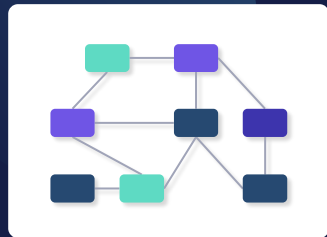
# Enterprise Transformation Platform



## Enterprise Portfolios

Strategies   Capabilities   Processes   Services   Data   Applications   Technology   Projects

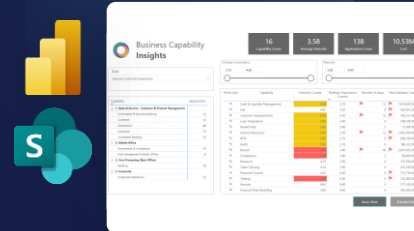
### Dependencies



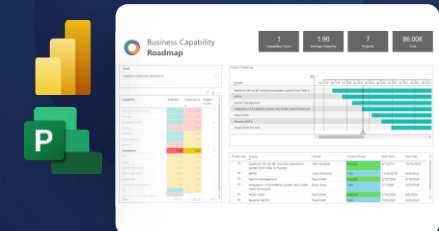
### Models, Documents



### Dashboards



### Plans, Roadmaps



## Platform Integrations





# OrbusInfinity – Enterprise Transformation Platform

A modular SaaS platform tightly coupled with Microsoft 365, incorporating 20yrs expertise of Enterprise Architecture

## Commercial Solutions

Pre-packed IP/content for specific transformation practices and teams.



## Microsoft 365 interoperability

Native integrations with MS 365 productivity apps reduces learning curve and maximises stakeholder engagement.



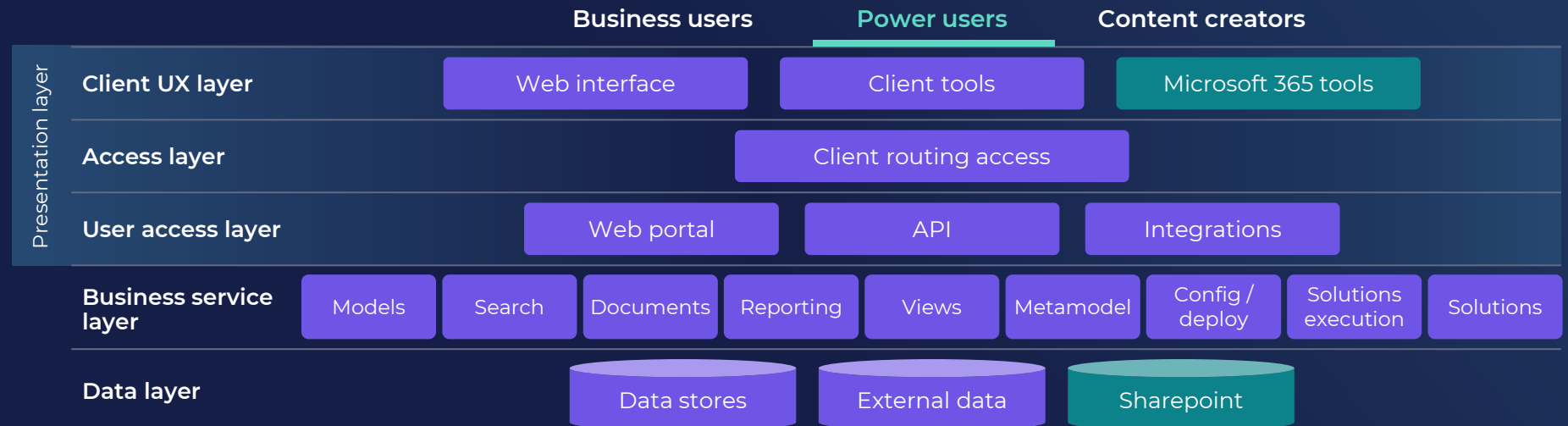
## Technical Integrations

Wide range of pre-canned, self-service integrations to leverage data from existing technology ecosystem.



