oliscience
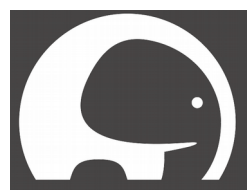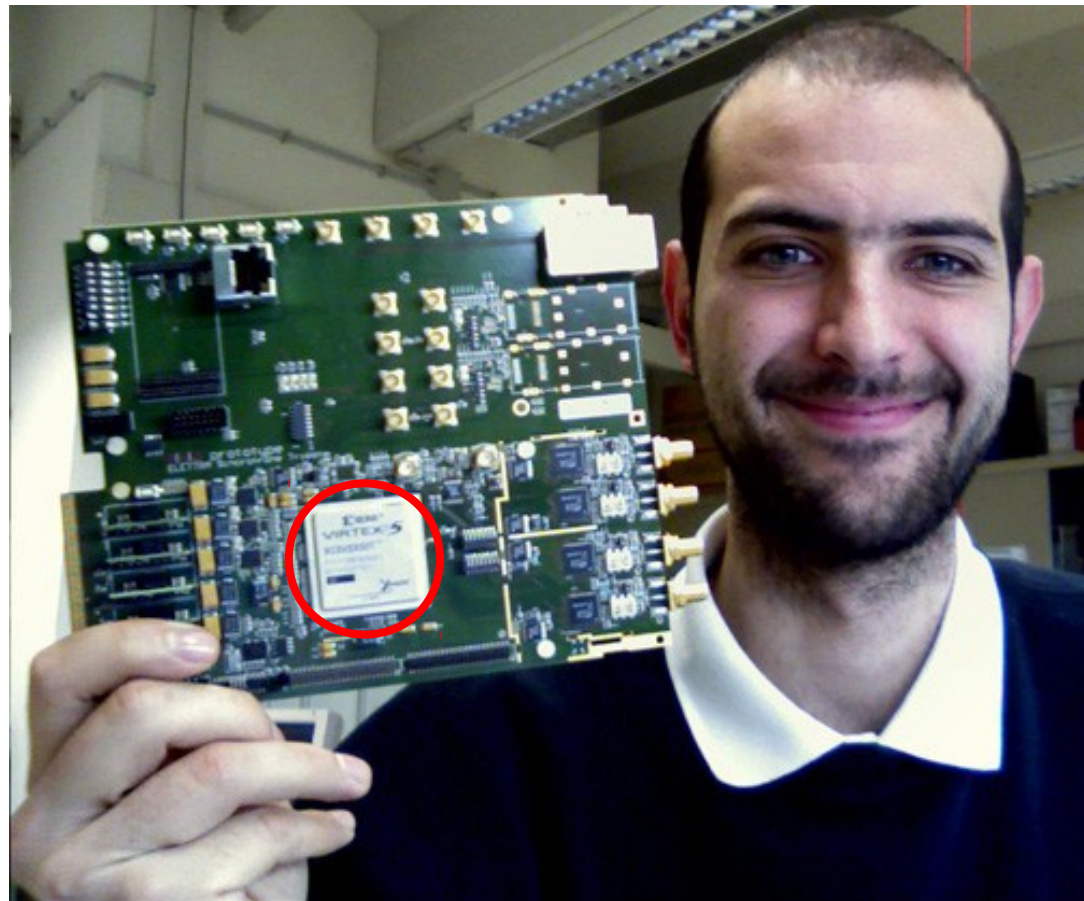
open logic interconnects science
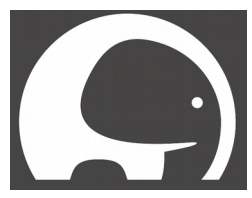
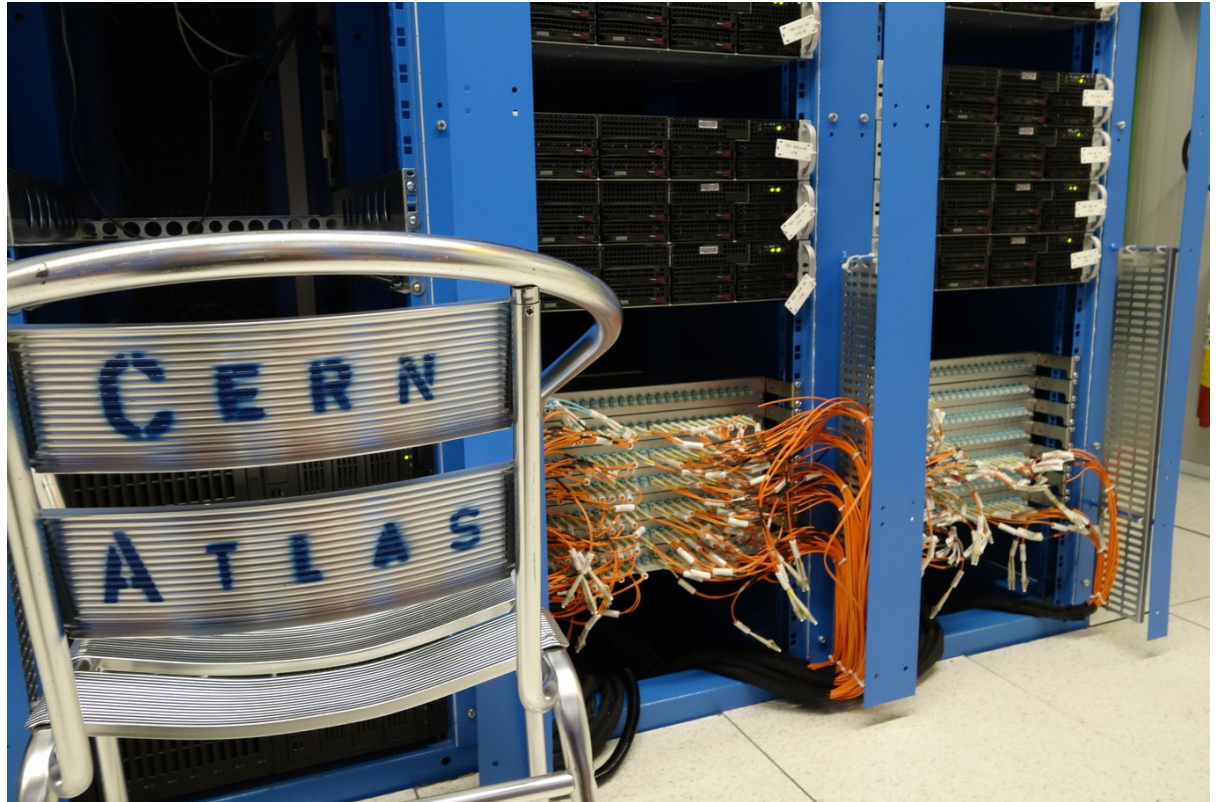Andrea Borga (Digital Design Engineer / co-founder)

