



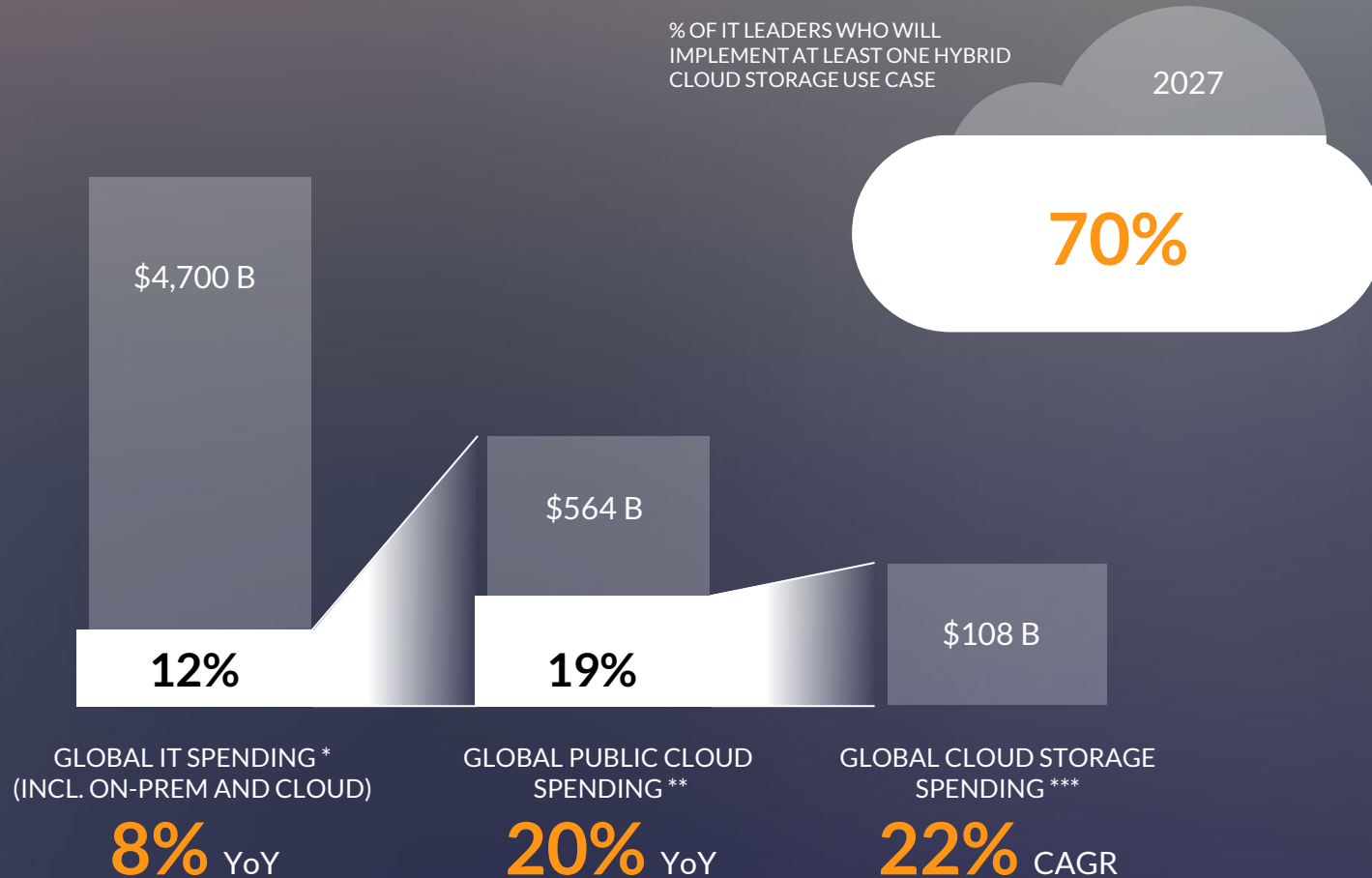
WE MANAGE THE WORLD'S MISSION-CRITICAL DATA

Iravan Hira
CEO

Alexander Lefterov
Founder and CTO

THE MARKET

Vast and Expanding Market



SURVEILLANCE

Daily data generation have reached **5,500 PB**

HEALTHCARE / PATHOLOGY

20,000 PB of regulated imaging per year

MEDIA & ENTERTAINMENT

Growing demand for **AI services** integration, streaming access and global collaboration

