PLUG AND PLAY

SV SUMMIT

ENTERPRISE & AI EXPO

BATCH 17

#PNPTCSiliconValley

Join us at pnptc.com

PLUG AND PLAY

SV SUMMIT



Opening Remarks

Carlos Perez-Pla

Director and Principal
Plug and Play

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Welcome To May Summit

















































What is the AI Council?

A trusted, operator-led forum where senior enterprise AI leaders share what's working — and what isn't — under Chatham House Rule.

Chatham House Rule · High-signal · Low-burden

WHAT YOU GET

Peer roundtables

Biannual 90-min sessions on real production challenges — governance, platform decisions, scaling, measurement.

Intimate salons

Small-group sessions with occasional high-profile guest speakers from across the AI landscape.

Quarterly intel brief

A quarterly signal report on trends, patterns, and pitfalls across enterprises in the ecosystem.

Vetted startup access

Opt-in introductions to companies focused on practical fit, security readiness, and measurable outcomes.

WHAT THIS IS BUILT ON

- Chatham House Rule — candor over attribution
- Operator-led
- Cross-industry peers facing the same production realities
- National footprint — Silicon Valley, NYC, Princeton, and growing

TIME COMMITMENT

2 – 4

meaningful touchpoints per year

→ 2 biannual roundtables (90 min each)

→ 4 quarterly intel briefs

→ Optional salons & micro-sessions

→ First in-person: May 20, summit week

Welcome AI Council Members!



Prashant Mehrotra
US Bank CAIO



Osamu Kikuchi
NESIC CDO & CIO



Swamy Kocherlakota
ZScaler EVP of
Agentic AI



Rajesh Arora
Principal CDAO



Alexander van Djik
Brunel Global Director
Digital & Innovation



Clemens Koegler
Redbull SVP & CIO



Josh Poduska
PG&E Director,
Enterprise Data Science
& AI



Ravi Prasad
Guardian Life Head
of Data, AI & Digital
Innovation



Sam Sherraden
Guardian Life Head
of Strategic AI
Transformation



Michael Brazys
Allianz VP - Data
Analytics & AI
(CDAO)

PLUG AND PLAY

SCAN QR CODE

AI Survey

Scan to complete the Enterprise & AI Survey.

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Welcome to the Ecosystem

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New





Corporate Partners

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SAP Labs U.S.
building products that matter

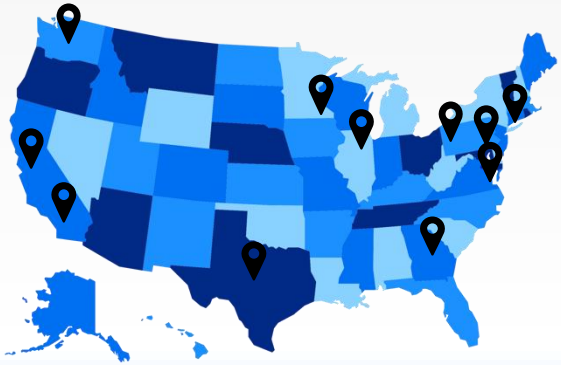


Our purpose

Help the world run better and improve people's lives

Fast Facts

SAP Labs U.S.



BEST WORKPLACES FOR INNOVATORS

BEST COMPANIES TO WORK FOR U.S.News OVERALL 2025–2026

FORTUNE 100 BEST COMPANIES TO WORK FOR 2024

From the U.S. we help shape the future of innovation

Location

- SAP Labs U.S. was **established in 1992** with one office
- Today, SAP Labs U.S. supports more than **5000 employees in development roles across 11 locations**

Key facts

- **€ 14.99bn** SAP Americas Revenue in 2025 **(€ 36.8bn globally)**
- **$35bn+** investments into U.S. economy in past 5 years

Customers

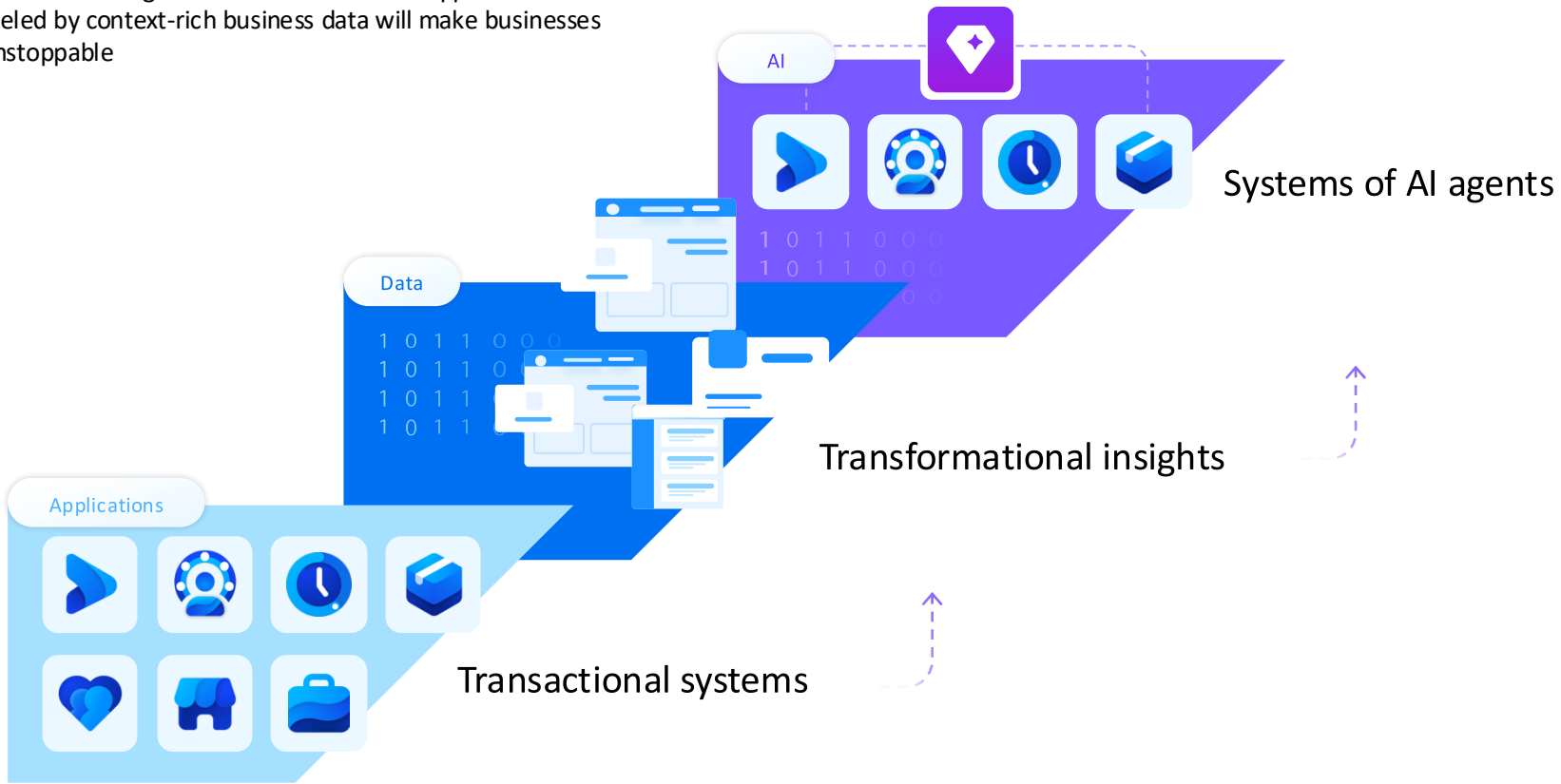
- SAP serves more than **68,000 U.S. customers in 25 industries**
- **99 of the 100 largest companies** in the world are SAP customers
- SAP customers generate **84% of total global commerce**

"The United States are a strategic market for SAP, and Silicon Valley is the hub of innovation in technology. Our development center will allow us to work more closely with some of our most important counterparts" – Hasso Plattner

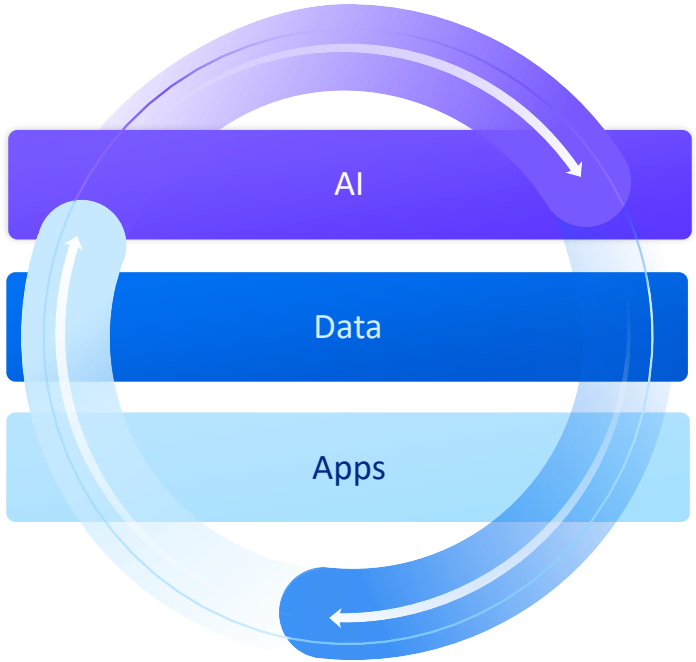
© 2025 SAP SE | Public

Meeting customer challenges requires a new era of enterprise management

Systems of AI agents embedded into SAP applications and fueled by context-rich business data will make businesses unstoppable

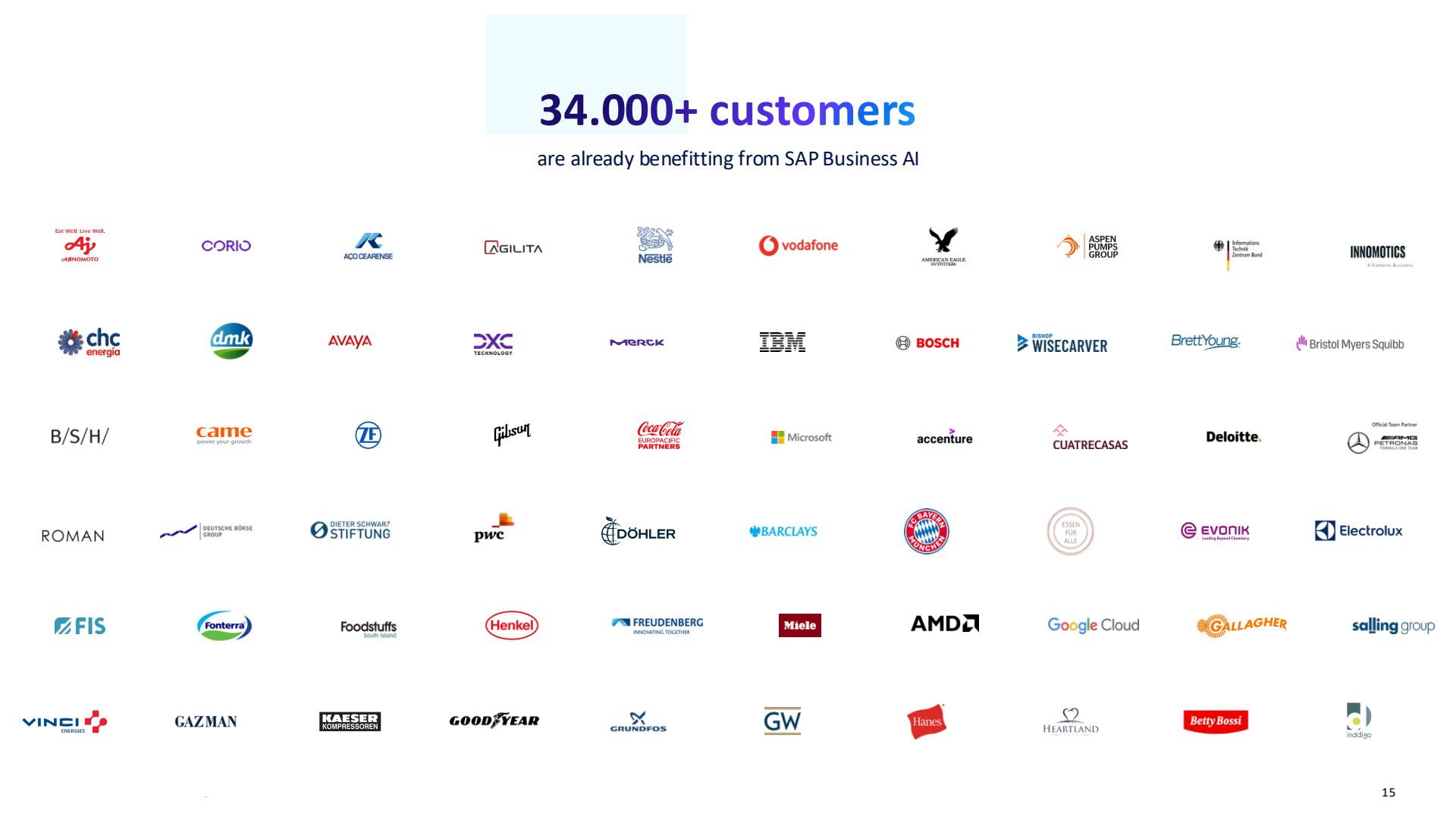


Bringing together Apps, Data and AI into a virtuous flywheel



34.000+ customers

are already benefitting from SAP Business AI





"We are excited to join the Embodied AI initiative with SAP and NEURA. We believe this collaboration will **enhance our operational efficiency and drive innovation** in our processes."

Christian Stenzel
Vice President Organisation and IT,
BITZER SE



Plug and Play and SAP Partnership

PLUGANDPLAY SAP

Elevate Ecosystem Experiences

- Connect the US tech ecosystem with global lines of business
- Accelerate global customer access for startups



Fuel Breakthrough Ideas

- Reduce barriers to trying new tools by providing trusted platforms and partnerships
- Experimentation and learning through joint initiatives



Accelerate AI Innovation

- Help businesses quickly discover and adopt new AI technologies
- Extend the AI-first bridge between US Innovation Economy and customers



Thank you

Jeanine LeFlore
Head of Strategy & Operations, SAP Labs U.S.
Jeanine.leflore@sap.com



PLUG AND PLAY

STARTUP PRESENTATION

echelon

Echelon

Echelon is the AI platform enterprises use to run ServiceNow, giving IT teams AI agents that autonomously handle ServiceNow delivery, operations, and modernization at unlimited scale.

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Join us at pnptc.com

echelon

Enterprises Run ServiceNow with Echelon

Rahul Kayala

Founder & CEO · Echelon AI

rahul@echelonai.com

Backed by BainCapital | *San Francisco*

Question:

How many of you use

servicenow®

Answer: 71.2%

Quick Fact:

90% Fortune 500 companies run on servicenow

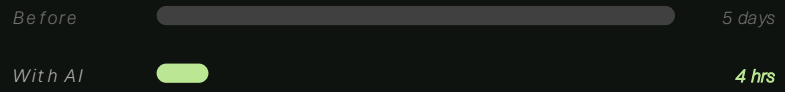
It's the operating system for IT, HR, customer service, risk, finance ops — the backbone for how large enterprises actually run.

THE GAP

AI transformed software. Enterprise platforms got left behind.

✓ SOFTWARE ENG TEAM

"Build a new feature – product usage analytics dashboard"



4 hrs

Current Options -

Claude · CURSOR · Codex

X YOUR IT TEAM

"Set up employee onboarding - HR approval + IT access process"

- **WK 1** Requirements doc. Three stakeholder meetings. Back and forth question and answer in different time zones
- **WK 2** Offshore team: "We'll slot it into next sprint." You wait.
- **WK 3** Review cycles, QA, change advisory board, deployment window.

3 wks

Current Options - $250/hr contractors

Infosys · accenture · TCS TATA CONSULTANCY SERVICES · IBM · wipro

echelon

The AI workforce that designs, builds, and tests your enterprise platforms.

DELIVERY	WORK QUEUE	YOUR TEAM
~~Weeks~~ ↓ Hours	~~Backlog~~ ↓ Done	~~Bottlenecked~~ ↓ Unlimited Capacity

servicenow SAP salesforce Epic

PLATFORM CAPABILITIES

End-to-end ServiceNow delivery.

ARCHITECT

- Instance Audit
- Solution design
- Dependency mapping
- Architecture decisions
- Pattern recognition

BUILD

- Self-service request forms
- Approval workflows
- Business rules
- Integrations & APIs
- Custom apps & dashboards

MODERNIZE

- Legacy system migrations
- App replatforms
- Technical debt clean up
- Health scan fixes
- Data Cleansing

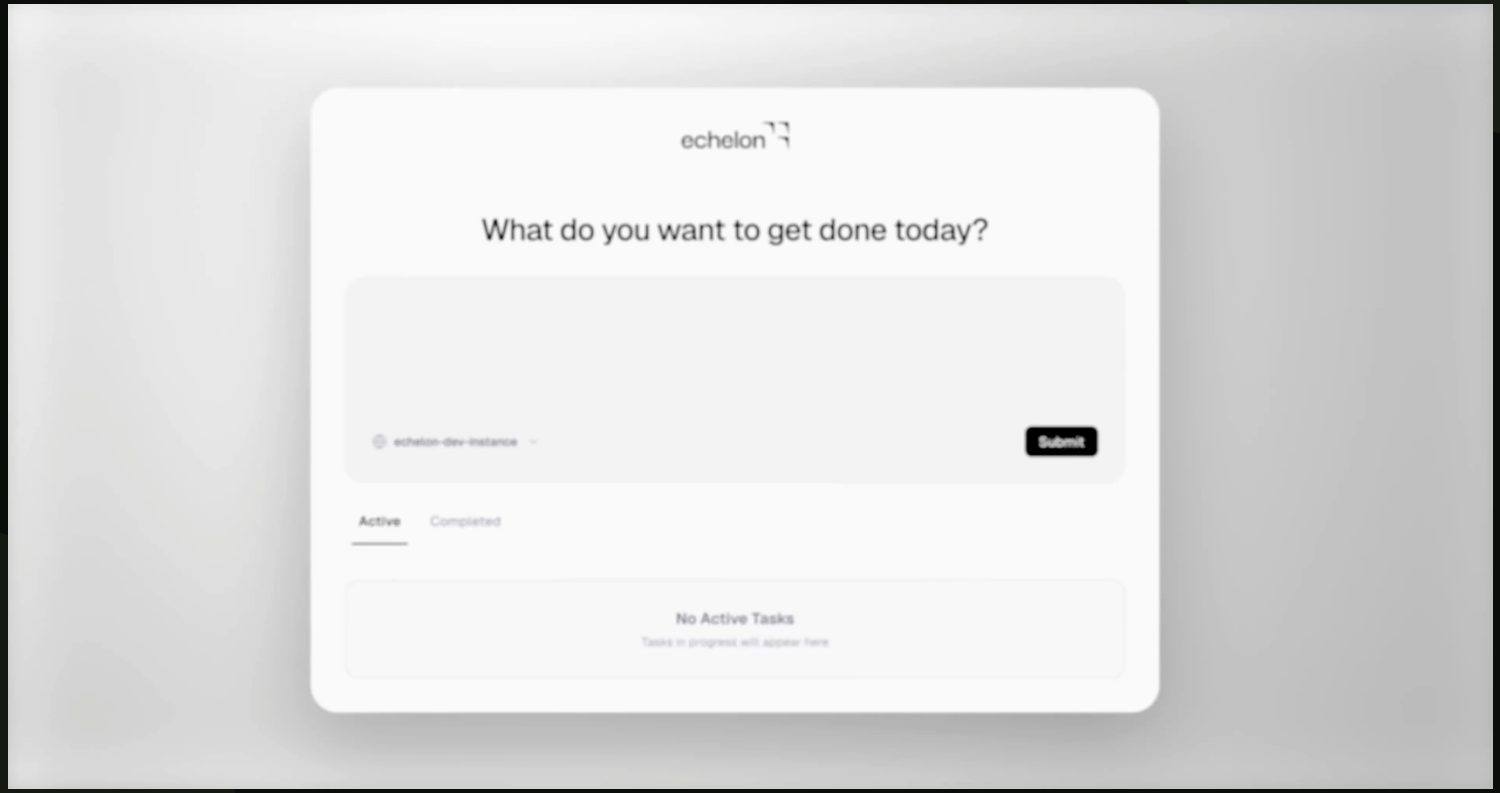
OPERATE

- KTLO & maintenance
- Bug fixes & enhancements
- Troubleshooting
- System upgrades
- 24/7 on-call coverage

Workflows supported IT | HR | Legal | Compliance | Security Operations | Customer Support | Field Service Operations | More...

echelon

PRODUCT DEMO



CASE STUDIES

Real teams. Real results.

United Healthcare

CUSTOMER SUPPORT MIGRATION

60% FASTER GO-LIVE

3 mo VS. 8 MONTHS

"Once you operate at this speed, you don't go back to waiting in queue."

— VP of IT

HubSpot

4 FTE CAPACITY ADDED

280 STORY POINTS

75% AUTONOMOUS

"We treat Echelon like a teammate. It knows our architecture and delivers work we trust."

