

## "UniPro" Ltd.

Novosibirsk

Owners:	3 natural persons, 100%
Staff:	150 staff workers, 30 part-time workers
Previous financing:	\$ 1,200,000, including own funds \$ 0, raised funds \$ 1,200,000
Current financing:	\$ 1,470,000, including own funds \$ 0, raised funds \$ 1,470,000
Volume of investment required:	\$ 1,000,000

Intended use of the investments required: 60% - Applied package "Basis" for numeric modeling of stationary electric and magnetic fields. Further development to industrial level. Current state - R&D and creation of an industrial prototype.

- Processor Verification System (Pentium® 4 compatibility testing for instruction set). Further development to industrial level. Current state - the test system already developed.
- Further development of Infobase. There are incultations of Infobase in Russia. For sales and incultations.
- Further development of Fortran Transformer (FTF). Prototype already developed.

15% - Marketing research

25% - Creation of new company in USA to entering the American market, promotion of new products to the market

### Company profile

The company was founded in 1992 on the base of Novosibirsk Institute of Software Systems for cooperation with Sun Microsystems Inc. (USA). Now UniPro has contracts with 3 American companies: Sun Microsystems (USA), EnergyLines Systems (USA), Ispheres, Inc. (USA).

The company also has several contracts on system and applied software development with Russian customers.

### Area and directions of activity

Work and services in the sphere of system and applied software and information technologies:

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- Optimizing compilers (Front-Ends, Back-Ends).
- Numeric modeling of stationary electric and magnetic fields.
- Technology and tools for test development, to test OS and compilers, development of all kinds of tests for different languages, compilers, platforms and operating systems.
- Work with big diversified data bases.
- Automatic parallelization technology.
- Java technology.
- Interval arithmetic technology.
- Technology and support tools for developer team work on a project.

### Products/Services/Technologies

- Fortran 77/90/95/F2K compilers development. Maintenance of C, C++ compilers.
- Automatic parallelizer for Fortran.
- Development of interval Fortran 95 compiler.
- Development of interval libraries for C++ and Java.
- Unified Back-End (for IA32).
- Applied package "Basis" for numeric modeling of stationary electric and magnetic fields.

- Processor Verification System (Pentium® 4 compatibility testing for instruction set).
- Java tools development (Java code coverage tool, Java assembler tools, Java macroprocessor to develop tests, tool discovering differences between standard Java API and API provided by a concrete Java implementation).
- Bug report tracking database - RDBMS/JDBC based application.
- On-line transaction processing system INFOBASE.
- Development and support of Municipal information systems (MIS).
- Certification tests for Java and Java virtual machine, tests for Personal Java.
- Tests for Fortran 77/90/95/F2K.
- Consulting for the companies Sun Microsystems, Energyline Systems, iSpheres.

#### Achievements

The basic achievement is the availability of stable order portfolio for compound software products and steady income growth, growth of the number contracts and projects and also increase of the number of employees. "UniPro" has successfully fulfilled more than 30 projects for American companies and more than 10 projects for Russian companies. A participant of the Second Russian Venture Fair, "UniPro" was included in the list of enterprises recommended to investors. "UniPro"'s projects have been presented on the First Annual Russian-American Technology Showcase in California in June, 2002.

#### Prospects of Development

- Continuing work on current contracts.
- Completion of initiative software products development.
- Further development of marketing and marketing research of Russian and foreign software market.

Sales volume (over the last 12 months): \$ 1,200,000

year	Without investments requested	With the investments requested
2002	\$ 1,470,000	\$ 1,470,000
2003	\$ 1,760,000	\$ 3,200,000
2004	\$ 2,100,000	\$ 4,600,000
2005	\$ 2,500,000	\$ 6,000,000