lopoco
low power systems

contact

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team

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

lopoco is led by co-founder Andrew Sharp who has been in the server business in Silicon Valley since he joined Convergent Technologies in 1985, and has worked at Sun, HP, SGI and LSI, as well as several startups.

Peter Theunis, CTO and co-founder, has more than 10 years of experience in large scale systems architecture in Silicon Valley startups as well as with Yahoo!

Jack Mills, VP Engineering, while at Intel was an architect of the Pentium and the Itanium processors; later Director of advanced processor research; also an alumnus of Convergent Technologies. (Advisor)
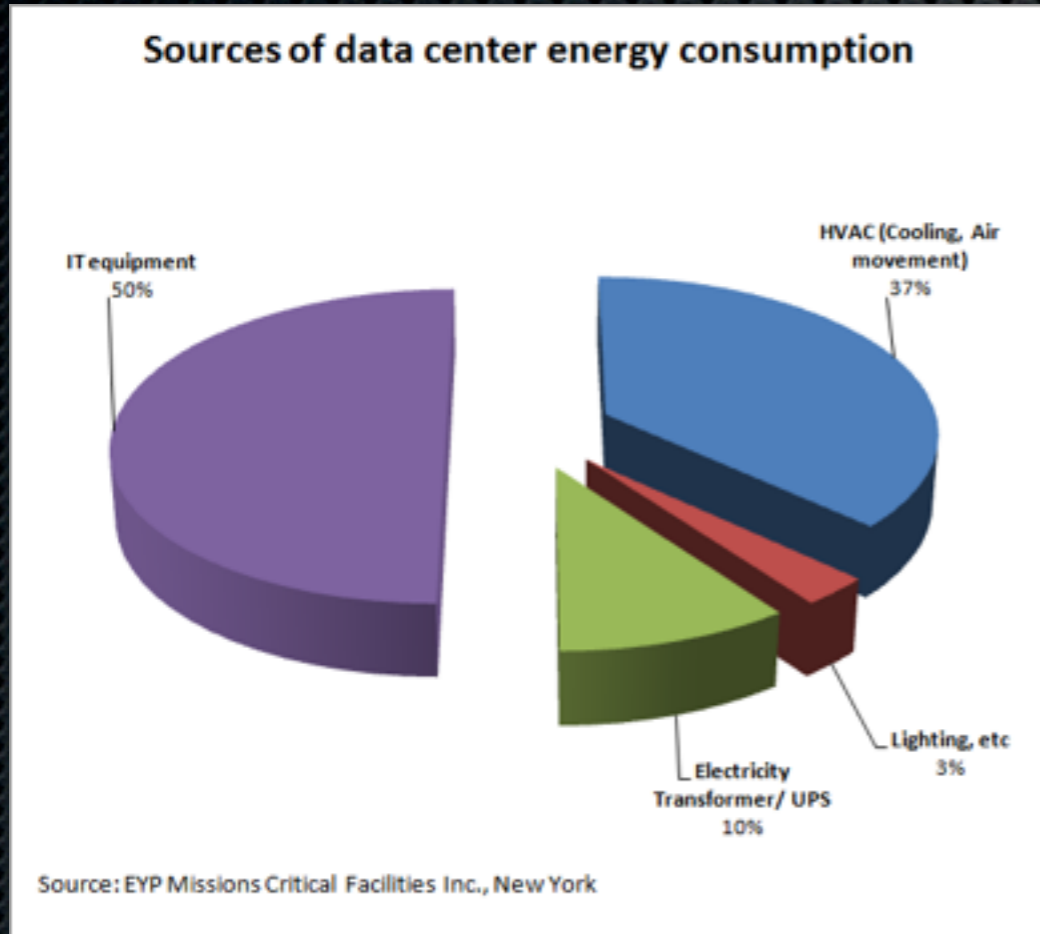
Mark Brine, CFO, is a veteran of Silicon Valley startups, starting out at VLSI, later VP of Finance at semiconductor startup Discera; now Director of Finance at Cloudera. (Advisor/Board Member)

executive summary

lopoco designs and manufactures ultra-efficient servers that use 25% of the power of conventional servers without sacrificing performance or business continuity. Our servers are built on proven, shipping technology without costly custom silicon. Our technology is disruptive to the industry, but not to the customer. All our current products use Intel or AMD 64-bit X86 CPUs[1].

lopoco validation

Revenue to date: $75,000   [October 4, 2013]

75% repeat customer rate

60+ Systems shipped

Almost every server customer, from large cloud data centers to SMBs are wilting under the energy costs of inefficient servers, which typically waste more than half the power they consume. Most large data centers which pay for their own electricity and HVAC will be able to realize a 50% reduction in operating costs by adopting our products, savings which go straight to the bottom line of these companies. Datacenter experts report that they pay between $50-$100 per watt for the power used by their servers. This translates to 100s of millions of dollars in potential savings for large scale data centers.

market

The global $50B server market[2] is hungry for power conserving solutions. Our low power servers are what every enterprise and SMB wants. How revolutionary is our technology? We project that in 5-8 years, **lopoco** style servers will comprise 80% of the market.

ip, competition & exit

Over 2.5 man-years of R & D went in to creating our first generation product line of servers that are very effective at conserving energy. Pending the resources to pursue filing activities, we have considerable IP covering current and future product generations.

Our competition is the entrenched server vendors. Our market lead and disruptive technology, combined with our server industry and engineering experience, and our large scale data center experience, gives us an outstanding competitive advantage.

Our disruptive product, combined with historic behavior of companies in the industry indicates the most likely investor exit will be through acquisition by a top tier vendor.

Irresistible Value Proposition of **lopoco** Servers

lopoco green tech servers help large data centers shred their monthly operating costs by 50%.
All while preserving business continuity and compliance with conventional form factors, CPUs, and server options already familiar to customers.

Sources of data center energy consumption

IT equipment
50%

HVAC (Cooling, Air movement)
37%

Lighting, etc
3%

Electricity Transformer/ UPS
10%

Source: EYP Missions Critical Facilities Inc., New York

The chart above shows that, with the possible exception of lighting costs, a customer can save operating costs in all areas of data center operation by adopting **lopoco** servers.

TCO Running Totals

$3,000,000

$2,250,000

$1,500,000

$750,000

$0

Year 1   Year 2   Year 3

■ lopoco   ■ Conventional

This bar chart illustrates the savings customers (20¢/KwH) can realize when utilizing **lopoco** servers.*
Per 1000 servers for 3 years.

[1]lopoco remains agnostic on the subject of processors: we use what makes the most efficient, useable servers that appeal to customers.
[2]Global server sales, as of Q4, 2012