— Zeb Frye, Platform Manager

FOX

CONTRACTORS REPLACED

$1M SAVINGS

+80% WORK DONE

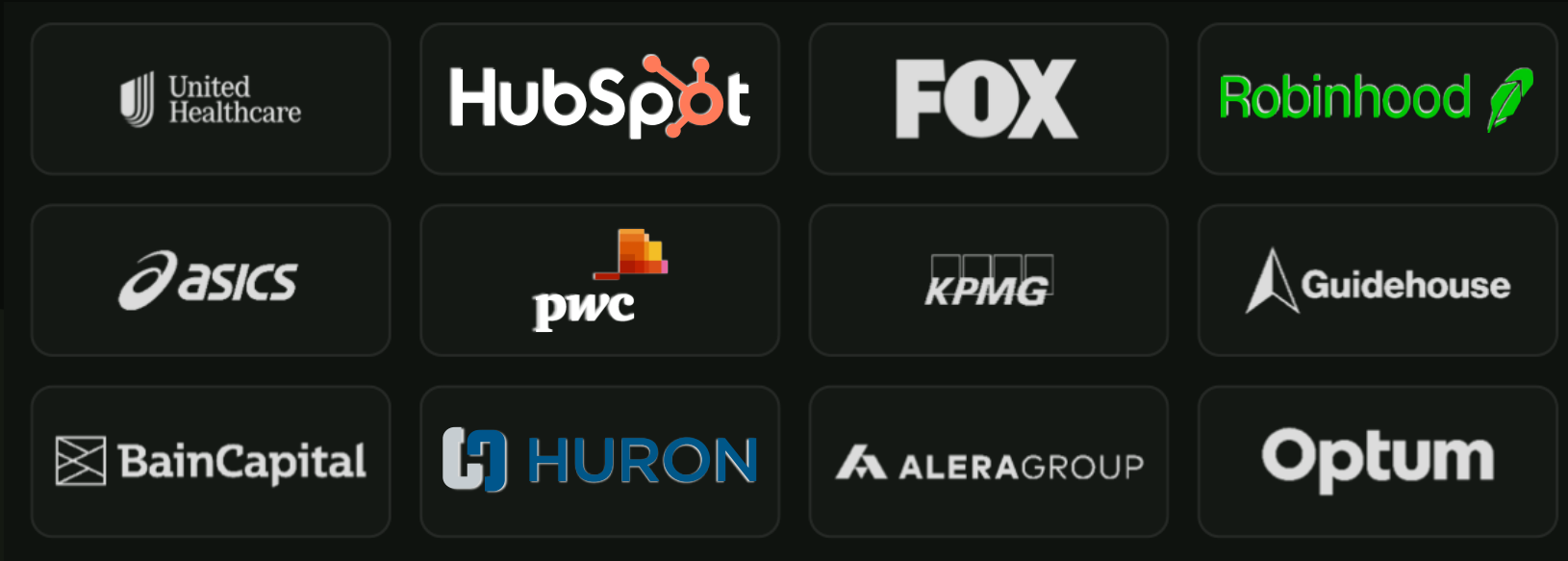
"Echelon became our default way to operate ServiceNow — the default."

— David Ly, Director of IT

Three industries, One pattern: enterprises moving at AI speed with Echelon.

OUR CUSTOMERS

Trusted across the Fortune 500 and beyond.



VALUE IN 1 WEEK

Let’s chat -

The conversation your IT team will thank you for starting.

How echelon can help your IT team get value from week 1

LET'S TALK

Rahul Kayala

Founder & CEO · Echelon AI

rahul@echelonai.com

WHAT DO YOU WANT

to build?

Bring your hardest ServiceNow ticket. We'll show you the agent at work.

PLUG AND PLAY

STARTUP PRESENTATION

Rehearsals

Rehearsals

Rehearsals uses AI-generated customer simulations to help companies test and predict how people will respond to business decisions before they go live.

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WHAT WE DO ↓

Twins of your individual customers
So you can ask for what they want
Just in minutes



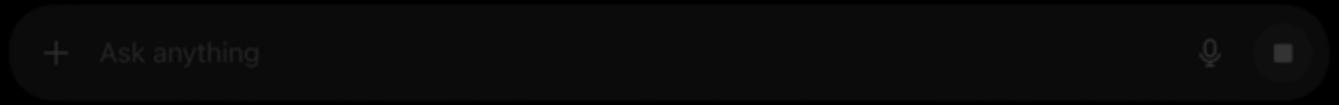
Liam Bolling

CEO & Co-Founder

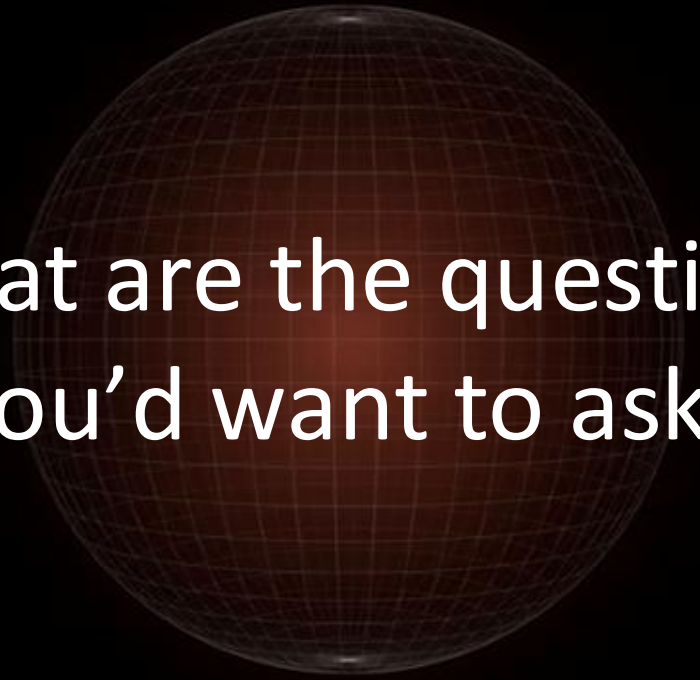
EX-GOOGLE LABS / DEEPMIND
PROJECT MARINER
GEMINI API

Marketing decisions

still take months,
cost millions, or are left to
someone asking ChatGPT



What if…
you didn’t have to guess what your customers want?



What are the questions you'd want to ask?

Conversion

Why are people dropping off? What can we do to fix it?

Pricing

Are we leaving money on the table with our current pricing?

Competitive

Our competitor just launched a new product. Do our customers care?

Messaging & Creative

We're launching a new product. How should we position it?

Retention

Why are my customers leaving for a competitor? What would keep them?

Audience

Are there other cohorts we are missing for our product?

REHEARSALS
RUNREHEARSALS.COM

Running thousands of simulations on twins of real people to get qual depth with quant scale, in 18 hours

SUSAN, 39
TEST SCORER

SABRINA, 60
CUSTOMER SERVICE MANAGER
RETIRED

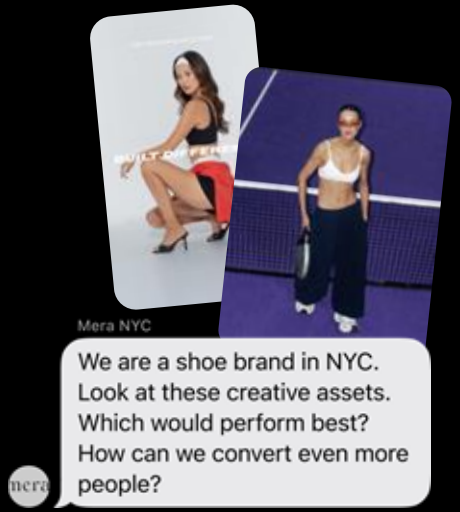
REGINA, 51
BUSINESS DEVELOPMENT & OPERATIONS
21ST CENTURY FOX

HECTOR, 52
PROJECT MANAGER
MEDIA COMPANY

01

YOUR PROBLEM

Mera came to us with their problem



02

HOW WE SOLVED IT

We ran 35 simulations 300 in-depth interviews (IDIs)

03

RESULTS

Ad A will generate 40% lower ROAS than Ad B. With minor text changes to Ad B, we expect to boost ROAS further.



READ MORE IN OUR WHITEPAPER ->

Rehearsals was >90% accurate in predicting Return on Ad Spend

01

YOUR PROBLEM

What would happen if Disney+ launched an ad-tier subscription?



02

HOW WE SOLVED IT

We ran 25 simulations 200 in-depth interviews (IDIs)

03

RESULTS

Expect 2% overall churn and 14% adoption of the new ad plan. Add these 3 features to reduce churn by 32%.



READ MORE IN OUR WHITEPAPER ->

Rehearsals was 91% accurate in predicting what would happen to Disney+ new tier launch.

MORE SCENARIOS WE REHEARSED FOR BUSINESSES

Suntory

What can Suntory Liquor do to attract Gen Z to the brand in the US?

RUNNING REHEARSALS...
51 SIMULATIONS, 1200 IDIS

WHAT SURPRISED US

43% prefer a cheap coffee related mix-drink

REHEARSALS FOUND

62.5% of Gen Z can't afford alcoholic drinks

Lifetime Fitness

What should we (Lifetime) do about Equinox launching with Function Health?

RUNNING REHEARSALS...
28 SIMULATIONS, 300 IDIS

FEATURE REQUEST	PARTICIPANTS MENTIONING	MOST POSITIONED
AI-personalized workout & health prescription	29%	Life Time (LA
Recovery tech included in base membership (cryo, red light, hyperbaric)	26%	Life Time (MI
Children's enrichment (tutoring, sports coaching, not just babysitting)	24%	Life Time (Kid
Insurance premium linkage (workout data lowers premiums)	21%	Neither (crowd
HSA/FSA payment acceptance		
Wearable sync / auto-adjustment of machines		
On-site PT / therapeutic massage (insurance-billable)		
Co-working / workspace integration		

REHEARSALS FOUND

96% participants had zero awareness Lifetime even had a competitive product - MIORA

TNT Sports

How should TNT Discovery increase revenue through HBO Max?

RUNNING REHEARSALS...
47 SIMULATIONS, 550 IDIS

COHORT	NO-BRAINER DEAL	GETTING EXPENSIVE	TOO EXPENSIVE	NEVER W
Male 25-54	$5-10/mo	$25-30/mo	$50+/mo	$60+/
Female 18-45	$5-10/mo	$20-25/mo	$30+/mo	$45+/
Mixed 18-30	$5-6/mo	$15-20/		

REHEARSALS RECOMMENDS

Launching an under-25 student discount will see 72% retention after first year

How do we do this?

We focus on the **science of prediction, agentic systems, and cloning**

HOW REHEARSALS WORKS

YOUR PROBLEM

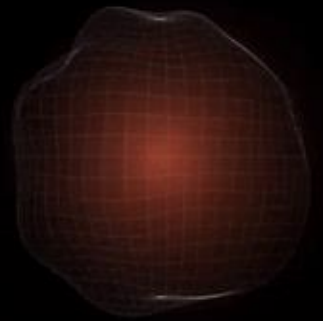
15 min chat with our voice agent or our team

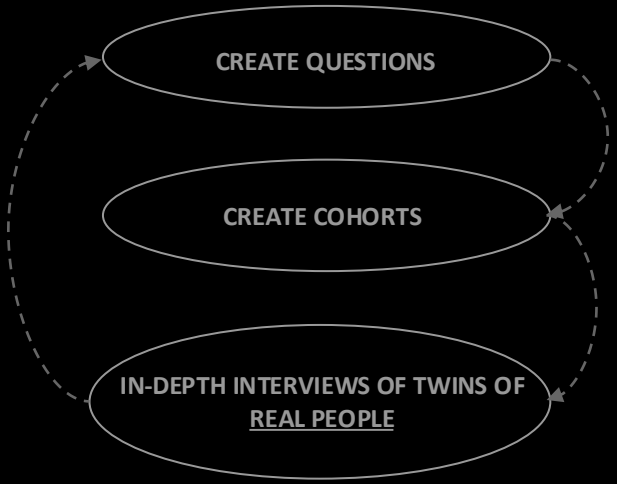
HOW WE SOLVE IT

Agentically repeats and goes deeper

RESULTS

An organized, comprehensive findings document *(like a Google Doc!)*







Give us context, upload files, and we ask follow-ups.

We're like a team member, not another app the team needs to leam

This task can take hours and consumes upwards of 500 million tokens. For context, the average ChatGPT conversation is 200 tokens.

Leave comments, we refine and create more simulations.

Optionally see 100+ pages of all under the hood simulation data



launches on record.

- Apple's anticipated $2,000 iPhone Ultra is tracking to sell almost exactly like the iPhone Air, the phone that flopped so hard Apple cut production by roughly 80% and most likely canceled the sequel. Ultra: 6.6% share. Air: 6.0% share. Same trajectory, same price-above-ceiling dynamic.
- **45% of buyers say they will wait for Ultra version two regardless of price.** Even if Apple dropped the Ultra to $1,500, nearly half the potential buyer base has pre-committed to sitting out the first generation.
- **98% of buyers do not trust the hinge or crease, even though the Ultra is an Apple product.** The "creaseless" marketing claim barely registers in the interview data; foldable skepticism overrides brand trust.
- **The typical Ultra buyer earns $175K or more in household income.** The sweet spot is the $150K to $250K band, where uptake reaches 12%. Below $150K: 2% uptake. Above $250K: 11% uptake, but with a 44% skip rate because very-high-income buyers opt out of the hype cycle more readily.
- **Ultra buyers frame the phone as a productivity tool, not a status symbol.** 100% describe it as professional leverage or a mobile workstation. 0% use status, novelty, or brand-loyalty language. That contradicts the standard foldable-launch pitch.
- **Almost nobody over 35 plans to buy the Ultra.** Uptake is 10% among buyers aged 25 to 35 and 2% among buyers aged 36 to 50. The foldable is a young-professional purchase, not a general premium upgrade.
- Because Apple is skipping the fall iPhone 18 base, roughly half the launch-window buyer pool walks away from this cycle. Within the premium cohort, 54% either skip entirely or wait for the spring 2027 base. Extrapolated to the broader US market, launch-window iPhone volume is estimated to drop by 20 to 30%.
- The remaining buyers pay a roughly 14% higher average price, which softens the revenue hit but does not reverse it. Net launch-window revenue contracts by an estimated 15 to 20% despite the ASP lift.

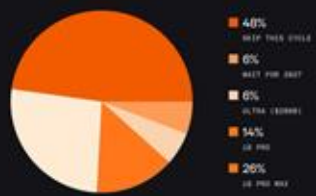


2025 Lineup vs. 2026 Lineup

The same iPhone early adopters first picked from the 2025 lineup (iPhone 17, 17 Pro, 17 Pro Max, and iPhone Air) before being shown the 2026 lineup. Comparing the two decisions inside the same participants reveals what is actually happening under the hood. Pro and Pro Max participation roughly halves. Skip explodes from 1% to 48%. The Ultra captures a narrow 6% slice.

launches on record.

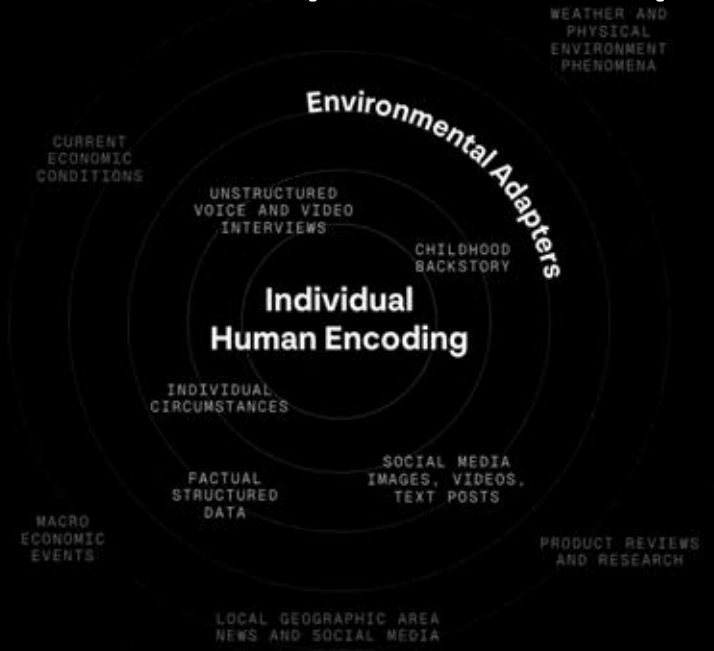
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2025 Lineup vs. 2026 Lineup

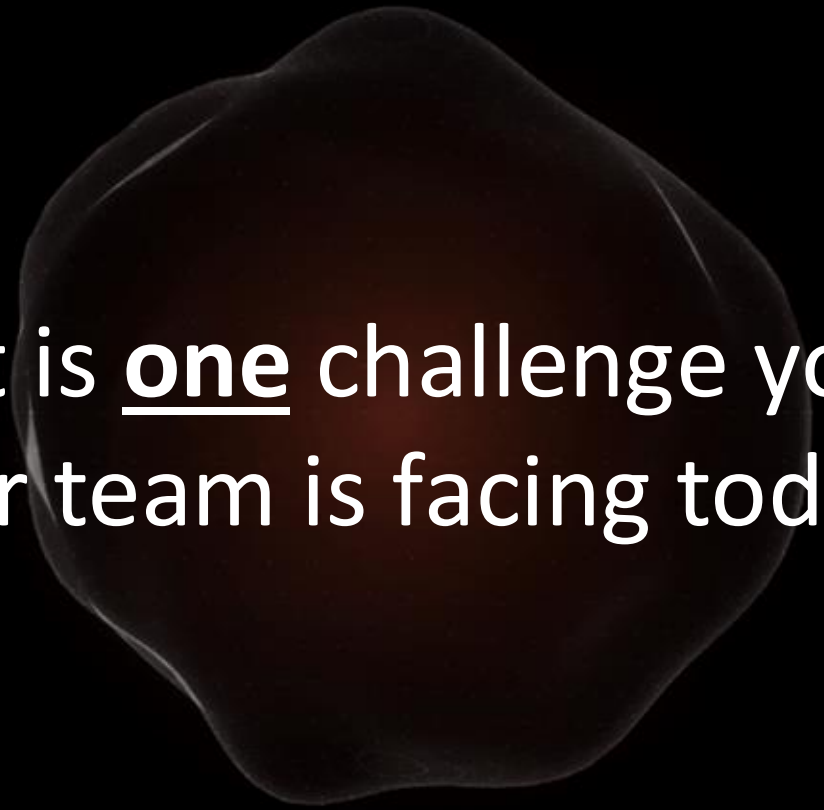
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Our team of ex-Google DeepMind researchers perfected our proprietary cloning model



92%
accurate clone
of an individual to what their human counterpart would do or say

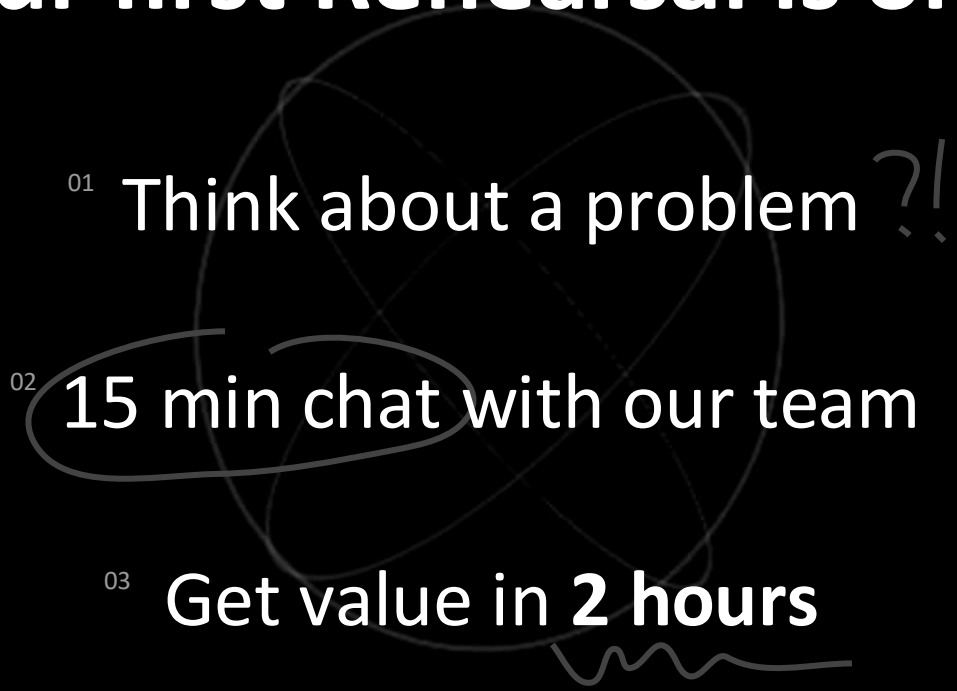
*EACH HUMAN GAVE CONSENT TO BE CLONED AT SIGNUP, UPDATED INTERVIEW EVERY 6 MONTHS FOR DATA REFRESH.



What is **one** challenge you or your team is facing today?

NO SIGNATURES NEEDED + ENTIRELY PRO-BONO ON OUR END

Your first Rehearsal is on us



01 Think about a problem

02 15 min chat with our team

03 Get value in **2 hours**

WHAT ABOUT POST PILOT PRICING?

The next one is on you. Expect a subscription with pre-paid packages of Rehearsals Projects per quarter with rollover.

PLUG AND PLAY

STARTUP PRESENTATION

Hypercubic

Hypercubic

Hypercubic is building the best-in-class agentic AI platform for maintaining and modernizing legacy mainframe systems running COBOL.

#PNPTCSiliconValley

Join us at pnptc.com



Hypercubic

Agentic AI for COBOL and Mainframe Modernization

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COBOL Still Runs Mission-Critical Infrastructure

Finance



Government



Insurance



Healthcare



Retail



Telecom



Logistics



Utilities



$3 Trillion

In **daily transactions** move through mainframes.

