



Byron 3.0 – scaling the engine.

A governed intelligence platform for Northern Trust. One access point, one engine, one fixed number.

NORTHERN TRUST × LYZR • BUSINESS CASE

Byron moved the margin. Byron 3.0 scales the engine.

THE NAME

1889

Byron carries the founder's name.

Named for founder Byron Laflin Smith. Now firmwide across sales, analytics, programming, and fraud prevention — not a pilot.

NT 2025 Annual Report • O'Grady, 2026 Annual Meeting

WHAT BYRON HAS DELIVERED

>4%

of the 2025 expense base, saved by AI.

NT Byron's productivity savings exceeded 4% of the 2025 expense base. Every employee now has access.

CEO Michael O'Grady, 2026 Annual Meeting of Stockholders

WHY BYRON 3.0 NOW

33%

margin target — up from 29.2% in 2025.

The AI productivity engine is NT's largest lever to close the ~400bps gap. Byron 3.0 keeps it compounding.

NT Q4 2025 8-K (Jan 22, 2026) • Strategic Update

THE SCALE TO SERVE • INFINITE SCALABILITY

\$18.7_T

in assets under custody & administration.

NT's stated AI strategy names infinite scalability as its third outcome. Byron 3.0 is the platform layer that governs and scales agents to that mandate.

AUC/A: NT Q4 2025 8-K • Strategy: O'Grady, Q1 2026 Earnings Call

THE BYRON EVOLUTION

BYRON 1.0

Retrieval

SharePoint-connected agents. Users had to know which agent to ask.



BYRON 2.0

Orchestration

A parent agent routes intent to child agents.
Built in Copilot Studio.



BYRON 3.0

Enterprise intelligence

One governed layer across every framework, vendor, and business unit.

THE SHIFT

*Byron 2.0 proved the model at Northern Trust's scale. Byron 3.0 makes it **structural** — the enterprise intelligence layer beneath every agent, in every framework, across the firm.*

*Byron's success created **three new realities.***

Proving AI works was Byron 2.0. What comes next is defined by what that success set in motion.

Reality 01

Demand is expanding.

Business units increasingly want their own agents. Intake runs at 1–2 new requests per week, projected to exceed 50 business-unit agents by Q4 2026.

Consequence: the per-agent delivery model breaks.

Reality 02

Development is diversifying.

Agents are no longer Copilot Studio alone. Other pro-code frameworks (LangChain, LangGraph), digital coworkers, and third-party vendor AI now coexist.

Consequence: governance fragments across frameworks.

Reality 03

Governance stays uncompromising.

As adoption accelerates, enterprise expectations don't soften. Model risk, security, privacy, and compliance review must hold at custodian scale.

Consequence: without a platform, innovation slows.

THE DIAGNOSIS

*Northern Trust's challenge is no longer building intelligent agents. It is institutionalizing the **operating model** that lets hundreds of agents be delivered with the same governance, trust, and efficiency as the first.*

THE OPERATING MODEL HAS BECOME THE CONSTRAINT

BYRON 2.0 • TODAY

Every agent, built from scratch.

Business unit requests an agent

Custom integration

Custom governance review

Custom evaluation setup

Deploy

REPEATED • EVERY AGENT • 50+ TIMES

VS



BYRON 3.0 • THE LAYER

Every agent inherits the platform.

Registry — onboard once

Identity & policy — inherited

Governance — inherited

Evaluation — inherited

Deploy — governed by default

BUILT ONCE • EVERY FUTURE AGENT REUSES IT

Scale

Grow AI adoption across business units without multiplying operational complexity.

Registry · Marketplace · Agent onboarding

Orchestrate

Coordinate agents, systems, and knowledge across a heterogeneous AI ecosystem.

Routing · Multi-agent workflows
· MCP

Trust

Deliver secure, explainable, observable AI that users and control functions can rely on.

