



Company Overview

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About Ostia Solutions

Ostia Solutions is a growing, friendly, talented, independent, platform agnostic technology company. We specialise in the rapid extraction of information from any number of sources, systems or databases so it may be combined and presented at the point of consumption. What does that mean? It means we provide the 'how' to business people who have become infuriated by the barriers inherent in their technology infrastructure preventing them delivering hard-to-reach but vital, real-time information to the points where it is most needed.

Our growing Ostia team comprises a group of professionals who represent a wealth of technology and business impressive skills, outstanding experience and wide ranging expertise. Between us we have over 350 years of industry experience, and we are adding to this through recruitment and attracting individuals with special talent to enhance the company's capabilities and future reach. The core technology team has seen the birth and development of Portus' underlying technology over many years, and Ostia is proud to have secured the services and commitments of this outstanding team.

Since the beginning of 2012 we have added two new members to our team to address functions in the technology and administration areas. In March, we brought in a professional company to support our new and vastly enhanced infrastructure, while our own teams are joined by two experienced professionals to manage and execute our direct sales channel. Later in the year, more professionals will be joining us to strengthen both the sales and technology teams and to enhance the necessary sales, development and support activities.

Why choose us?

Ostia specialise in providing its customers with the infrastructure to access, discover and extract, manage and control data. The company's flagship product, Portus, addresses customers who have considerable wealth of data / information locked up in 'legacy' or 'heritage' systems with a wide range of underlying technologies, database systems, operating environments and access mechanisms. Portus empowers businesses to access corporate data resources that are complete, current, authoritative and consistent, and wherever they may be. The objective is to empower and inform businesses through access to corporate data resources that are complete, current, authoritative and consistent.

Ostia's mission is to provide our customers with a total service that allows them to exploit the power of Portus, enabling it to be adapted to their exact business needs and the context in which it is being deployed. No two customers are exactly the same, and we do understand this fully and gear our approach to address the differences and to delight our users.

Portus functionality is impressive it addresses the widest range of the data integration scenarios that are asked for the markets, allowing all of the following scenarios and many others.

- Delivery of data services in a SOA (Service-Oriented Architecture) context
- Inter- and Intra-enterprise data sharing
- Data migrations / conversions
- Synchronization of data between operational applications
- Data acquisition for Business Intelligence (BI) and data warehousing
- Consolidation and delivery of master data in support of creation and maintenance of Master Data Management (MDM) systems

The Ostia team strongly believe in our mission to bring its customers quick, assured and lasting business benefits. We understand the challenge, and often the frustration, of having the data / information locked away from easy access by the business, for reasons of changing technology; scarcity of human resources with certain expertise; rising cost and falling budgets; and often the need to access that wealth of information distributed and stored anywhere, here and now.

The Ostia Board

Convinced of the power of the technology, when compared with the offerings of key market leaders, and its ability to address critical business needs, in 2011, a number of business and technology executives came together to develop an approach to exploit it. Members of the Board are convinced that the markets are now ripe for a technology that enables businesses to realise the value of their stored information far more readily.

Our Board structure combines external and internal directors. The Executive directors bring in the knowledge of the daily execution of the business strategy, the opportunities, the challenges and the continuous interaction with customers, partners and stakeholders. The Non-Executive directors, who bring in a wealth of expertise at the highest level in industry, contribute greatly to the strategy setting and monitoring, extending the reach of the company through their extensive business networks, and helping the team understand and exploit opportunities they come across in their activities elsewhere. Ostia's Board is continuously on the look for talent to enhance their numbers and in particular to extend its collective experience in specific geographic locations, primarily the UK and Continental Europe.

Ahmad Abu El-Ata – Chairman



Ahmad is a Chartered Engineer, with over 40 years of experience as an entrepreneur, business leader, manager, teacher, and researcher, all within the information technology and the financial services industry. Operating at board level of major companies, he works internationally across many geographic locations; bridging the gaps between technology and business, and connecting people across cultural divides.

After C-level roles in the IT industry and global organisations spanning 20 years, Ahmad established Accretive AG to provide business and technology consulting and advice to business leaders and growing ambitious technology providers. He has been advising Enterprise Ireland and its client companies since 2004, with some notable success. He has also helped a number of companies, through consulting, advice and sometimes board membership, achieve business turn around and gain remarkable growth.

Ahmad is a Fellow of the Securities & Investment Institute (UK) and the Institute of Engineering & Technology; a member of the British Computer Society and of several other professional bodies in the UK, Switzerland, Egypt and the USA. He consults for and participates in a number of boards and strategy committees with major IT vendors; companies; and universities, where he teaches courses on business and technology interaction. He is a frequent speaker and presenter in business and industry conferences, forums and seminars.

