

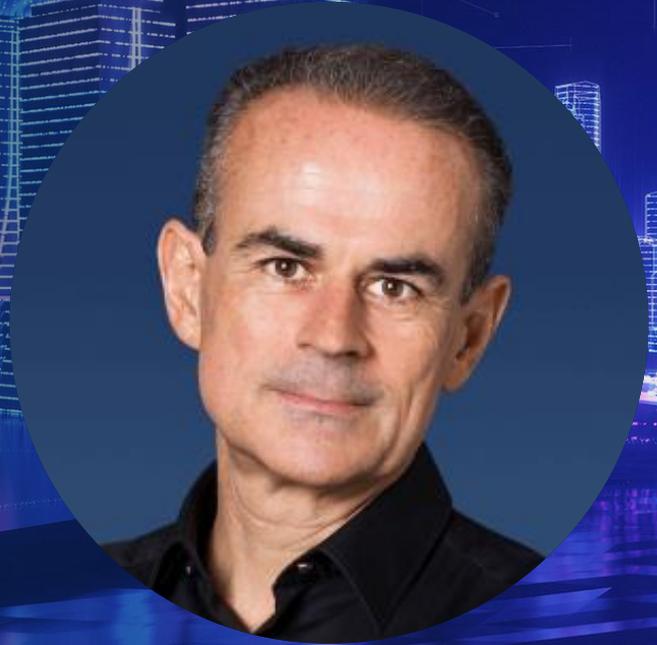
Acronis

Global Cyber Summit 2020

# Turning Blockchain Into Business Outcomes Faster

An Opportunity for the Telcos and  
Service Providers

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#CyberFit

# Content

1. What are blockchains and DLTs?
2. Telcos and Service Providers innovators?
3. Why does it matter for Service Providers?
4. What is the opportunity?
5. Where should I start?



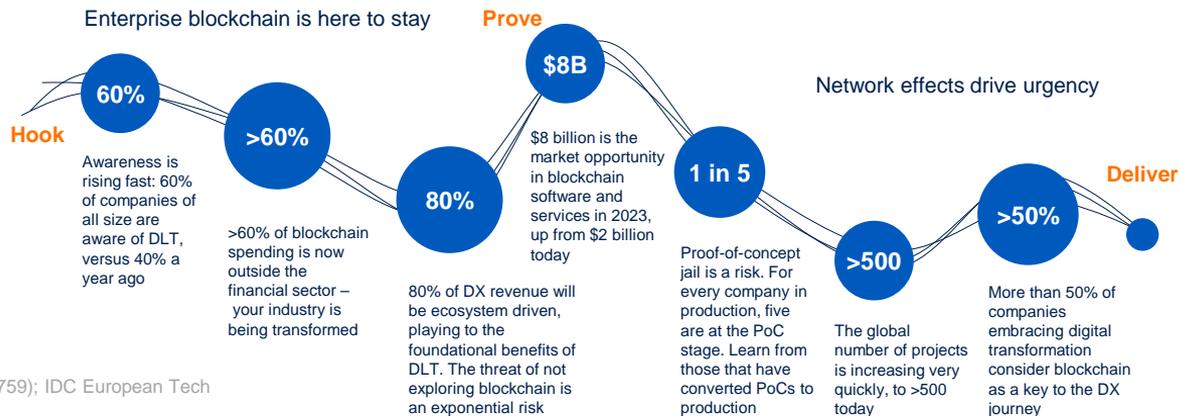
# Blockchain and DLT are everywhere

% of blockchain users combining IT with other technologies<sup>1</sup>



## The Playbook for Software Providers: A path to Success<sup>2</sup>

An “HPD” (Hook-Prove-Deliver) Playbook Is Needed



1) Source: IDC European Vertical Market Survey, 2018-2019 (n = 2,759); IDC European Tech and Industry Pulse Survey, 2019-2020 (n = 2,793)

