



The Big Kahuna

*The missing middle layer
between data centers and customers*

January 2024



Moving from an Analog to a Digital World

AI's Impact on Data Center Digitization

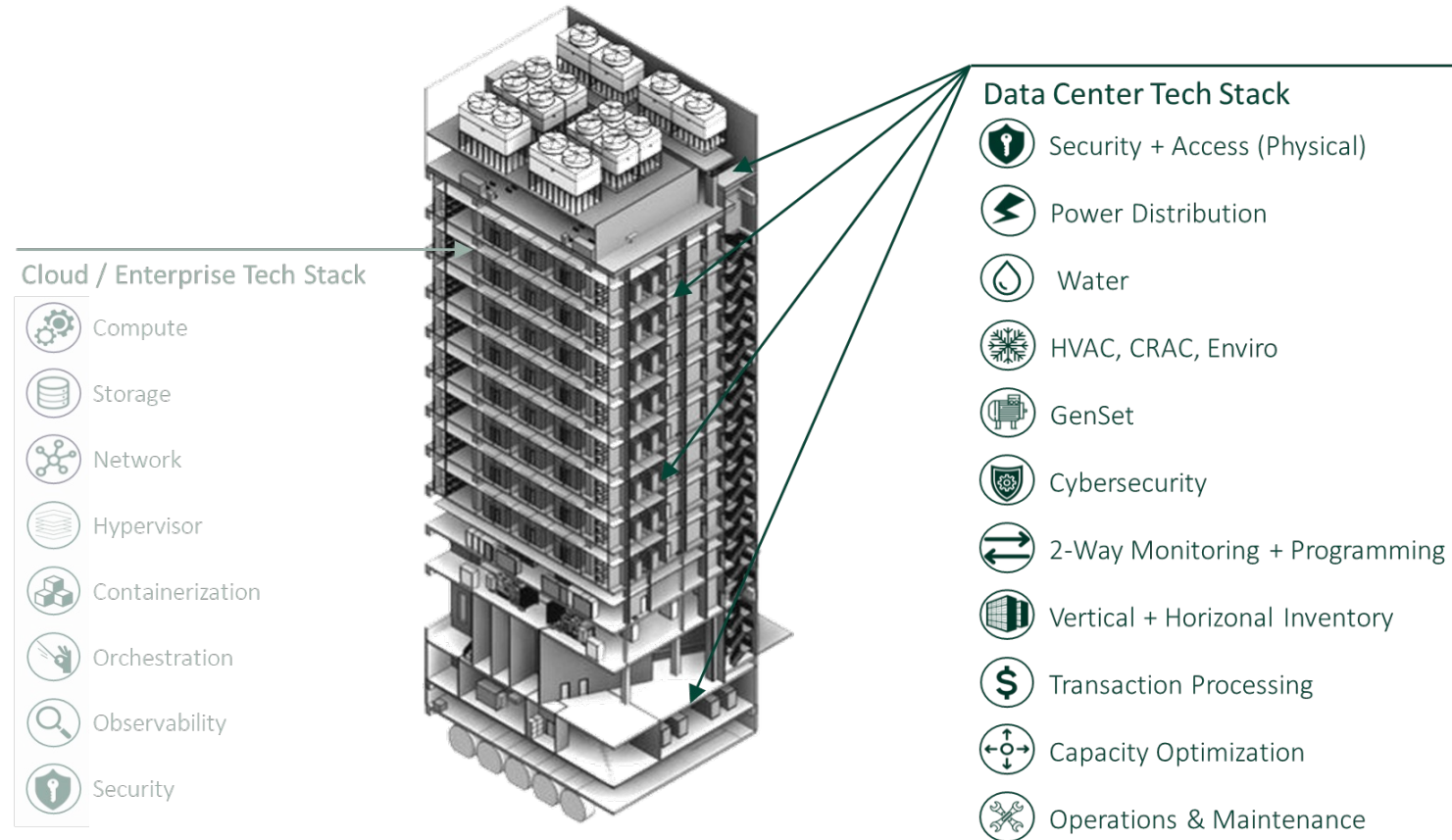
AI-Driven Demand for Digitization

Real-Time Data Processing