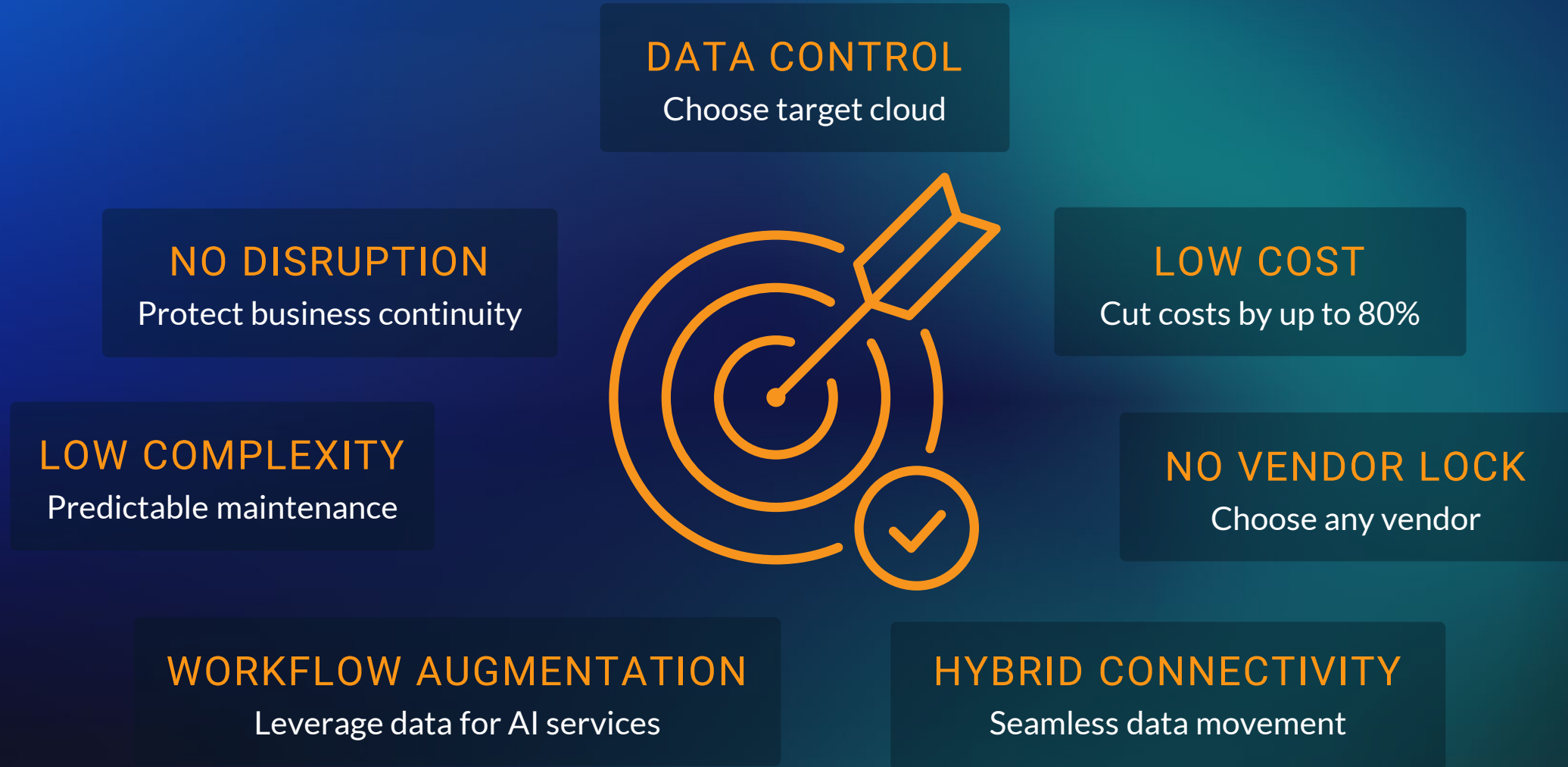
DATA CONCENTRATION CHALLENGE

Hybrid infrastructures lead to Data concentration in the cloud, which result in variety of more complex problems which affect workflows and Industries