Identity · Evaluation ·
Observability

Govern

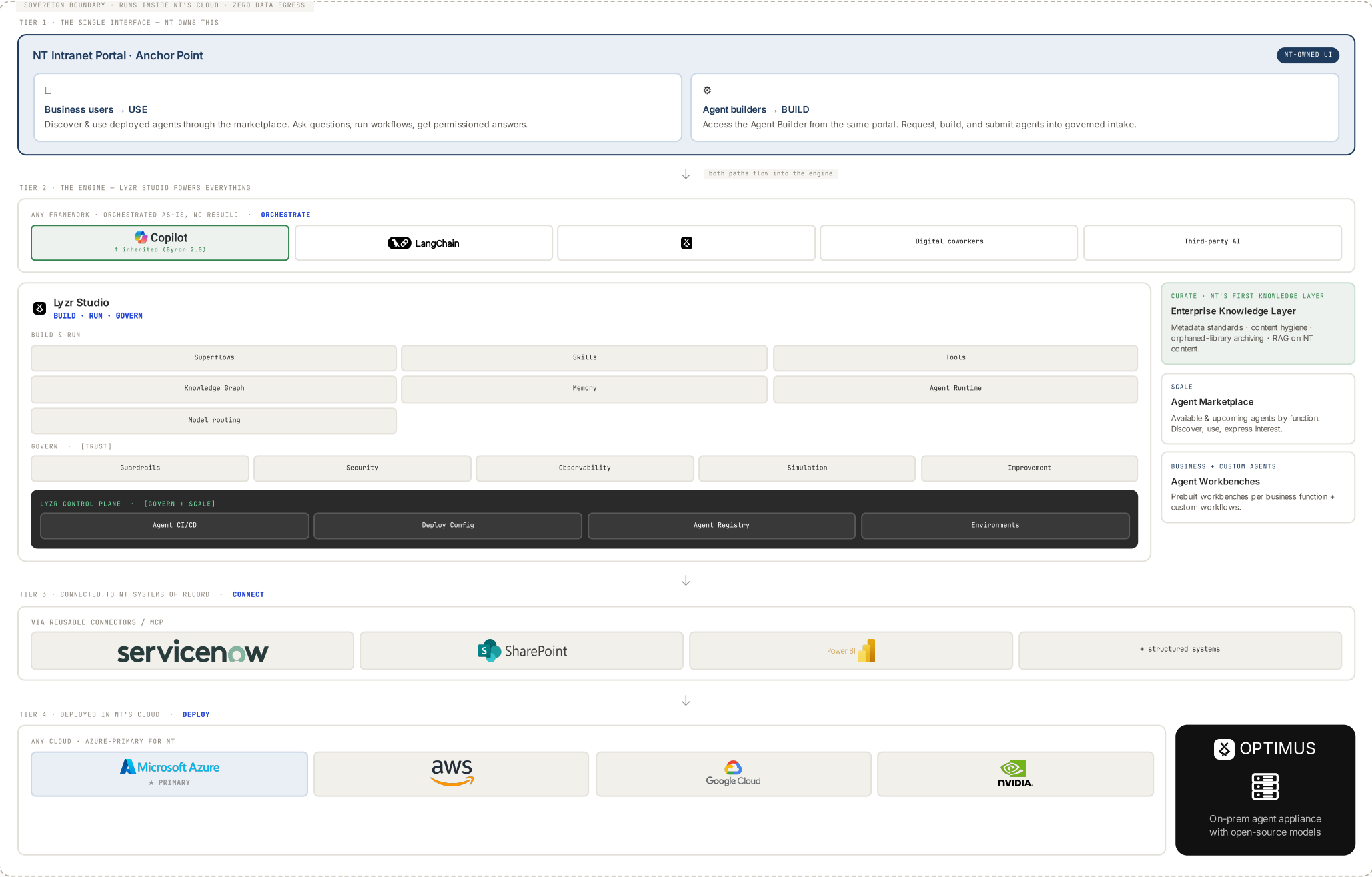
Policy, compliance, and lifecycle as platform properties — routed through NT's own review bodies.

Lifecycle · MRM · TPMO ·
Compliance

*Four capabilities, **implemented as one layer.***

Byron 3.0 is the enterprise intelligence layer between Northern Trust's front door and its agent estate. Scale, Orchestrate, Trust, and Govern become architecture — not aspiration.

