

ACQUISITION OPPORTUNITY #S-2018

Distributed Enterprise Backup System (DEBS)

PROFILE:

- (DEBS) is a secure, Java-based application with an AJAX web front end that performs disk-to-disk backups for desktop and laptop computers in a corporate environment. The product is ready to be acquired by a software manufacturer with national distribution. An ideal fit could be security/antivirus or software products that have large, valuable files such as CAD/CAM.

INVESTMENT HIGHLIGHTS:

- Dramatically reduced IT cost compared to typical enterprise backup system (estimated to be 1/10th of centralized backup system)
 - No need for 5 year hardware replacement cycle
 - No additional hardware to buy and maintain
- Secure backups
- Greater utilization of existing computer CPU and storage resources → Better utilization/cost ratio
- Same software for all computer platforms
- File restorations without involving IT
- Eliminate overhead/costs associated with tape backup and tape maintenance
- Highly reliable and robust due to distributed approach
- Scalable for entire enterprise (1000's of nodes)
- Potential US market = $50,000 * 0.75 * 200 = 7.5M$ licenses
- Cost per license: \$10 - \$30 → \$75M - \$225M in revenue
- Annual maintenance = 25% of license fee: \$19M - \$56M / year

PURCHASE PRICE:

This software product is offered for sale for \$1,000,000, as an asset purchase, free and clear of liabilities. A warrantee and consultation/training by the software creator is included in the sale.

Financial Summary

Totals for design, development and testing, 2 years and \$880,000

FOR FURTHER INFORMATION CONTACT:



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