OUR SOLUTION ACHIEVES

Cloud transformation for mission-critical environments



HOW WE DO IT

Data Management Platform

Our Tech Platform is the data management foundation solving the challenges of contemporary hybrid deployments:

- collaboration
- tiering
- high availability
- telemetry
- AI augmentation
- compliance
- cyber security

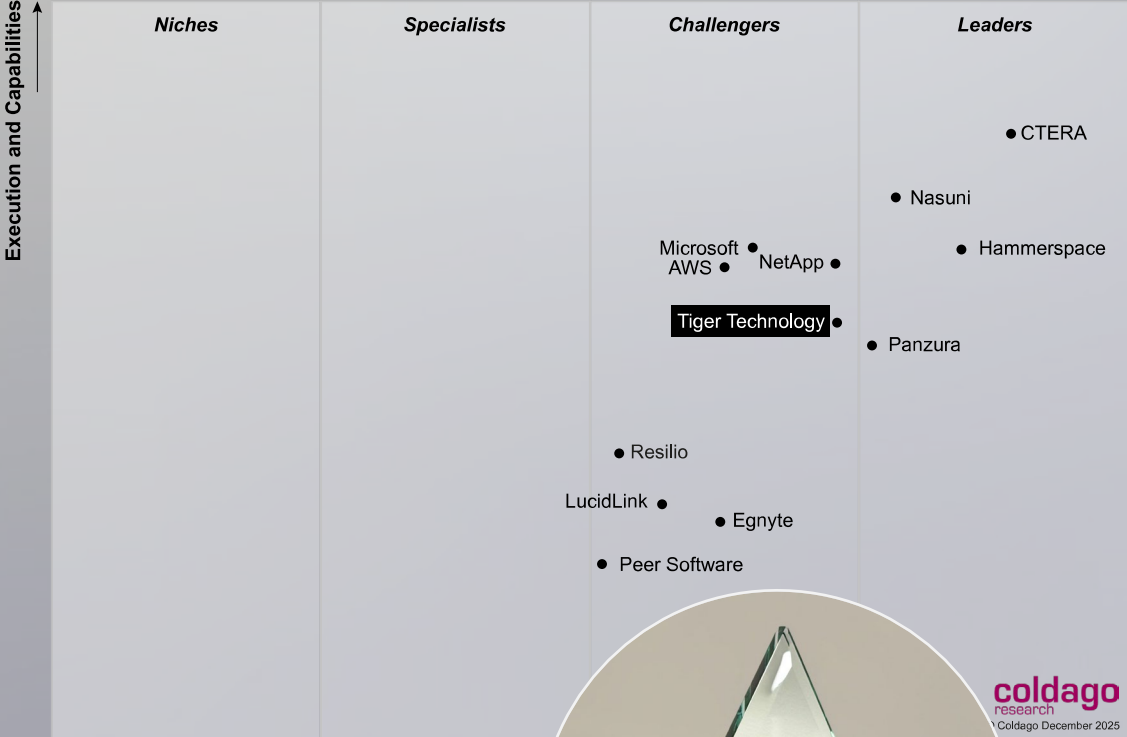


KEY DIFFERENTIATORS

Challenging Recognized Cloud Players

	Tiger Technology	AWS FSx	Azure File Sync	Komprise	Nasuni	Hammerspace	LucidLink
Blob Object Support	✓	✗	✗	✓	✗	✓	✓
Archive Tier Support	✓	✗	✗	✗	✗	✓	✗
Non-disruptive Install	✓	✗	✗	✓	✗	✓	✓
Continuous Data Protection	✓	✗	✗	✗	✗	✓	✗
Ransomware Protection	✓	✗	✗	✗	✗	✗	✗
Does not Introduce Vendor Lock-in	✓	✗	✗	✓	✗	✓	✗
No Additional Server/VM	✓	✗	✓	✗	✗	✓	✓
AI Service Connectivity	✓	✗	✗	✗	✗	✗	✗
Price	\$	\$	\$\$	\$\$	\$\$\$	\$\$	\$\$

Coldago Research Map 2025 for Cloud File Storage



“Tiger Technology’s inclusion among our top 5 ‘Gems’ underscores their significant contributions and progress in the cloud file storage landscape. Their forward-thinking approach and dedication to produce a leading product and service make them a standout performer in the industry.”

