



RTConfidence

Risk Adjusted Agile Framework

Increase Software Development Productivity by 10%

Introduction

Overlaying a Software Risk Management Framework on Top of the Agile Scrum Framework

RTConfidence Value Proposition



AI-Enabled SaaS Solutions to turn Risk into Profit and Cost Savings

Performance Enhancement through Risk Adjusted models

AI-Enhanced ♦ Real-Time ♦ Cost-Saving ♦ Automated

Thomas Cocotis
CEO

Located in
Southern
California



Thomas Cocotis (CEO), MS, ICAgile ACC, PMI-ACP, CSM:

- ❑ Founded SRS Imaging in the 1990's, Raised \$5M, Built a Product Line of 6 Laser Printers
- ❑ Creator of the "Risk-Adjusted Agile Framework" Allowing Deadlines for Agile SW Development
- ❑ Created Agile PMO at Major Solid-State Drive (SSD) Manufacturer
- ❑ Directed Firmware Team on Successful \$50M+ SSD Development Project, now with \$1.2B in Sales
- ❑ 20+ years of Tech Experience in Software Dev, Engineering, Manufacturing, Project Management

Mike Bissonette
CFO and CPO



Mike Bissonette, MS, MBA, PfMP:

- ❑ Successfully Led High-Performance Teams in Aerospace, Consumer Products, and EV Industries
- ❑ Many Executive Positions (PMOs, Engineering, Product Mgmt., Operations, Procurement, Quality)
- ❑ PMI® Best-Selling Author (*Project Risk Management, A Practical Implementation Approach*, ©2016)
- ❑ Adjunct Professor at Clarkson University (MS-EM Course: *Strategic Project Management*)
- ❑ Previous: SVP & GM (and Officer) of a Public Company – AeroVironment, Inc.

RTConfidence Solutions

**AI-Enabled Low Cost SaaS Solutions
Proactively Mitigate Risks in Real-Time**

*Ensure Achievement of Business Deadlines
Materially Cut Program Costs
Automate Financial Risk Management*

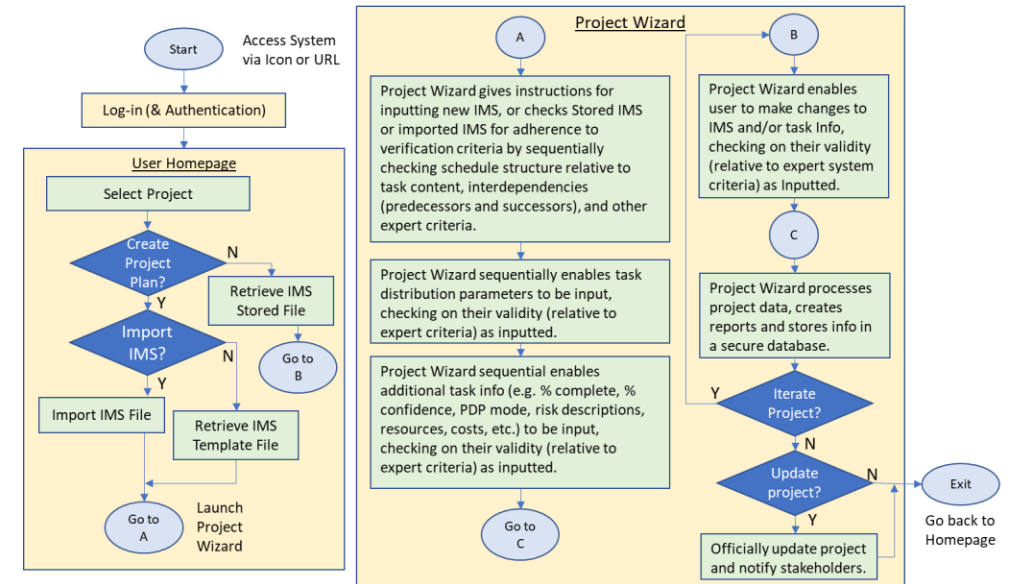
Risk Reduction Solution Focus

**Agile Software Development Team Engagement and Timeline Management
Directly Increases Software Development Productivity**

