



Your Future with the Progress[®] OpenEdge[®] Platform Is Bright

World Tour 2026

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SVP Product & Engineering

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Your Future With OpenEdge Is Bright



GenAI Is Disrupting the World



GenAI **HAS** Disrupted the World And Will Continue to Do So...

Everyone is talking about how fast AI is moving and how cheap it has become to generate software.

But here's what hasn't gotten cheaper:
Attention. Oversight. Accountability.

TRUST

**The risk is not your
customers replacing you.**

**The risk is that *their*
customers replace *them*.**

A Foundation Under Pressure

The world has moved.
Our ISVs and their customers haven't.

OpenEdge built its reputation on reliability and low total cost of ownership. That promise delivered and for many ISVs it became an excuse to stop investing.

Applications designed for year-2000 demands now need to handle modern data volumes, API integrations, cloud expectations and agentic workflows.

The platform is sound, but the applications running on it are showing age.

Brittleness in customer applications becomes perceived brittleness in the platform, and that perception risk is real.

Why Does This Matter?

Customer expectations are accelerating

83% of IT executives say that modernizing applications and data is central to their organization's strategy (*Source: IBM*)

Your competitors aren't waiting

Organizations modernizing their platforms are gaining measurable competitive advantage in market responsiveness

Technical debt compounds

Older versions' maintenance costs increase annually, and resources spent keeping the lights on can't be spent on innovation

Security is non-negotiable

Regulatory requirements, compliance standards and threat landscapes evolve constantly; older versions fall behind

MODERNIZATION

/məˈdɜːnɪˈzeɪʒən/

Modernization is the process of updating something or making it work in a contemporary setting.









शमरी ओ स्पेडार

शममा आठे सेवा





10:30 AM - 11:00 AM



PSX20



URGENT! PSX20 - BATTERY CELL IMBALANCE DETECTED

ERROR: CODE PSX20 - BATTERY CELL IMBALANCE DETECTED

URGENT! PSX20 - BATTERY CELL IMBALANCE DETECTED

SELECT

AUTO-BOOK SERVICE

APPOINTMENT CONFIRMED:
TUESDAY MAY 20 10:30 AM GARAGE
DETAILS SENT TO NEIL@LWK.
ENJOY THE SUN JOURNEY.



The Progress Agentic RAG solution has fundamentally changed how we access and act on information across our organization. Its ability to deliver fast, accurate and verifiable insights from our unstructured data has been a game-changer for productivity and decision-making.

Patrick Garcia
Chief Digital, AI & Innovation Officer,
SRS Distribution

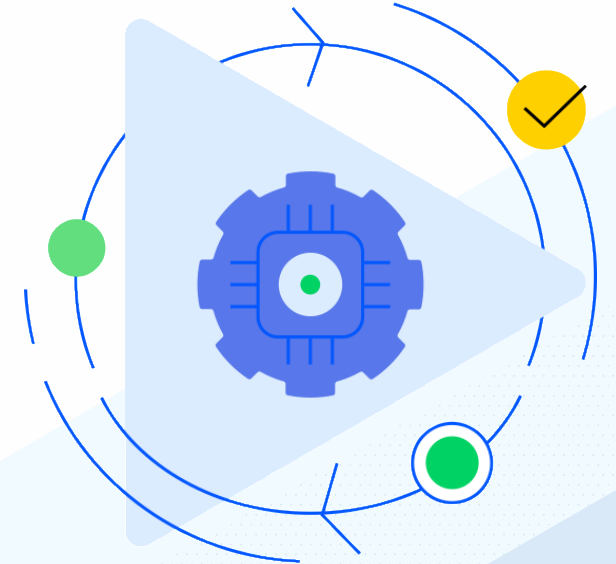
What Does the Enterprise of the Future Look Like?



- A \$10B specialty distributor reinventing how it scales
- 450+ branches across North America
- Rapid growth through acquisition
- Deep customer relationships = strong market position
- Success driven by **operator expertise at the local level**
- Ambition: **Scale to \$25B without doubling headcount**

Their Competitive Advantage Didn't Scale

- Best sales reps consistently outperform others
- Branch performance varies widely across regions
- Critical knowledge lives in:
 - Top reps
 - Long-tenured managers
- Teams rely on:
 - Instinct
 - Experience
 - Manual analysis
- Managers have access to **100+ reports** —**but act on very few**



Turning Experience into a System

- Embedded AI directly into daily workflows—not dashboards
- Captured and operationalized **sales playbooks**, **customer context** and **branch decision patterns**
- Built on:
 - OpenEdge transactional foundation
 - Progress Agentic RAG to provide **memory, context, and learning over time**
- Introduced intelligent assistants across the business:

Sales Coach →
guides reps on how to win
each deal

Operations Cockpit →
surfaces what matters
most, daily

**Customer Intelligence
Layer** → combines property,
behavior, and history

When Decisions Became Scalable



Every rep now operates with the insight of your top performer.