Philippe Nicolas
 Founder and Lead Analyst at Coldago Research



CASE STUDY: SURVEILLANCE VERTICAL Oracle, Multiple Sites (USA)



in partnership with



PAIN

- Highly critical recordings
- Growing data (~6,000 cameras recording 24/7/365)
- 200+ recording server pairs
- Want to leverage OCI storage
- Minimize disruptions and downtime
- Must meet stringent compliance requirements

SOLUTION

- Surveillance Bridge + HA
- Recording Servers + Management Server
- Seamless integration with Video Management System
- Elevates VMS to enterprise-class business continuity
- Leverages OCI compute and storage tiers

VALUE / ROI

- Zero Loss failover with lowest possible RPO and RTO
- Maximum risk mitigation
- Optimize on-prem / cloud infrastructure spend
- Reduces ongoing manpower and maintenance costs

CASE STUDY: GENERAL IT

McCann Worldgroup (InterPublic Group)



in partnership with



PAIN

- Existing cloud solution – too slow and impacting productivity
- Rising on-prem storage costs and scaling constraints
- Vendor lock-in limiting flexibility
- No access to archive tiers
- Lack of Collaboration between their 80 sites

SOLUTION

- Migrated 3PB data seamlessly to Azure, including Archive tier
- Ensured zero disruption to current workflows
- Enabled Collaboration between 80 global sites with file-locking
- Allowed integration with Azure Cloud Analytics
- Added Data Protection with versioning and soft-delete

VALUE / ROI

- Optimized Storage and Workflow
- 10x faster file transfer
- 60% reduction in on-premises storage footprint
- Data AI/ML-ready in native Azure format
- Multi-million-dollar TCO savings over 5 years

TRACTION OF OUR PRODUCTS



NOTABLE CUSTOMERS:



NOTABLE CUSTOMERS:



NOTABLE CUSTOMERS:



VALIDATED TECHNOLOGY PARTNER OF:



VALIDATED TECHNOLOGY PARTNER OF:

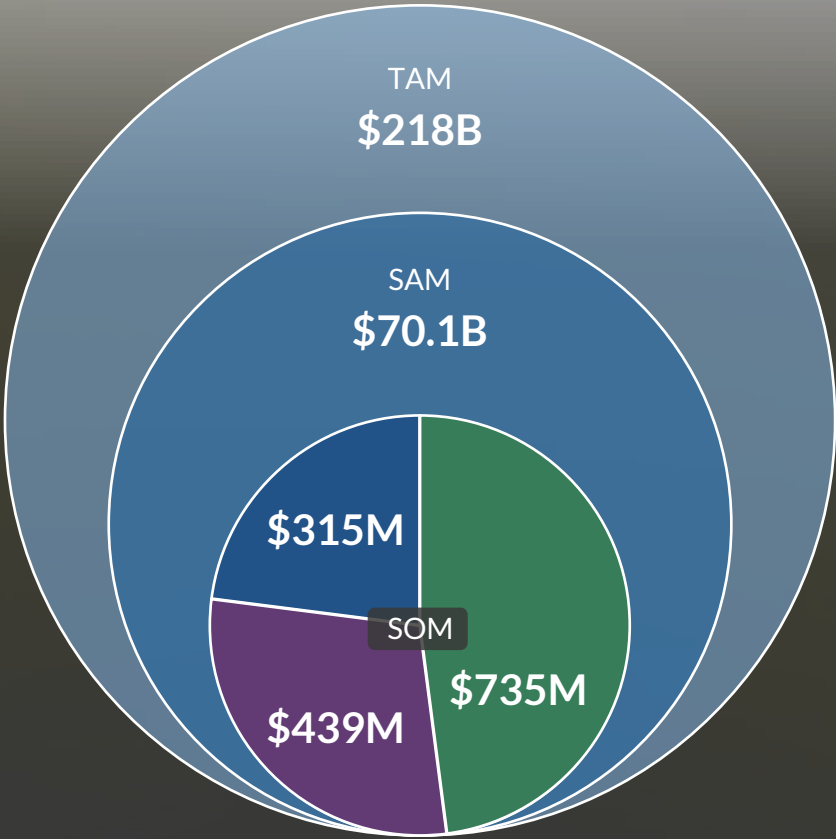


VALIDATED TECHNOLOGY PARTNER OF:



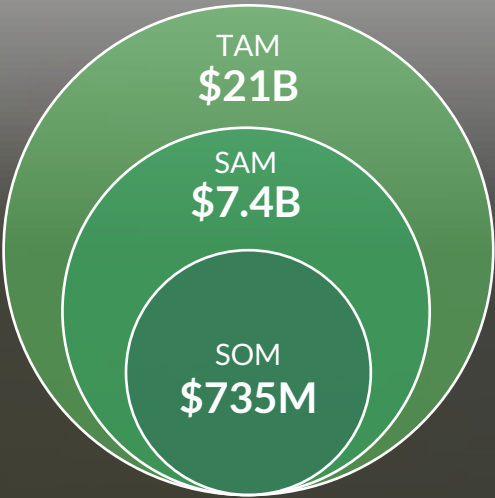
MARKET SIZE
Data Storage Market

HORIZONTAL MARKET
GENERAL IT



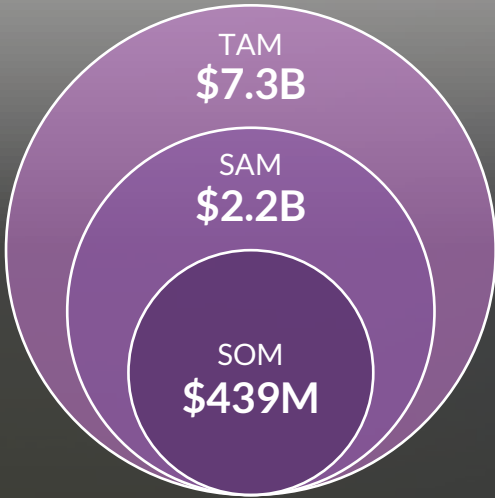
Horizontal / General IT Revenue (2025) = \$1.9 M