2) Source: IDC: Enterprise Blockchain Now – Sept 2020

# The Evolution of Blockchain Solutions

Financial supply chains	Physical supply chains	Services	
			
<b>Hunters</b>	<b>Adventurers</b>	<b>Emerging Innovators</b>	<b>Cautious Experimenters</b>
<b>Core banking</b> SIA, NTT Data and ABI Lab (Spunta Banca DLT)	<b>Retail/Wholesale</b> Walmart; Sweetgreen	<b>Telco</b> (CBAN); TOMIA; CSG;	<b>Central government</b> Canada, China, EU, Germany, India, Mexico, Spain, South Africa, UK, US, and more
<b>Insurance</b> B3i, RiskStream	<b>Process manufacturing</b> Ripe.io	<b>Healthcare and life sciences</b> Professional; Credentials Exchange; Lumedic	<b>Central banks</b> China, Canada, UK, Singapore, Hong Kong, Thailand, France, and more
<b>Capital markets</b> Nasdaq; SDX; Broadridge	<b>Discrete manufacturing</b> Schrocken	<b>Media</b> AFOX, Blockchain4Media	<b>Education</b> TCS; Woolf University
<b>Trade finance</b> TradeX (Marco Polo); CryptoBLK (Contour)	<b>Mobility</b> Daimler; MOBI, BMW, GE	<b>Utilities</b> Enosi; Guildone	<b>Government agencies</b> HM Land Registry; UK Food Standards Agency
<b>Payments</b> Mastercard; Luxoft	<b>Real estate</b> Coadjute		

Source: IDC: Enterprise Blockchain Now – Sept 2020

# Securing Trust in Blockchain

We design, build, run, and host distributed ledger solutions for companies.



# Example and Opportunities

## FinTech: corporate banking

CryptoBLK

### The industry problem

Despite good standards, paper-based processes in trade finance impact cost, complexity, and risks for banks and corporates.

### The blockchain solution

CryptoBLK was chosen by a consortium of leading banks to build Contour, a platform to transform trade finance processes.

### The business value

The application has consistently proven to reduce end-to-end processing time and cost of letters of credit by 90%.

## FinTech: capital markets

HQLA<sup>X</sup>

### The industry problem

High-quality liquid asset portfolios are expensive to manage due to inefficient incumbent settlement systems and practices. The capital cost related to liquidity is a \$13.5 billion problem for the industry.

### The blockchain solution

HQLA<sup>X</sup> is a production blockchain application that enables frictionless collateral swaps in the highly regulated securities lending market, pioneered in tandem with Deutsche Börse. The new solution improves collateral fluidity and helps market participants manage their HQLA<sup>X</sup> portfolios more effectively and cost efficiently.

### The business value

HQLA<sup>X</sup> reduces the consumption of intraday credit and liquidity, to provide major capital savings, and is already being used by some of the world's largest lenders.

## InsureTech

LedgerTech

### The industry problem

Motor insurance claims in India are a heavily manual and time-consuming process with high costs and low margins.

### The blockchain solution

LedgerTech's platform integrates and streamlines the motor claims process end-to-end, also incorporating AI and machine-learning tools to automate processing of photos and documents in the early analysis of claims.

### The business value

The solution demonstrated that the client, Bharti AXA, would reduce overall motor claims management costs by a fifth, and be able to reduce the time taken to complete and process damage assessments from days to minutes.

## TreasuryTech

Digital Ventures

### The industry problem

Traditionally requiring a complex trail of paper documents, procure-to-pay inefficiencies trap working capital and expose opportunities for fraud.

### The blockchain solution

Digital Ventures and major corporate Siam Cement Group used blockchain technology to create the B2P platform, designed to boost efficiency at every step of the procure-to-pay process in any supply chain, both upstream and downstream.

### The business value

For over 800 early adopters like Siam Cement Group and its supplier ecosystem, B2P has already reduced procure-to-pay processing time by 50% and operational costs by 70% by driving multiparty transparency to reduce friction in administration and payments across buyer and supplier networks.

## HealthTech

ProCredEx

### The industry problem

Traditionally, onboarding healthcare professionals to work for a healthcare provider can take 6 months or more, costing millions in forfeited revenue.

### The blockchain solution

Professional Credentials Exchange is using blockchain to create a marketplace for healthcare credential information, with the selling of practitioner credential data sets that are verifiable, trustworthy, and secure.

### The business value

Healthcare providers anticipate a \$40 million to \$50 million reduction in forfeited revenue and the opportunity for a new multimillion-dollar revenue stream by creating a marketplace for credentials information.

