



Dear Esteemed Kovair Partners:

While the Global Pandemic of Corona Virus has been devastating for the entire global economy and the businesses have been affected in every market, Kovair has not been spared from a big picture perspective either.

However, in the last 3 months we have seen three new customers in two different areas of our product offerings.

The first has been **Synovus Bank**, a US Regional Bank with a data migration project where we successfully migrated data from their legacy **Microfocus ALM to a more modern tool – Azure DevOps**. In this case, one of our major competitors failed to fulfill their Requirements and the project was given to Kovair. We are happy that we could complete the project successfully on time. As a side note, wanted all of you to know that Kovair has really done well in all projects that come our way for data migrations from legacy to more modern tools and all our customers who have worked with us for data migration projects have been very satisfied and happy! So, if any of your customers are looking for such projects based on their new tool procurement, we encourage you to bring them to us and we will delight them with our flawless execution!

The second is a **US Networking Company – F5 Networks** where we have implemented a special Omnibus integration to connect two **Issue Management tools – JIRA and Bugzilla** – used by two different groups at the company that required merging of issues from these two tools. Here again, some of the competitors could not deliver on the solution as it required special customization coding of the tool adapters that Kovair was able to successfully achieve and win the business! Hope to obtain more business from this customer as we have convinced them of our capabilities and ability to execute on out of the ordinary use cases.

The third is a big name and I am very happy to inform you that it is the **World Bank Group** in Washington DC, their global headquarters. Again, an Omnibus integration use case between ServiceNow and Azure DevOps. Here again, after our first demo, about 5 additional use case items for further automation of the process were requested of us one after the other and Kovair was able to come through on all of them and we won the business after about 5 successful demos where they added one requirement after another. From a logo standpoint this is a big win and I am very pleased to inform you that our team did a super job in meeting their tough requirements.

We are about to release our **Release 10.5 Product** which will be one of our most elaborate releases that addresses several enhancements and features in Kovair products. I will leave the details of that to the Release Notes that are published separately.

The last but not the least is our new release of **Omnibus on the Cloud** that will be designated as **Omnibus Enterprise iPaaS** Solution and that is one of a major accomplishments for competing in the Cloud offerings from some of the big names like Informatica, Dell Boomi, and Mulesoft.

Along with 10.5 we are also releasing the **Kovair ALM Automotive Solution** that will meet the compliance requirements of SAE 3016 and SAE 3018 ASPICE® and ISO 26262.

We want to thank you for your support and hope that some of these updates will allow you to explore opportunities for Kovair at your clients and bring more business our way as we are hungry for our rapid growth

Sincerely,
Bipin A. Shah
CEO & Chairman
408 823 8276
www.Kovair.com

