

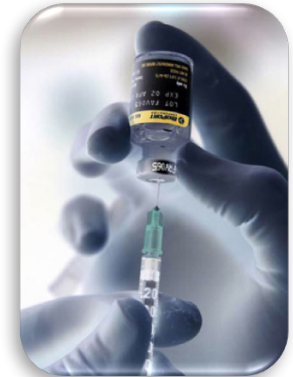
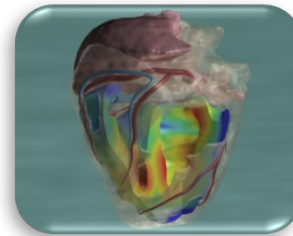


Founders: Steve Hebert, Rob Sherrard & Kevin Ciavarra

# Imagine if . . .

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- A pharmaceutical company could discover new drugs in months, not years
- Medical simulations could run as part of routine check ups
- An entire city-scape could be rendered in real-time
- Or a golf club retailer could analyze 30 swings in a day versus 10



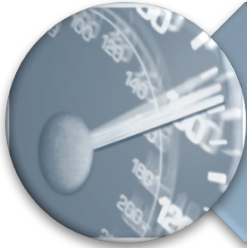
# Computing Time is the Common Pain Point

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# Solution: Nimbix Accelerated Compute Cloud (NACC)

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Increase Customer Productivity with  
Faster Execution Times



Make High Performance Computing  
Easy to Use



Make Money by Offering  
Infrastructure and Applications as a  
Service

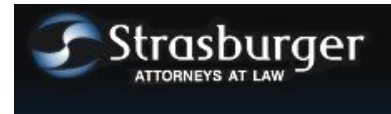


# Founding Team

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## Steve Hebert: Semiconductors/Computing

- ▶ Proven track record of growing businesses and building teams – TI, Calence, Altera
- ▶ Technical Sales/Marketing



## Rob Sherrard: Service Delivery

- ▶ Led design and implementation of large scale datacenters for Microsoft, Comcast
- ▶ Startup experience with Broadcast.com, Avenue A, and thePlatform



## J. Kevin Ciavarra: Advisor

- ▶ Former GC, Highland Capital; Distressed Portfolio Manager, CapitalSource Finance; Partner, PWC



# Nimbix Accelerated Compute Cloud

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## ▶ Nimbix Accelerated Computing On-Demand

- ▶ Offers “pay-per-use” for supercomputing platforms
- ▶ Multiple platforms based on accelerator type: GPU, FPGA, CPU, Memory & Disk
- ▶ Accelerated Applications – One-stop shop

## ▶ Who are Nimbix customers?

- ▶ SMB/Enterprise Corporate HPC operators, application developers, engineers & researchers

## ▶ How does NACC solve the problem?

- ▶ Reduces processing time – Substantially shortens “Time-to-Results”
- ▶ Enables rapid deployment of accelerated applications through NACC Application ecosystem.
- ▶ Eliminates facilities/infrastructure costs since customers can pay for services on demand

# About the Market

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- ▶ Number of computational applications are growing dramatically
- ▶ Software applications in science and engineering take hours and sometimes days to process data
- ▶ HPC market is estimated at \$28B growing at 6.9% through 2013 \*
- ▶ Cloud services growing at 27% CAGR through 2012 representing 4% of budgeted spend in 2010 (>\$1B TAM)\*