## GovTech

World Bank

### The industry problem

Governments and multilaterals around the globe face a challenge in allocating funds and distributing them properly.

### Emerging blockchain opportunity

The World Bank issued an "invitation for prototype build" entitled "Exploring Blockchain for Traceability of World Bank Loan Disbursements."

R3 is working with governments and institutions to use Corda to ensure that 100% of funds that are allocated and distributed reach intended recipients and are used for the intended purpose. The use case is of broad interest because this is a challenge at all levels of government — national, state, and local — and impacts all levels of the payment chain. That could involve the treasury function of government, the agency that holds the budget, the division charged with spending the budget (including awarding the contract), the government contractor, and all the contractor's subcontractors. The impact of implementing such a solution is, in many cases, precisely measurable.

# The Opportunity

- Service Providers **should not rely on existing market** share to ensure dominance in the future digital business ecosystem
- Service Providers can assume **the role of trusted advisor** in clients' DX journey
- Service Providers are exploring **the potential of tokenization** as digital assets rise up the agenda

**\$14.4B**

estimated spend by corporates on blockchain applications and nodes in 2023

Source: IDC Worldwide Semiannual Blockchain IT Spending Guide, 1H19, April 2020

Opportunities for Service Providers:  
**Activate Your Network, Build New Business Models**

# The Opportunity

Modernize existing solutions by enabling customers to transact directly, and extend the value of your solution to new customers in the wider business ecosystem

Service Providers are exploring how their client base can be connected through distributed ledger applications that bring new value to their current software deployments and customers.

These applications address age-old problems of reconciliation, transparency, data sharing, and disputes in B2B transactions.

By implementing new digital capabilities as extensions to existing solutions, vendors not only support transformation for their customers, but also at the level of the entire market or industry they serve, increasing both market share and market potential.

Harness the digitalization power of blockchain to dematerialize any asset and monetize the way value is exchanged in new business networks

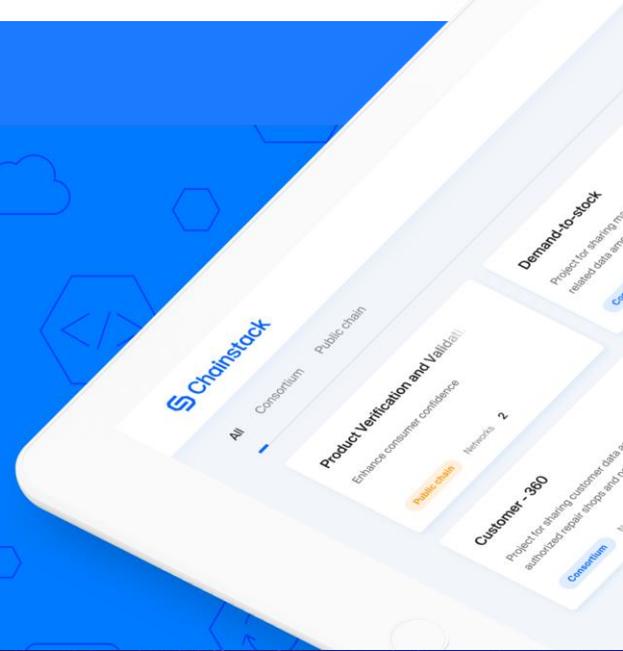
Service Providers are exploring Tokenization enables the representation of real-world assets as digital assets or tokens which, when transferred on a blockchain network, enable programmable transfer of ownership in an automated, immutable, and secure way. Digital assets open up opportunities for new business models and products.

Increasing standardization means tokens can be consistently used to issue, exchange, and redeem value with certainty and appropriate levels of transparency. Software vendors have an opportunity to build entirely new business models, transactional networks, and customer experiences.

# Where do I start?

# Chainstack

Managed blockchain services making it simple to launch and scale decentralized networks and applications –complete with an intuitive user interface, seamless orchestration, and predictable pricing



# The easiest way to deploy, manage and scale your infrastructure

Chainstack enables you to experiment securely and with ease, and scale the solutions that work best for you.