THE BYRON 3.0 PLATFORM • ONE ACCESS POINT, ONE ENGINE



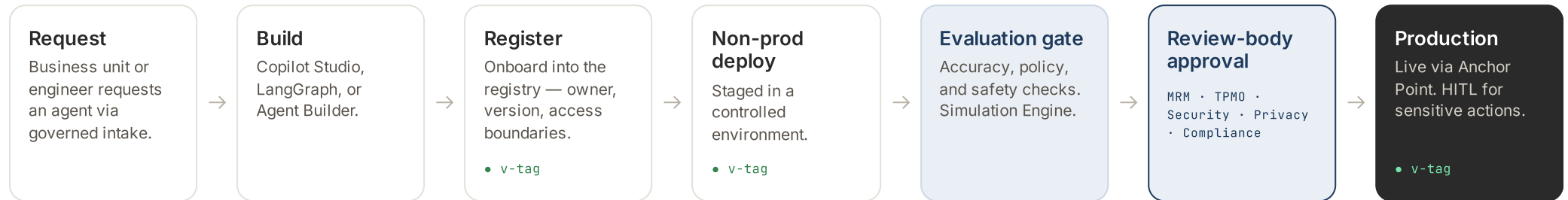
Four capabilities mapped: Scale · Orchestrate · Trust · Govern – tagged [in brackets] on the relevant blocks above

WHY THE KNOWLEDGE LAYER MATTERS Northern Trust has identified **low maturity** across metadata, content lifecycle, and semantic modeling — Byron 3.0 is the firm's first structured enterprise knowledge layer. This is where the platform earns retrieval trust as content and agents multiply.

THE AGENT MARKETPLACE • INSIDE THE INTRANET

THE AGENT LIFECYCLE

*Every agent, **tracked to the commit** — governed through NT's own review bodies.*



WORKFLOW MODES — Synchronous and asynchronous execution, with defined human escalation paths for sensitive or exception cases.

↩ **Fail at the evaluation gate** — automatic rollback, environment cleaned up, nothing reaches production.

Production → Monitor (observability & audit trail) → loops back to Evaluation for continuous improvement

NOTHING REPLACED • EVERYTHING GOVERNED

Byron 2.0's Copilot Studio orchestration keeps running. Pro-code frameworks keep building. Lyzr adds the enterprise layer both need to move from scattered agents to a governed estate — without rebuilding what already works.

Agent building

EXISTING FRAMEWORKS HANDLE

Copilot Studio, LangChain / LangGraph — build agents natively

THE INTELLIGENCE LAYER
ADDS

Registry every agent onboards into — one identity model, one governance gate, regardless of who built it or where

Orchestration

EXISTING FRAMEWORKS HANDLE

Byron 2.0 parent agent routes across Copilot Studio children

THE INTELLIGENCE LAYER
ADDS

Cross-framework routing — intent routing and handoffs across Copilot Studio, other pro-code frameworks, and third-party AI

Data & grounding

EXISTING FRAMEWORKS HANDLE

SharePoint, ServiceNow, Power BI connectors exist as native integrations

THE INTELLIGENCE LAYER
ADDS

Reusable connector patterns & MCP — one integration pattern that scales across business units instead of bespoke per agent

Evaluation & safety

EXISTING FRAMEWORKS HANDLE

Framework-level guardrails on individual agents

THE INTELLIGENCE LAYER
ADDS

Platform evaluation gate — accuracy, relevance, and policy checks before any agent reaches production traffic

Governance & audit

EXISTING FRAMEWORKS HANDLE

Logging and access controls within each framework's own environment

THE INTELLIGENCE LAYER
ADDS

One control plane — one entitlement model, one audit trail across every framework, routed through NT's review bodies

THE COMPOUNDING ADVANTAGE

*Byron 2.0's agents aren't thrown away — they become the first tenants of the layer. Every agent after them inherits governance, identity, evaluation, and connectors **already built**. The estate Northern Trust already runs becomes its foundation.*

One platform. Three enablers on top.

LyZR Studio powers the engine. Three enablers accelerate the journey — and transfer capability to Northern Trust's own teams.

THE FOUNDATION

LyZR Studio

The platform that powers all three enablers — build, run, govern, and improve agents in one place, inside Northern Trust's own cloud boundary.