## Orchestration Platform

Mature, central SaaS platform providing a central repository and rich features for EA Teams and adjacent stakeholders groups to orchestrate transformation across the enterprise.



# OrbusInfinity: Enterprise Transformation Platform

## Business Capability Portfolio Insights

What are our business capabilities? →

Capabilities by Layer and Maturity



1. Innovation 2. Differentiation 3. Utility

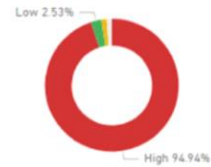
Which capabilities require most IT support? →

Capabilities by Application



What are the capabilities at technology risk? →

Capabilities by Capability Application Risk



Low 2.53% High 94.94%

What goals are we working towards? →

Goals by Capability



What are the investments delivering capability improvements? →

Projects by Capability

Health Status... ● Amber ● Green ● Red ● Unknown



What are the capabilities at project risk? →

Capabilities by Project Risk



Unknown 10.13% Medium 45.57%

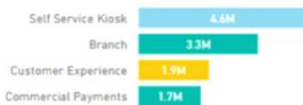
What are the capabilities we should be improving? →

High Strategic Importance and Low Maturity Capabilities by Layer

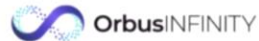


What are our cost drivers? →

Capabilities by Cost



Visualize and manage highly complex business and IT landscapes to enable intelligent decisioning.

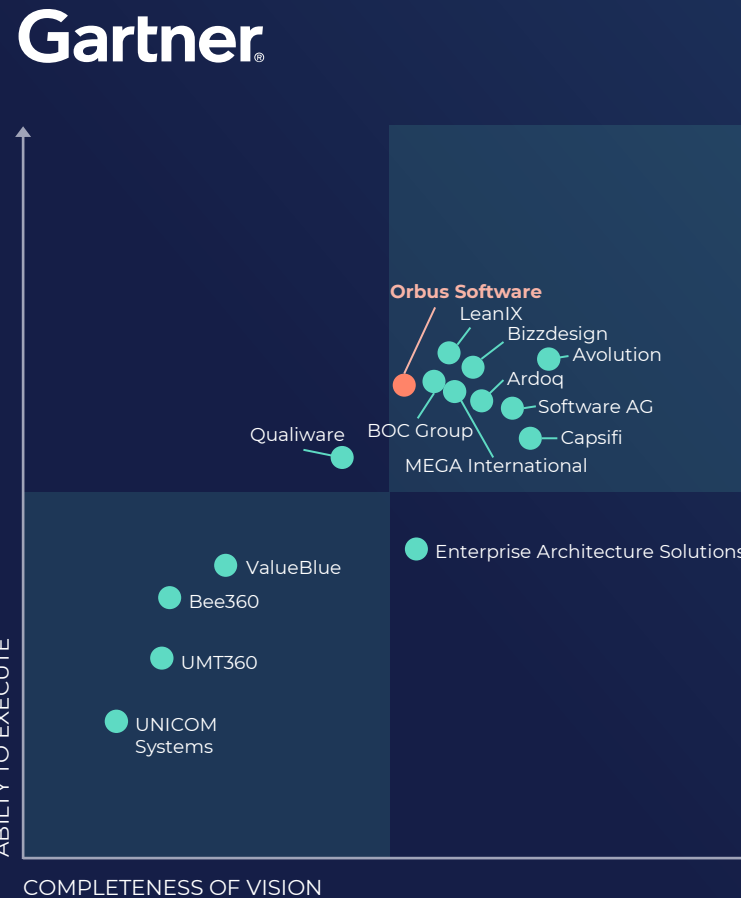


The screenshot displays the OrbusInfinity dashboard with several key components:

- Technology Radar:** A radar chart showing technology categories and their maturity levels. It includes a legend for Current Vendor Lifecycle (1. Planned, 2. Supported, 3. Contained, 4. Out of Support) and Standards Class (Proposed Standard, Provisional Standard, Non-Standard, Retired Standard, Standard).
- Application deployments by Capability:** A detailed view showing application deployments across various capabilities, categorized by deployment model (On-premise, IaaS, PaaS, SaaS).
- Summary Metrics:** A top navigation bar showing counts for Planned (1), Supported Count (6), Contained (26), and Out of Support (14).
- Visualizations:** A large circular radar chart in the background, and a cityscape image on the right side of the dashboard.