FPGA

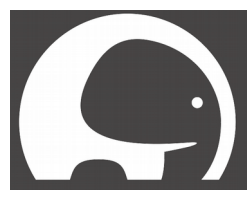## components widely used in high-end technology markets

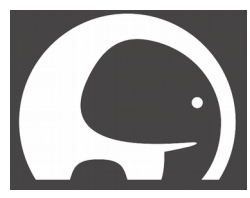# Examples of FPGA customers

- Science

Examples of FPGA customers

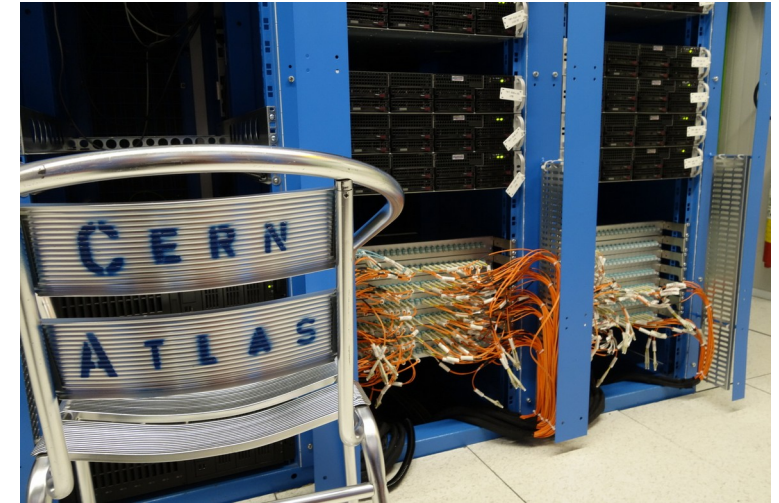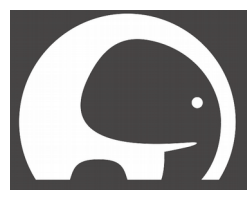- Science
- Big data

