



Investor FAQ

Q: What is the status of your product? Are you shipping yet?

A: More than 2.5 man-years of R&D went into creating our milestone product line, which we have been shipping to customers for 2+ years, with three product refresh cycles in that time. In Q4 2013, we debuted our ecommerce web site where customers can configure and purchase products directly. Our first server sold, just over 4 years ago, is still up and used daily, with 100% up time.

Q: What procedures must customers take to transition from their existing conventional servers to Lopoco servers?

A: At Lopoco, one of our tenets is that our products won't be successful if they're difficult for customers to adopt. We believe it's very important that our products bring excellent value and advantages to our customers while preserving business and technical continuity. Customers don't have to do anything special to use our servers: they fit in the same spaces in the same way as conventional servers, and they run all the same software. There's no need for re-architecting applications.

Q: Do you have any customers?

A: We currently have 12 customers and over 70 systems shipped. About half of our current customers allow us to monitor their servers very closely with logins on the machines and periodic statistics gathering. We have used this access to verify the claims we make, and also to help refine our product designs, and to gain experience with real world use cases and how our servers perform with respect to those use cases.

Q: How much less electricity do Lopoco server products use?

A: Between 50 and 75% less electricity than conventional servers. But it's not just the electricity that the servers save, but also the many advantages that follow from our ultra efficient designs. For instance, less electricity used means less heat produced, which in turn means less energy consumed by air conditioning. Our servers produce much less heat, noise and vibration, hence they suffer fewer component failures attributable to those factors, which is about 90%. The result of this is higher up times and less maintenance work for IT staff.

Q: How will the investment funds be used?

A: We have traction, and our customers love our products; and now it's time to scale up sales and marketing operations, and manufacturing and fulfillment operations to match. We can answer this question in more detail in interactive sessions.