Team

- **Andrew Sharp, CEO and co-founder.**
  Engineer and Manager in the server business since the mid-1980s

- **Peter Theunis, Co-founder and CTO.**
  > 10 years of experience in large scale systems deployments

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

- **Mark Brine, CFO.** (Advisor, Board member)
  Director of Finance at Cloudera.

Problem

WASTEFUL!

Conventional servers waste more than 1/2 the power they consume

- 100s of millions of $$ for large data centers

- Not great for SMBs either

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Solution

Lopoco Ultra-efficient servers **1/4 the power of conventional servers**

- >50% Reduction in Data center OperatingExpenses

- **Lopoco** servers run cool and quiet => more reliable

- Less power means more servers in less space

Solution

1/3 the power AND Twice the servers

20 Servers

Half the rack EMPTY

40 Servers

No wasted rack space

Conventional

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12.5 KWatt

4.1 KWatt

Irresistible Value Proposition

Savings per year on just electricity costs   12c/kWH

Servers/yr	100	1,000	50,000
Conventional	$42,500	$425,000	$21,250,000
Lopoco	$10,500	$105,000	$5,250,000
Savings	**$32,000**	**$320,000**	**$16,000,000**

Irresistible Value Proposition

Total Savings - Large Data Center 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]

- Named "Most Efficient Server" tested to date by Power Assure Corporation **POWER ASSURE**

- 8 customers, 75% repeat customers

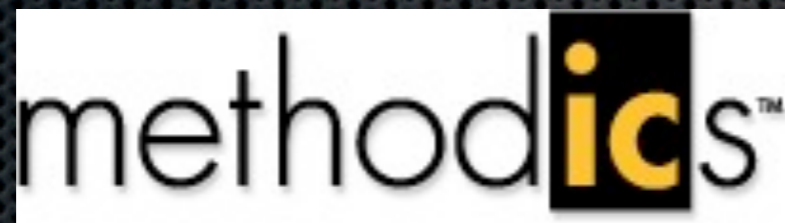- over 60 systems shipped

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Recent Milestones

- Announced company in July

- Released new web site in July

- Well established relationships with suppliers & Contract Manufacturers.

- PR: first campaign completed in August - 6 articles in data center media outlets

  - Second campaign started in October.

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Customers

LIGHT & MOTION

pogoseat

methodics™

Datafiniti
The Search Engine for Data

SYMSOFT
SOLUTIONS

sanjoseca.gov

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Competition

- Existing server vendors:
HP, Dell, IBM, Lenovo, Oracle, Supermicro, Quanta

Differentiation

SeaMicro (nee AMD), Smoothstone, Calexda

All are selling a product customers don't want:

- Proprietary hardware

- Custom silicon

- Not efficient!

- Weird processors, weird form factors, just weird

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Market

- Current global server market > $50bb. Expected to grow to $100bb in 5-8 years

- Lopoco style servers predicted to be 80% of market in 5-8 years => $80bb

- Not targeting HPC market

Market Strategy

- Direct sales

- VAR and reseller channels TBP after funding close

Exit

- Highly disruptive product: acquisition most likely

- $400mm revenue/yr in 3 years = acquisition valuation of $4bb
  1000 servers ~= $2.5m
  Over 100 NA customers buy in quantities > 1000/month

- Similars:

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

  - $335mm Seamicro, purchased by AMD in March

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

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