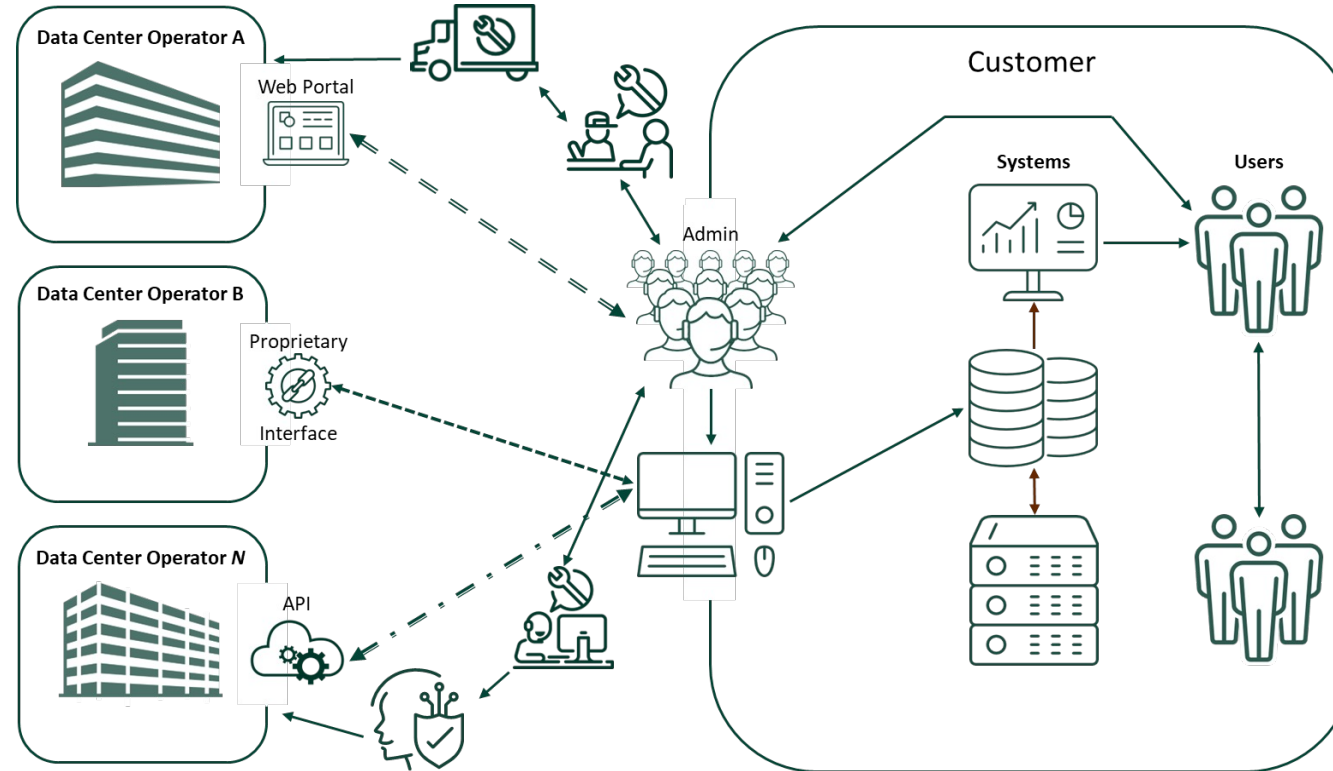
Enhanced Precision and Efficiency

Sustainable Operations

Background: The Data Center Tech Stack



c. 8,000 data centers in operation globally



The Problem as we see it

The Data Center Market is highly fragmented from an Operational perspective.