800B+

Lines of code **running in production systems** worldwide.

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A New Window to Understand Legacy Systems at Scale



Shrinking Talent Pool

Average COBOL engineer is 55. Most universities **no longer teach COBOL**.



Massive Retirement Wave



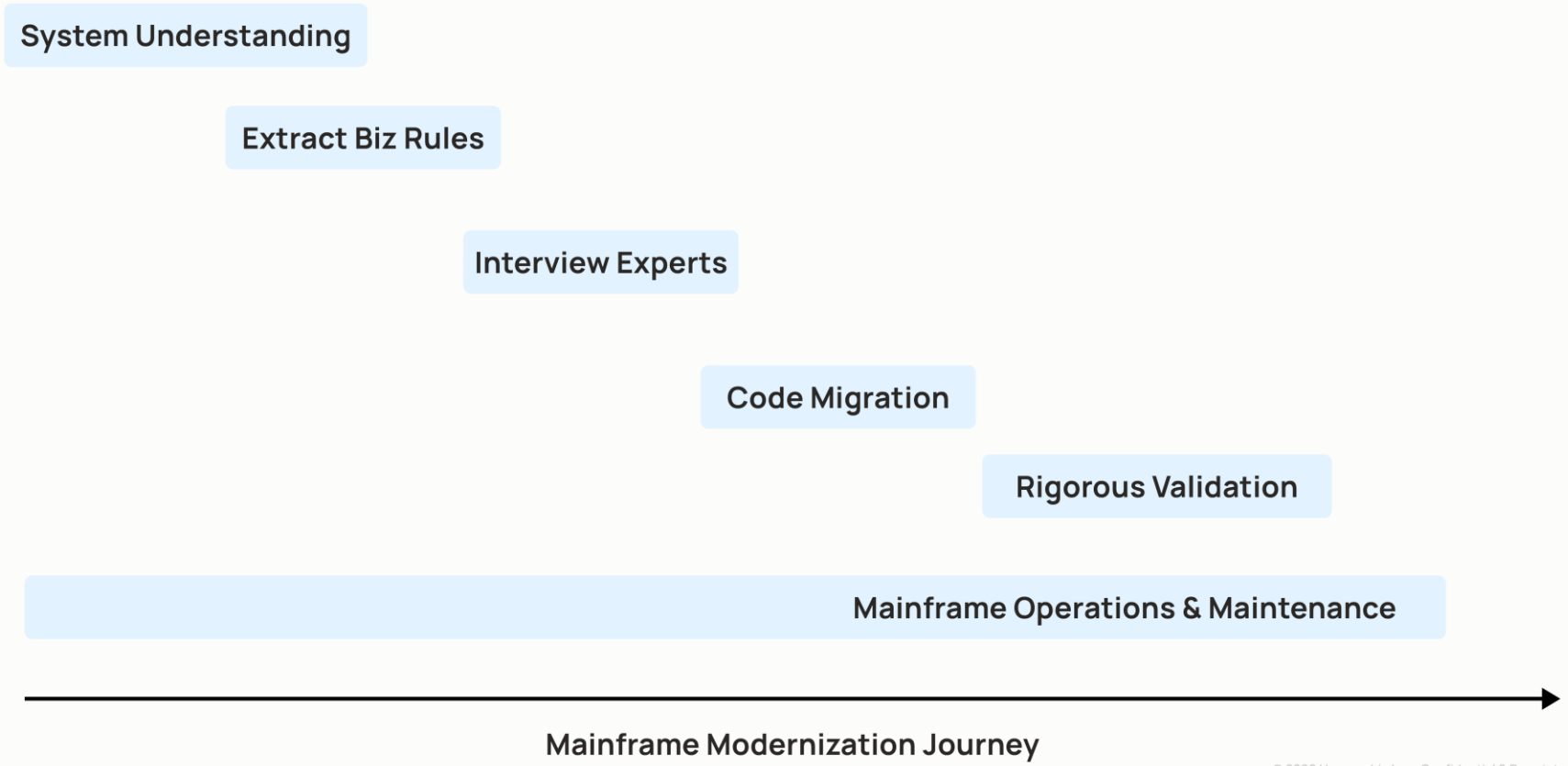


AI-Inflection Point

Reason over millions of lines of COBOL, making modernization **scalable and lower-risk.**

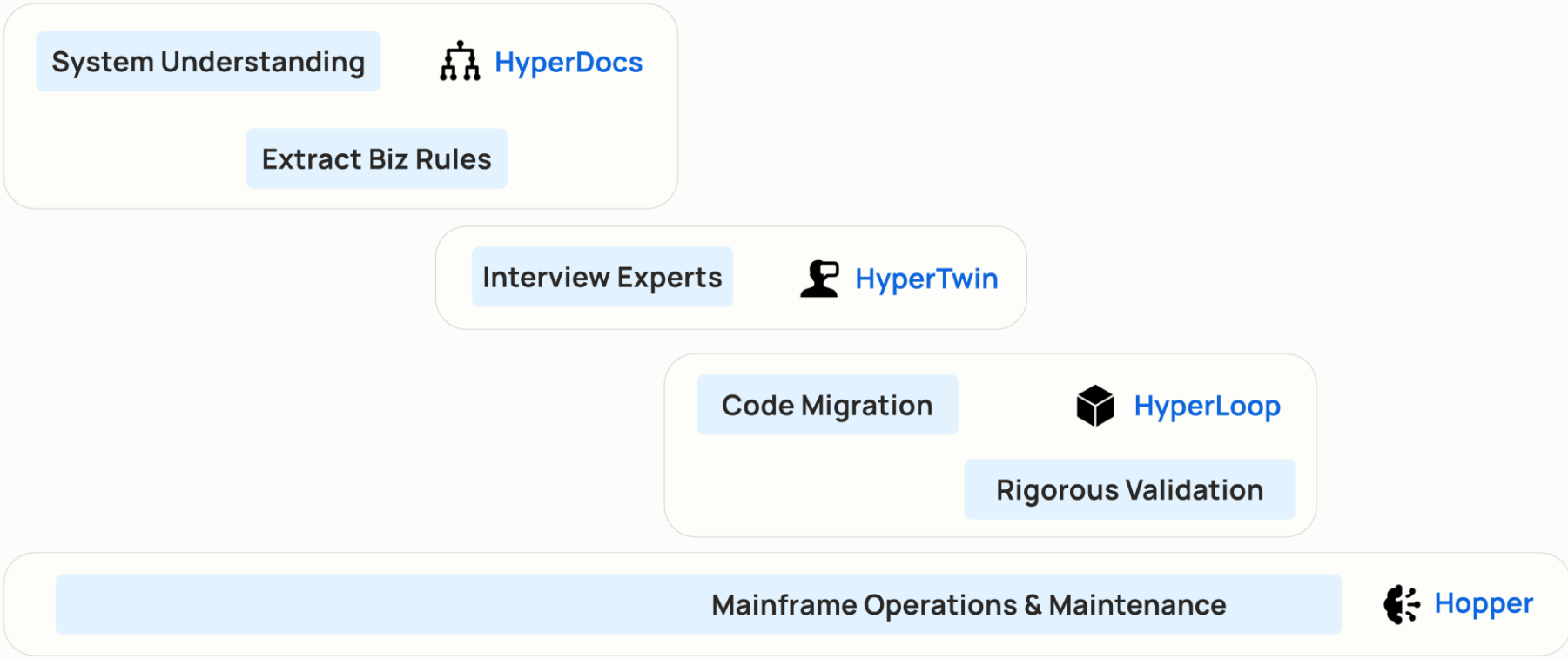
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Hypercubic: Agentic AI for end-to-end Mainframe modernization



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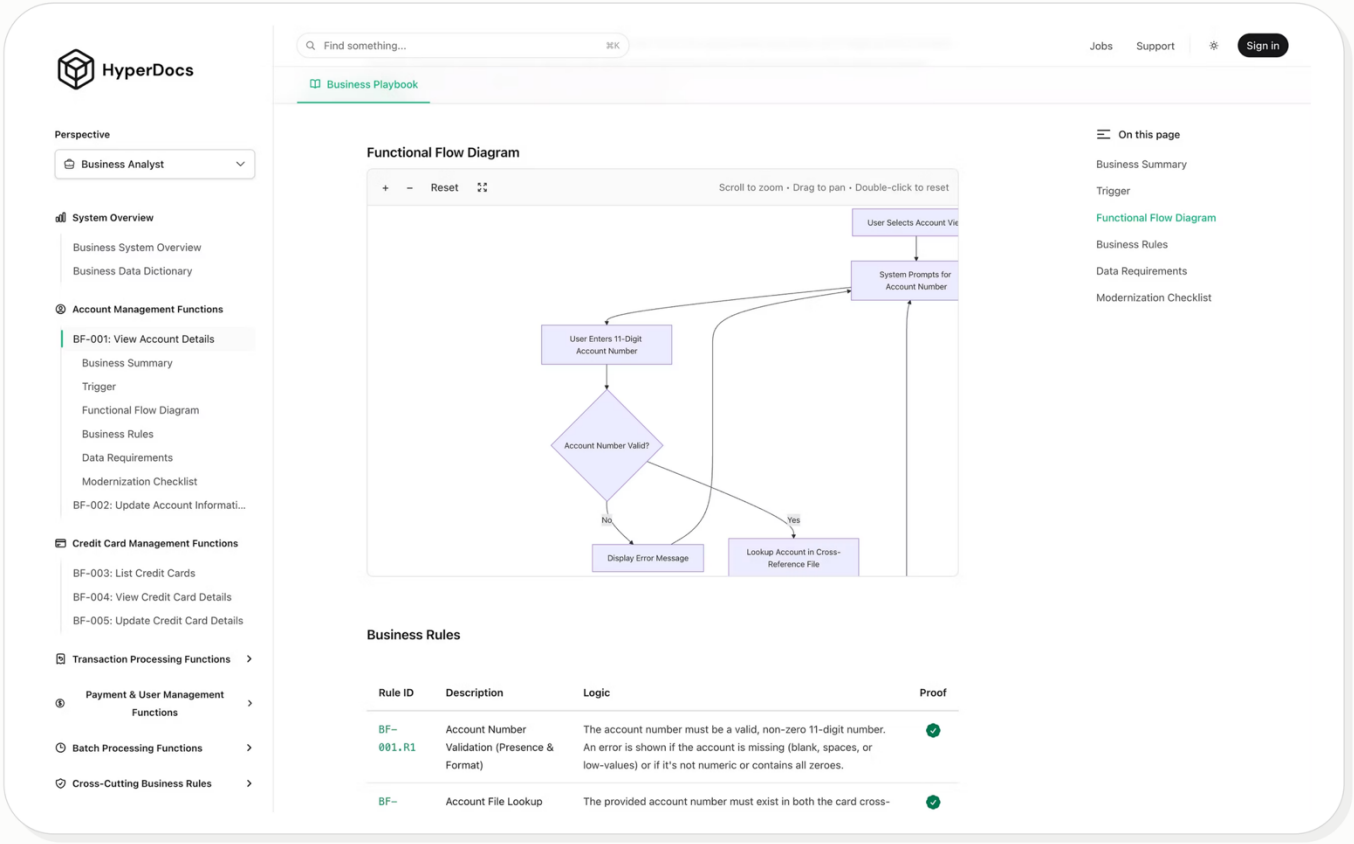
Hypercubic: Agentic AI for end-to-end Mainframe modernization



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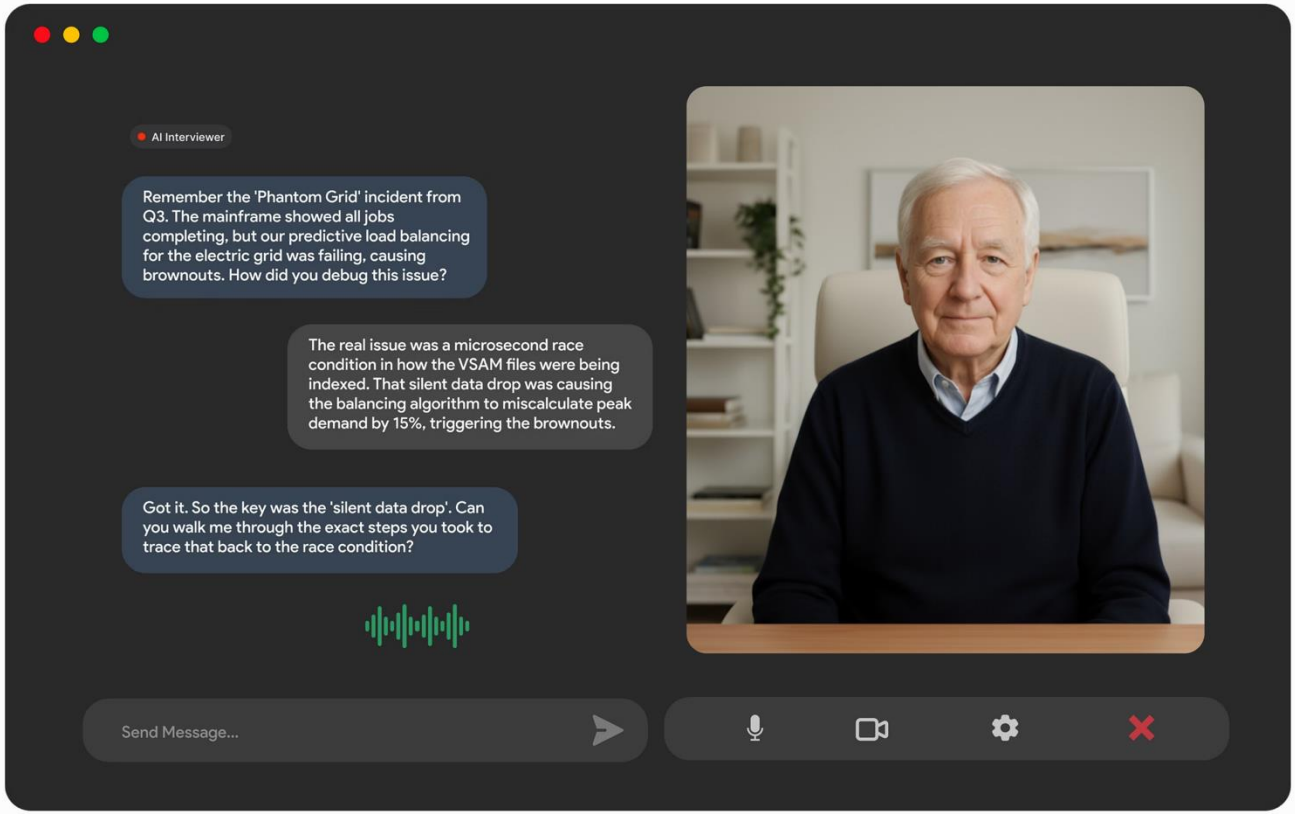
HyperDocs: Full System Understanding Blueprint

Ingest
Complex
Legacy
Codebases



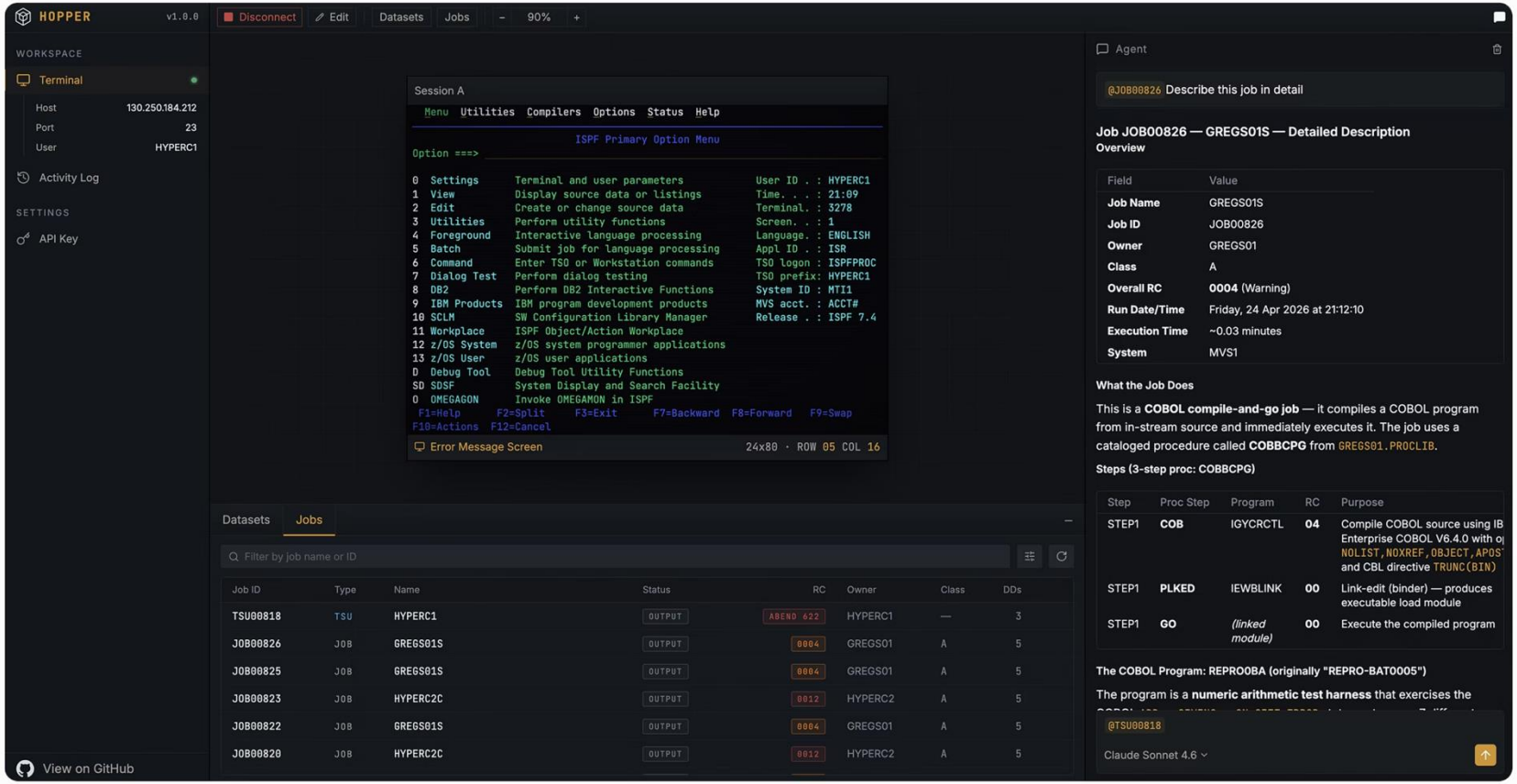
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HyperTwin: Extract COBOL domain expertise via AI-driven interviews



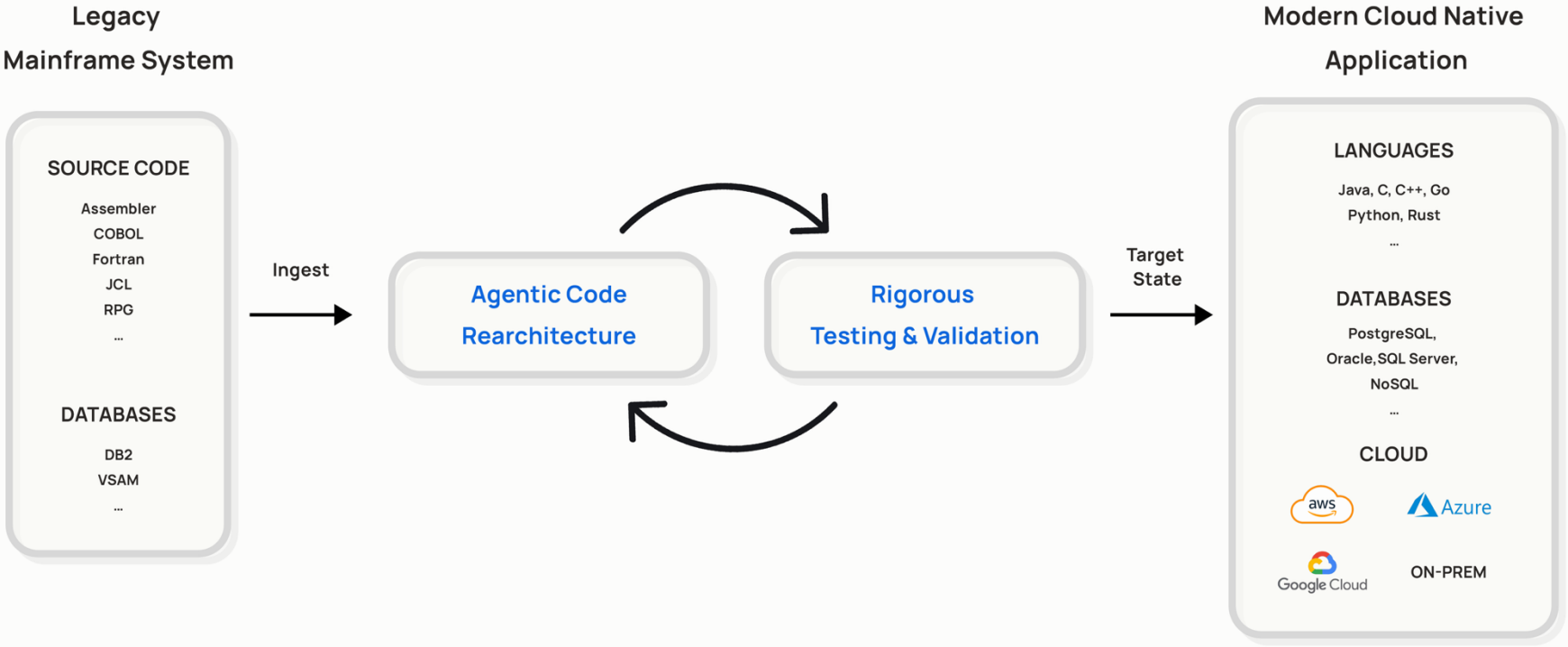
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Hopper: Enable AI Agents to Operate Mainframe