Consulting

Use-case identification and prioritization, journey planning, value realization, and MBR / QBR frameworks — the top-down view of where Byron 3.0 creates the most value.



Forward-Deployed Engineers

Applied engineers embedded with Northern Trust's team. They accelerate the first builds, then transfer capability so NT engineers own the platform.



Training + Knowledge Repository

Enablement for NT independence. Reusable agent patterns, reference architectures, and deployment playbooks — so the second, tenth, and hundredth agent onboard faster than the first.

WHY NORTHERN TRUST CHOOSES LYZR OVER BUILDING INTERNALLY

Governance built in

Registry, identity, evaluation, audit trails, and human-in-the-loop are platform capabilities from day one — not 5–6 months of engineering before the first workflow ships.

Orchestrate, don't migrate

Existing Copilot Studio and pro-code agents connect as-is. This matches NT's own stated near-term strategy and removes the single largest cost driver in most platform programs.

Capability transfer, not lock-in

Code-level IP transfer of accelerators, connectors, and governance workflows into NT's own repository. The platform becomes Northern Trust's operating capability, with Lyrz in an advisory role.

Proven where trust must be earned.

Global consulting firms. Fortune 500 enterprises. Regulated financial institutions. Lyzr has already been chosen where the stakes are highest and the scrutiny is deepest.

CHOSEN BY PEERS

Trusted by the environments.

accenture

wtw

PUBLICIS
GROUPE

CROWN
CASTLE

KPMG

PROPHET

GLOBAL CONSULTING • FORTUNE 500 • REGULATED ENTERPRISES

BACKED BY

Strategic investors betting on Lyzr's agentic future.

accenture
Ventures

INVESTED TWICE. CONVICTION, DOUBLED.

 **rocketship.vc**


firstsource

STRATEGIC INVESTORS • CAPITAL AND CONVICTION

RECOGNIZED BY THE FIRMS THAT SHAPE THE MARKET

Awards and analyst recognition.



CB INSIGHTS • 2026

Top AI 100

Ranked #6

By Mosaic Score. Top 6% of the cohort.



GARTNER • 2026

Hype Cycle for Agentic AI

Featured Mention

Named vendor in the emerging agentic AI category.



HFS HORIZONS • 2026

Enterprise Innovator

Horizon 2

Agentic Technology category.



EVEREST PEAK MATRIX® • 2026

Agentic AI Products

Major Contender

Recognized in the leading independent evaluation.

INDEPENDENT ANALYST VALIDATION • 2026

CERTIFIED • SECURE • READY

The credentials that matter.