Why This Changes the Market Conversation

Executives who see this ask:

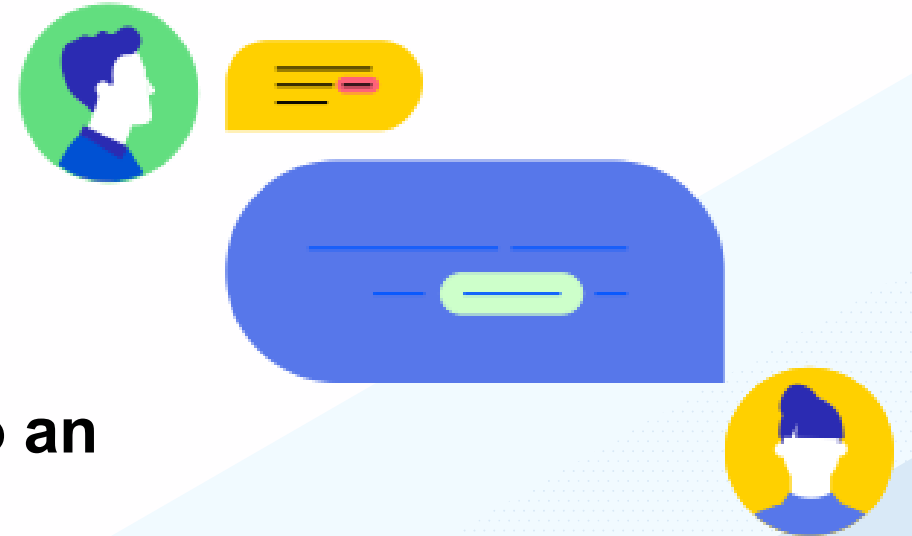
“How are you scaling expertise like this?”

The answer isn't:

- More reports
- More dashboards
- More headcount

The answer becomes:

“We turned knowledge into an agent-powered system.”



A futuristic city street at night, illuminated by blue and green light trails. The scene is framed by a large, white, hexagonal outline. The text is centered within this frame.

**AI is no longer optional.
It is the engine of
transformation.**

Industry Trends & Business Pains

AI Is No Longer Optional:

- 78% of organizations now use AI in at least one business function, and 71% are leveraging generative AI. (*McKinsey, 2025*)

The Developer Productivity & Talent Crisis:

- By 2030, IT leaders will fail to fill 75% of open technology roles (*Gartner*).

Modernize or Fall Behind:

- 90% of current applications will require modernization by 2026 to remain viable (*Gartner*).

Rising Threats & Stricter Regulations:

- The average cost of a data breach has reached \$4.88 million—a 10% increase from 2023. (*Sayers, 2025*)

You Already Have the Foundation

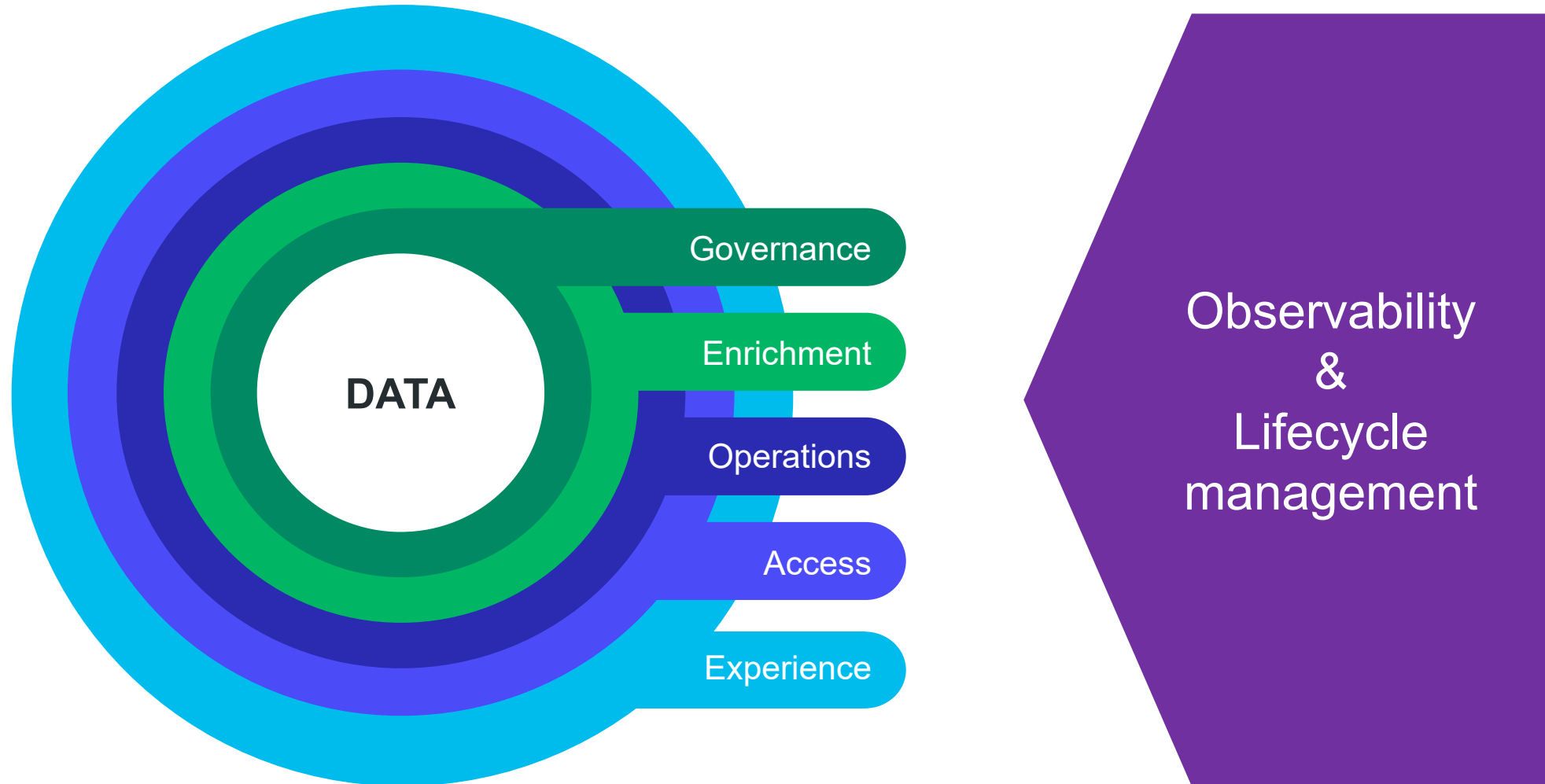
**Mission-critical,
proven, scalable
architecture**