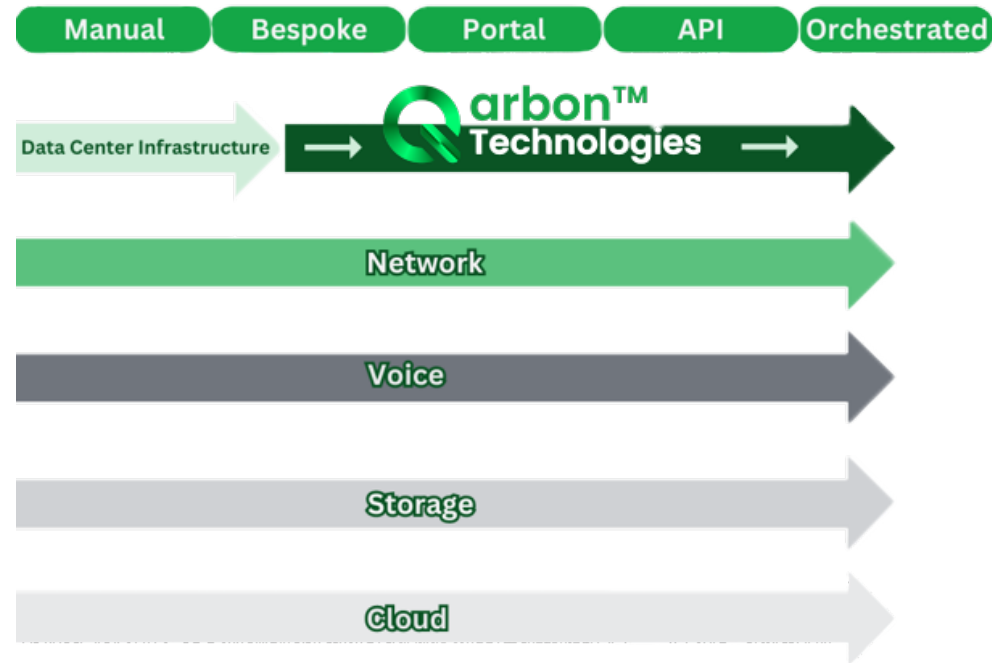
Each Operator has its own Portal, API and Workflow.

A Customer who is not single sourced needs to work with 5, 10, 50 or more Portals and/or APIs.

Leading to **manual effort**, in most cases teams of people, processing data between sources.

Evolution of Tech Stack Orchestration

The Digital Services Journey to Full Orchestration



The Data Center Market is Still an Analog Operation in a Digital World

All other functions/services in the IT stack have multiple platforms to orchestrate services across vendors/platforms/technologies.

Data Center Infrastructure is the only layer that has not moved past a highly manual fashion.

Data Center Outage in Singapore

Advanced Monitoring and Management in Data Centers

Challenge

Complex data center
management risks outages



Solution

Qarbon LATTICE™ enables efficient
orchestration for resilience



Impact

Reduces disruption risk for
always-on sectors

Through collaboration and the use of proper tools, one can extract the most value from data center deployments, high availability of an IT footprint can only be achieved jointly and in a partnership...