\* Source: Intersect360

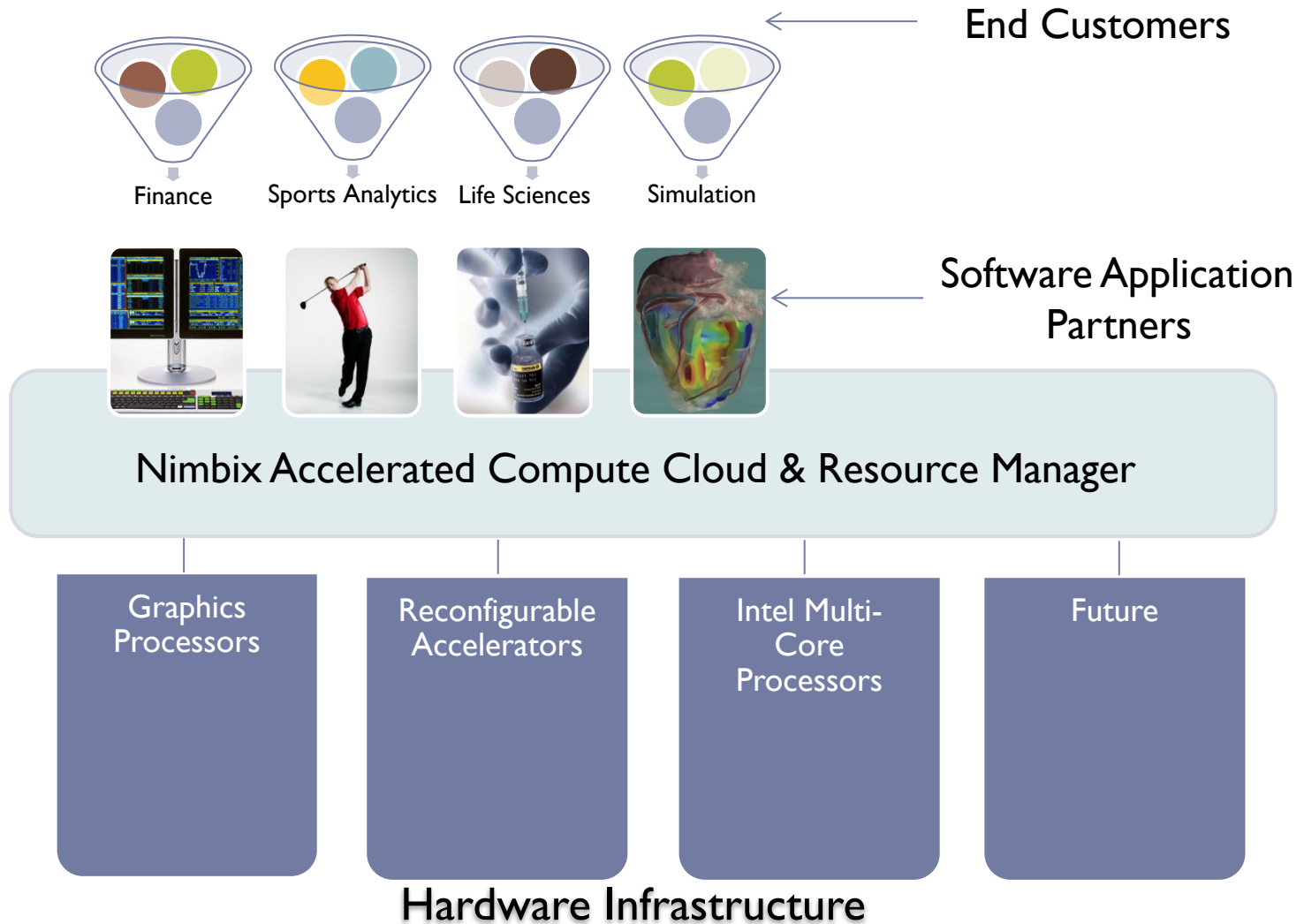
# Competitive Analysis

Features	Amazon EC2	SGI Cyclone	Peer 1 Hosting	Penguin Computing	R-Systems	Nimbix
Cloud Computing	√					√
GPUs	√	√	√	√		√
FPGAs						Roadmap
Cloud Storage	√	√		√		
HPC Apps		√		√	√	√
Physical Systems		√	√	√	√	√
Accelerated Apps						√
Fast Inter-connect	√	√		√	√	Roadmap
Application Expertise		√			√	√