Examples of FPGA customers

- Science

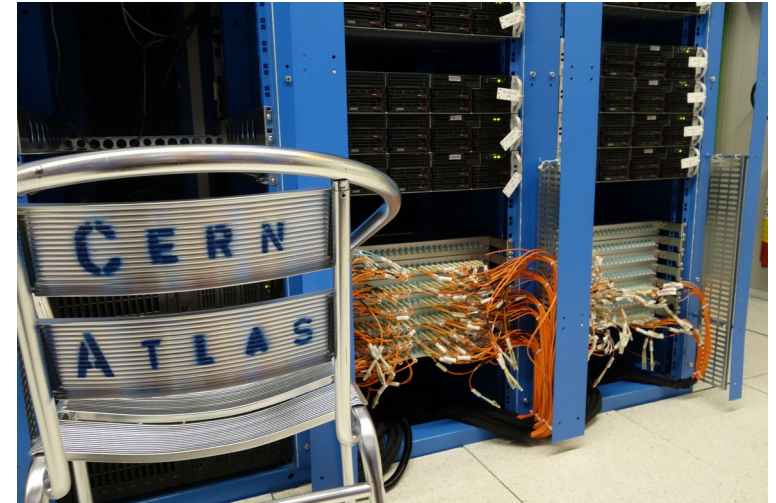- Big data

- Security

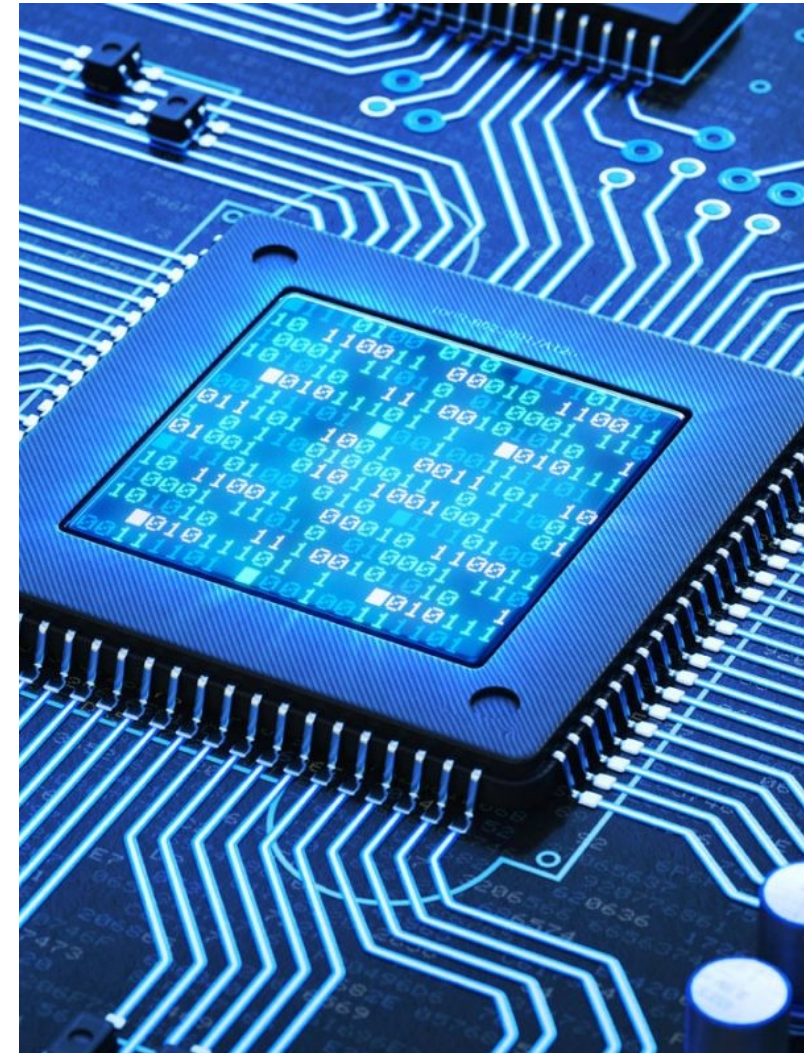# Examples of FPGA customers

- Science

- Big data