Intellectual Property – Issued Patent

“Software Portfolio Management System and Method”

- ❑ US 11,354,121 B2
- ❑ Issued June 7, 2022
- ❑ **Abstract:** A software-based product development portfolio management system and method that may be implemented using SaaS model that allows users (based on access rights) to:
 - Create and update valid project plans using integrated management tools and techniques
 - View near-real-time project data and metrics
 - Enable lean project management
 - Send messages to other users via system alerts and/or e-mails and receive messages/alerts from other system users
 - Input data
 - Establish and change organizational governance guidelines
 - Approve, conditionally approve or reject decisions



Project Drill-Down by Hovering or using Button indicators are a couple options for more detailed level interrogation of project data

Risk Adjusted Approach to Agile

Exploiting AI-Tools for Agile Software Development



Per Market Research Intellect, the 2023 Global Agile Development Software Market Size is \$66 Billion USD

Augmenting Agile estimation and tracking processes with AI-based tools using Probabilistic Estimation and Agile EVM will result in accurate achievable timelines for Agile Software Development.

Drives a 10% productivity increase and 25% improvement in delivery accuracy of Agile Software Development projects – would result **\$100s of billions USD** of value and benefits to organizations, societies, and individuals.

How does it work?

New Agile Framework and AI-Based Software



- ❑ Replacing the Concept of Delivering “Highest Value First” with “Business Value on the Required Timeline”
- ❑ 6 Sigma Blackbelt Concept – First Control Process, Then Move to Target
- ❑ Create High Performing Scrum Teams
 - Scrum with Kanban
 - Extreme Ownership
 - High-Purpose Metrics for Measuring Team Engagement
- ❑ AI-Based Software for Backlog Management Using Probabilistic Estimation
- ❑ Earned Work Management for tracking – i.e. Earned Value Management for Agile
- ❑ Automated Risk Matrix
- ❑ Tornado Graphs for Schedule Acceleration
- ❑ Cumulative Result: Measurable 10% Increase in Software Development Productivity

Truly Revolutionary Agile Solution

"Risk-Adjusted Agile Framework"



- ❑ Revenue Model: Provide Transformational Solutions for Large Private Equity
- ❑ Example: Vista Equity Partners
 - Current Portfolio of 85 Enterprise Software Companies
 - Collective Equity Value of \$100 Billion USD
 - Estimated Software Development Labor Costs Across the Portfolio
 - $(85 \text{ Companies}) * (\$1\text{B USD Annual Sales}) * (20\% \text{ SW Dev Labor Costs}) = \17 Billion USD
 - Estimated Cost Savings and Productivity Improvements of at least 8%
 - $(\$17\text{B USD}) * (8\%+ \text{ Risk-Adjusted Agile Framework Savings}) = \1.3 Billion USD

Annual Software Development Productivity Improvement of at least \$1.3 Billion USD for Vista Equity Partners Alone