# Nimbix Differentiation



# Projected Financial Information

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	Avg \$/usr/mo	2011	2012	2013	2014	2015
Customers						
# Cloud	\$120	100	300	500	750	1500
# Hosted	\$2850	10	60	120	200	400
Thousands						
Revenue		\$256	\$2340	\$6540	\$10550	\$18900
Gross Margin		45%	55%	68%	69%	71%
EBITDA		\$30	\$370	\$903	\$1476	\$2650
Outside Capital		\$1000	\$3000			

- Fixed operating costs enable healthy margins to fund organic growth
- Projected cash flow positive in month 9
- Additional capital for equipment and staff in 2012 to fuel growth and expanded operations

# Financing Requirements: Sources & Uses

Sources	Amount	Uses	Amount
Preferred Equity	\$1,000,000	Equipment	\$350,000
		Development	\$305,000
Desired Close Date	May '11	Sales/Mktg/Payroll	\$285,000
		Colocation Contract	\$60,000
Total Sources	\$1,000,000		\$1,000,000

- Rackspace, Terremark, Saavis valued at avg of 5-7x revenue
- Serves as perfect incubator for software IP acquisition
- Industry consolidation in 2-5 years for exit via acquisition as players seek to gain scale or expand into adjacent markets

# Current Company Status

- ▶ Launched pilot in late October for initial development and customer acquisition
- ▶ First revenue in December, 2010
- ▶ Launched first commercial application pilot with Xcelerit, March 2011
- ▶ >40 registered cloud users; proactively contacted by Forex, Federal Reserve Bank, IDEX
- ▶ 3 new customers since TW pitch

The screenshot displays the NimbiX Accelerated Compute Cloud (NACC) interface. On the left, the 'Create New Cloud Request' form is visible, with fields for User (shebert), Start time (21-01-2011 14:36), Stop time (22-01-2011 14:36), Quantity (1), Resource type (NVIDIA-M2050), Kernel (Debian.5.4-CUDA), Image (Debian.5.4-CUDA), Memory (24 GB), CPUs (8 CPUs), Disk (20 GB), and Network-cards (1 NIC). On the right, the 'GPU Cloud Computing Service Providers' page is shown, listing various providers and their services. Below the providers, a summary box displays the configuration: Quantity: 1 \* 12, Sum: 12 CCU/h, 1000 CCUs == 200 US, Hourly: 2.40 US, Daily: 57.60 US, Monthly: 1785.60 US, and a 'Create' button.

**NIMBIX** Accelerated Compute Cloud

Create Requests Appliances Images Accounts

Create New Cloud Request

User: shebert

Start time: 21-01-2011 14:36

Stop time: 22-01-2011 14:36

Quantity: 1

Resource type: NVIDIA-M2050

Kernel: Debian.5.4-CUDA

Image: Debian.5.4-CUDA

Memory: 24 GB

CPUs: 8 CPUs

Disk (MB): 20 GB

Network-cards: 1 NIC

**GPU Cloud Computing Service Providers**

The following organisations offer cloud computing services to enable GPU computing from anywhere around the world.

Learn more about GPUs in the cloud, [check out the GPU Technology Conference 2010 sessions on cloud computing.](#)

Partner	Services Offered	Regions Supported
Amazon Web Services	• Hosted GPUs • GPU Cloud	• North America
NimbiX	• Hosted GPUs • GPU on Demand	• North America
Peer1 Hosting	• Hosted GPUs • GPU Cloud • Hosted Reality Server	• North America • Europe
Penguin Computing	• Hosted GPUs • Hosted Reality Server	• North America

**Summary:**

Quantity: 1 \* 12

Sum: 12 CCU/h

1000 CCUs == 200 US

Hourly: 2.40 US

Daily: 57.60 US

Monthly: 1785.60 US

Create

The NimbiX Accelerated Compute Cloud is a service of NimbiX LLC.

Terms and Conditions for the use of NACC can be found [here](#).