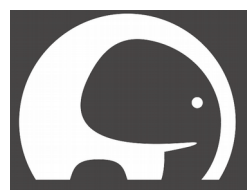
- Security

- Medical imaging
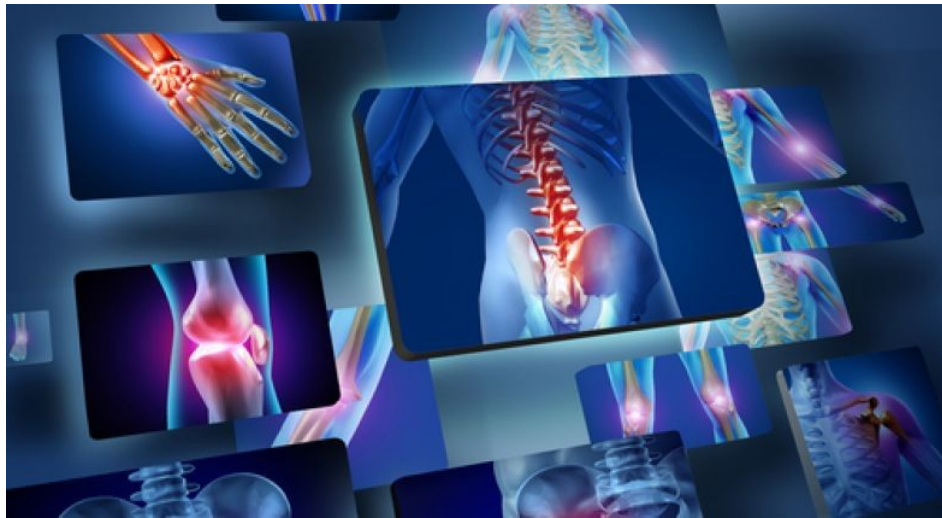
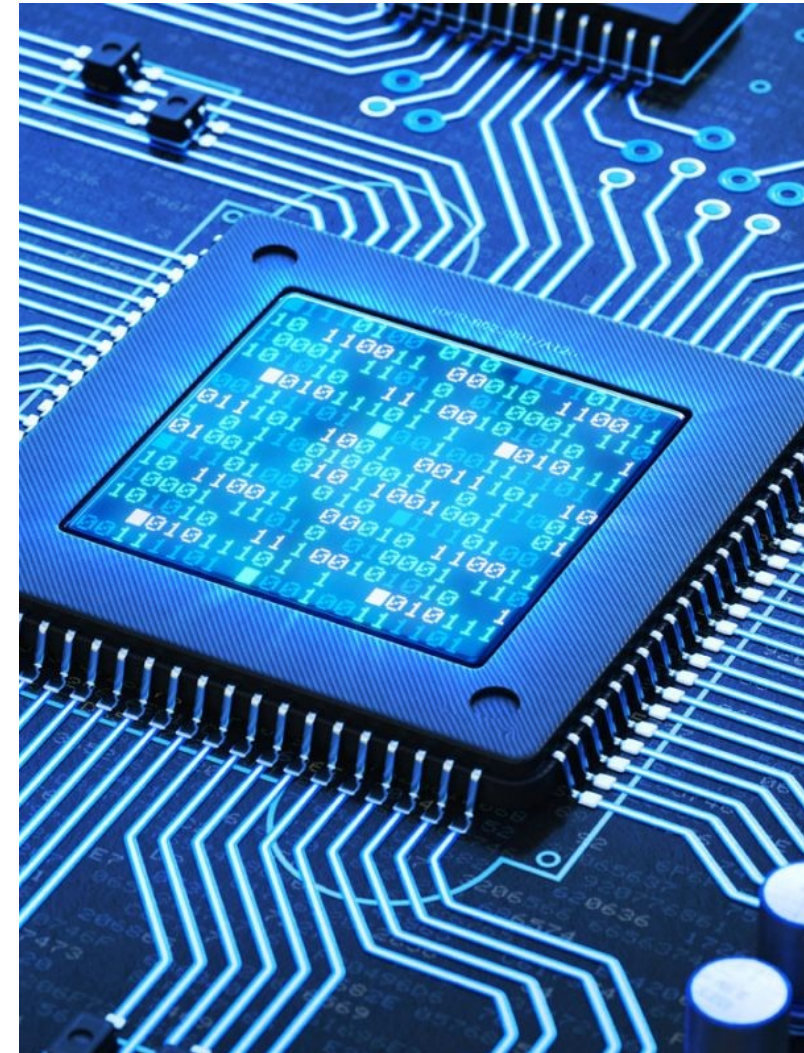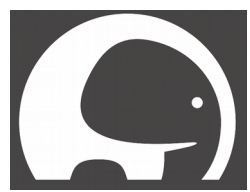# Gateware