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HyperLoop: Verifiable Agentic Code Migration & Validation



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From Years to Months: 5x the Modernization Velocity

Legacy Mainframe System: 200K LOC (COBOL, JCL, others), 2 Million VSAM Records

Modernization Work	Traditional Modernization (SIs)	Hypercubic Modernization (Agentic AI + Humans-in-the-loop)
Documentation/Discovery	18 months	**2 months**
SME Interviews	6 months	**2 months**
Application Design and Development	2 years	**6-8 months**
Data Migration	3 years	**8 months**
Integration Testing	1 year	**2 months**

80%
Headcount Reduction

90%
Lower Cost per Line of Code

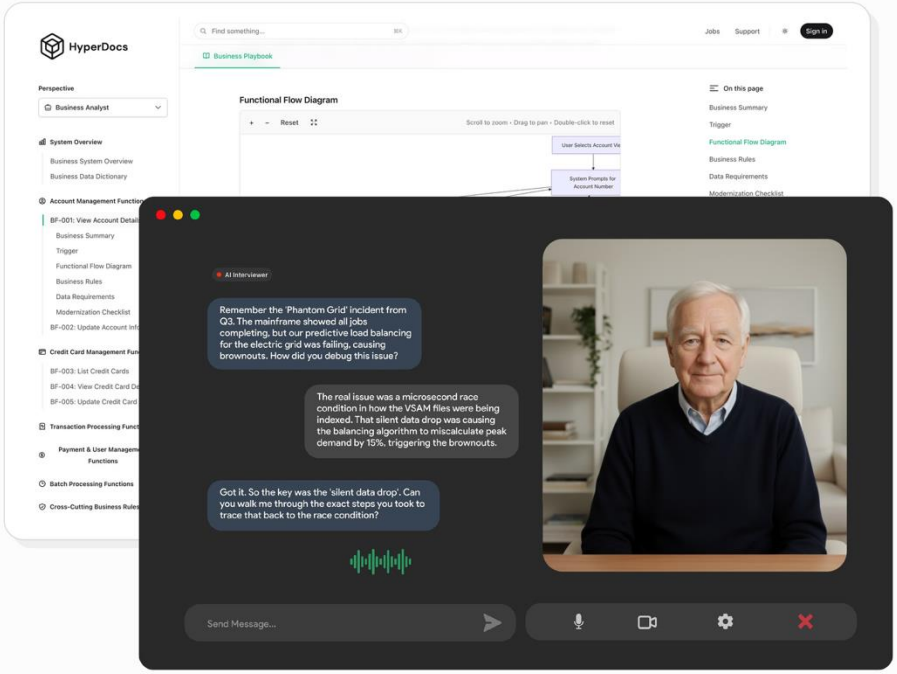
5x
Faster Time-to-Value

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Modernizing 50M+ Lines of COBOL with Hypercubic Agentic AI

“

We have **50 million lines of COBOL code**, which includes COBOL , copybooks, JCL, Procs, libraries, main programs, and routines spanning **40+ years** that we’re trying to understand and modernize.



Large Bank in South America

Legacy Modernization Team

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Built by ex-Apple engineers with deep expertise in AI/ML and enterprise software



Sai Gurrapu

CO-FOUNDER, CEO

- Led development of **core machine learning infrastructure for iPhone** at **Apple** for 3 years.
- Published **foundational first-author NLP research** focused on large language models at **IEEE and AAAI.**



Aayush Naik

CO-FOUNDER, CTO

- Developed **enterprise-grade internal software** at **Apple** for 3.5 years.
- Published **foundational AI/ML research** at top-tier venues including **ACL, IEEE, and AAAI**.

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If Your Organization Runs on COBOL & Mainframes, Let's Talk

- **Losing COBOL or mainframe expertise** as senior engineers retire
- **Spending heavily** on maintenance and modernization
- **Planning to document, understand, or migrate** legacy systems
- **Exploring AI agents** for legacy operations and modernization

Contact: sai@hypercubic.ai

Learn More: www.hypercubic.ai

Let's Connect

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PLUG AND PLAY

STARTUP PRESENTATION

RootCause

RootCause

Causal inference is the gold standard in enterprise analytics. RootCause.ai is the platform that makes it scale from one-off projects to hundreds of decisions.

#PNPTCSiliconValley

Join us at pnptc.com

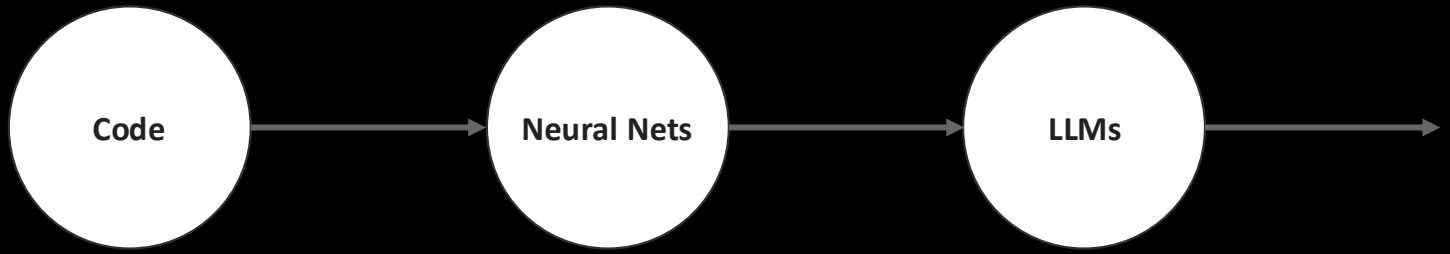
RootCause.ai

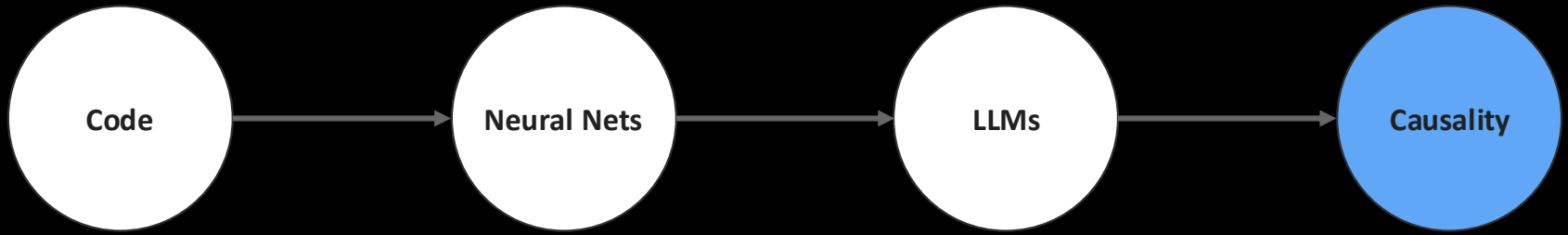
The best companies
make the best decisions
using causal inference

Netflix, Amazon, Uber, Airbnb and Booking.com invest millions into bespoke causal projects for their most important decisions. Everyone else relies on dashboards, averages, and intuition.



How do you answer a question like that?


Code
Neural Nets
LLMs


Code
Neural Nets
LLMs
Causality

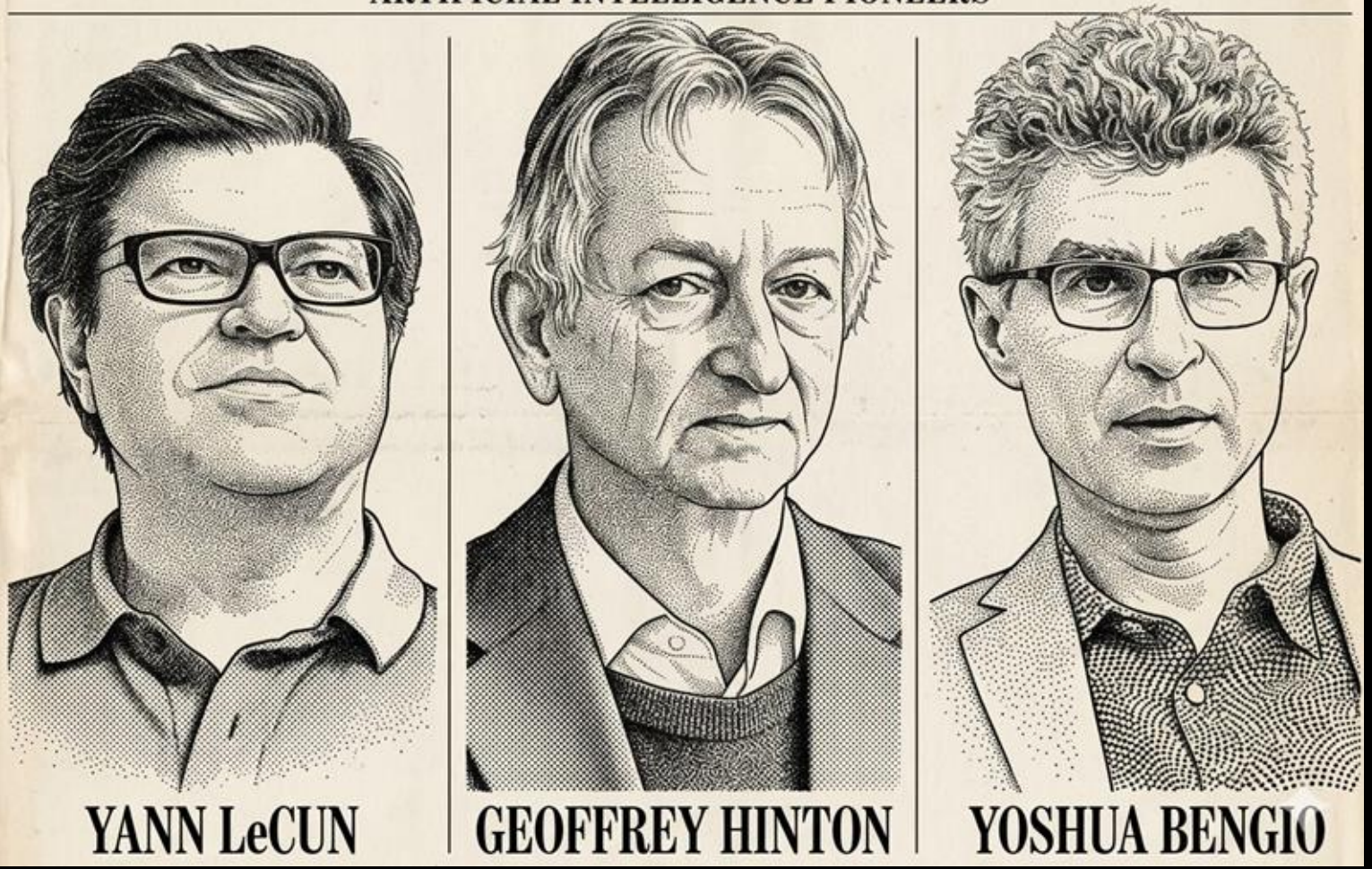
RootCause.ai

Explainable AI

RootCause.ai

Causal Inference

ARTIFICIAL INTELLIGENCE PIONEERS

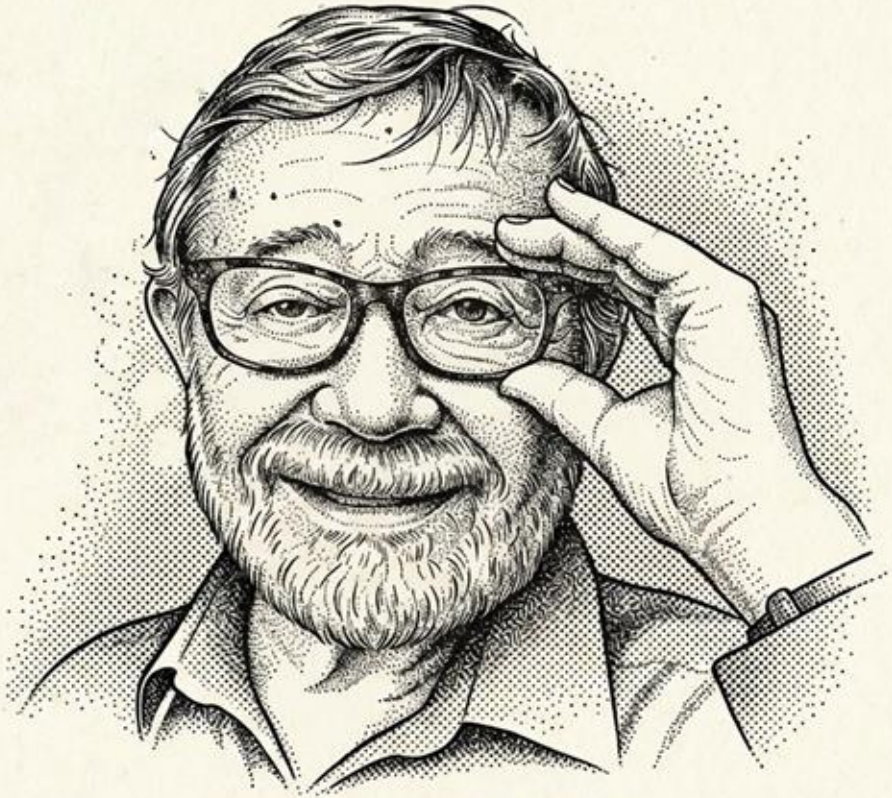


YANN LeCUN

GEOFFREY HINTON

YOSHUA BENGIO

CAUSAL INFERENCE PIONEER



JUDEA PEARL


A
B

2019

Amazon · Airbnb · Netflix

Essentially the only companies hiring 'causal inference' roles

2025

Walmart · Capital One · PayPal · Intuit
Roblox · Grammarly + hundreds more

70+ roles on a single niche job board.
Dedicated causal teams across retail,finance, logistics, SaaS.





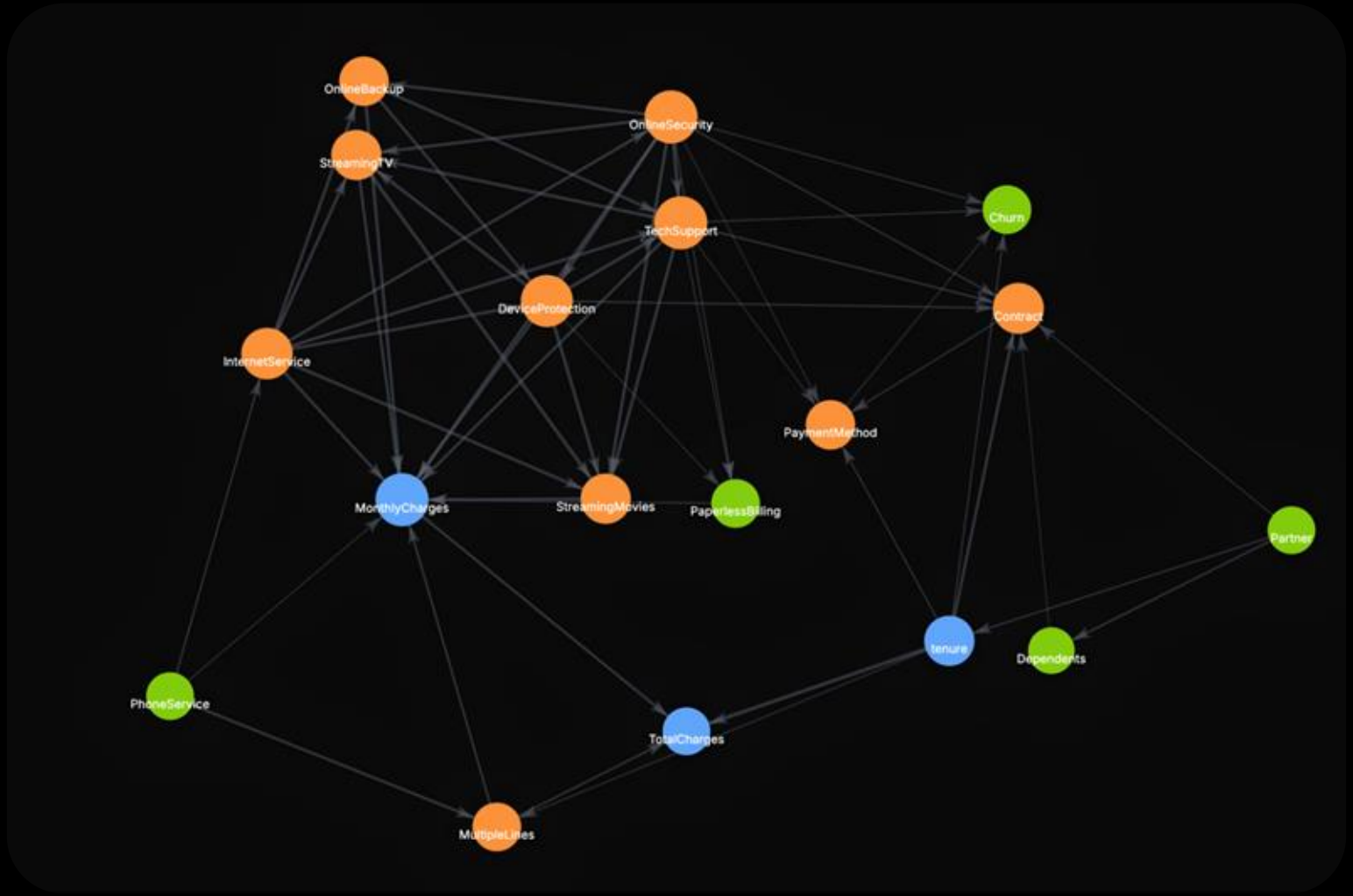
RootCause changes everything

$O(n \log n)$

First to break the $O(n^2)$ barrier in causal discovery

876,000x

Faster than standard algorithms on equivalent hardware
for 500+ column datasets


OnlineBackup
OnlineSecurity
StreamingTV
Churn
TechSupport
DeviceProtection
Contract
InternetService
PaymentMethod
MonthlyCharges
StreamingMovies
PaperlessBilling
Partner
tenure
Dependents
PhoneService
TotalCharges
MultipleLines