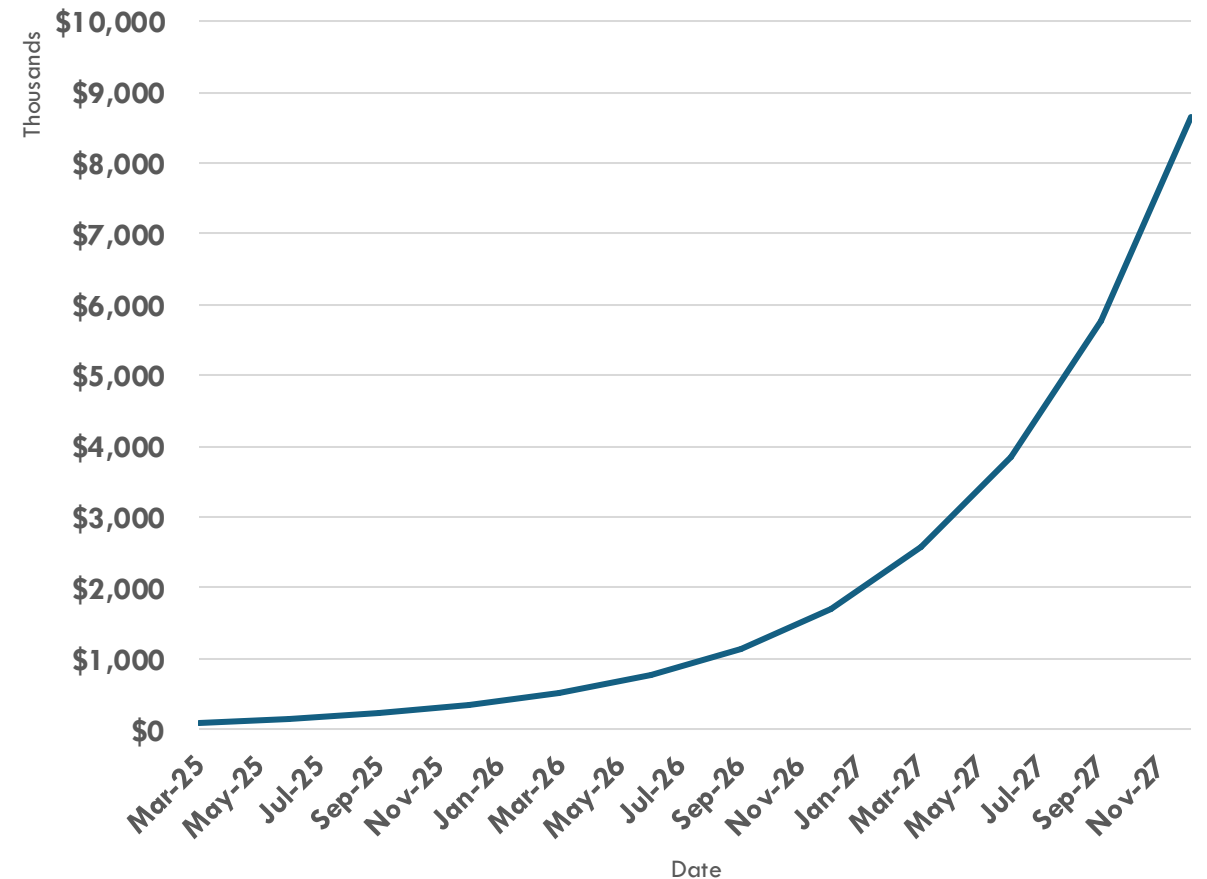
Market Size / Revenue Model

- ❑ 4 million project managers all moving toward software development
- ❑ 25 million software development team members. Target subscription ranging from \$100-\$250 per team member per year
- ❑ Example Monday.com
 - Started ~2017
 - Heavy VC and IPO investment of \$383 million
 - 1 million users
 - 2023 market cap \$6 billion
- ❑ Pricing model is enterprise subscriptions set by the number of software development users

Growth Plan

- ❑ **Build SaaS Add-ins for top Scrum Project Mangement Software**
 - Atlassian Jira
 - Microsoft Azure DevOps
 - Broadcom Rally
- ❑ **Engage with Big 4 Accounting Firm to Verify the Productivity Improvement**
- ❑ **Go to Private Equity to Drive Immediate Productivity Improvement of over \$1B USD**
- ❑ **Revenue Model Licensed by Seat (\$100 per software developer seat/year)**

Annualized Revenue



Funding / Structure / Exit

Funding Requirements

- ❑ \$300K-\$700K based on number of Agile Software Add-ins
- ❑ Development Cost per Add-in \$200K each
- ❑ Big 4 Accounting Firm Audit of 10% Productivity Improvement \$100K
- ❑ Revenue Forecast based on Developing Top Three Add-ins by March 2025

Structure

- ❑ Spin-off of RTConfidence, Inc
- ❑ \$500K Equity Investment for 10% of Newco Spin-off of RTConfidence, Inc

Exit

- ❑ Private Equity Acquisition in Under 4 years for \$50,000,000 USD