"Intelligence" inside the FPGA

Gateware

"Intelligence" inside the FPGA

Only a few professionals can handle (5% electrical engineers)

The BIG needs

- Shortage of gateware developers
  - → projects development heavy and costly

- Lack of information exchange
  - → effort duplication

How can we solve these problems?

Bridging gap with Open Source

Our customers

Whoever pays costs for gateware development

- Research institutions

- High tech. corporates

Engage them on OpenCores
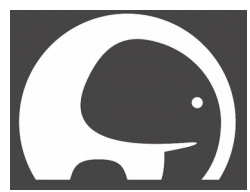
The solution: OpenCores

Providing customers a special role in the reference community of ~300.000 highly specialized users

Benefits:

- Showcase own development and skills

- Knowledge access to <u>more than 1000 IP Cores</u>

- Engage in the community to promote trusted and certified contributions
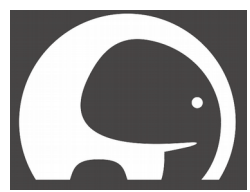
Competitive analysis

LibreCores

- Less than 100 IP Cores

- Undeclared number of users

OHWR

- Generic open "hardware" portal for sharing various projects

- Gateware section: estimated 100 IP Cores
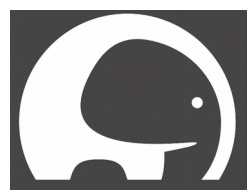
Business model

Phase I

- Action: sell memberships plans for customers like research institutions and corporates → in exchange of higher visibility and ad-hoc support services

- Action: improve the user experience and the overall website

- Goal: Enhance users' engagement and strengthen the community
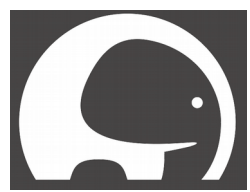
Business model

Phase II

- Provide customers and users with

    - devices (hardware platforms, verification and integration tools)

    - consultancy services (methodologies, IP Cores streamlining and data quality assessment, long term support)

- <u>Goal</u>: be the go to company for gateware developments
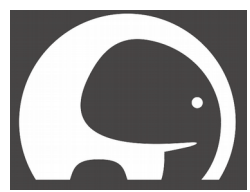
Go to Market

- Customer product adoption

- Strong partnership with Nikhef
  → other research institutes join forces

- Leverage on the community itself (already received expressions of interest by potential customers)
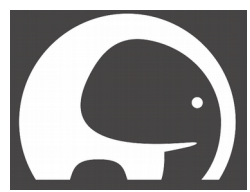
Traction

Grow trust in Oliscience

- Partnership with research institutes
  - Nikhef
  - ASTRON
- Validating Oliscience with
  - other labs
  - users