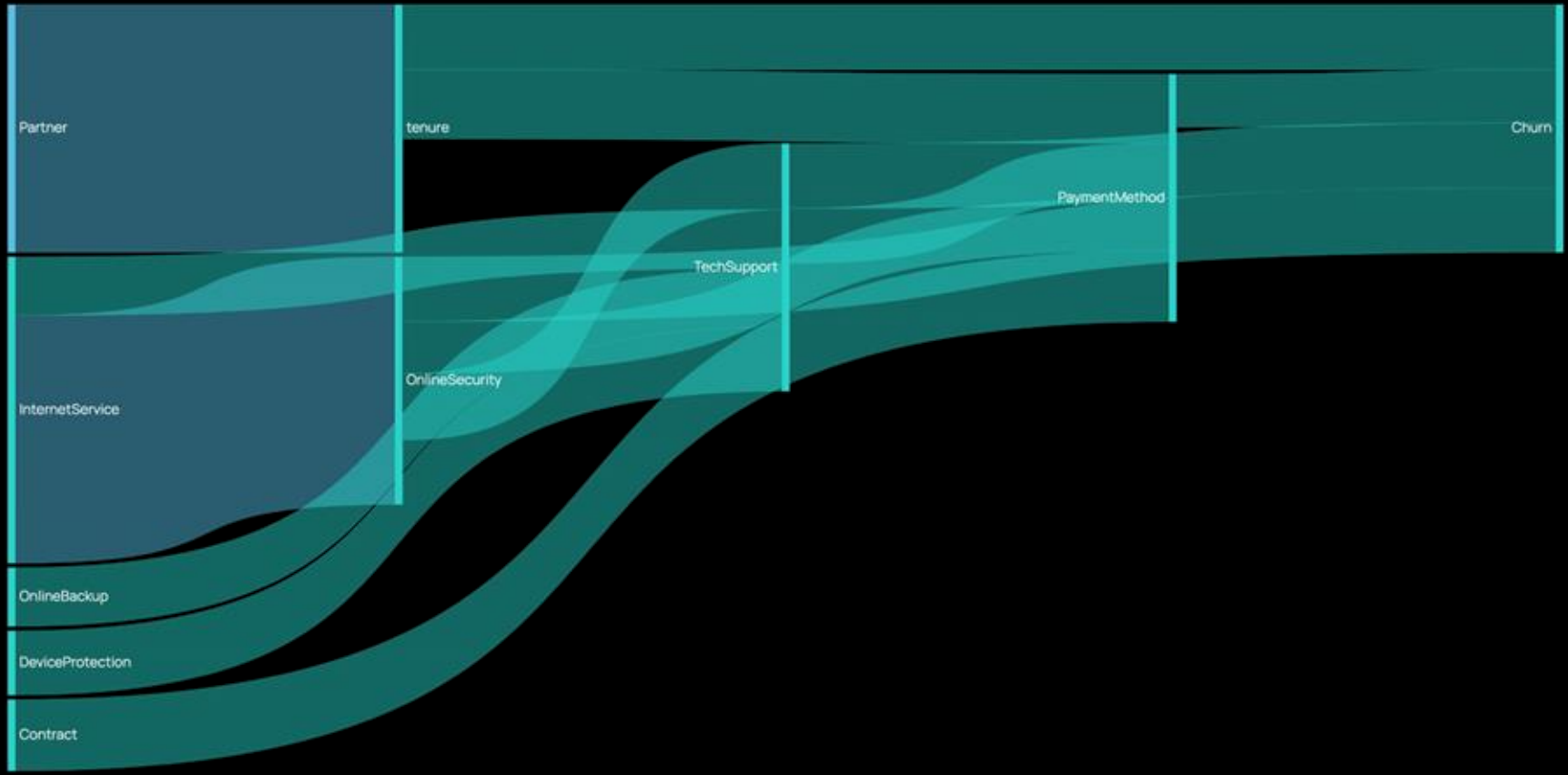
Node-level Performance Metrics

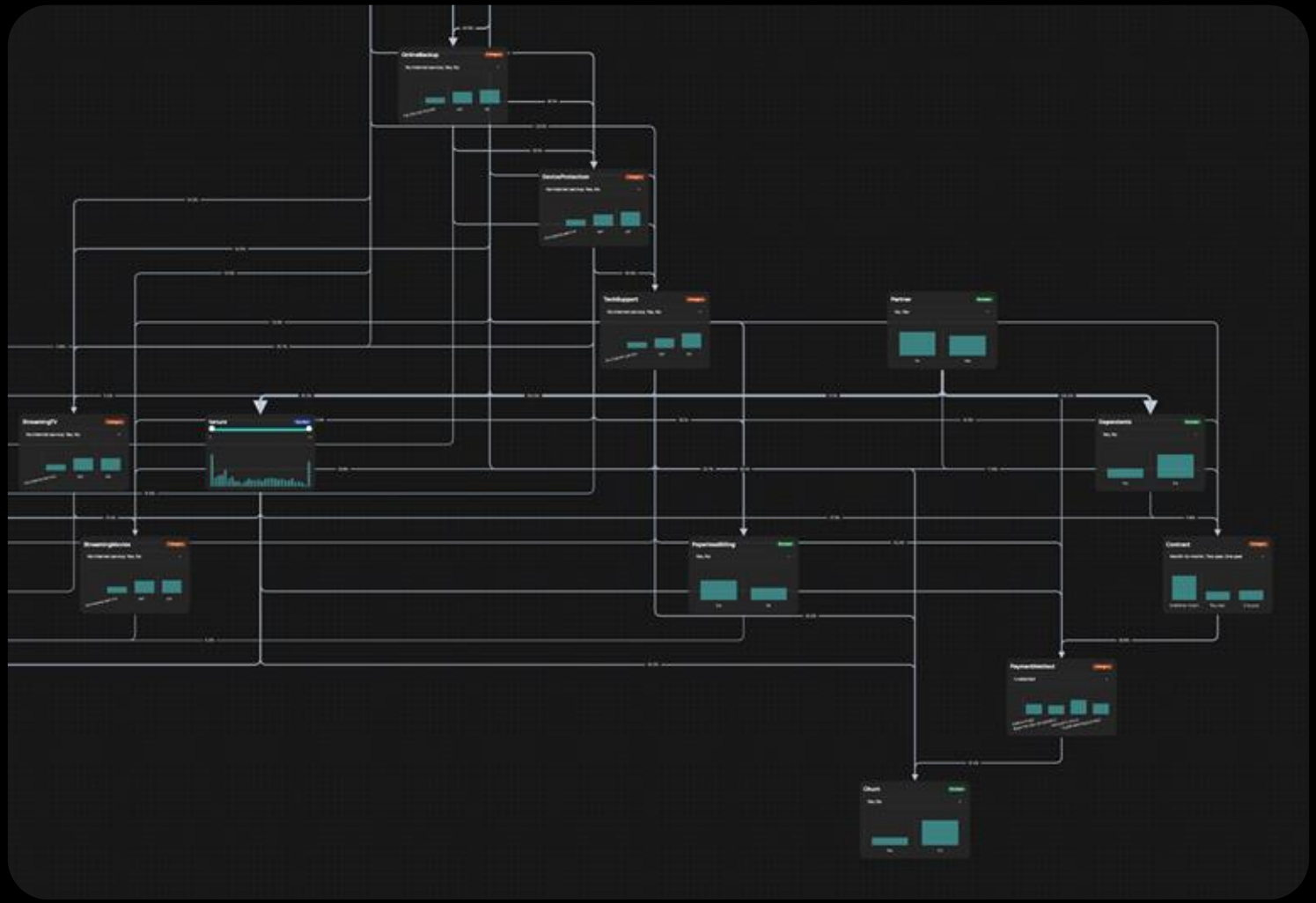
Click a row to view per-class accuracy breakdown

Export

Node	Type	Accuracy	Precision	Recall	F1	Weighted Acc	AUC	MSE	MAE	R^2	Log Lklhd
Churn	Boolean	79.40%	0.6379	0.5481	0.58...	71.65%	0.8403	–	–	–	-213.13
Dependents	Boolean	75.20%	0.5415	0.7872	0.6416	76.27%	0.7776	–	–	–	-235.30
PaperlessBilling	Boolean	68.80%	0.6875	0.3889	0.49...	63.65%	0.6628	–	–	–	-309.46
Partner	Boolean	51.40%	0.514	1	0.679	50%	0.50	–	–	–	-346.43
PhoneService	Boolean	90.40%	0.904	1	0.94...	50%	0.50	–	–	–	-158.12
SeniorCitizen	Boolean	83%	0.0000	0.0000	0.00...	50%	0.6658	–	–	–	-214.03
Contract	Category	56.60%	0.1887	0.3333	0.241	33.33%	–	–	–	–	-479.10
DeviceProtection	Category	57.40%	0.3785	0.4881	0.426	48.81%	–	–	–	–	-480.07
InternetService	Category	43.60%	0.1453	0.3333	0.2024	33.33%	–	–	–	–	-532.05
MultipleLines	Category	57.60%	0.5103	0.6667	0.56...	66.67%	–	–	–	–	-312.72
OnlineBackup	Category	72%	0.7632	0.7569	0.7543	75.69%	–	–	–	–	-257.37
OnlineSecurity	Category	77.20%	0.7898	0.775	0.7785	77.50%	–	–	–	–	-231.14
PaymentMethod	Category	45%	0.3192	0.4092	0.3513	40.92%	–	–	–	–	-612.34
StreamingMovies	Category	68.40%	0.733	0.7281	0.7232	72.81%	–	–	–	–	-262.19
StreamingTV	Category	70.60%	0.748	0.7481	0.7474	74.81%	–	–	–	–	-259.85
TechSupport	Category	79.80%	0.8204	0.7886	0.7945	78.86%	–	–	–	–	-216.04
MonthlyCharges	Number	–	–	–	–	–	–	0.02	0.10	0.98	359.18
tenure	Number	–	–	–	–	–	–	0.38	0.48	0.63	-432.77
TotalCharges	Number	–	–	–	–	–	–	0.004	0.04	1.00	349.87

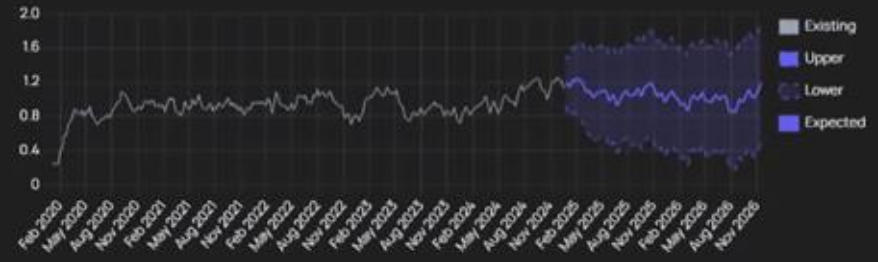
RootCause explains why


Partner
InternetService
OnlineBackup
DeviceProtection
Contract
tenure
OnlineSecurity
TechSupport
PaymentMethod
Churn



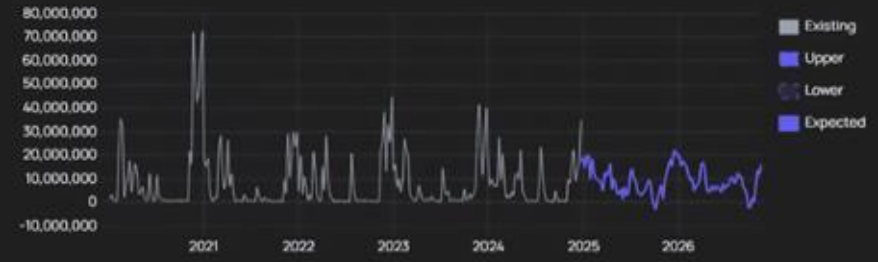
policy_rate Forecast

Forecast horizon of 100 steps starting 05 January 2020 at 00:00



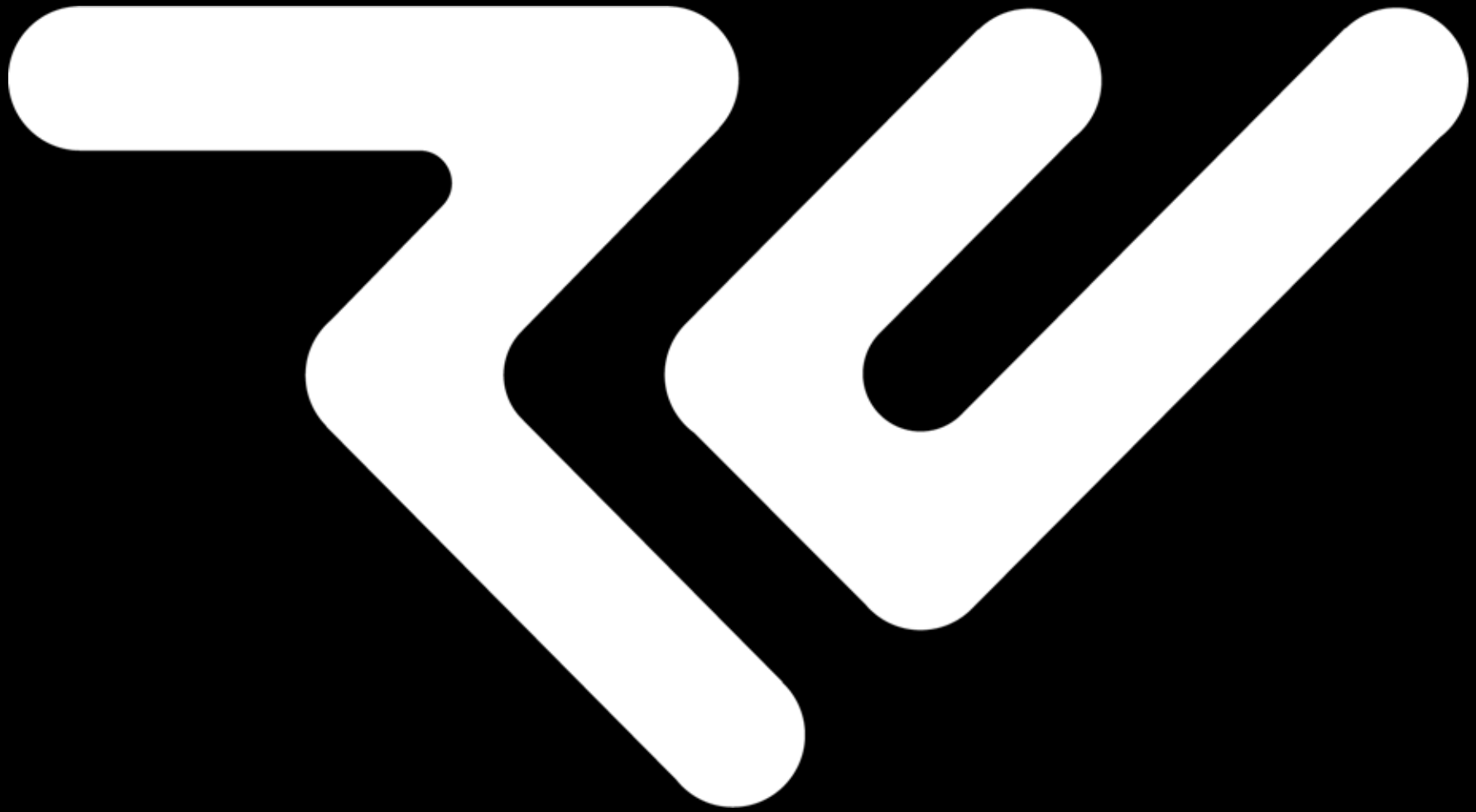
tickets Forecast

Forecast horizon of 100 steps starting 05 January 2020 at 00:00



RootCause makes causal AI usable, scalable, and inevitable.

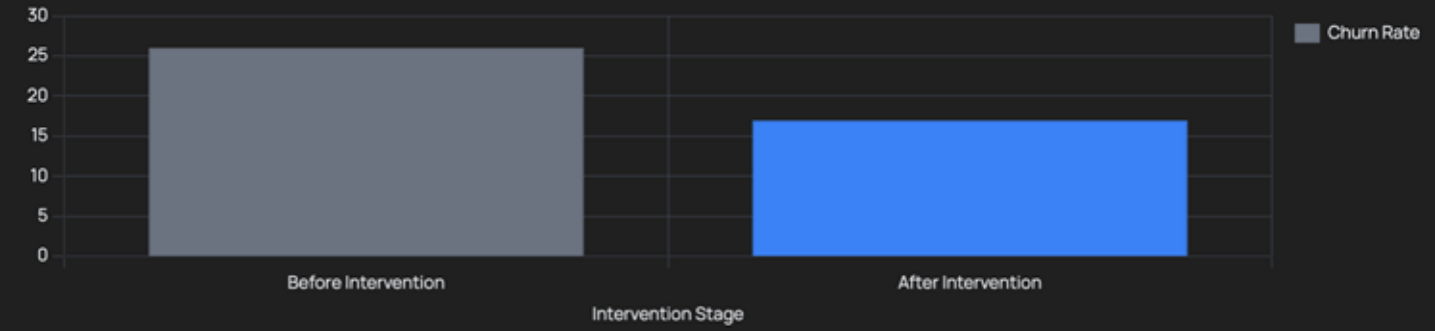
Digital Twin



What if we give away free tech support?

Intervention Impact

What if we give away free tech support?



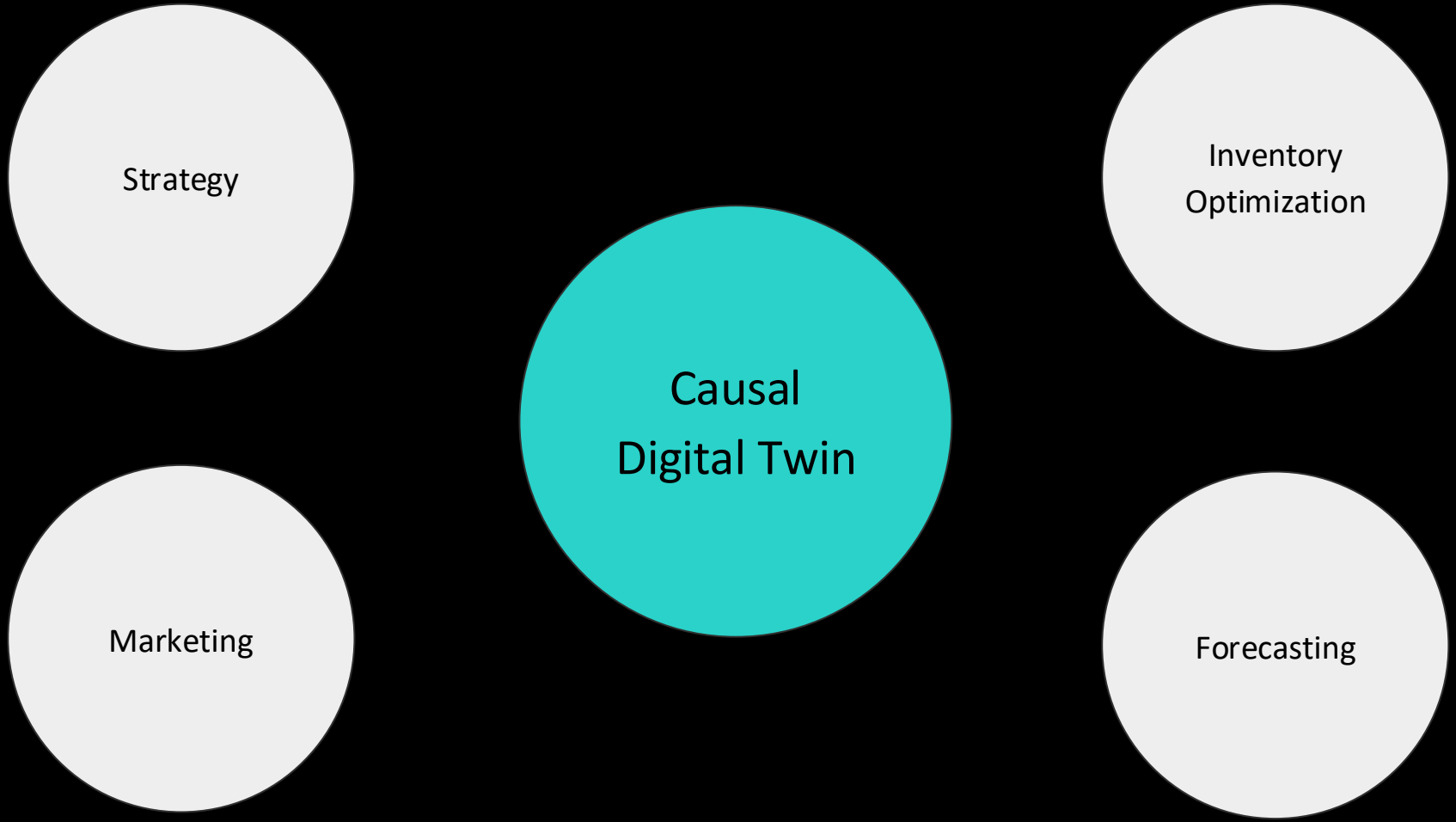
Metric	Baseline	After	Change	% Change	Outcome
Churn Rate	25.98 %	16.94 %	-9.04 %	-34.80%	Significant Improvement
Average Monthly Charges	62.18 $	73.36 $	+11.18 $	+17.97%	Significant Improvement

Uncertainty — Churn Rate

-0.09 ± 0.02
Average Effect

95.00%
Confidence Level

Significant Change
Statistical Result
p-value: 0.000


Strategy
Inventory Optimization
Causal Digital Twin
Marketing
Forecasting

- Improved Inventory Management - Est. Savings $2M
- Solved production issue - Est. Savings: 6 months
- Reduced food waste for retailer - Est. Savings $30M
- Found root cause of accidents - Est. Savings $100M




DHL











“World Model” is a system that predicts the consequences of actions

(*Action → Future State*)



What’s the magic?

RootCause.ai

The best companies
make the best decisions
using causal inference

www.rootcause.ai

rod@rootcause.ai

PLUGANDPLAY

STARTUP PRESENTATION



Rapidfort

RapidFort is the first Software Attack Surface Optimization Platform.