**Stable database
and runtime**

**Decades of
proven business
logic**

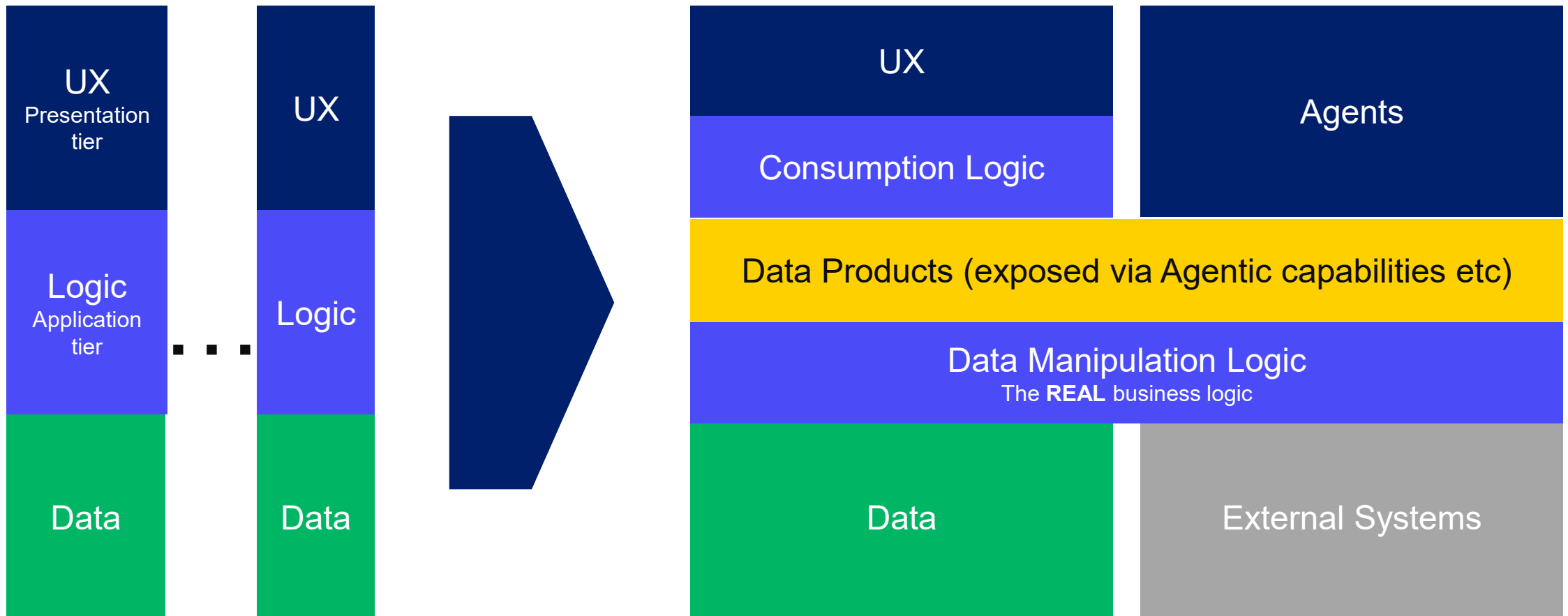
**High reliability
and uptime**

Focussing on AI-Ready Data & Business Logic




Adding “data product” to the 3-tier architecture

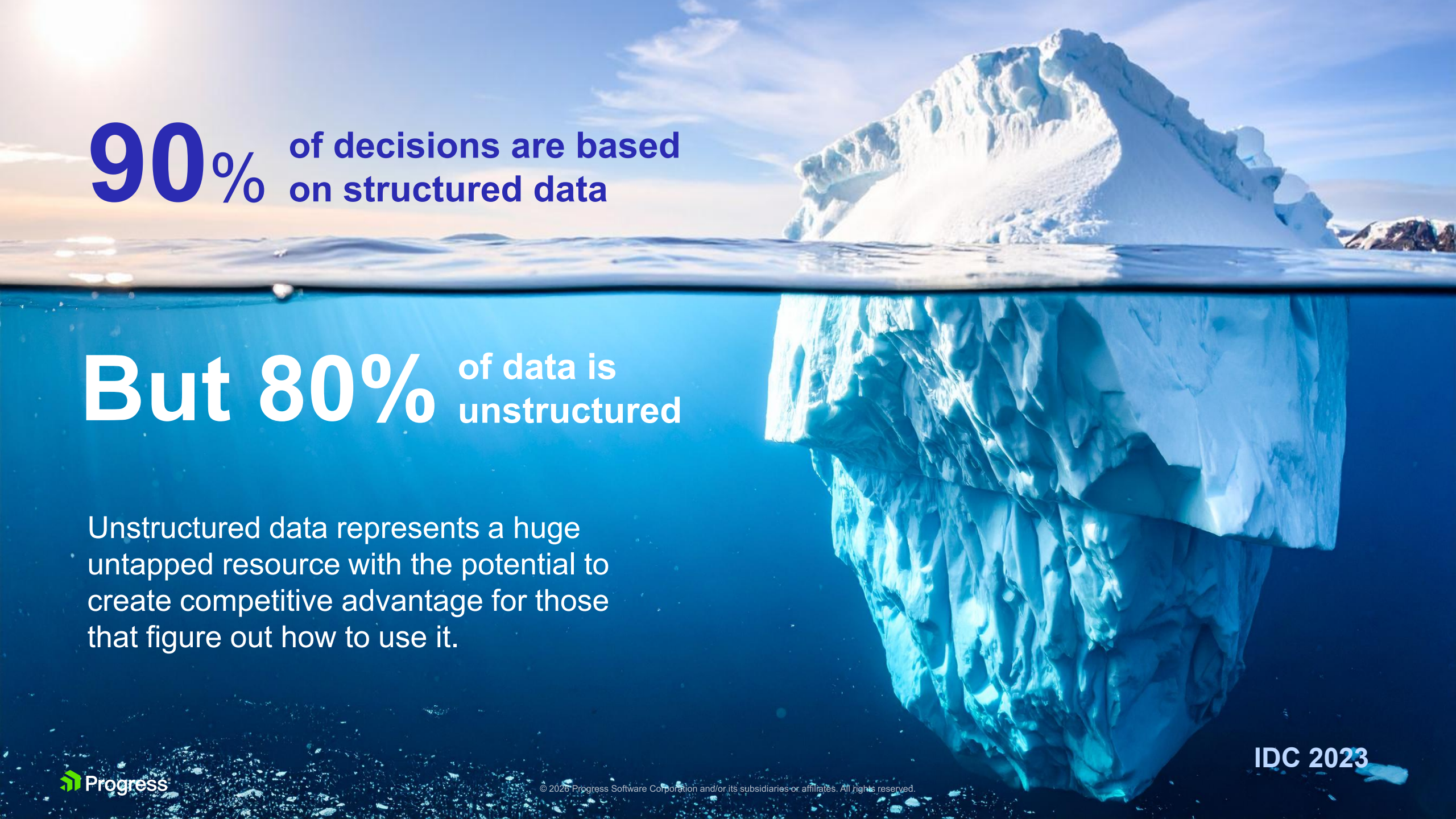
Moving from multi-channel to omni-channel



The OpenEdge Platform Is Helping You and Your Customers Become **AI-Ready**

A large, jagged iceberg floats in the ocean under a clear blue sky with wispy clouds. The sun is visible on the left