lopoco
low power systems

Team

- **Andrew Sharp, CEO and co-founder.** In the server business in Silicon Valley since joining Convergent Technologies in the mid-1980s; and has worked at Sun, HP, SGI and LSI, as well as a host of startups.

- **Peter Theunis, Co-founder and CTO.** More than 10 years of experience in large scale systems architecture in Silicon Valley startups as well as with Yahoo!

- **Jack Mills, VP of Engineering.** Architect of the Pentium and Itanium processors at Intel; former Director of advanced processor research at Intel (Advisor)

- **Mark Brine, CFO.** Director of Finance at Cloudera. Started career in Silicon Valley with VLSI; Finance VP at semi-conductor startup Discera; (Advisor)

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Problem Statement

Problem: datacenter power consumption

Solution: highly disruptive product

Servers that consume 1/4 the power of conventional servers

- 64-bit X86 processors from Intel and AMD

- Comparable performance to conventional servers

- conventional form factors

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Solution
Twice the servers + **1/3 the power**

12.5 KWatt

20 Servers

Half the rack EMPTY

4.1 KWatt

40+ Servers

No wasted rack space

Conventional

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Irresistible Value Proposition

Savings per year on just electricity costs 12c/kWH

Servers/yr	100	1,000	50,000
Conventional	$52,500	$525,000	$26,250,000
Lopoco	$9,500	$95,000	$4,750,000
Savings	**$43,000**	**$430,000**	**$21,500,000**

Total Savings 3 year estimated

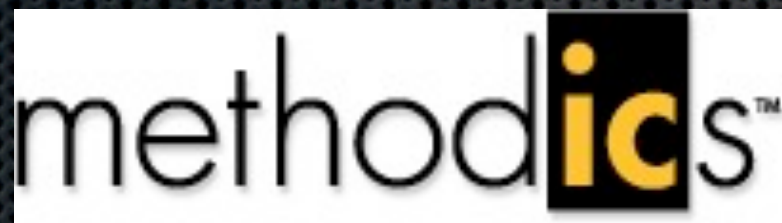| 50k Servers	$50/watt	$75/watt
Conventional	$437,500,000	$656,250,000
Lopoco	$125,000,000	$187,500,000
Savings	**$312,500,000**	**$468,750,000**

Traction & Validation

Revenue to date: $75k [Oct 4 2013]

- 8 customers, 75% repeat customers

- over 60 systems shipped

- Named "most efficient server" tested to date by Power Assure Corporation

Customers

Recent Milestones

- Announced company in August

- Released new web site in August

  - One web customer already

- Solid relationships established with suppliers & CMs.

- First PR campaign executed in August, second starting October.

Competition

- High threat: top tier server vendors including HP, Dell, IBM, Oracle, Lenovo, Quanta

- Low (no?) threat level: so-called efficient server startups: SeaMicro (nee AMD), Smoothstone, Calexda.

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Market

- Current global server market > $40bb.

- Lopoco style servers will be $80bb in 5-10 years

- Not targeting HPC market

Market Strategy

- Direct

- VAR and reseller channels TBP after funding close

Exit

- $400mm in sales in 3 years = acquisition valuation of $4bb

- Highly disruptive product: acquisition most likely

- Similars:

  - $2bb Cobalt Systems, purchased by Sun in 2000

  - $580mm Seamicro, purchased by AMD in March

  - $1bb Wyse Technology (low power desktops) purchased by Dell in August 2012