ENTERPRISE-GRADE  
SOFTWARE



OPTIMIZED FOR  
GROWTH



FREEDOM TO CHOOSE THE  
RIGHT SOLUTION



FLEXIBILITY TO DEPLOY  
ANYWHERE

# Platform API

Get access to an API designed to simplify and automate your blockchain infrastructure management. Programmatically build, test and deliver solutions that connect to the Chainstack service.



## Notifications

Register for and respond to real-time and non-real-time events, such as the creation of new transactions, smart contract-related activities, and infrastructure alerts.



## Application Management

Facilitate operations related to decentralized applications, such as compilation, deployment, versioning, and vulnerability scanning.



## Orchestration

Programmatically create, scale, manage, and control the lifecycle of resources such as nodes, storage, and other infrastructure required for the successful operation of the blockchain network.



## Ledger Data

Communicate with blockchain networks and obtain information about accounts, addresses, blocks, and transactions.

# Hosting Options

Chainstack can be used with selected components deployed in the location of your choice, 100% hosted in your private cloud or as a fully-managed service that is run in our optimized multi-cloud infrastructure

Access the power of Chainstack in a way that works for you



	PaaS	Hybrid	Self-hosted
<b>Platform hosting</b>	Fully managed by Chainstack	Select what to manage yourself	Fully managed by you
<b>Benefit</b>	Get instant access to a managed platform, without worrying about running any part of the software	Have the freedom to select which components of the Chainstack infrastructure you'd like to manage and operate yourself	License Chainstack to have full control over operating every component yourself
<b>Update frequency</b>	Continuous	Continuous	Release-based
<b>Maintenance</b>	Automatic	Automatic	Assisted
<b>Installation</b>	Automatic	Assisted	Assisted
<b>Pricing</b>	Pay-per-use (see <a href="#">pricing</a> )	Custom	Custom

## \$3.3m Funding

Last round Dec 2018 @ \$10M valuation  
March 2020: \$1M Convertible Note



Founded in June 2018 and  
headquartered in Singapore



Microsoft  
for Startups



Grew from 2 to 20 team  
members in 18 months



**Incubated by Acronis**

Chainstack 1.0 in June 2019  
Chainstack 2.0 in August 2020



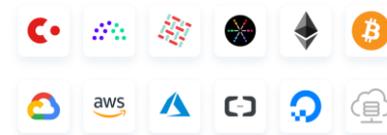
2 patents pending



Targeting enterprise  
customers



Gartner named Chainstack in the  
Hype Cycle 2019 and 2020 report



2020

More blockchain support  
More deployment options

# What to do next

Visit – [Chainstack.com](https://Chainstack.com)

Read about blockchain – [Chainstack.com/blog](https://Chainstack.com/blog)

Try Chainstack – [console.Chainstack.com](https://console.Chainstack.com)

Contact [ld@chainstack.com](mailto:ld@chainstack.com)

The screenshot displays the Chainstack website's landing page for managed blockchain services. At the top, the Chainstack logo is on the left, and navigation links for Solution, Pricing, Partners, Developers, and Resources are on the right. The main heading is "Managed services for blockchain". Below this, a sub-heading reads: "Making it simple to launch and scale decentralized networks and applications—complete with an intuitive user interface, seamless orchestration, and predictable pricing." A row of four icons represents different blockchain networks: Hyperledger Fabric, Cosmos, Polkadot, and Bitcoin. A prominent blue "Get started" button is centered below the icons, with a "Why Chainstack" link underneath. On the right side, a screenshot of the Chainstack console is shown, displaying a project named "Motor Supply Company - SG" with a "Running" status. Below the console screenshot, a callout box states: "Deploy high-performing Fabric v2 networks. Create multi-organization Hyperledger Fabric networks, complete with Raft ordering service and a network explorer." At the bottom of the page, the text "Innovators with the Chainstack advantage" is followed by logos for Acronis, Cargo, Deloitte, Figment Networks, and MAXA TECHNOLOGIES.

# Welcome to Chainstack!

 /chainstack  @ChainstackHQ

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[chainstack.com](https://chainstack.com)  
[console.chainstack.com](https://console.chainstack.com)

# Acronis Cyber Foundation

Building a more knowledgeable future

**CREATE, SPREAD  
AND PROTECT  
KNOWLEDGE WITH US!**

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Building new schools • Providing educational programs • Publishing books

#CyberFit