side of the frame, creating a bright glow. The water is a deep blue, and the iceberg's surface is textured with various ice formations.

90% of decisions are based
on structured data

An iceberg floating in the ocean, with a small portion above the water surface and a much larger, jagged portion submerged below. The sky is blue with some clouds, and the water is a deep blue. The iceberg is white and has a rough, textured surface.

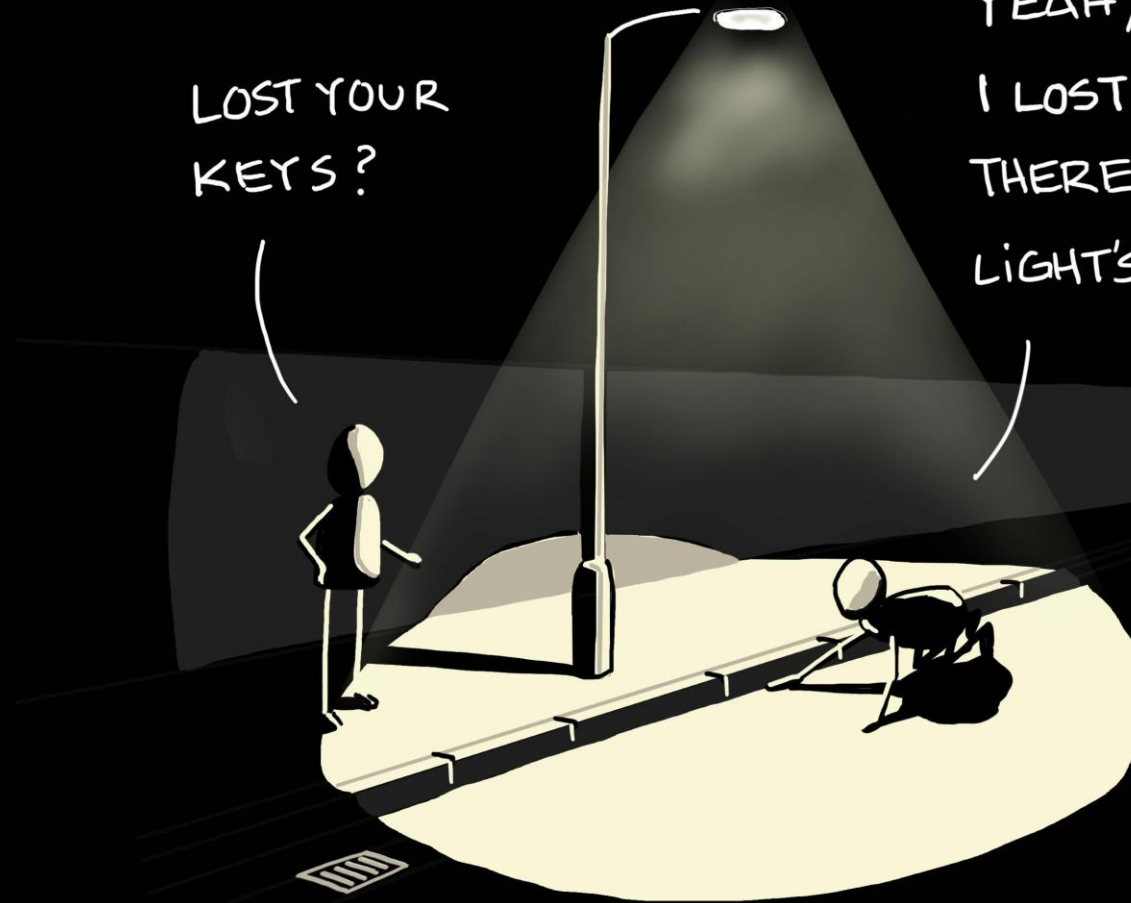
90% of decisions are based
on structured data