#PNPTCSiliconValley

Join us at pnptc.com

RAPIDFORT

Eliminate Attack Vectors at the Source

The Leader in Software Supply Chain Security



Mike Wood
Mike.Wood@RapidFort.com

You Only Control 15% of Your Software

The Other 85% is Open Source



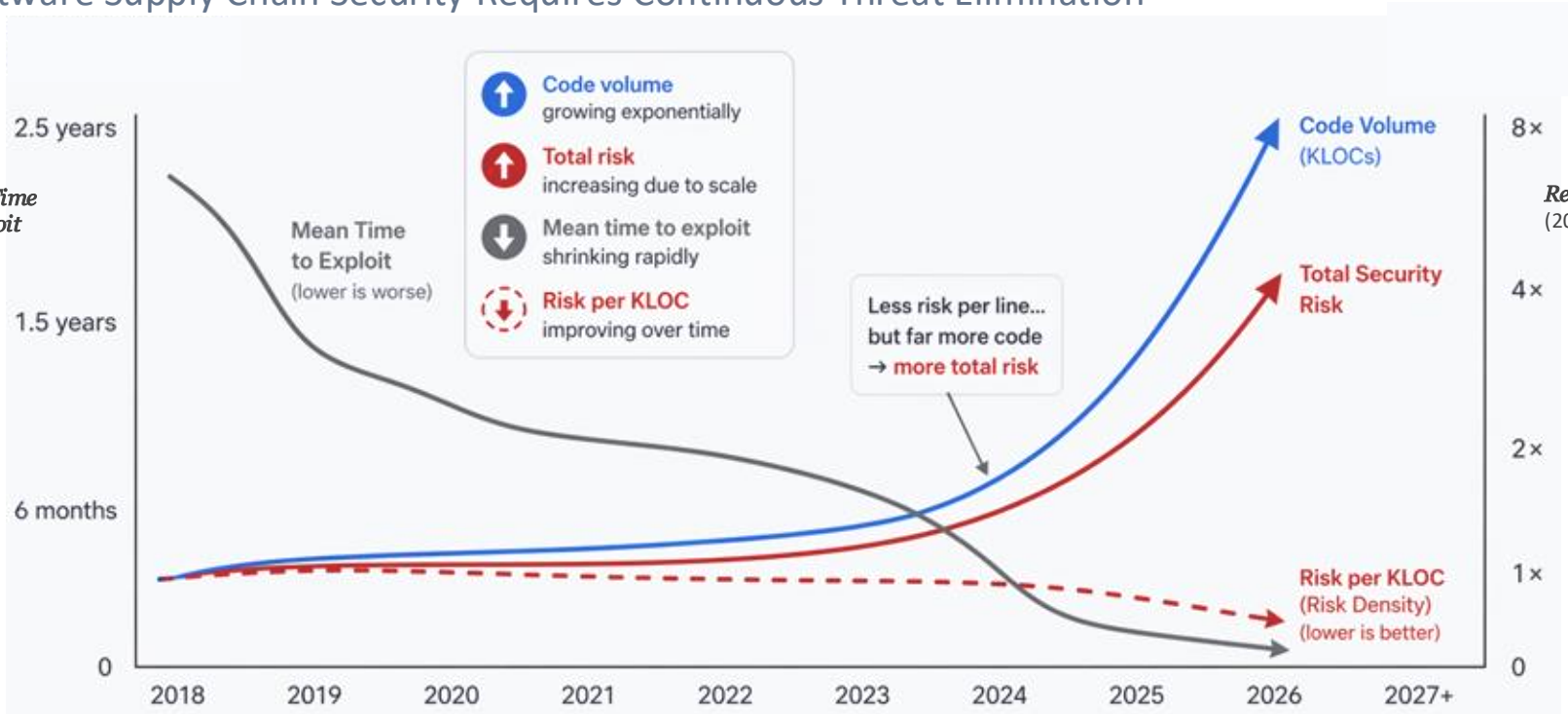
Securing what you don't control is challenging

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RAPIDFORT

Problem: AI Compounds Security Risks

Software Supply Chain Security Requires Continuous Threat Elimination



Continuous threat elimination is the only way to curb rising security risk

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RAPIDFORT

Requirement: Move Fast with AI, Secure Continuously

Increase Innovation with *Industry Standard Open Source & AI* while Reducing Risk



USE AI CODING TOOLS



Increase Innovation Velocity



Reduce Costs



Empower Your Teams



CONTINUOUSLY REDUCE RISK



Reduce Attack Vectors



Eliminate Vulnerabilities



Block Security Threats

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Solution: Intake to Runtime End-to-End Protection

Develop with Open Source Software you Trust ***and*** Achieve Near-Zero CVEs



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RAPIDFORT

RapidFort Results: Up to 99.9% CVE Elimination

1 → 2 → 3

Profile Application Software

~~5,286 CVEs~~ 1,700 irrelevant CVEs

Platform

3,586 CVEs



Replace with Curated Images

Platform with curated images

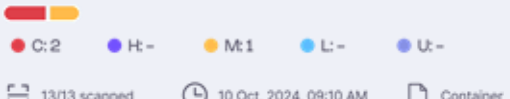
505 CVEs



Remove Unused Files

Platform with curated and hardened images

3 CVEs



32% CVE reduction — Smart Scan & Analyze → **86%** CVE reduction — Profile & Harden → **99.9%** CVE elimination — 86% Size Reduction 1.8GB to 262MB

alpine:3.20
ubuntu:20.04
ubuntu:22.04
curl:8.5.0-noble
openssl:3.1.6-alpine
openssl:3.0.14-noble
keycloak:25.0.6-focal
node:22.3.0-alpine3.20
golang:1.22.7-focal
golang:1.22.7-alpine3.20
python:3.12.6-focal
rust:1.81.0-alpine3.20
nginx:1.27.1-focal

alpine:3.20-rfcurated
ubuntu:20.04-rfcurated
ubuntu:22.04-rfcurated
curl:8.5.0-noble-rfcurated-pkg
openssl:3.1.6-alpine-rfcurated-pkg
openssl:3.0.14-noble-rfcurated-pkg
keycloak:25.0.6-focal-rfcurated
node:22.3.0-alpine3.20-rfcurated
golang:1.22.7-focal-rfcurated
golang:1.22.7-alpine3.20-rfcurated
python:3.12.6-focal-rfcurated
rust:1.81.0-alpine3.20-rfcurated
nginx:1.27.1-focal-rfcurated

alpine:3.20-rfcurated-rfhardened
ubuntu:20.04-rfcurated-rfhardened
ubuntu:22.04-rfcurated-rfhardened
curl:8.5.0-noble-rfcurated-rfhardened-pkg
openssl:3.1.6-alpine-rfcurated-rfhardened-pkg
openssl:3.0.14-noble-rfcurated-rfhardened-pkg
keycloak:25.0.6-focal-rfcurated-rfhardened
node:22.3.0-alpine3.20-rfcurated-rfhardened
golang:1.22.7-focal-rfcurated-rfhardened
golang:1.22.7-alpine3.20-rfcurated-rfhardened
python:3.12.6-focal-rfcurated-rfhardened
rust:1.81.0-alpine3.20-rfcurated-rfhardened
nginx:1.27.1-focal-rfcurated-rfhardened

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RAPIDFORT

The Software Supply Chain Is the New Security Perimeter



RapidFort secures the entire software supply chain — continuously

One platform across the lifecycle

Continuous elimination, not point-in-time scanning

Eliminate risk at the source — before it reaches production

Security is not a checkpoint. It’s a continuous system.

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RAPIDFORT

RAPIDFORT

Run RapidFort

Get your
FREE Mythos Readiness Assessment
Today



Company Overview

Securing the Global Software Supply Chain





Oct 2020
Founded

Silicon Valley
Headquarters

120
Total Employees

100+
Enterprise and Public Sector Customers

7 of 10
Top AI Companies are Customers

RapidFort reduces attack vectors with a comprehensive end-to-end SSCS solution,
from curated near-zero CVE images and runtime profiling to complete software attack surface management

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RAPIDFORT

PLUG AND PLAY

STARTUP PRESENTATION



Risotto

Risotto automates IT support by resolving tickets contextually via existing communication tools.

#PNPTCSiliconValley

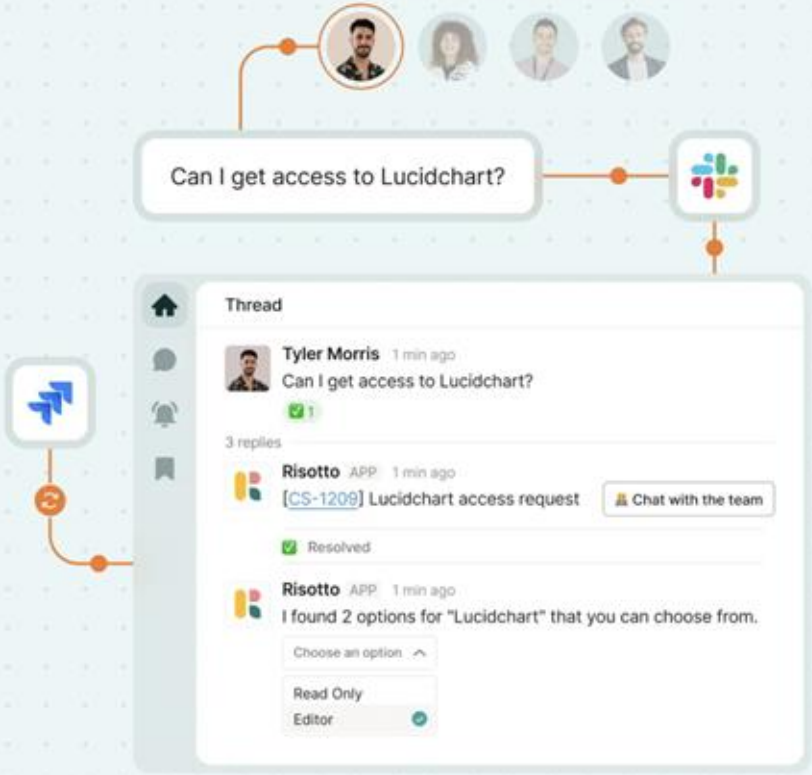
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Risotto

AI support. Built by IT, loved by employees.

Trusted by companies that put people first:

gusto · ThoughtSpot · FUNDRISE · Zocdoc · JOBBER · Ironclad · CADENCE · Retool · SUPERHUMAN · hazel · OKLO · vidyard · nylas · Medium · thinkific



Who has heard of “IT ticket deflection”?



For years “ticket deflection” was sold as the solution to lean IT teams drowning in support requests

For years, IT was being lied to



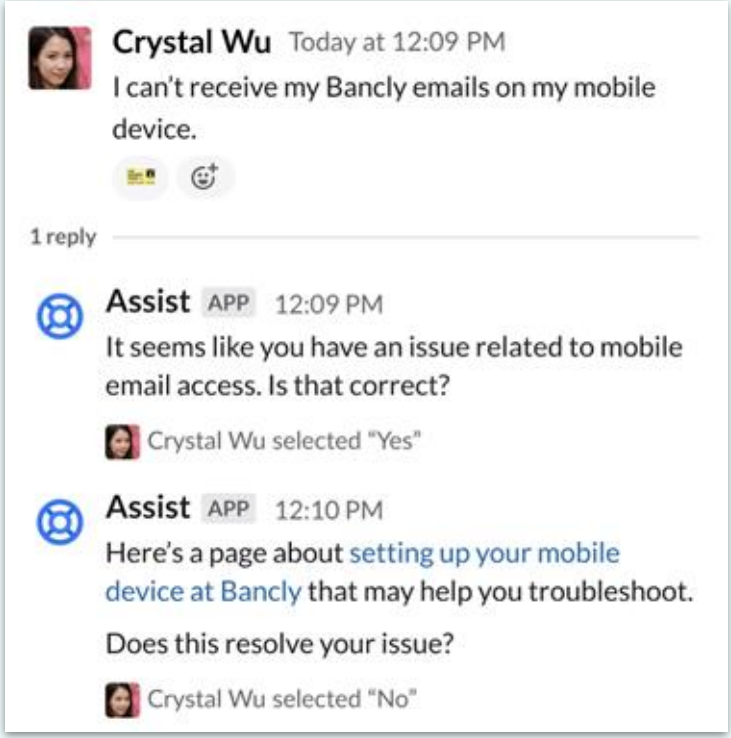
What *is* IT ticket deflection and what does it imply? 🤔

- **How do you calculate time-to-resolution** from a “deflected ticket”?
- **How do you know if the issue was even solved?**
- **Is it really a win if an employee gets frustrated** and gives up?

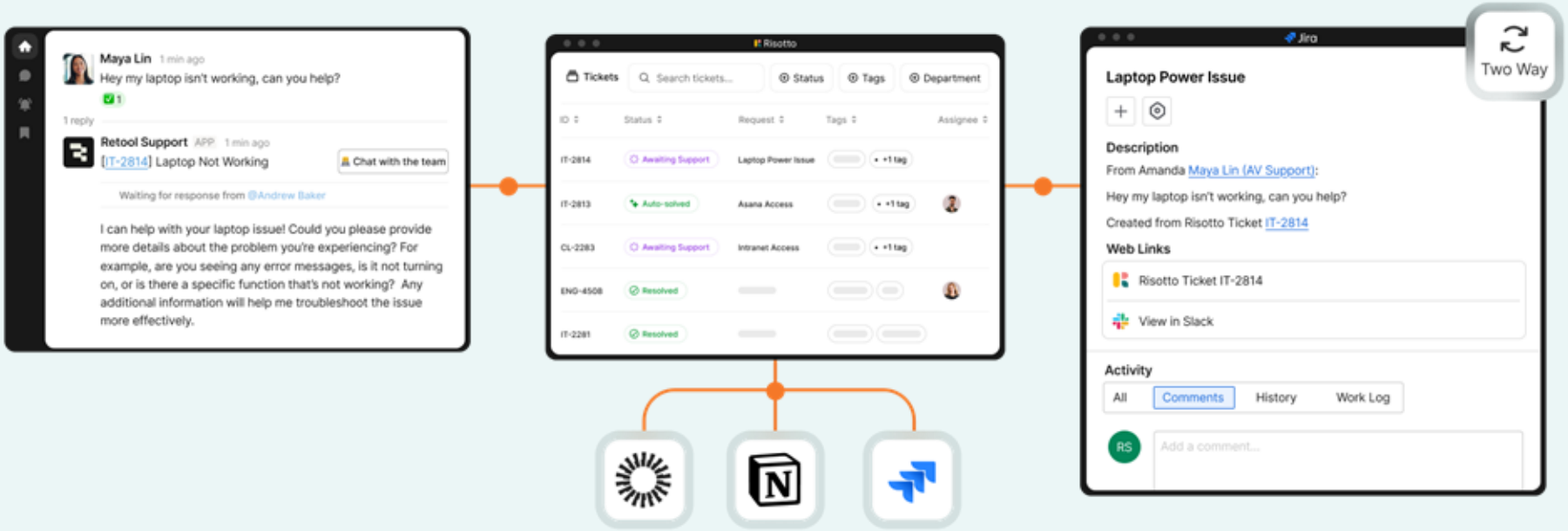


Has “Ticket Deflection” Delivered Against your Desired Business Outcomes for Internal Efficiency?

- **Did actual time & resource savings** seem Underwhelming?
- **Did the bot seem “dumb”** and struggle with real-world problems?
- **Was is difficult to setup and maintain?**
- **Did results flatline** and was it hard to see further improvements?



Risotto is an AI-native ITSM that augments your existing ticketing system and automates 70%+ of internal support & ops issues



AI Support Built by IT, Loved By Employees

Risotto

Risotto Integrates with Existing Systems And Uses Cutting Edge AI to Automatically Solve Tickets - NOT Deflect Them

Risotto



Chat

Microsoft Teams

slack

Ticketing

Jira Service Management

Zendesk

freshservice

servicenow

Identity

Microsoft Entra

okta

Google Workspace

Knowledge

Notion

Google Drive

Confluence

slack

SharePoint

MDM

Microsoft Intune

kandji

jamf

HRIS

workday.

HiBob

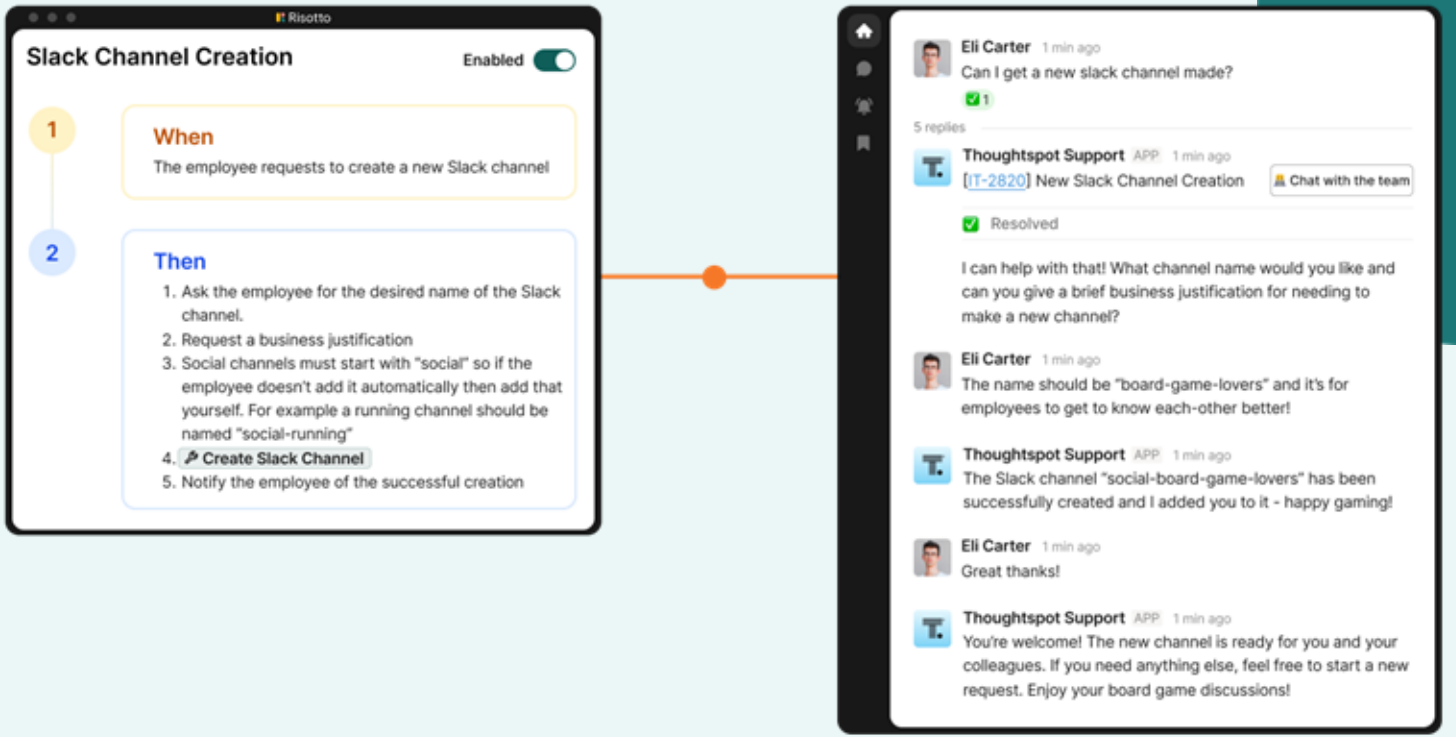
RIPPLING

And many more integrations...

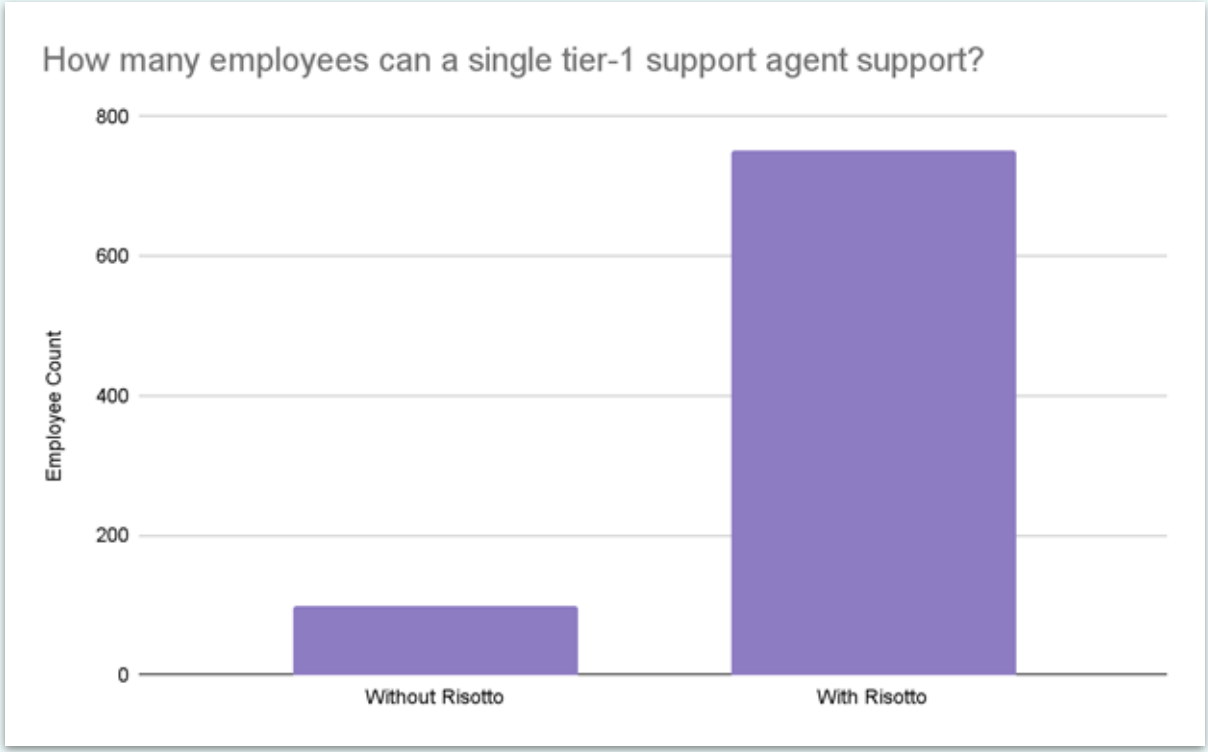
AI Support Built by IT, Loved By Employees

Risotto

Real-world results show Risottos' results to be ~10x better than existing automation tools in a fraction of the time



CIO's love Risotto's Ability to Improve the Ratio of Support Staff to Employees



Risotto Demo


Risotto
Start demo

Thank you - Reach out for a Demo!

Trusted by companies that put people first:

instacart gusto PLAID

ThoughtSpot JOBBER Ironclad

FUNDRISE Retool

Get your free demo today!