VERTICAL MARKET
SURVEILLANCE



Surveillance Revenue (2025) = \$3.7 M

VERTICAL MARKET
DIGITAL PATHOLOGY

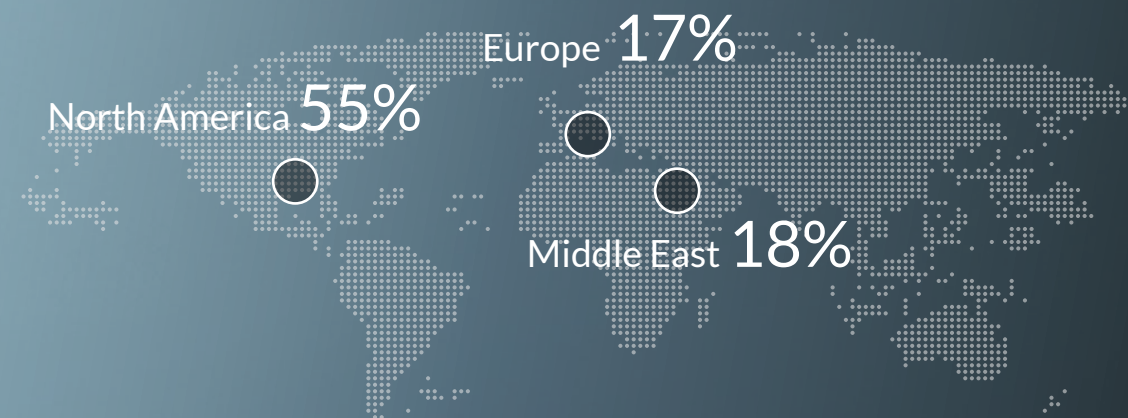
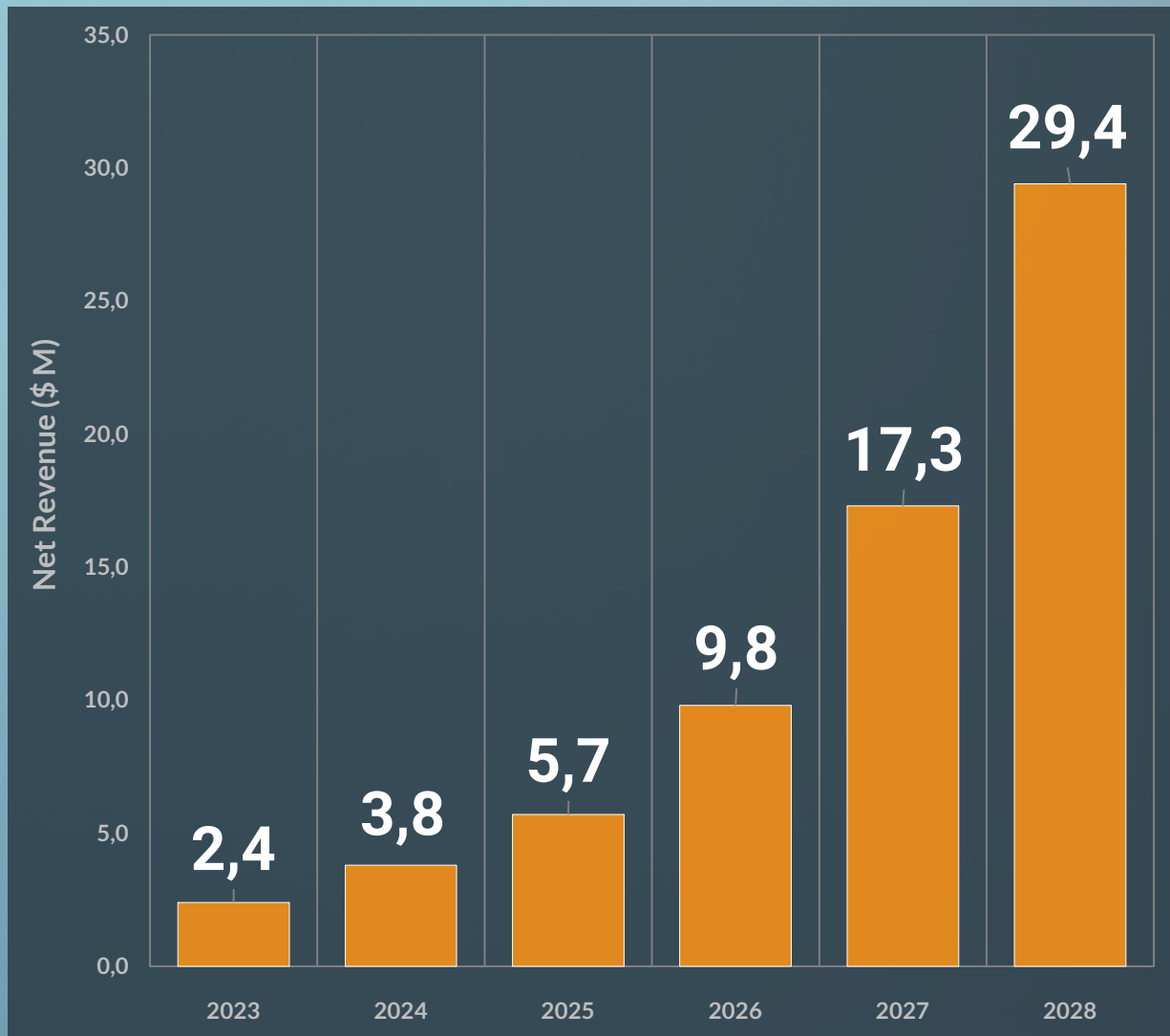


Digital Pathology (2025) = \$ 0.2 M

TAM – Total Data Storage
SAM – Hybrid / Cloud Storage
SOM – File Data Services and Management