**No data center, no matter how well run will provide
100% Service Availability...!**

01 Problem

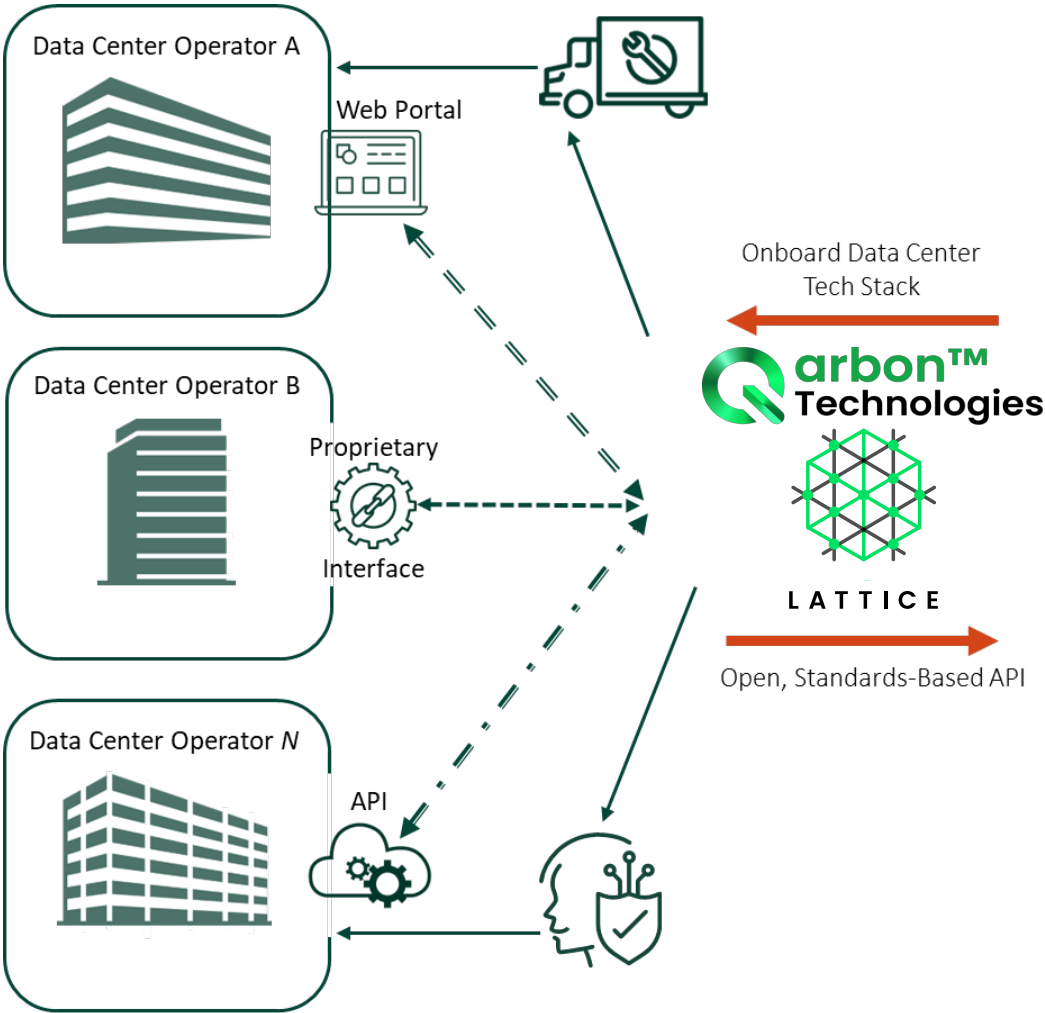
02 Solution

03 Roadmap / Our Vision

04 Team

05 Our Ask

06 Appendix



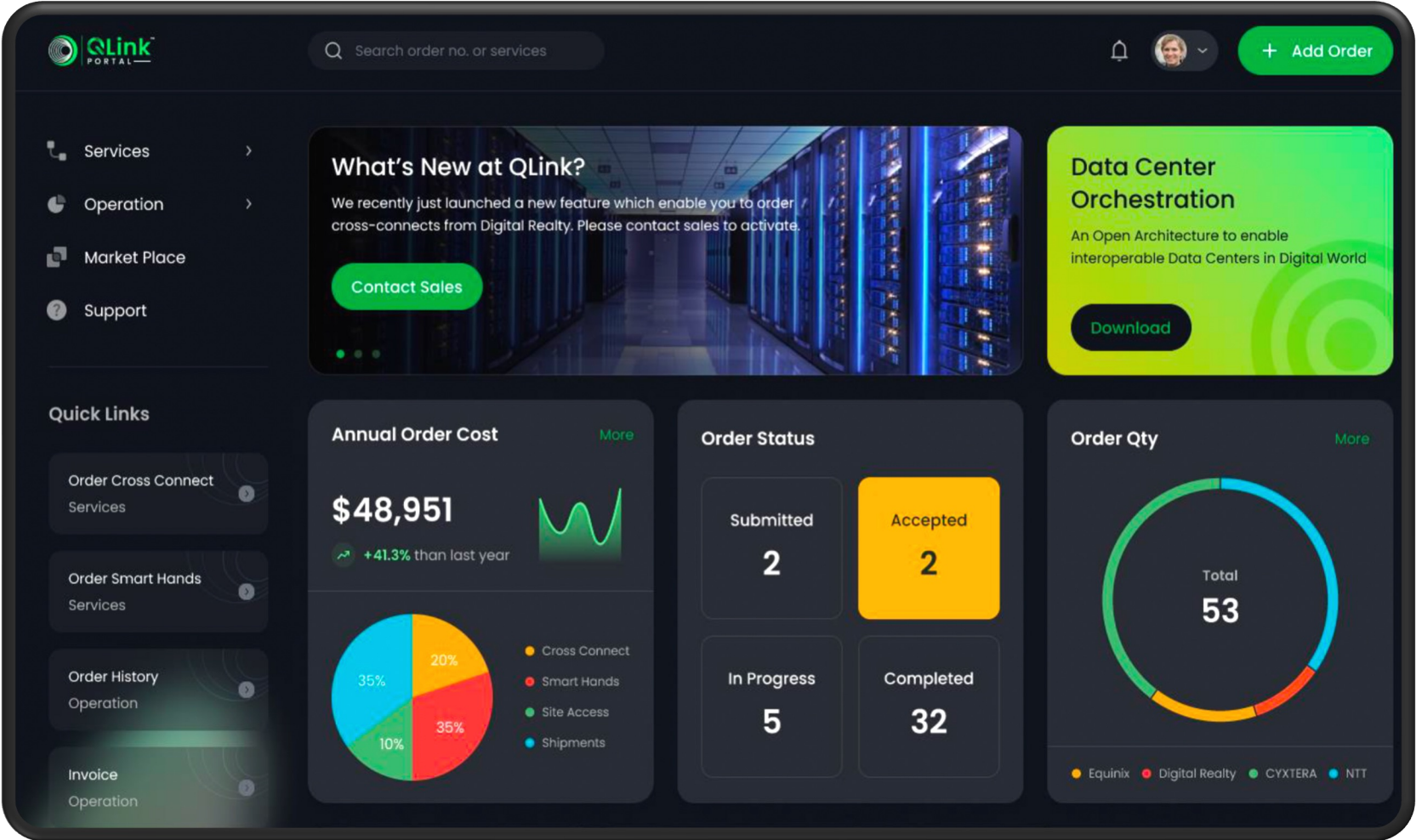
Customer

Systems **User**

arbon Technologies
871 followers
20h · Edited · 🌐

"Today marks a monumental achievement not just for Qarbon Technologies, but for the entire [#datacenter](#) industry," said [Robert Davidson](#), Founder and CEO of Qarbon Technologies. "The launch of Qarbon LATTICE™ is the culmination of immense hard work, dedication, and innovation from our technical teams. This is more than just a product launch; it is a pivotal first step in our journey to reshape the digital infrastructure landscape for the better." 🚀

Platform is LIVE!



01 Problem

02 Solution

03 Roadmap / Our Vision

04 Team

05 Our Ask

06 Appendix

Main Target Customer Segments



Telecommunications Service Providers

[T]elecommunications

Telcos

Internet Exchanges

Content Delivery

Telco Support Services



Enterprise (Consumers) of Global Colocation

[E]nterprise

Banks

Logistics

ASPs

CSPs



Data Centre Operators

[D]ata Center

Tier 2/3 Players

Portal Licensing

API Services

App Services

Targeted Segments: **[T]elecommunications**, **[D]ata Center**, **[E]nterprise**

Note: **[G]overnment** Segment becomes viable in 2025 with LATTICE portability.

Two Year – Feature Release Plan



Qarbon LATTICE™ Launch
Cross-Connect Orchestration