But 80% of data is
unstructured

Unstructured data represents a huge untapped resource with the potential to create competitive advantage for those that figure out how to use it.

LOOKING UNDER THE LAMPOST

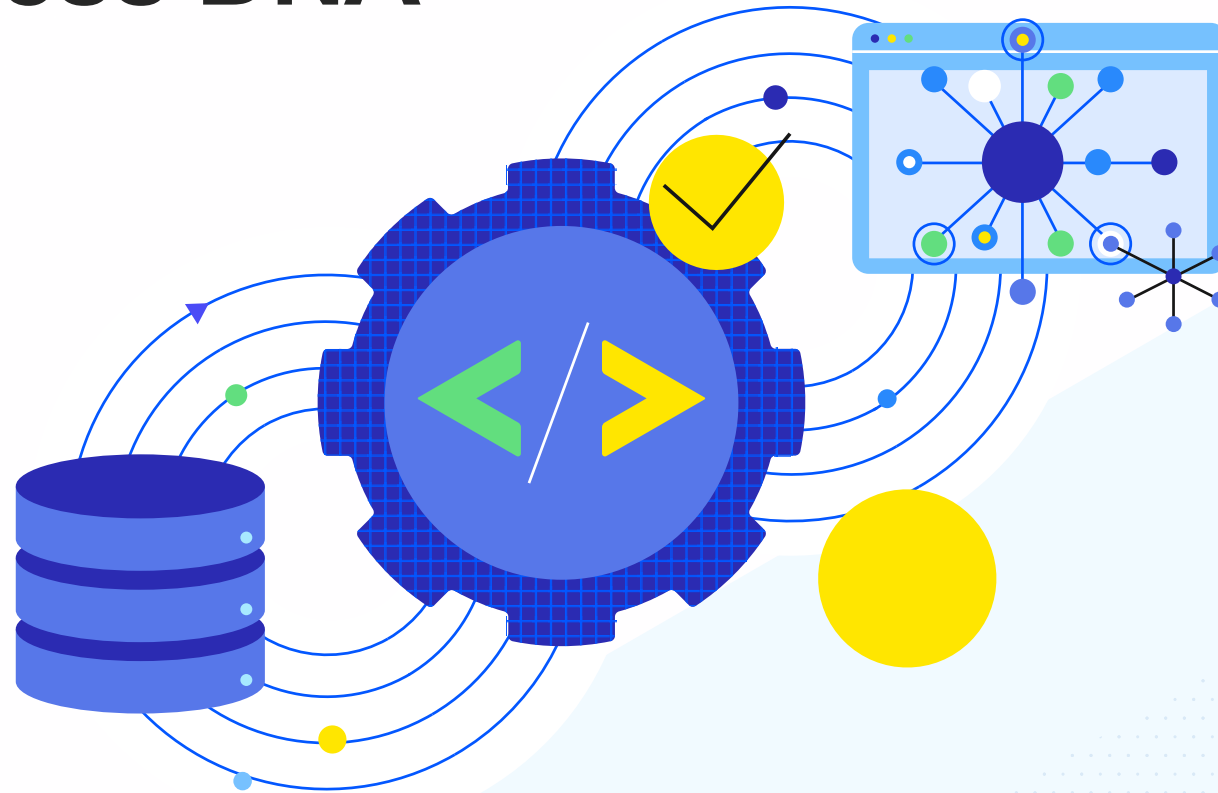
LOST YOUR
KEYS?



