



## contact

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## team

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soft: Peter Theunis	peter@lopoco.com
hard: Jack Mills	jack@lopoco.com
fund: Mark Brine	mark@lopoco.com

**lopoco** is led by cofounder Andrew Sharp who has been in the server business in Silicon Valley since he joined Convergent Technologies in the mid-1980s, and has worked at Sun, HP and SGI, to name a few.

Peter Theunis has more than 10 years of experience in large scale systems architecture in Silicon Valley startups as well as with Yahoo! A former director of Advanced Processor Research at Intel, Jack Mills was also an architect of the Pentium processor as well as an alumnus of Convergent Technologies.

Mark Brine is a veteran of Silicon Valley startups, starting out at VLSI, and lastly VP of Finance at semiconductor startup Discera.

## executive summary

**lopoco** designs and manufactures green-tech servers that provide substantial energy and cost savings without sacrificing performance. They are built on proven, shipping technology without costly custom chips.

## lopoco validation

Every day, more functionality is being migrated to the cloud. Large cloud data centers to SMBs are wilting under the energy costs of power-hungry servers, which typically spend more than 90% of their life at idle. We have engineered low power servers which use 20% of the energy and 25% of the space of conventional servers. Many data centers today are already at maximum HVAC or power capacity, and will have to shutter or upgrade, at astronomical cost. **lopoco** servers are a perfect solution to alleviate that pain. When HVAC cost savings, higher availability and better opportunity costs are factored in, **lopoco** servers are an irresistible value proposition.

## market

The global \$20B server market<sup>1</sup> is craving for low power solutions. Our low power server products are what every data center, enterprise and SMB wants, but cannot find. We expect products like ours will become about 60% or more of that market in five years. In 3 years, we plan to be on a trajectory to have greater than 20% share of that \$12B market.

## ip & competition

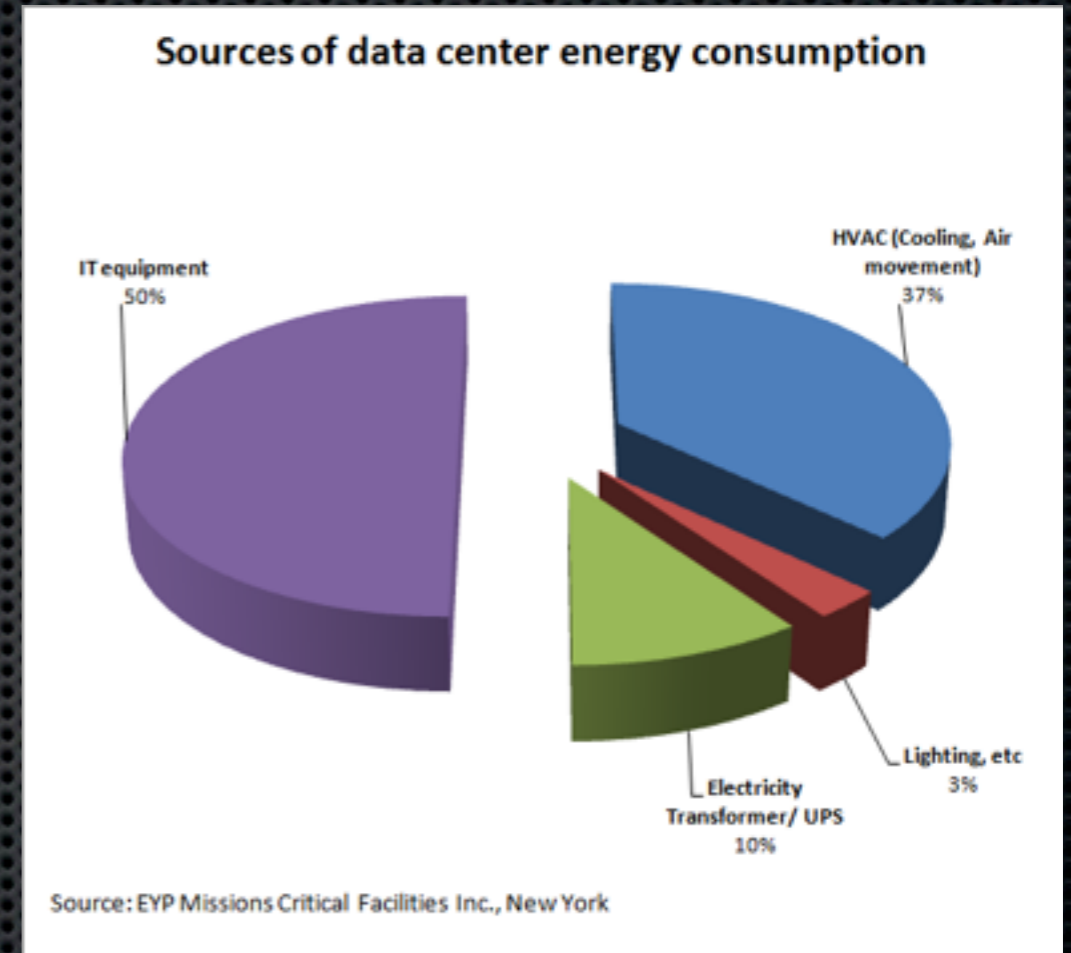
**lopoco**'s power supply technology makes it possible to have servers with an efficiency rating of 99% in some configurations -- unheard of in the industry. We have as many as five patents pending the resources to pursue filing activities. Our true low power solutions utilizing paradigm shattering designs put us well ahead of our competitors, who are in the space because of the fad with costly, confusing products. Our technology, combined with our experience with cloud data centers, server engineering and datacenter software gives us an outstanding competitive advantage.

# Irresistible Value Proposition of **lopoco** Servers

**lopoco** green tech servers help large data centers shed their monthly costs by 80% in virtually all areas. Summing those savings can realize reoccurring cost reductions greater than 90%. *All while preserving business continuity and compliance with conventional form factors and options familiar to customers.*

The graph on the right shows that, with the possible exception of lighting costs, a customer can save power costs in all areas of data center operation.

The table below shows the kind of savings EMEA customers will can realize when considering our products. Per 1000 servers/yr.



European customers		Electricity	HVAC	Totals	Savings
90% avg. load	Conventional X86	\$525,600	\$525,600	\$1,051,200	\$935,568
	Lopoco	\$105,120	\$10,512	\$115,632	