Phil Codd



Phil Codd is considered to be a veteran of the software industry. He has over 25 years' experience in the IT sector, which has been dominated by software sales and management in Ireland and the UK. He studied Computer Studies in London and spent most of the eighties working for small software companies in the UK in a variety of roles from software development to business development before helping to establishing Ingres in the Irish Market in 1990.

In the following years he has covered all the major fields of interest in IT; data warehousing with Ingres & Oracle, business intelligence by introducing Business Objects to Ireland and CRM & ERP with Oracle, Siebel & SAP. In his current role with SQS as board member of the Irish, UK & Nordics business he is responsible for the continued growth and profitability of these countries. He is the Managing Director of SQS Ireland and is Chief Markets Office for the Northern European region of SQS with operational responsibility for sales in UK, Ireland, Nordics & South Africa. He joined SQS in 2008 from SAP where he held the position of MD for Ireland. He has also held other senior roles for the Irish operations of major multinational software vendors as Sales Director of Oracle Ireland and country sales manager for Siebel Systems in Ireland and Scotland.

His interests include shared services, the subject of governance, risk & compliance and how small & medium companies can benefit from technology and helping with strategic goals & objectives in these areas. Phil is married with 2 children living in in County Meath Ireland. His interests include horse riding, piano, guitar and saxophone all of which are done with enthusiasm to compensate for talent.

John Smyth



John is a corporate governance specialist with extensive experience in Ireland, UK and Europe. He is a Chartered Director, Chartered Secretary, Chartered Banker and holds post graduate diplomas in corporate governance and company direction. Past President Institute of Directors in Ireland and the Institute of Chartered Secretaries & Administrators, Republic of Ireland region. Former Chief Executive of First National Building Society / First Active plc, he led a successful IPO in 1998.

John is a director of various companies including Irish Public Bodies Mutual Insurances Ltd, Meningitis Trust and is an independent member of the departmental board, Department of Education, Northern Ireland. He sits on the Advisory Board of Risk Management International and is currently developing www.charteredgovernance.com which will provide director training programmes online. He has led various industry associations and professional bodies and was a founding Council member of both the Ombudsman Scheme for the Credit Institutions in Ireland and the Management Committee of the Institute of Directors Centre for Corporate Governance at University College Dublin. He regularly presents on corporate governance issues and was Chairman of the Consultative Committee which produced a Code of Practice for Corporate Governance Assessment in Ireland in March 2010.

John Power – CEO



John Power started his IT career as a systems programmer with Irish Life Assurance Company in Dublin. In 1984 he moved to Kuwait to set up the IBM mainframe IT system for Kuwait's Public Authority for Civil Information (PACI) whose goal was to issue ID cards for all citizens and residents in Kuwait. This system was a major component in the stabilization of Kuwait following the Gulf War in 1990. In 1987, John joined Software AG in Darmstadt, Germany as a senior developer where he played key roles in the development of the Com-plete TP system and was heavily involved with the development of Natural and ADABAS, the 4th generation language and database system respectively from Software AG.

In 1993, John returned to Ireland to set up Software Computing Power Limited (SCP). SCP's main customers during the early years were IONA Technologies and Software AG. It was during this time that John spotted the potential of the internet for connectivity to 'legacy' platforms like IBM mainframes from which the SMARTS technology was developed. The company and the

SMARTS technology were sold to Software AG in 1999 and SCP was renamed as Software AG R&D (Ireland) Limited. As part of a right sizing operation in 2003, Software AG R&D (Ireland) Limited was shut down and John decided to pursue the holy grail of simple connectivity between different data types and systems. From this was born Risaris Limited and John invented the XMiddle technology which was eventually to become the SOA Gateway technology released by Risaris Limited and the ADABAS SOA Gateway marketed and sold by Software AG.

Moving on from this, John has invited a select group of people to market and sell the technology on a worldwide basis as part of the progression of this story and thus Ostia Solutions and the Portus product have been born.

Gerard Clinton – COO



Gerard is an experienced senior manager with a 25-year track record of successfully managing complex organisations and delivering excellent results to both company and customer. He has a wide experience of large IT development and service management environments particularly in the Finance sector (Stock broking, Investment Management, Banking, Insurance and tax industries) and in differing capacities of management, consultancy, advisor and audit.

Gerard lives in the UK near Cambridge, is married with 3 children – two of university age and one still at school. He enjoys bell ringing, gardening and photography.

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