YEAH,
I LOST THEM OVER
THERE BUT THE
LIGHT'S BETTER HERE

sketchplanations

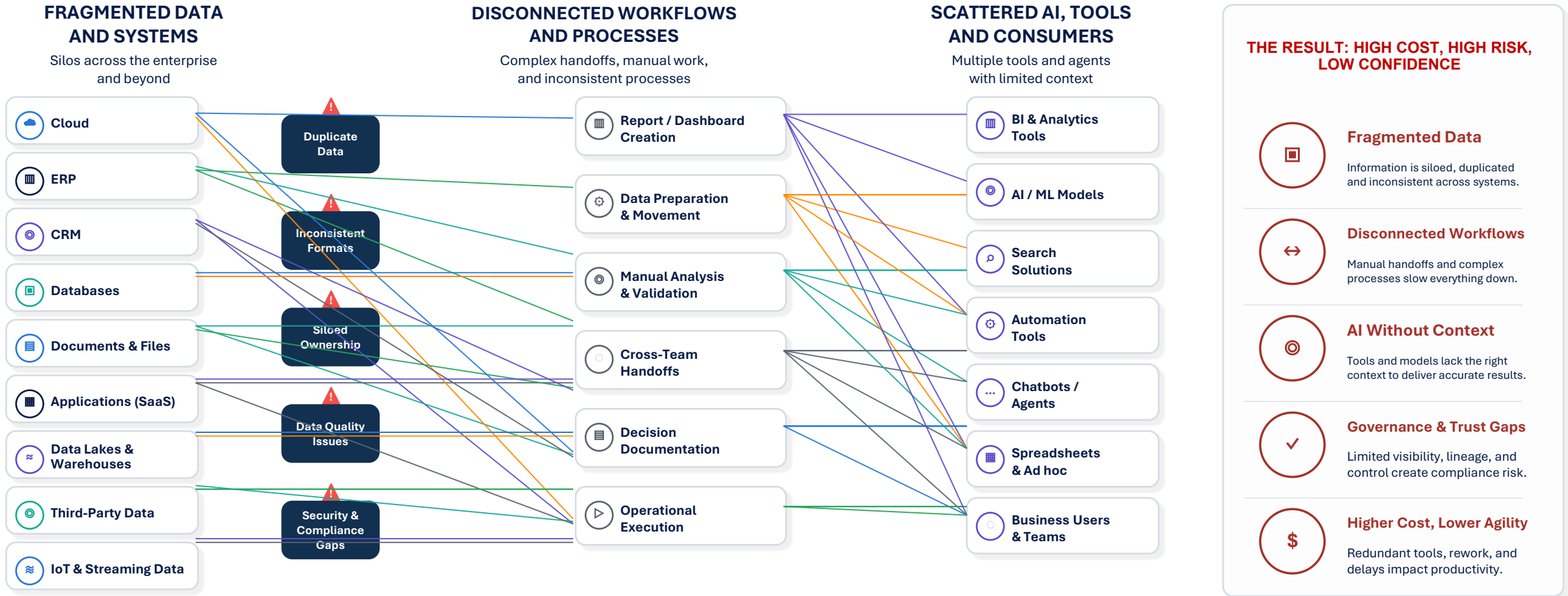
The Progress DNA



Database + Search + Semantics

The Reality Today: A Fragmented Enterprise

Data, applications, workflows, and AI are everywhere — disconnected, inconsistent, and hard to trust.



