

The logo for lopoco low power systems is centered on a dark grey rounded rectangle. The word "lopoco" is written in a large, bold, green, 3D-style font with a gradient from light to dark green. Below it, the words "low power systems" are written in a smaller, white, sans-serif font.

lopoco
low power systems

Team

- Andrew Sharp, CEO and co-founder. In the server business in Silicon Valley since he joined 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)



Problem

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



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

lopoco
low power systems

Irresistible Value Proposition

Savings per year on just electricity costs

Servers/yr	100	1,000	50,000
Conventional	\$87,600	\$876,000	\$43,800,000
Lopoco	\$15,768	\$157,680	\$7,884,000
Savings	\$71,832	\$718,320	\$35,916,000

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

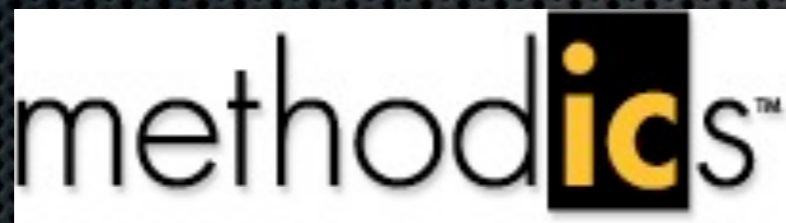
Revenue

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

- 8 customers, 6 repeat customers
- over 60 systems shipped



Customers



Recent Milestones

- Announced company in August
- Released new web site in August
 - One web customer already
- Solid relationships established with vendors & 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, Calxeda.



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
- Similar:
 - \$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