AI Support Built by IT, Loved By Employees

Risotto

PLUG AND PLAY

STARTUP PRESENTATION

nextdata

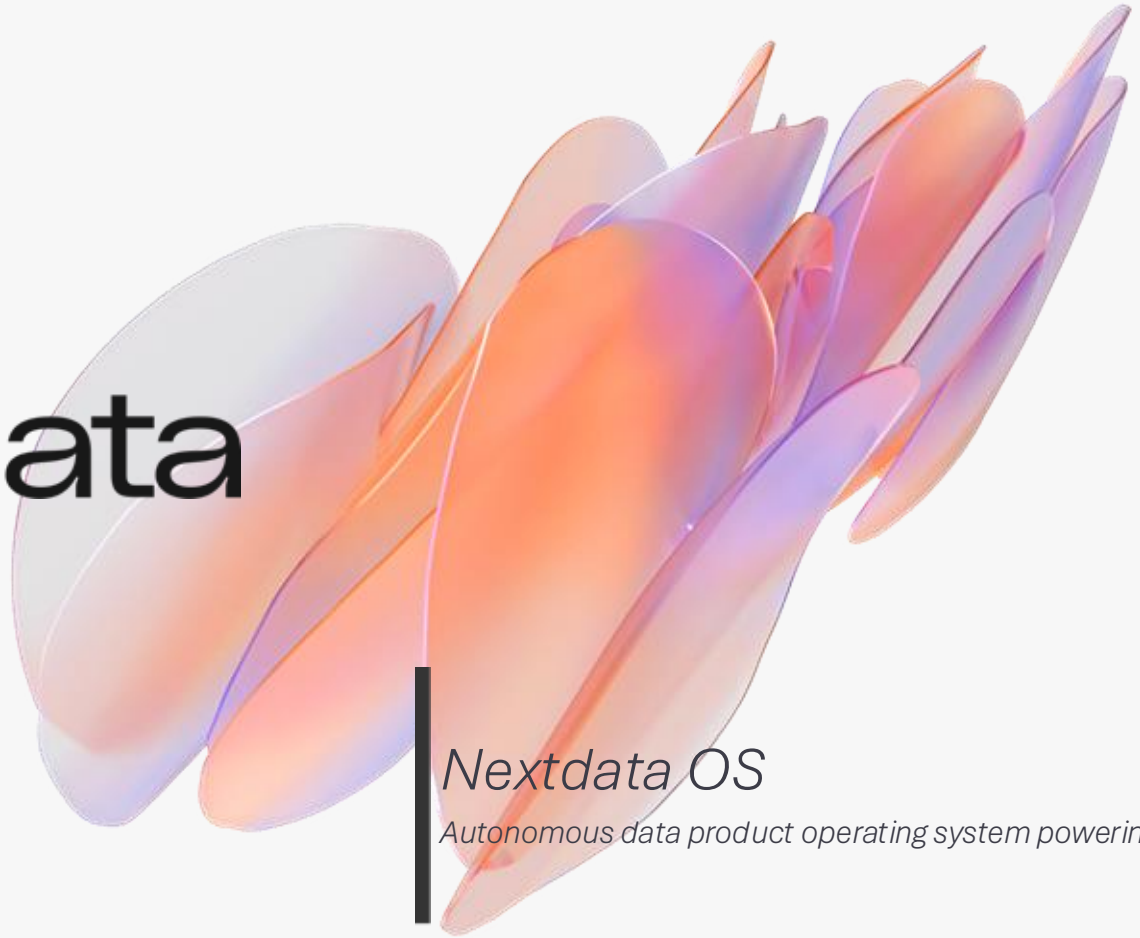
NextData

Nextdata provides an OS for managing autonomous data products for AI and analytics.

#PNPTCSiliconValley

Join us at pnptc.com

nextdata

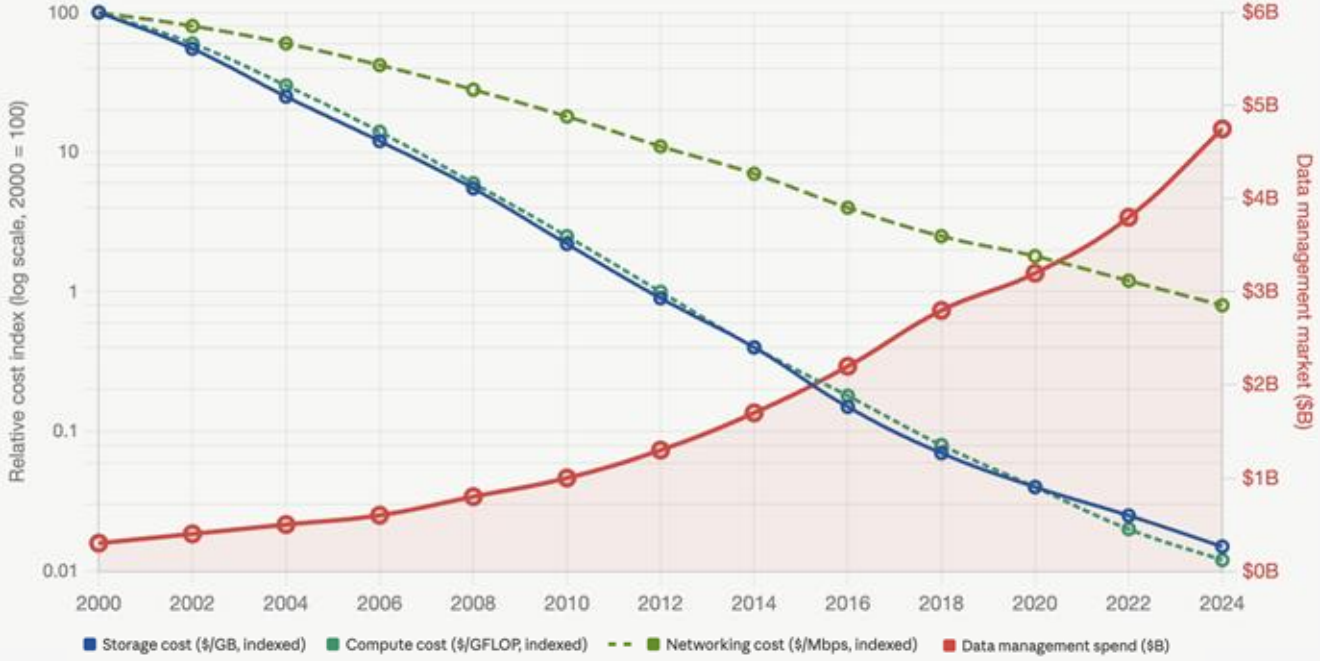


Nextdata OS

Autonomous data product operating system powering AI

OUR EXPERIENCE

Enterprise data can't keep up with AI

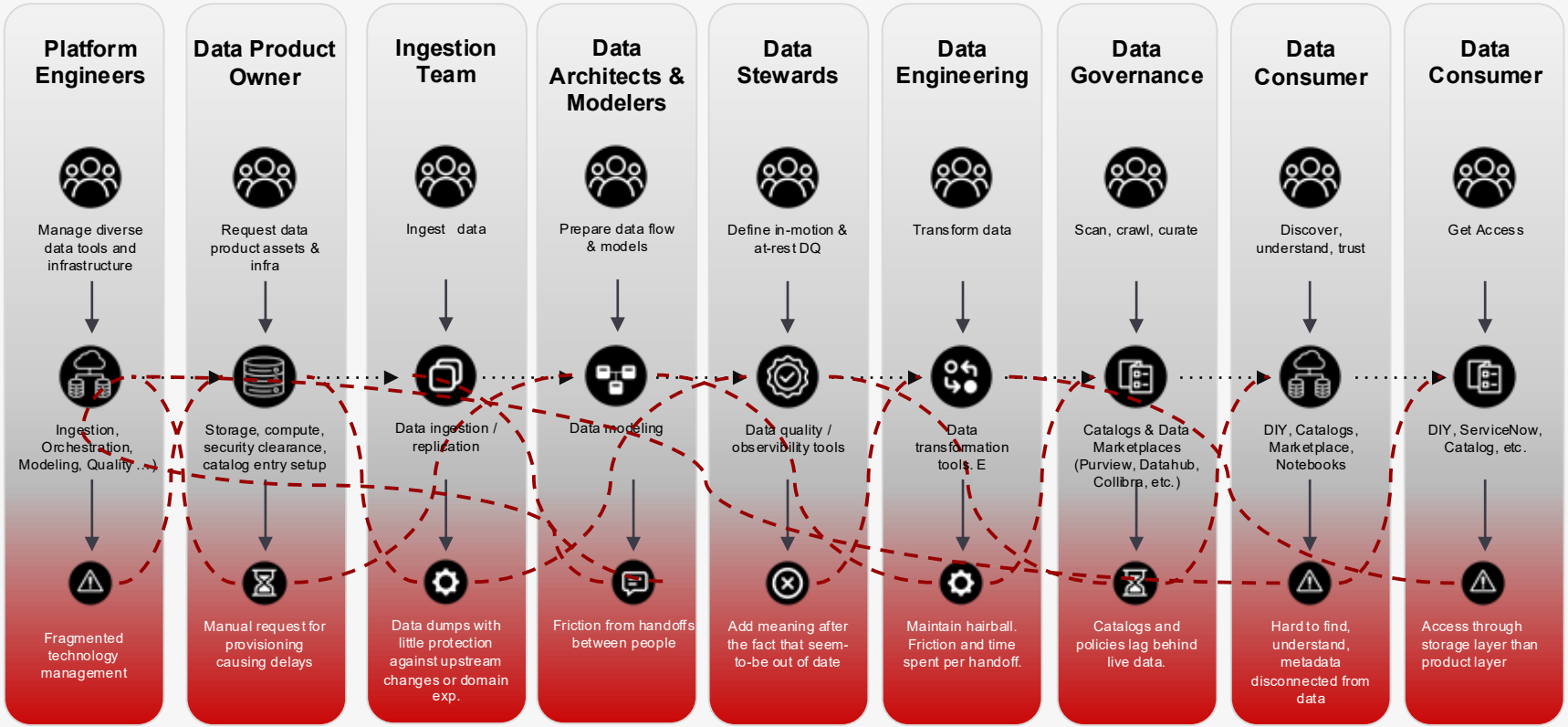


Getting more expensive, ***while time to action takes 1-1.5 years***

ROOT CAUSE

Systematic complexity

MANY MONTHS & MANY MANUAL HANDOFFS

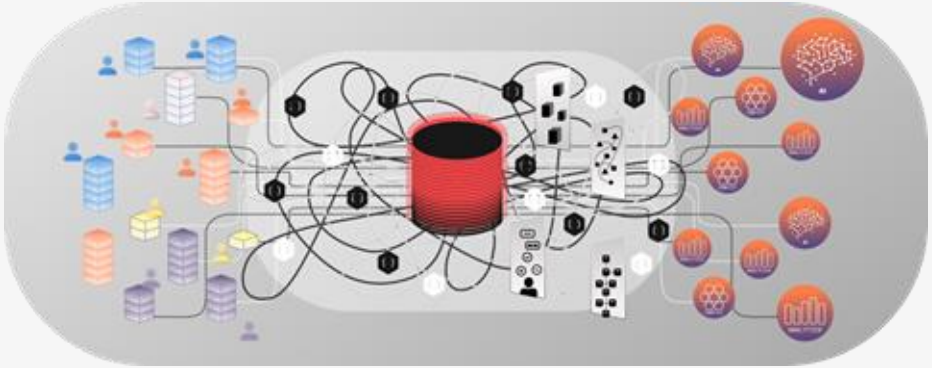


Restructure data pipelines as autonomous data products

From

legacy data management

Human-built, dashboard-focused



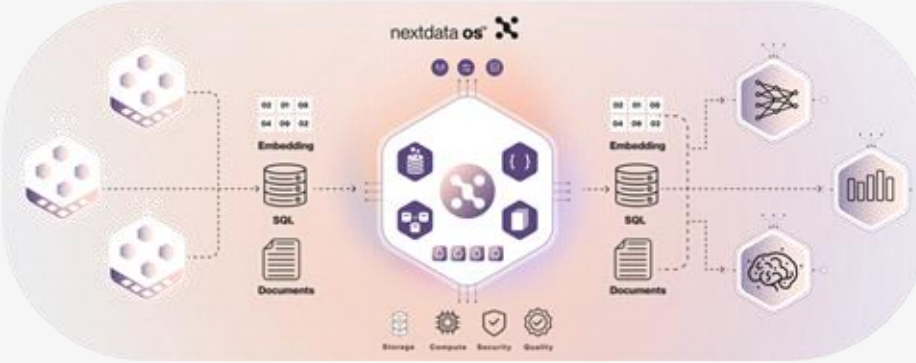
Modern data stack

Data 2.0

To

autonomous data products

agent-built, AI-ready



Autonomous data stack

Data 3.0

A new data foundation that makes agentic automation possible

Real time *context and metadata, so* ***agents can talk to the data*** *to find what they need*

Agents *AI* *Apps* *Analytics*

MCP **RAG** **SQL** **TABLE** **tbd...**

Multimodal *reusability across current and future use cases -* ***not another silo***

50X acceleration *containerizing with AI copilots*

nextdata os™

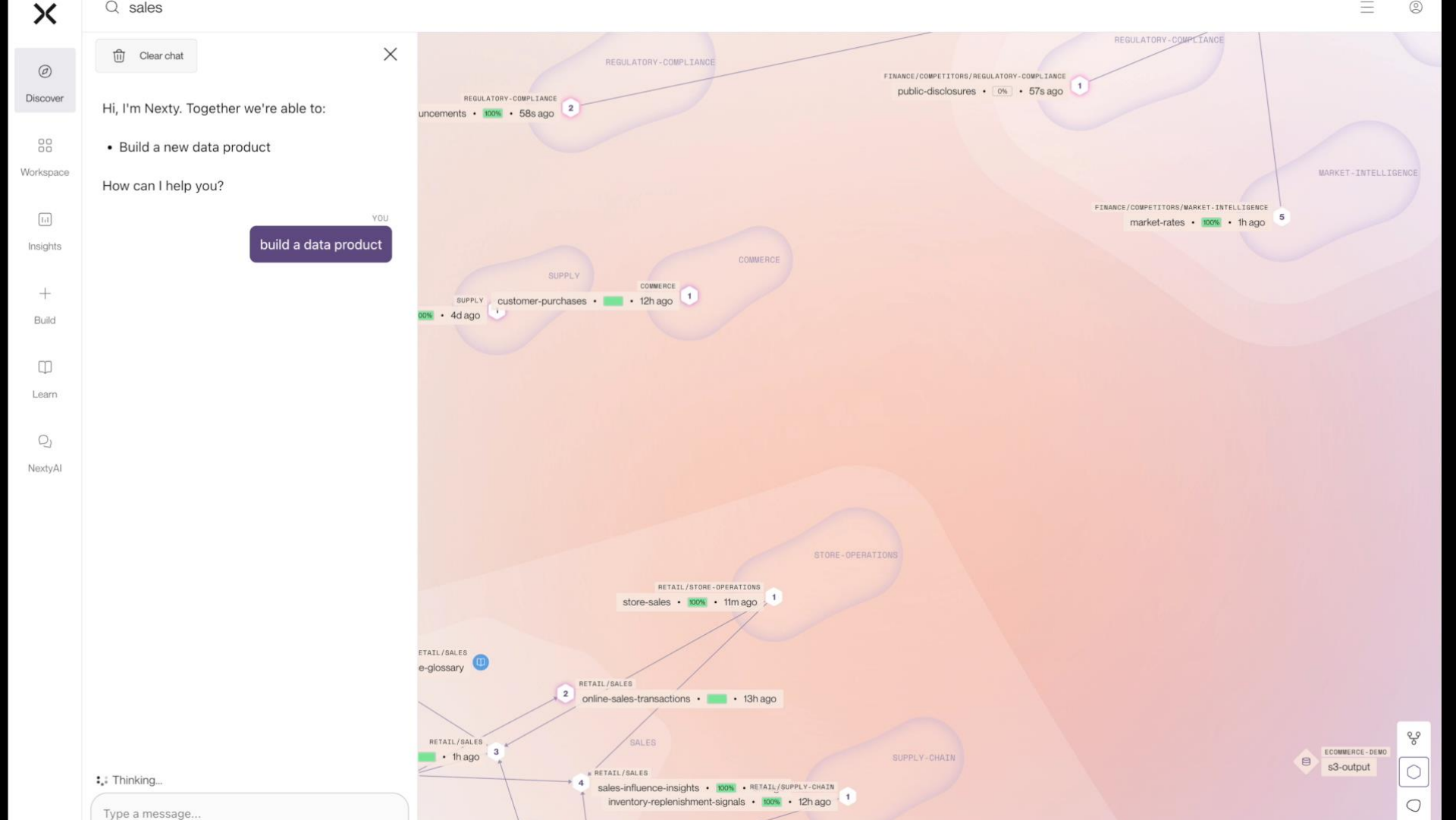
Domain -centric ***parallelization*** *multiplies agentic use case throughput*

UNSTRUCTURED & STRUCTURED DATA **BATCH & STREAMING PROCESSING**

Zero replatforming *bridges across stacks , clouds and org units*

aws databricks *Infrastructure Services* snowflake

Governance-as-code *deterministic policy and data quality guardrails* ***make agents safe***


sales
Clear chat
Discover
Workspace
Insights
Build
Learn
NextyAI
Hi, I'm Nexty. Together we're able to:
• Build a new data product
How can I help you?
YOU
build a data product
Thinking...
Type a message...
REGULATORY-COMPLIANCE
REGULATORY-COMPLIANCE
uncements • 100% • 58s ago
2
FINANCE/COMPETITORS/REGULATORY-COMPLIANCE
public-disclosures • 0% • 57s ago
1
REGULATORY-COMPLIANCE
MARKET-INTELLIGENCE
FINANCE/COMPETITORS/MARKET-INTELLIGENCE
market-rates • 100% • 1h ago
5
COMMERCE
SUPPLY
COMMERCE
customer-purchases • • 12h ago
1
SUPPLY
00% • 4d ago
STORE-OPERATIONS
RETAIL/STORE-OPERATIONS
store-sales • 100% • 11m ago
1
ETAIL/SALES
e-glossary
RETAIL/SALES
2
online-sales-transactions • • 13h ago
RETAIL/SALES
• 1h ago
3
SALES
SUPPLY-CHAIN
RETAIL/SALES
4
sales-influence-insights • 100% • RETAIL/SUPPLY-CHAIN
inventory-replenishment-signals • 100% • 12h ago
1
ECOMMERCE-DEMO
s3-output

CASE STUDY

Impact: Global CPG unlocking AI-transformation with Nextdata

Identified 10 "hero" use cases to drive top line growth and operational savings

Core Operations

Digital Factories - Supply Chain - Formulation - Commercial Agility/Supply Chain - Scorecard

Growth

MMM - Customer 360 - Ecommerce - Distribution - Strategic Revenue Management



"Nextdata OS drives data product ownership and ROI transparency, helping organizations shift focus from tools to outcomes—without replacing existing infrastructure."

Global CDO

- *1st year milestones*
  - **3** *Domains deployed- Sales, Marketing & Supply chain*
  - **100s** *of data products deployed*
  - **100s** *of policy and quality contracts automatically executing*
- *One year to deliver without Nextdata vs. 18 days (20X faster)*
  - *Plus reuse, scale, standardization & control*

COMPETITION

Speed to AI: lock-in, DIY, or autonomous

To connect agents to enterprise data fast, today's market forces two unattractive trade-offs, ***Nextdata*** *is the third way.*

OPTION 1 • LOCK-IN

Move everything onto one vendor's walled-garden stack

EXAMPLES

Databricks Genie · Snowflake Cortex · Microsoft Fabric

OPTION 2 • DIY

Accept the diverse stack and build the glue yourself

EXAMPLES

Atlan · Collibra · dbt · Airflow · Monte Carlo + Cursor / Claude Code

THE ALTERNATIVE . AUTONOMOUS ABSTRACTION

An integrated, agentic experience on top of your existing landscape

REPLACES

Catalogs · Metadata managers · MCP Gateways . Modern data stack tools

nextdata

AI-ready autonomous data products
without lock-in and DIY opex

OUR TRACTION

Enterprise AI traction: repeatable, accelerating

12 months since launch · GSI-led GTM compounding · Production deployment at scale

$1.4M+
Booked revenue
12 months post-launch

$15M
Qualified pipeline
50+ tier-1 enterprise deals

$2M
ACVs emerging from
FDE + Transformation GTM motion

20w → 3d
Global CPG data-to-first-use
in production today

PLATFORM IN USE

Enterprise deployments

PEPSICO · MARS · Westpac

+ additional Fortune-2000 customers under NDA

PIPELINE BY SECTOR · NDA

50+ tier-1 enterprise opportunities across global industries

- *Global CPG & Retail* — *Multiple top-10*
- *Tier-1 Banking & FS* — *5+ accounts*
- *Pharma & Life Sciences* — *Multiple*
- *Tech, SaaS & Internet* — *5+ accounts*
- *Automotive* — *Global OEMs*
- *Insurance & Energy* — *Multiple*

GSI INTEREST · PULLING NEXTDATA INTO ENTERPRISE AI TRANSFORMATIONS

EY · Deloitte. · BCG

nextdata

Turning enterprise data into action, at AI speed, safely



Zhamak Dehghani
Founder / CEO / Product

Ex-Thoughtworks

Created data mesh
Authored 2 books & 10 patents



Cornelius Willis
Head of GTM

Ex-Google
Ex-MSFT Ex-VMWare

Platform strategist and ecosystem builder
Creator of “Revops” category



Jörg Schad, PhD.
Head of Eng

Ex-ArangoDB . Ex-Mesosphere

Built distributed databases
Contributed to containerization standards



Sina Jahan
Head of Field

Ex-Thoughtworks

Led team that built 10+ large-scale data platforms



hello@nextdata.com



PLUG AND PLAY

STARTUP PRESENTATION

Theo

Theo

Theo provides AI agents that automate service desk operations and IT management tasks for MSPs, helping technicians resolve issues faster and operate more efficiently.