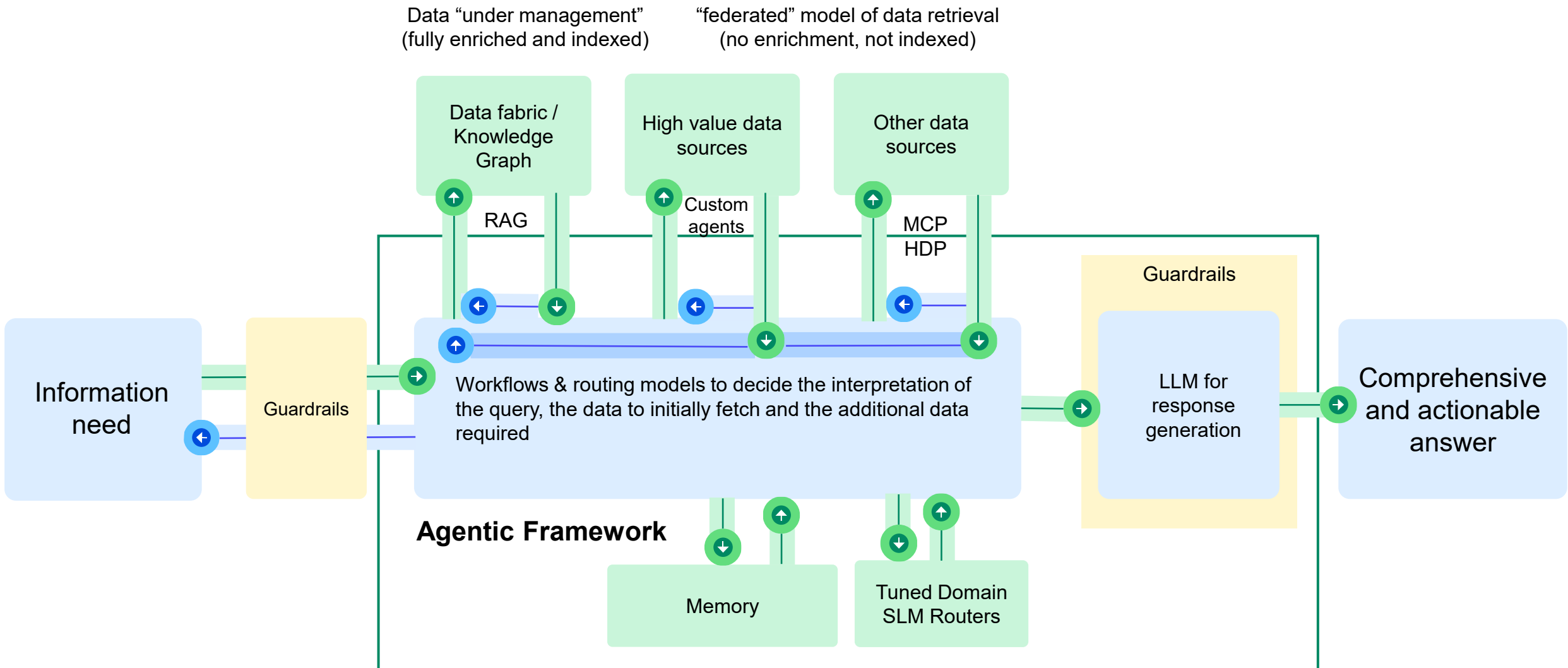
BUSINESS IMPACT

- Slow time to insight
- Higher operational cost
- Increased risk and compliance exposure
- Poor user experience and adoption
- Missed opportunities and competitive disadvantage

**AI did not create
fragmentation.**

**AI magnified fragmentation
into an enterprise-level
operational challenge.**

Orchestrate or be orchestrated



Moving from Data Access to Trusted Intelligence

Pre-AI Buying Behaviors

Data Strategy: Fragmented and Functional

- Bought point solutions
- Focused on data access and storage
- AI was experimental, isolated
- Decisions made using limited, structured data (20%)
- Functional ownership split (IT, analytics, business units)

RESULT:
Fragmented architecture deemed
“good enough”

Post-AI Buying Behaviors

AI Forces Unified, Trusted Data Strategy

- Buying platforms, not tools
- Prioritizing trusted governed, trusted, contextual data over raw access
- AI use case require cross system reasoning, real-time decisioning, explainability and auditability
- CIO/CDO-led strategic initiatives

RESULT:
Fragmented data breaks AI,
no longer acceptable

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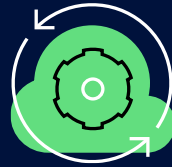
Expand Your Enterprise Application Horizons

Key Capabilities in OpenEdge 13.0



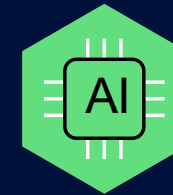
FIPS Mode Support

Initial compliance for database and PAS for OpenEdge



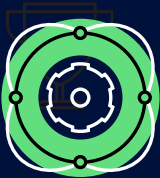
Memory Profiler

Identify and resolve memory-related issues within Progress OpenEdge applications.



AI Hooks

Built-in integration points for the Progress Agentic RAG solution



Enhanced Tooling

Access to OpenEdge MCP Connector for ABL



Threaded Offline Backup and Index Check

Faster maintenance with reduced downtime



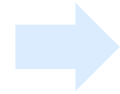
User-Defined Generics & Scientific Notation

Modern ABL capabilities

Roadmap Focus¹

¹Not a complete feature list

Now



- Upgrading 3rd party libraries
- Security updates
- Simplify Certificate management: Use OS Certificate store
- Improve Pro2 performance
- PAS for OpenEdge log file: configurable rotation by size, delete older files
- LOB Move
- Provide OpenEdge SBOM
- Certifications for 12.8 (.Net 10, RHEL, Ubuntu, SLES)

Next



- Version-independent PASOE; expose biz logic via MCP Server
- Utilize third-party Secrets Management Service (SMS)
- Simplify Certificate management: SSL/TLS Certificate management
- Certifications for 13.1 (.Net 10, RHEL, Ubuntu, SLES)
- Strongly typed annotations
- Bring Your Own Eclipse
- Build additional AI features into OpenEdge

Later

- Optimize C/S network traffic
- Test Case & Doc Gen, Data Analysis, Charting, Reporting – Generative AI
- EntitySets
- DB Scalability: Separate BI & AI Buffer Latch Duties
- Online DB admin – e.g., Index deactivate
- Application-specific tracing metrics (OpenTelemetry)
- Advanced OECC Features



Whether you're an ISV building software for customers or part of an internal team running mission-critical systems, **developers want:**

Don't Forget About the Developers

Whether you're an ISV building software for customers or part of an internal team running mission-critical systems, **developers want:**