& SalesForce APP **[T]**

QarbonLAKE™ **[T]** **[E]**
Inventory Archiving (Historical)

QarbonCARE™ **[T]** **[E]**
Escalation & Fault Management
& ServiceNOW APP

QarbonLATTICE 2.0™ **[T]** **[E]**
6 new DCs added in '24

Qarbon LATTICE™ 3.0 Deployment
10 new DCs added in '25
Qarbon FILLAMENT (AI) 1.0™
Full Platform Licensing **[D]** **[G]**

2023

Q4

2024

Q1

Q2

Q3

Q4

2025

Q1

Q2

Q3

Q4

2026

Q1

QarbonAPI™ Rel 1.0 **[T]** **[D]** **[E]**
Full MEF Standards Based
Initial Platform API Enablement

QarbonSEC™ **[T]** **[D]** **[E]**
Security Management & Compliance
QarbonAPI™ Rel 2.0 **[T]** **[D]** **[E]**

QarbonEX™ **[T]** **[E]**
Expense Management

QarbonESG™ **[T]** **[D]** **[E]**
PUE & WUE Compliance



Bloomberg^[E] **NETFLIX**^[E]

PCCW Global^[T]

colt^[T]

*Arelion^[T]

CC CROWN CASTLE^[T]


vodafone^[T]

Customer Case Study: Top multinational Telco

Profile

The telco provides a range of data and voice services and operates metro networks in over 50 cities across Europe, the US, India and Asia. It has annual revenues of over \$3B and recently made a large APAC acquisition for over \$1.B.

The telco spends over €300M pa on off-net services. A significant (and increasing) % of this spend is with the world's largest data center operators

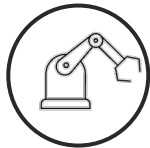
Key Problems



Inventory
Management



Invoice
reconciliation



Supply-chain
Automation

Qarbon Solution

Integrate major data center sites directly into the Telco's workflow management tools, enabling:

- Real-time single view of inventory and spending
- Automated ordering

Qarbon Benefits

Reduce Costs

➔ Cross reference Invoices & Inventories

Increase Revenue

➔ Automatically identify & pass-on 3rd party charges

Reduce service delivery time

➔ Automate supply-chain

Customer Feedback

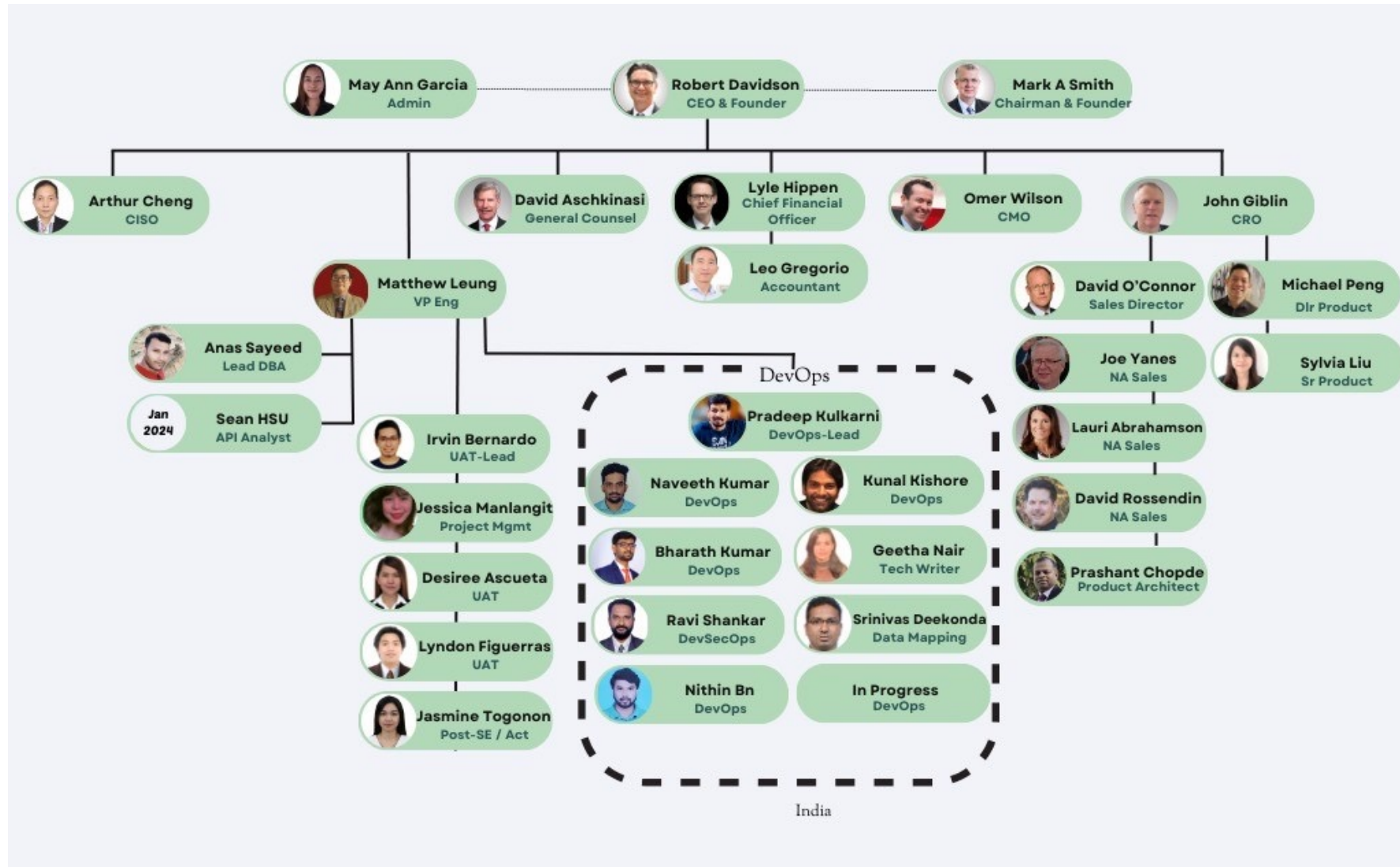
"we spend hundreds of hours working out which data center charges can be recharged to customers. For example, our customers regularly order tech support ("Smart Hands") from the data center – we get charged for these services and the manual effort required to pass on these charges to the customer outweighs the cost. We need a solution to automate this"

– Head of Carrier Management

"Ordering cross-connects is a manual and error-prone process resulting in delays to service delivery and booking revenue. We are looking for ways to automate our supply chain and fix this"

– Manager, Service Delivery

Our Team





Thank You

Do you have any questions?

RDavidson@qarbontech.io

OWilson@qarbontech.io

