

T-Platforms LLC

Volume of investments required: \$ 1 500 thousand

Use of funds

R&D - 16%

Acquisition of fixed assets - 28%

Marketing - 11%

Acquisition of current assets - 45%

Company profile

1. Date of establishment – November 2002.
2. Size and source of investment to date – \$ 547 000, including: authorized capital stock – \$ 246 000, government budget funds for a scientific research projects 2005–2006 – \$ 301 000.
3. Production – complete solutions for high performance computing and data centers.
4. Target market – mechanical engineering, oil and gas mining, pharmaceuticals, weather and climate prognoses, scientific research, national security.
5. Sales 2004 – \$ 2 104 000.
6. Description and value of assets – \$ 106 000. – T-Forge and T-Bridge cluster systems.
7. Goodwill and intellectual property rights – Utility model: Server platform (patent № 38092 from November 11, 2003), production piece: front panel of server platform (patent № 56683 from November 11, 2003).
8. Signs of public recognition – award tablet “For promoting pioneer server technologies in Russia” from Intel Corporation, gratifying letter from CEO of the Russia-Belarus governmental supercomputer program “SKIF”, gratifying letters from AMD Corporation, the Joint Supercomputer Center of the Russian Academy of Sciences, and other clients and partners.

Owners

1 Individual	100%
Share of government property	0%

Products characteristics

Complete solutions for high performance computing and data centers including customized cluster systems and shared-memory Linux-based supercomputers, specialized software, storage, consulting, rent of machine time and data center facilities; as well as high performance server solutions.

Markets & Competition

	Data	Products of T-Platforms	Alternative of IBM	Alternative of HP
	Geographical Region – Russia and CIS. Market size \$ 11.7 million			
2004	Company market share \$ ths / %	2 104 / 18 %	4 500 / 38 %	2 500 / 21 %
	Geographical Region – Russia and CIS. Market size \$ 211 million			
2009	Company market share \$ ths / %	42 162 / 30 %	49 189 / 35 %	35 135 / 25 %

The Russian supercomputer market being at its development stage, there are no evaluations of analytical agencies available yet. The given assessments are based on the Top50 Russia and CIS supercomputer rating (www.supercomputers.ru) and expert assessments of T-Platforms specialists. As for another T-Platforms' product, multi-processor servers, the company's share on the global Russian server market is insignificant, as the company's proposal is targeted at a narrow segment of high performance computing. While prices for T-Platforms servers start lower than those for competing solutions, T-Platforms average server buy amounts to twice as much as the industry average.

Marketing & Sales

Clusters and supercomputers: direct sales to businesses and organizations, competing in open tender contests. Developing and offering customer-specific complete solutions jointly with local providers of specialized software for target markets, such as Paradigm and Schlumberger (oil&gas), TESIS (engineering), etc. Servers: on-line sales through the corporate web-site with marketing support on the Internet.

Prospects of development

Increasing the share of service in the overall sales volume up to 50% by 2008, increasing the share of corporate customers up to 50% by 2008, cutting down the share of massive in-house hardware production up to 35% by 2008, entering the markets of the Eastern Europe and Middle East.