Modern tools

Automation

Quick wins

Opportunities to
grow

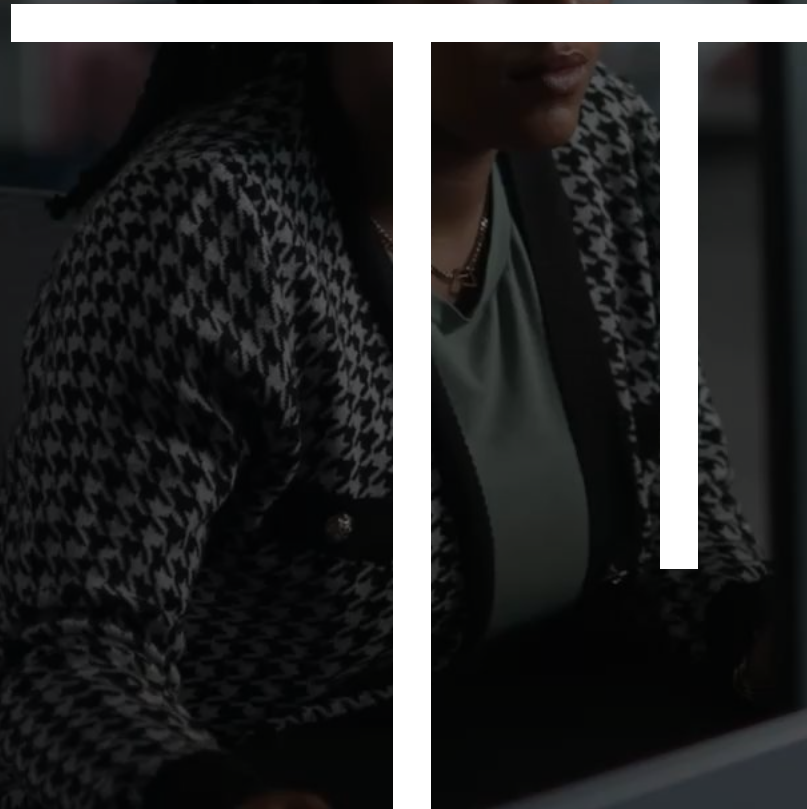
The I-Shaped Engineer



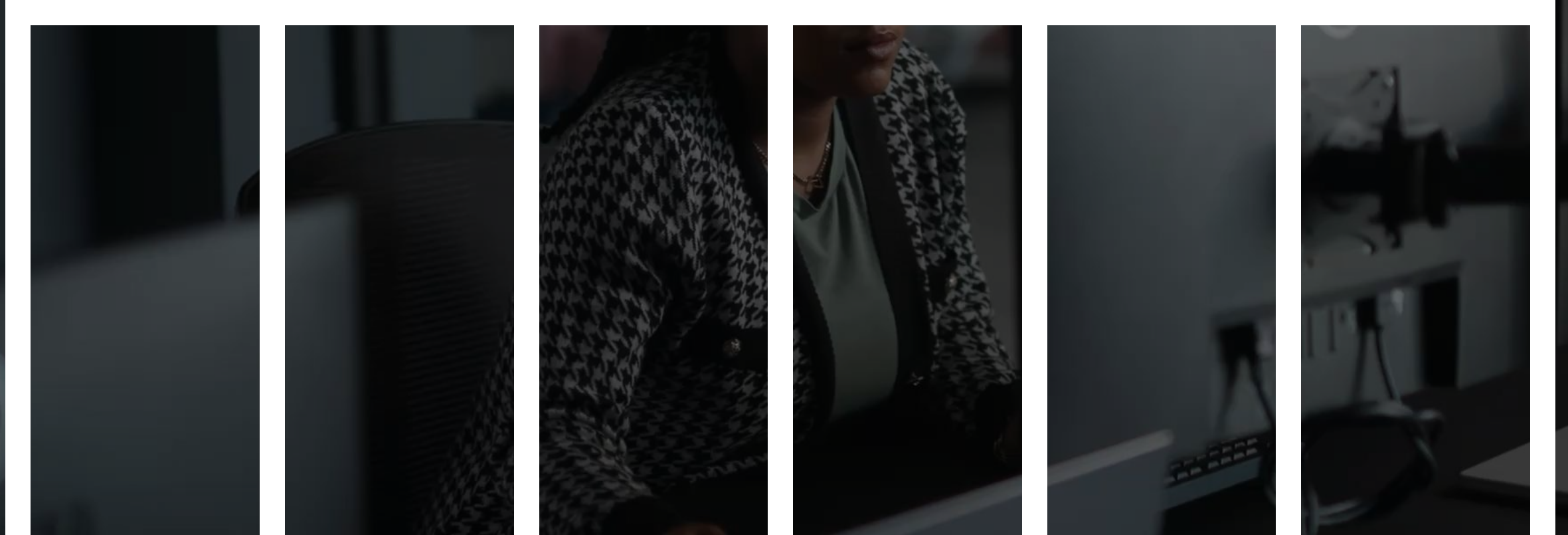
The T-Shaped Engineer



The π -Shaped Engineer



The New Reality: The Comb-Shaped Engineer



AI-First is how we accelerate modernisation

AI is not a side initiative: it is embedded in how we build and operate.

- AI adoption remains a key theme across engineering teams
- Focus on practical enablement
- Expect every team to integrate AI where relevant
- Cross-team collaboration as default: leverage frameworks & agent collections, share and exchange what your teams have created.

AI-First = Role + Operating Model Evolution

AI-First is not a tool. It's a new way of working.

- AI-First means evolving what we do (Engineer, QA, PM, leaders) and evolving how we do it (practices, workflow, standards).
- AI is now embedded into daily workflows to improve speed, quality, reliability, and security.
- AI amplifies people who adopt it - it is an accelerator with guardrails, not an autopilot.
- The shift is from “doing the work” to “steering, validating, and scaling the work”.

AI-First Amplifies our Strengths AND our Weaknesses

How we work must evolve:

- Agile practices must evolve deliberately
- We optimize how we operate - changes are intentional
- Communication and team norms are critical at scale
- Weak coordination is amplified - strong systems compound

Leadership and accountability matter more:

- Managers:
 - Lead with intent and attention
 - Strengthen check-ins, snapshots, meaningful 1:1s
- Teams:
 - Be vocal on needs, risks, and constraints
 - Take ownership beyond your immediate scope

This is a team sport: AI success is team-level, not individual; we win or fail based on how we operate together.

AI-First does not tolerate weak systems. It makes them visible. Strong teams will accelerate. Others will fall behind.

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Expand Your Enterprise Application Horizons

