

**Summary**

1. **Volume of investments required – \$ 5500 thousand.**
2. **Production** – complete solutions for high performance computing and data centers: clusters, SMP supercomputers, servers, storage systems, HPC software.
3. **Trade marks** – T-Platforms, Topus, T-Forge.

**Company profile**

**Date of establishment** – November 2002. 2003: supercomputer SKIF K-500 for the Russia-Belarus joint government supercomputer SKIF program, rated #408 in Top500 world's most powerful supercomputers; 2004: SKIF K-1000, #1 in CIS and Eastern Europe, #98 in Top500. 2005: the only Russian-based brand name on the HPC market, external data processing centers for leading companies on the basis of T-Platforms Cluster Solutions Center. 2007: supercomputer SKIF Cyberia, #1 in CIS and Eastern Europe, #105 in Top500.

**Signs of public recognition** – award tablet “For promoting pioneer server technologies in Russia” from Intel Corporation; Best Company Winner Diploma of the 4<sup>th</sup> Russian Venture Fair; gratifying letters from Secretary of State of the Russia-Belarus union state, AMD Corporation, Moscow State University computing center, St. Petersburg State University, Joint Supercomputing Center of RAS and others.

**Number of employees** – permanently 49 persons, temporary 6.

**Team**

**Vsevolod Opanasenko** – Director General, 35 y.o. Has a degree in engineering, has founded T-Platforms company. T-Platforms, founded by Vsevolod Opanasenko in 2002, grows more than 100% each year until 2005 in sales volume; in 2006 turnover exceeded 2005 sales volume more than 4 times.

**Andrei Slepuhin** – Head of T-Platforms Cluster Solutions Center, 38 y.o. Developed cluster system software at the Moscow State University and Program Systems Institute of RAN, has a certificate of the Linux Professionals Institute. Andrei is the author and co-developer of several parallel software packages and a recognized expert in supercomputing on the Russian HPC market. Andrei's vast and unique experience in developing and tuning cluster systems keeps T-Platforms' technological development on the leading edge and ensures his success as a pre-sale.

**Eugenia Bannikova** – Director on Business development, 38 y.o. Has 15 years of experience in management, including 10 years as a head of marketing, PR and advertising departments of the Russian-based IT companies which advanced from minor firms to leaders in their fields. Has an MBA degree in strategic management from the Russian Institute of Business and Economics and The College of Business and Economics of California State University.

**Elena Perepelova** – CFO, 33 y.o. Has a degree of engineering and 8 years of experience in managing company's financial resources flow and financial relations. Develops strategic and current financial plans, prognostic balances and budgets of funds. Attends the “Finance” course of the MBA program at the High School of Financial Management of the Academy of National Economy.

**Products characteristics**

Turn-key integrated HW/SW solutions for high performance computing optimized for each customer's specific needs. T-Platforms offers a wide range of products for HPC and data centers, including cluster systems and shared-memory Linux-based supercomputers, servers, storage systems of any architecture, cluster system and management software. Technological partnership with major vendors and high professional culture of the team allows the company to provide solutions of any level of performance in record-breaking time and ensure best price/performance ratio on the market. T-Platforms performs a full production cycle and support for its HPC solutions, from project design to warranty and post-warranty support. T-Platforms is the only Russian-based company to hold a number of patents related to supercomputers and develop proprietary supercomputer components.

**Current state**

The company is in active growth stage.

**Development strategy****Use of funds**

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| 1. R&D (development of proprietary supercomputer components)           | 11% |
| 2. Acquisition of fixed assets (supercomputers for providing services) | 22% |
| 3. Marketing (of turn-key integrated supercomputing solutions)         | 25% |
| 4. Acquisition of current assets                                       | 42% |

**Prospective outcome of investment**

The company will increase revenues, gross margins of each delivery, and profits using the funds for the following purposes:

- increasing the share of service in the overall sales volume;
- extending the company's offer for HPC clients: service, software, and solutions based on OEM hardware;
- increasing the company's share on the HPC market;
- increasing the number of customers;
- expanding to worldwide markets.

**Marketing & Markets**

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 Geophysical, Schlumberger, Landmark (oil & gas), TESIS (engineering), etc. Servers: on-line sales through the corporate web-site with marketing support on the Internet.

**Interaction with investor**

Share in the company, which the owner is ready to give: up to 25+1%; payback period for investors is 3–5 years. Insurance arrangements are under discussion with the investor.