AN INFLECTION IN GROWTH

Pivot Toward Hybrid Storage Solutions and Moving to SaaS Business Model



137%
3 Year Growth

\$5.7M
2025 Net Invoiced Revenue

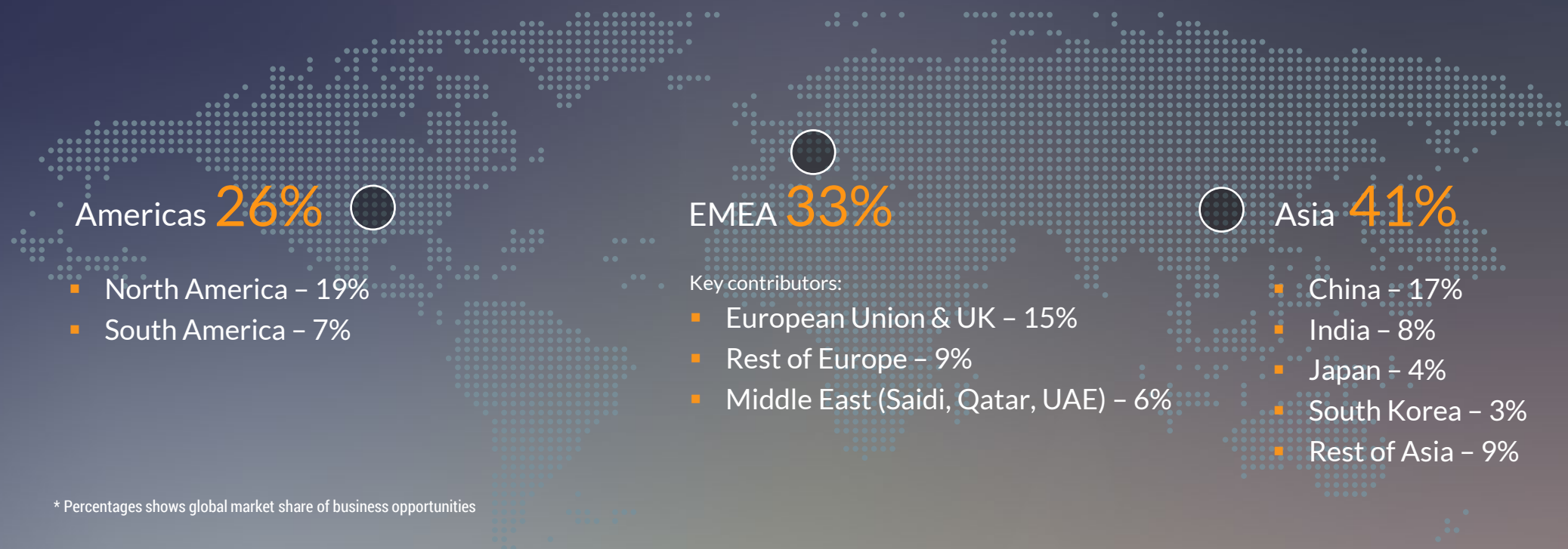
\$24M
Open Pipeline

78%
FY25 Gross Margin

GEOGRAPHY MARKET EXPANSION

Most Potential (Growth) Locations

Incorporating researches on **Cloud adoption**, identifying countries and verticals with high volumes of **unstructured data**, extensive **file management needs**, **mission-critical workflows**, and strong **demand for infrastructure cost optimization**, we have drawn the following conclusions regarding Tiger Technology's international business opportunities.



* Percentages shows global market share of business opportunities

THE LEADERSHIP TEAM

Charting Success: Our Accomplished Executive Team

HQ: Sofia, Bulgaria
Sales Offices: USA, UK, UAE



Iravan Hira
CEO

Former Managing Director,
Enterprise Sales Director, Global
Service Center Director, Global R&D
Center Director with HP, HPE, FT



FINANCIAL TIMES



Petko Marinski
VP of Sales

Former VP Sales and Channel
Marketing at Chaos,
VP Sales and Marketing at ALSO



Alexander Lefterov
CTO & Founder

M.Sc. in Computer Science, Stanford School
of Business, Harvard Business School, Serial
Entrepreneur, Member of Global
Entrepreneurial Network Endeavor

endeavor



Lance Kelson
GM Tiger Surveillance

Global Surveillance Strategy & Direction
Media, Metadata & Cloud Workflows
Product Development, Sony
Co-founder of successful Silicon Valley startups

SONY



Mila Petrova
COO

Former Retail Sales Director, CEE
Operations Manager, Digital
Implementation Manager, Strategy
Consultancy at Shell



Nikola Apostolov
GM Tiger Health

Former Business Development
CEE/CIS/MENA at ASBIS,
Former Business development at ALSO



Evgeniya Kyuchukova
CFO

FCCA, CFA in ESG investing
Former partner in Deloitte & Touche
Board, ESG, technical and audit
committees member

Deloitte.



Nikolay Petrov
General Manager, GIT

Former Business Development Manager,
Former Sales Executive

FORRESTER



THANK YOU!

The world's data is fragmented. Tiger connects it, wherever it lives.

Join us in building the bridge that makes hybrid real, future-proof, and AI-ready.

www.tiger-technology.com