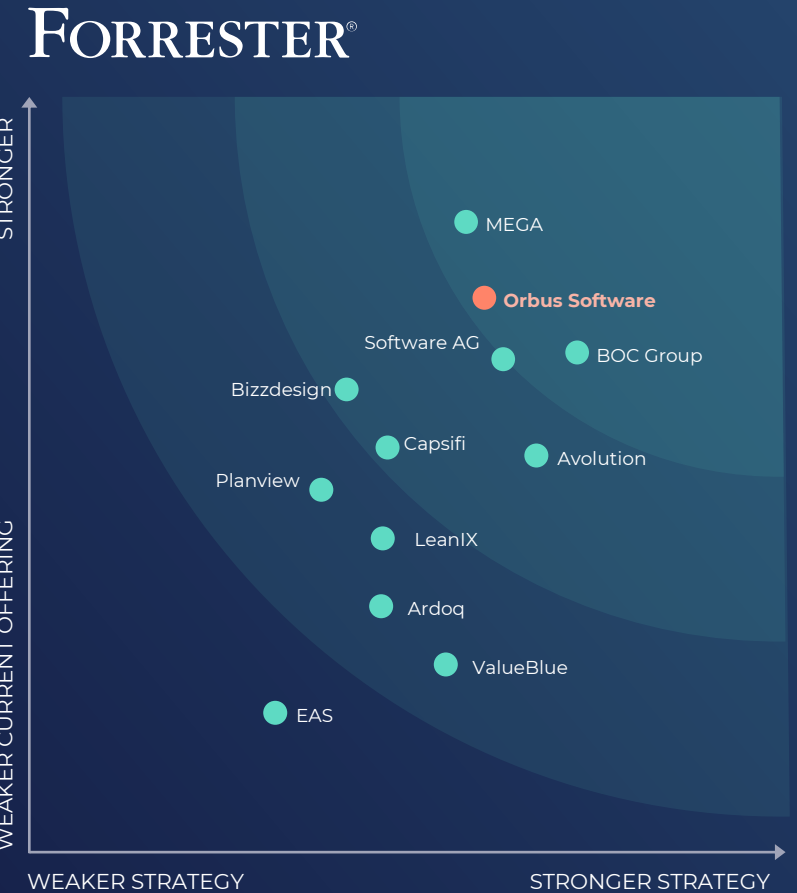
# The Thesis for Orbus is Category Defining Leadership

With **only 4 vendors** named as leaders by both Gartner and Forrester



“iServer365’s association and native integration with Microsoft 365 products puts it more easily on the shortlist for the large Microsoft 365 client base”

- 2022 Gartner Magic Quadrant for EA Tools



“Orbus Software offers the ideal tool for digital and organizational transformation”

- 2023 Forrester WAVE Enterprise Architecture Management Suites

# OrbusInfinity – SaaS Standard Commercial Model

Flexible, modular pricing model, recognized as best model in market by recent Forrester research

## 1. SOLUTIONS\*



Enterprise Architecture



Strategic Planning



IT Portfolio Management



Business Process Analysis



Risk, Resilience & Regulatory Compliance

## 2. ADD-ONS

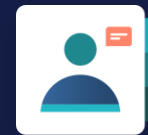
### Integrations



### Frameworks



## 3. USERS



### Authors

create, edit, share content and administrate platform



### Contributors

create, edit, share content



### Viewers

View content

## 4. SERVICE PACKAGES



### Standard

Customer Success, Standard Support Single Instance



### Premium

Customer Success, Premium Support Production Instance, Dev Instance

\* Sustainability solution aimed for launch during 2023



Thank you for your time

[orbussoftware.com](https://orbussoftware.com)