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Join us at pnptc.com

Theo

AI Technician for MSPs

Transform your MSP with AI that handles **ticket resolutions**, **improves customer satisfaction**, and **expands your margins**



The MSP Challenge Today

MSPs are a low-margin service business that are struggling to keep up with rising client demands and ever increasing technical complexity

Technicians spend lot of time on repetitive & routine IT tasks

Need to juggle through 10s of tools to find context & take action

Theo Changes Everything

Theo Automates the Service Desk

Purpose Built AI for MSPs

General AI products don't cut it. Theo is Vertical AI for IT

You're in Control

Human-in-the-loop design guarantees precision & control

Continuous Learning

Theo learns from your technicians and becomes smarter all the time

Key Benefits of Theo

Improve Customer Experience

Faster response times lead to higher satisfaction

Increase Employee Happiness

Eliminate 80% of L1/L2 tickets, allowing teams to focus on high-value work

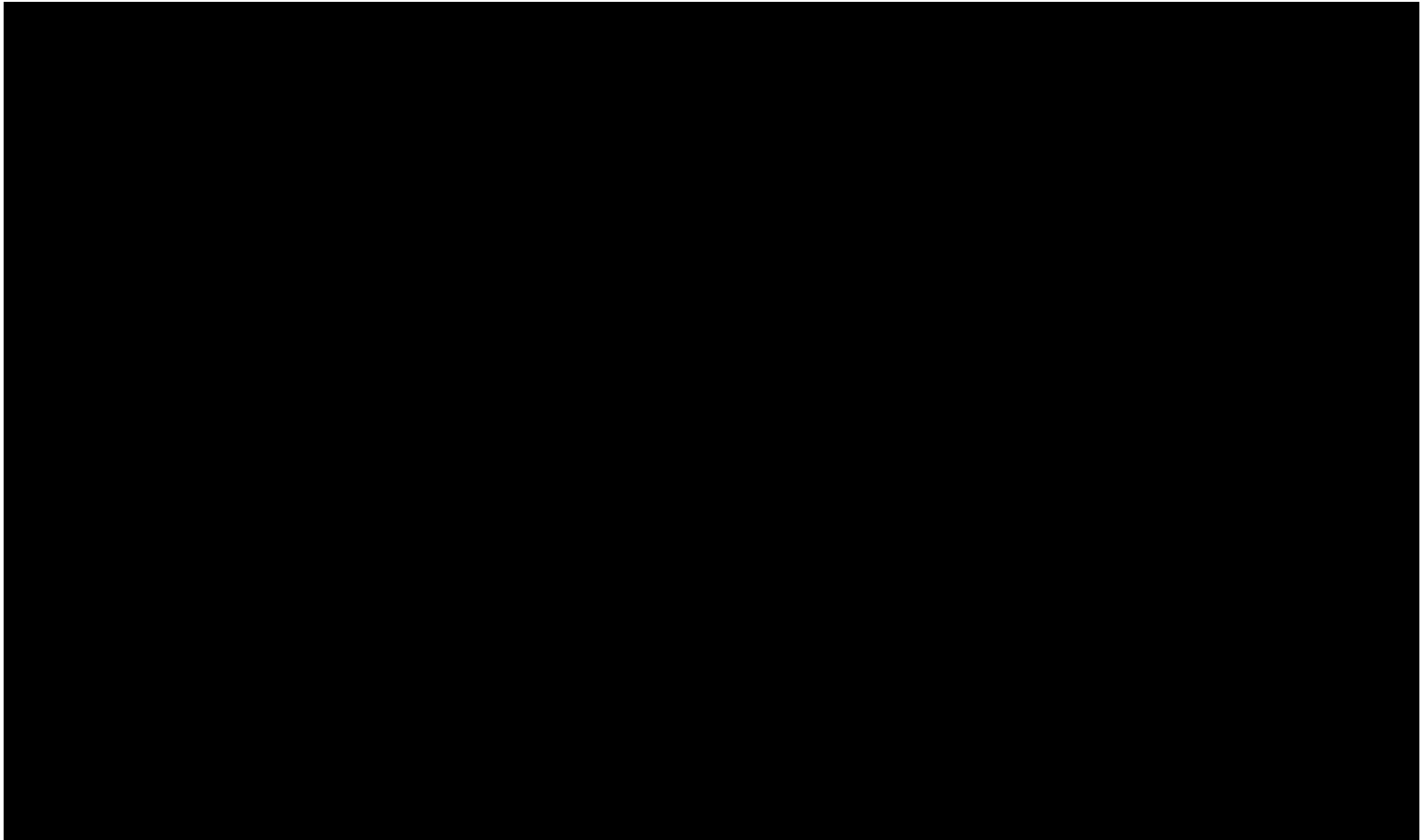
Grow Business Capacity

Scale efficiently without needing to add headcount

Expand Margins

Achieve 2x margin profile through operational efficiency

Demo



Theo Case Studies

- Theo automated 35-50% of L1 tickets out of the box for most Pilots
- A MSP automates 30% of their most common tickets with Theo, targeting $750K of costs
- Tickets for Device management went from ~20-40 minutes of manual effort to <5 minutes

Team



Abhinav Vora
Co-Founder

RMIT UNIVERSITY · Microsoft · Meta · OpsClarity · lyft

Founding Member: OpsClarity – Cloud Monitoring

Built AI products used by everyone - Web search, Ads, Ride Sharing, Self-driving cars



Sahil Thaker
Co-Founder

The University of Texas at Austin · Microsoft · Meta · glean work assistant · Uber

Founding Member: Glean – Enterprise Search

Build ML models & AI products used by everyone - Web Search, Ads, Facebook News Feed, Ride Sharing

Backed By

South Park Commons · SLOW VENTURES · PICUS CAPITAL

PLUG AND PLAY

STARTUP PRESENTATION

LARRIDIN

Larridin

Larridin measures AI adoption and AI fluency, automatically discovers where AI can transform your workflows, and quantifies AI's impact on your business.

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LARRIDIN

AI Measurement & Optimization Platform



Bloomberg BETA · GRADIENT · PLAID · andreessen horowitz · Google

Larridin - AI Measurement Platform

Backed by top investors trusted by Fortune 500 Enterprises

PAST COMPANIES

Advanced Behavioral Analytics

Real-time tracking and predictive insights that explain what users do and why.

comscore adify coinbase

Employee Experience Intelligence

Continuous engagement insights across every team, location, and role.

Dynamic Signal firstup LinkedIn

INVESTORS

AI Frontier: Innovation & Investment

Discover, validate, and deploy AI across functions, safely and at speed.

andreessen horowitz GRADIENT Bloomberg BETA homebrew Haystack

What We Hear

The questions every organization is trying to answer about AI.

VISIBILITY

- How widely adopted is AI across our organization?
- Are all teams actually using AI — or just a few?
- What AI tools are teams using day-to-day?
- Is anyone using AI tools we don't know about?

Adoption + Fluency

OPPORTUNITY

- How effective is our organization at using AI?
- Is only engineering driving value with AI?

Workflow Mapping

PROOF

- What is our ROI on AI?

AI Impact Measurement

Measure optimize and maximize the value of AI in across your enterprise.

LARRIDIN

From AI Adoption To Measurable Business Impact



Impact

Key behavioral & operational signals combined with adoption/engagement data linked to core systems to measure business return/impact.

Proficiency

Understand AI Literacy where are power users/laggards. Understand use cases across the org. Uncover where AI is effective vs not.

Adoption

Understand how often people are using AI tools, how consistently they are using by department, role, tenure and over time.

LARRIDIN

Layers of AI Impact Measurement

Scout - AI Adoption & Fluency

Who is using AI & agents, how much, and how well — by team, role, and tenure
Adoption | Proficiency | Throughput | Reliability | Governance

START WITH THE FOUNDATION. GO DEEP WHERE IT MATTERS.

AI Workflow Mapping

- Automatically maps how work gets done
- Quantify friction
- Find automation opportunities

AI Impact Measurement

- AI usage connected to business outcomes
- ROI by team, function, and investment
- Deep eval of department-specific solutions

LARRIDIN

WHAT LARRIDIN DOES

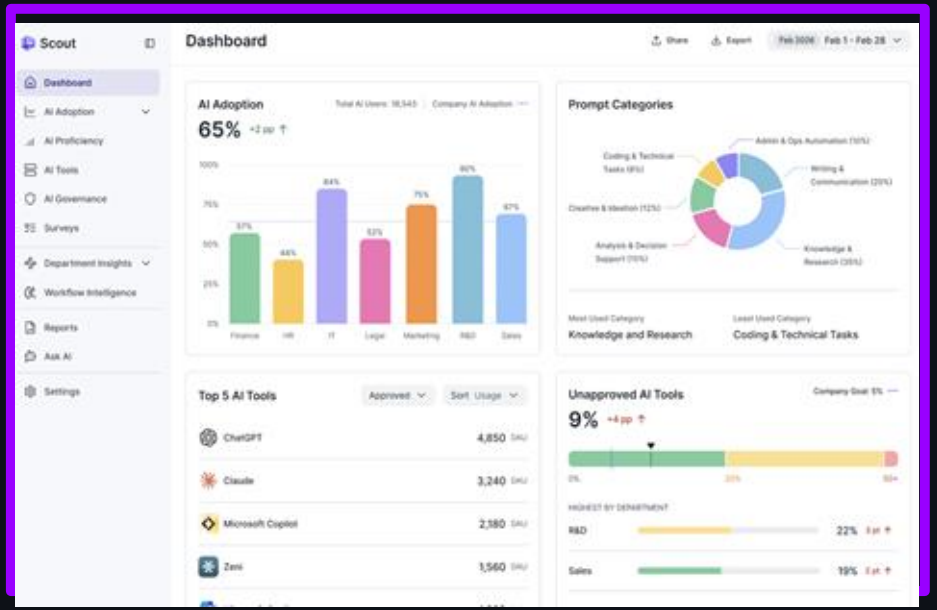
Layers of AI Impact Measurement

Scout

Adoption & Fluency

Who is using AI, how much,and how well by business segments

- Adoption
- Proficiency
- Throughput
- Reliability
- Governance



CASE STUDY

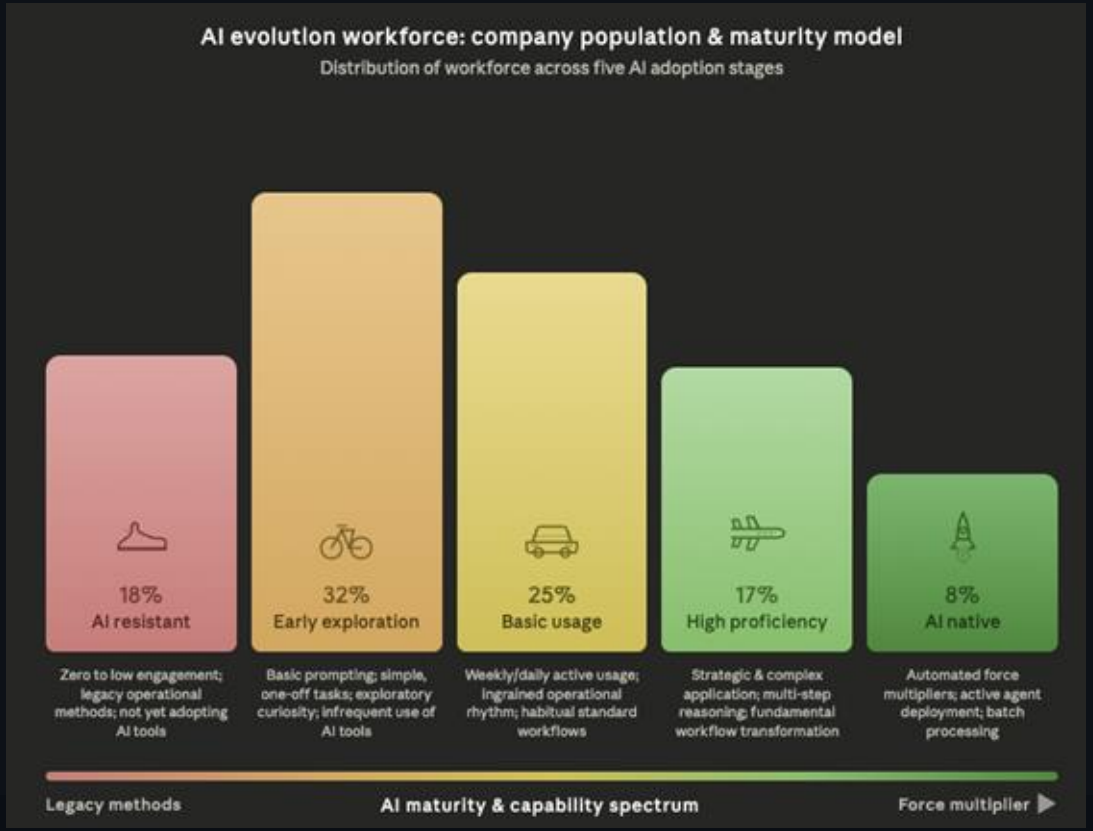
Gainsight: Is Our Workforce Actually Becoming AI-Native?

Before Larridin

Only had the most basic tracking within specified tools. Lacked the ability to understand user interaction across different tools.

With Larridin

AI fluency scoring across 1500 employees — not just adoption but depth of usage, sophistication, and progression over time. Power users vs. checkbox users. Department-level fluency benchmarks. ELT now has a quarterly fluency scorecard.



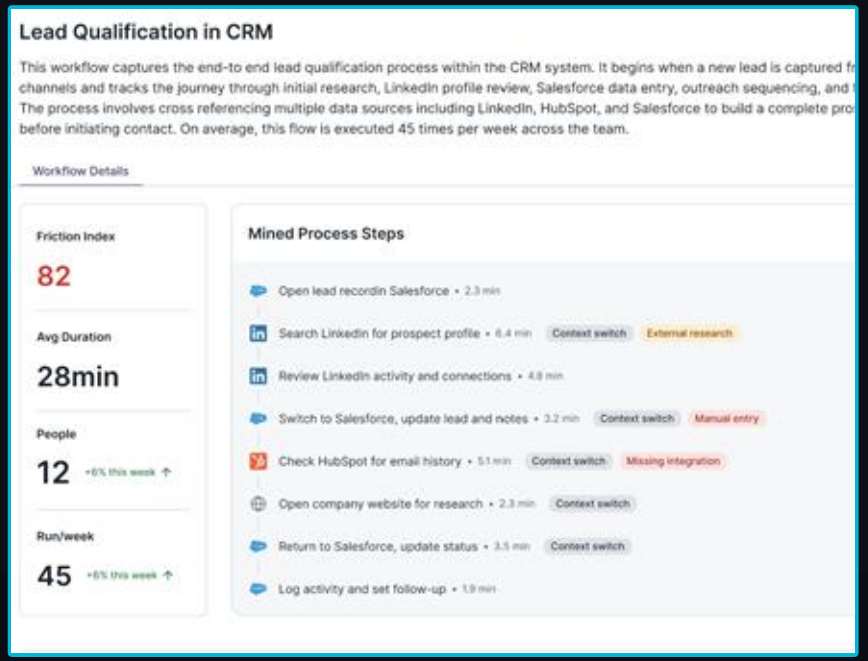
WHAT LARRIDIN DOES

Layers of AI Impact Measurement

Start with **The Foundation**. **Go Deep** where it matters.

Workflow Intelligence

- Drive transformation
  Automatically maps how work gets done
- Quantify friction
- Find automation opportunities
- Finally measure impact of AI



WORKFLOW INTELLIGENCE IN ACTION

Real Example: Sales Prospecting Loop

SCOUT DETECTED WORKFLOW | 110 team members | 8160x / week



Friction Detected

8,160 manual copy-pastes / week

4 app switches per prospect

3.5 hours data entry per rep

14% error rate

After Automation

Automated via Clay API

15 mins data entry per rep

<0.5% error rate

Streamlined to 1 connected workflow

Larridin found this workflow automatically. No interviews. No process mapping consultants. Just data.

CASE STUDY

The AI Transformation Headed in the Wrong Direction

WHAT LEADERSHIP BELIEVED

72% AI adoption across operations

High satisfaction in self-reported surveys

Managers reporting "productivity gains"

Budget was about to double down on operations. Everything looked green.

WHAT WAS ACTUALLY HAPPENING

AI Fluency: 70% of usage was basic summarization. Adoption was high. Fluency was shallow.

Workflow Intelligence: 340 copy-pastes / person / week. AI was adding a step, not removing one.

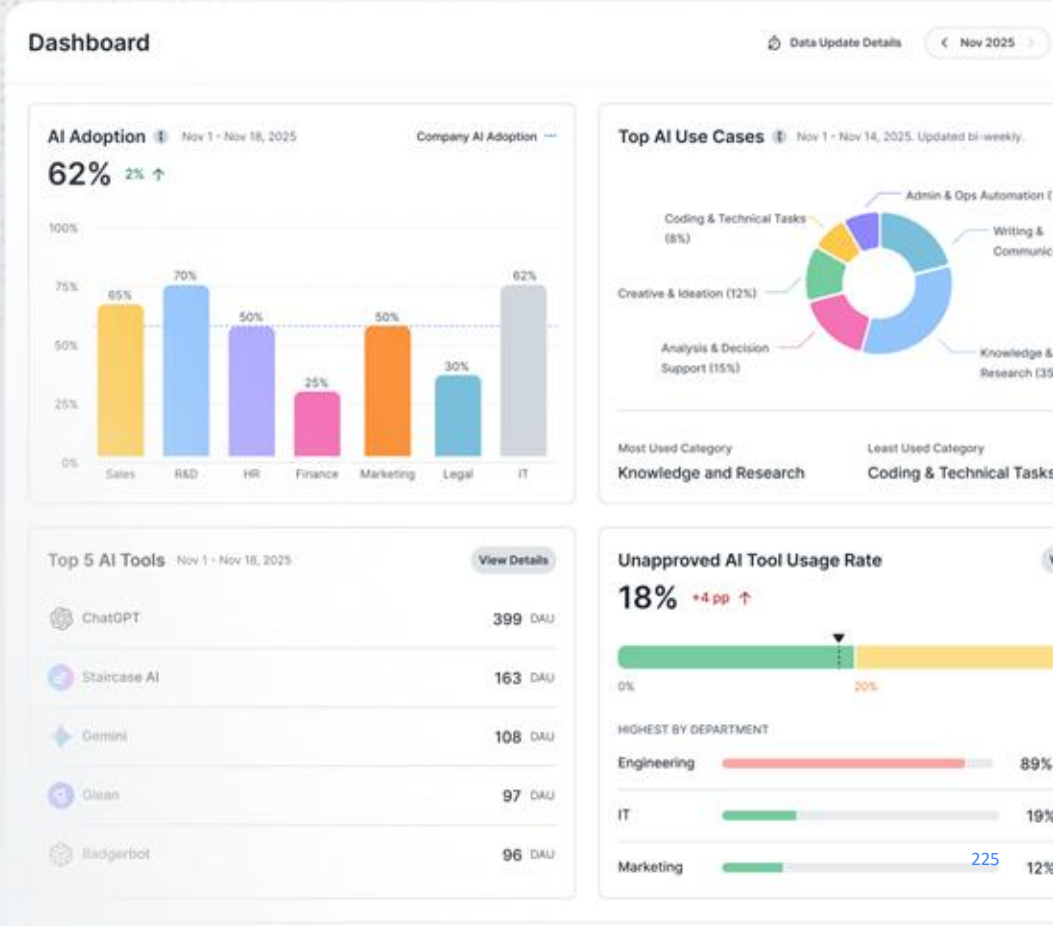
Solution: *AI Power User employees had built connected AI workflows — AI embedded in the task chain, not bolted on. 60% faster. Their patterns were identified, documented, and replicated across the org*

Roadmap redirected | Budget reallocated from licenses to workflow redesign | $32 Millions in projected annual savings

LARRIDIN

“We were approving **millions in AI** spend without knowing if it actually changed how work gets done. **Scout turned that anxiety into actionable data** — now we know what's working and what's just expensive wallpaper.”

Chief AI Officer



Customers Realizing Real Impact

Gainsight

VERTIV.

The Signatry

Reach

klaviyo

SurveyMonkey

Spend & Risk Controls

20-35% reduction in overlapping budget while risk and exposure surfaced early, discover 10-40 high-risk tools or workflows

AI Enablement Through Internal Champions

10-30 “AI Champions” identified across key functions, driving 2-4x adoption

Operational Redesign Aligned to Outcomes

3-8 priority workflows redefined (roles, handoffs, controls), ~15% efficiency gains

Agent Deployments

High impact agent opportunities prioritized and launched, often reducing cycle time in those workflows by 15-40%

LARRIDIN

Thank You!

www.larridin.com

sales@larridin.com

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Enterprise & AI

PARTNER AWARD

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AWARD

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Closing Remarks

Carlos Perez-Pla

Director and Principal
Plug and Play

#PNPTCSiliconValley

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PLUG AND PLAY
ENTERPRISE & AI

Upcoming Events



Applied AI for the Modern Brand #NYTechWeek

This inaugural showcase features our first New York cohort, highlighting cutting-edge startups across Brand and Retail and Enterprise and AI.

June 3, 2026 10:00 AM - 2:00 PM ET

Register Here



EPitch Night: Creators + Capital #NYTechWeek

New York's most impactful founders, most active investors, and largest corporate innovators - all on one roof. Run by Plug and Play, Raisi, OWM, and Seed2Table.

June 3, 2026 6:00 PM - 9:00 PM

Register Here

Ai4

Ai4 Las Vegas

Amit Patel will be speaking at Ai4 and our team will be hosting a Dinner!

August 4 - 6, 2026

Register Here

Upcoming Summit:
November 3 – 5, 2026



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SV SUMMIT

THANK YOU FOR ATTENDING

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Join us at pnptc.com