Financial projections
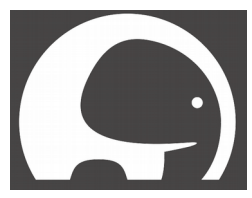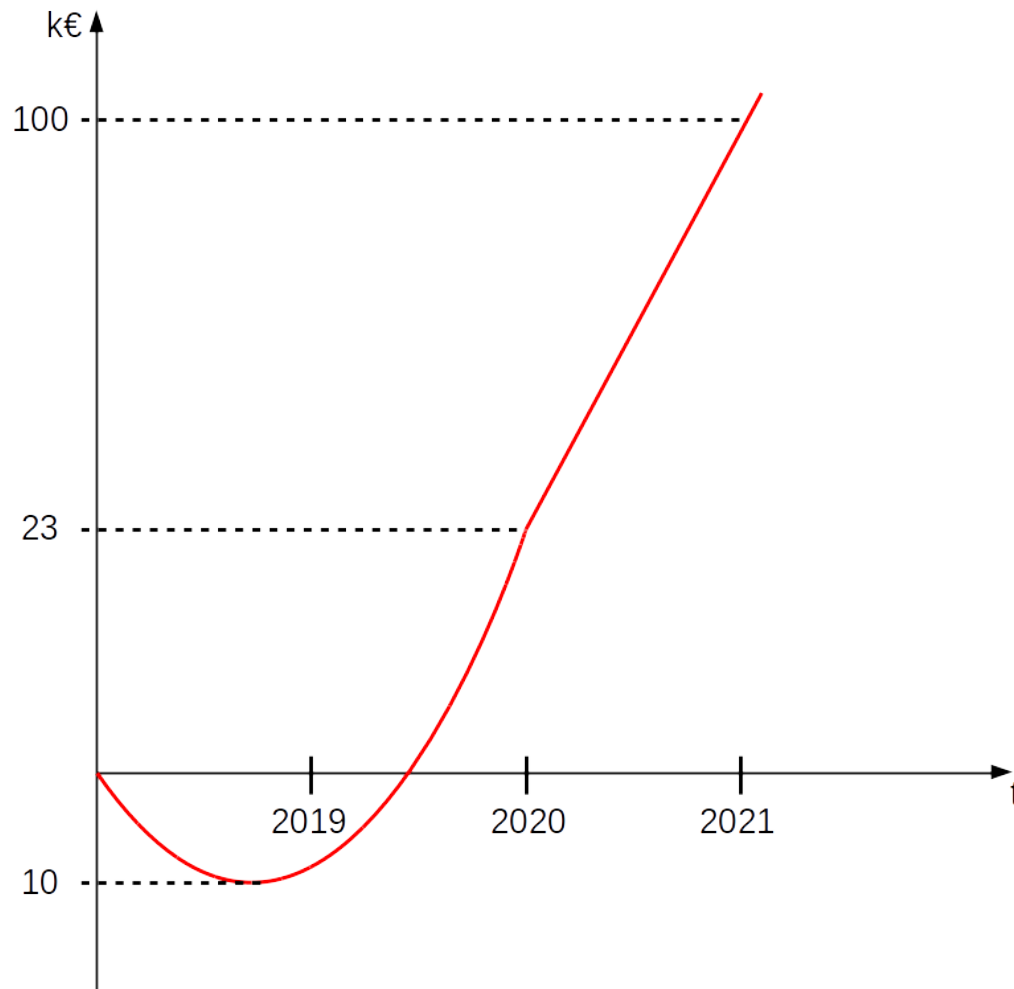
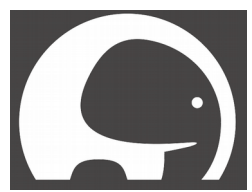- Revenues and costs
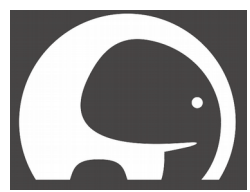
Looking for?

Grow trust in Oliscience

- Validation of our concept

    - Acquire paying members

- Turbo-boost the business
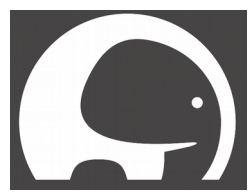
    - Marketing is key

- Get expert feedback

Conclusion

Open Source worlds have

Software → Linux

Hardware → Arduino

Gateware → **?**

Oli-team

Oli-sales

Oli-law

Oli-geek

Image credits

- ## Slides 3-6

  Andrea Borga (for http://atlas.cern/)

  כל-המחלות-הנלוות-לדלקות-מפרקים-אוטואימוניות/https://www.camoni.co.il

  https://newsroom.intel.com/editorials/cpus-fpgas-software-come-together-ces-bolster-automated-driving/

  https://www.accelize.com/news/accelize-integrates-amazon-ec2-f1-instance-its-quickplayquickstore-framework?page=3

- ## Slide 7
  Oliscience.nl
  Random google search "human brain"