SOC 2 Type II

Security & availability

ISO 27001

Information security

GDPR

Data protection

ISO 27701

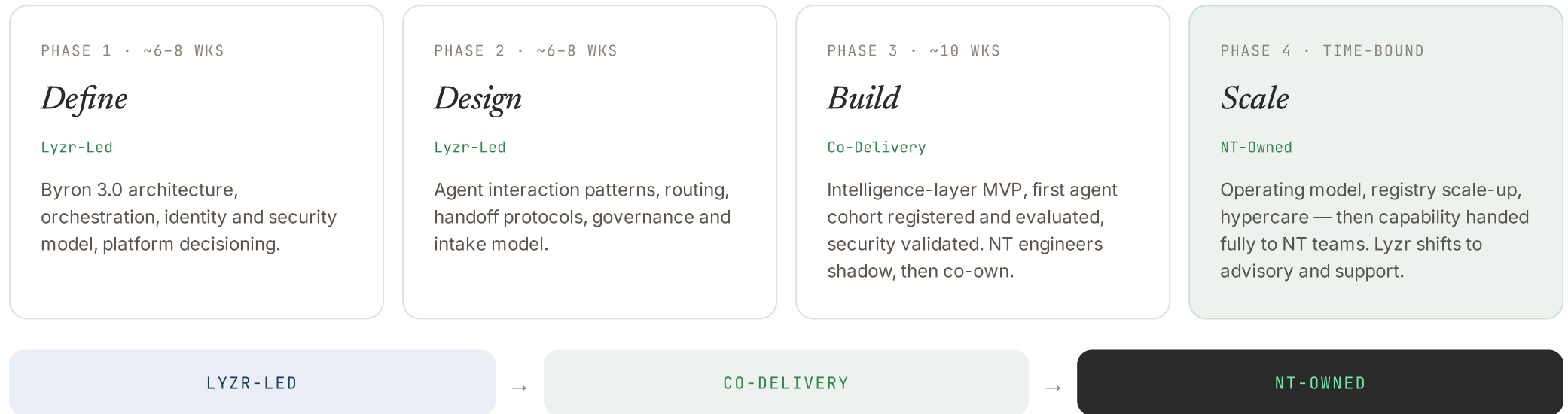
Privacy management

THE PARTNERSHIP

Northern Trust brings 136 years of institutional trust and the Byron platform it has already proven. Lyzr brings the enterprise layer to scale it. Together – a governed intelligence platform that compounds with every agent, every cycle.

Four phases. Lyzr's role shrinks at each one.

Aligned to Northern Trust's requested delivery motion. Capability transfer is built into the sequence — the platform ends as NT's own.



Enterprise Service Levels & Resilience

SERVICE LEVELS

- Platform availability aligned to enterprise usage
- Incident classification & time-bound response by impact tier
- Orchestration latency and throttling to protect core use cases during peak
- Regular reporting on platform health, routing outcomes, and policy events

RESILIENCE

- High availability and disaster-recovery alignment
- Graceful degradation — individual agent or integration failures don't take down the platform
- Predictable behavior when context, permissions, or downstream services are unavailable
- Artifacts provided for audit, risk, and compliance reviews

FUTURE READY

*Byron 3.0 is the foundation, not the destination. The same governed layer extends to an enterprise agent marketplace, cross-business intelligence, and — on Northern Trust's own roadmap — **client-facing AI services**.*

One number. *Shared risk.*

Northern Trust carries no delivery risk and no consumption risk in Year One. Lyzr funds the team; NT pays one fixed license.

YEAR ONE

\$1,000,000

Fixed. Unlimited use. No overage at any volume.

- **Full Lyzr platform** — governance, orchestration, lifecycle, evaluation, environments
- **Delivery team funded by Lyzr** — 7 people, no charge
- **On-site FDE consultant**, 6 months
- **Bangalore agentic pod** — 6 resources, 12 months
- No separate charge for implementation, integration, or usage

YEAR TWO ONWARDS

\$1,000,000 *base*

Fixed base + measured consumption. Rate published & held in advance.

- **200 billion TPL** included in base
- **\$250,000** per additional 50 billion TPL — flat, no step-ups
- 250B → \$1.25M · 300B → \$1.5M · 400B → \$2.0M
- **Delivery support optional** — NT teams, Lyzr pod, or hybrid

	YEAR ONE	YEAR TWO
Platform license	\$1,000,000	\$1,000,000 base
Usage	Unlimited	200B TPL included
Additional consumption	None	\$250K per 50B TPL
Delivery & engineering	Included · Lyzr-funded	Optional
LLM inference & compute	NT direct	NT direct
Agentic IP ownership	Northern Trust	Northern Trust

WHAT NT PAYS DIRECTLY · OUTSIDE THE LICENSE

- **LLM inference** — NT's own model providers, no Lyzr markup
- **Cloud & hosting compute** — NT's own Azure
- Model- and cloud-agnostic, change anytime

IP & EXIT · NO LOCK-IN

- **NT owns everything built** — agents, prompts, knowledge, integrations, Byron 3.0 in full
- Open-source core, no proprietary runtime dependency
- Exit assistance & open-format export committed at signature

ON T&M The RFP invites both fixed-bid and T&M. Lyzr submits a fixed bid only — T&M pays a vendor more when delivery takes longer, pointing the incentive the wrong way on an intelligence layer. Lyzr carries the schedule risk instead. A T&M schedule is available on request.

THE COMMERCIAL PRINCIPLE

*Byron 3.0 creates value when it reaches scaled, governed production — not when a timesheet is filed. Lyzr funds the path there and prices the platform as **one fixed, defensible number**.*