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Andrea Borga

CEO and co-founder

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Oliscience

- Limited Liability Corporation (Dutch BV) since June 2018
- Originating from the CERN@Nikhef BIC (Business Incubator Centre)

Nikhef

- Coached by ACE
- Office at the Startup Village (Science Park)

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Three co-founders

- Leo Davoli: (legal and operations)
  → professional lawyer

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- Leo Davoli: (legal and operations)
  → professional lawyer
- Alberto Alberton: (sales and marketing)
  → experienced entrepreneur
  (owns company in electronics hardware manufacturing)
- Andrea Borga: (CEO and CTO)
  → seasoned **digital design engineer**
  → **passionate technologist**
  → **open source enthusiast**

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Focus on FPGAs

components widely used in high-end technology markets

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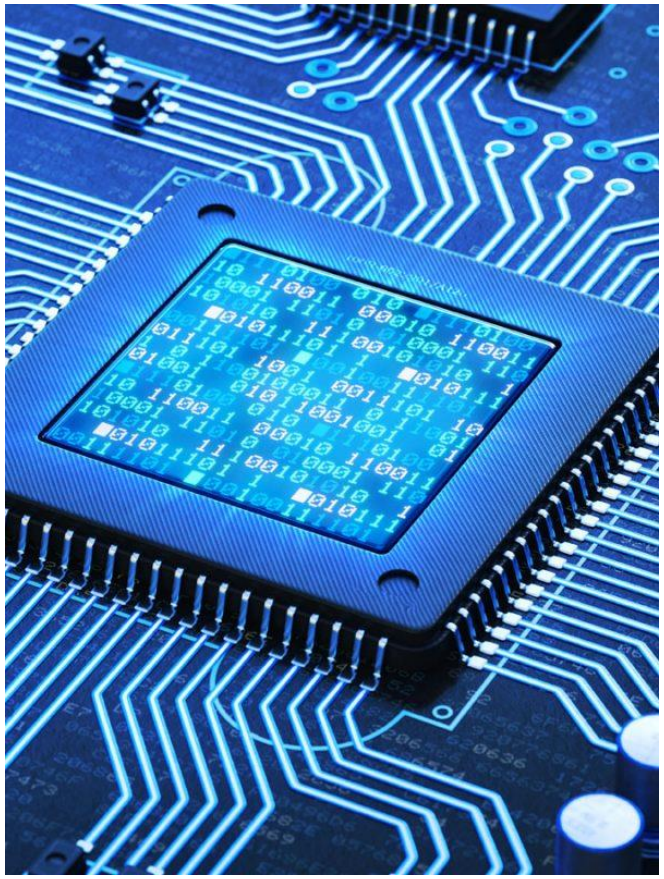
Gateware

"Intelligence" inside the FPGA



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

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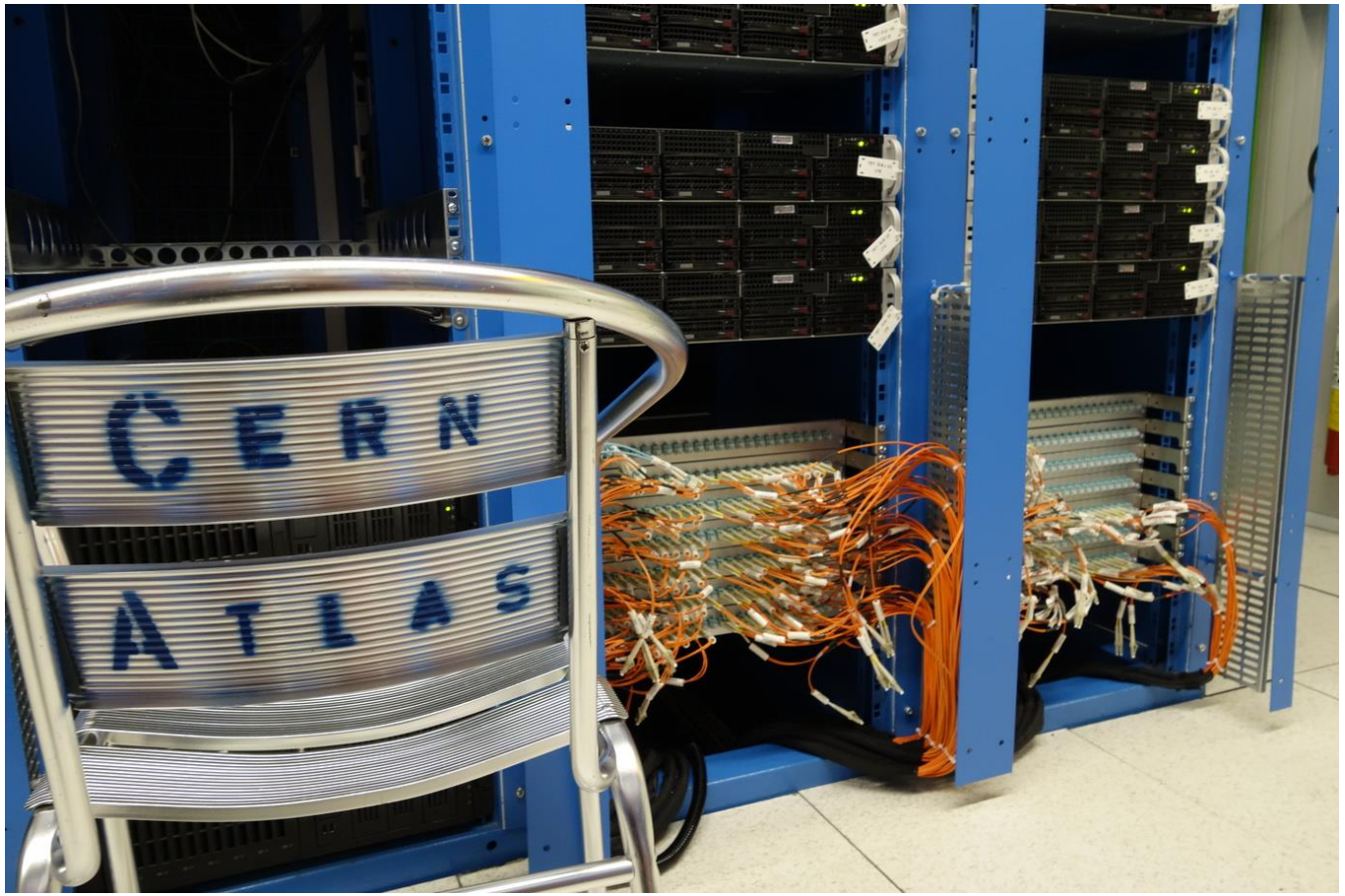
Markets

- **Science**



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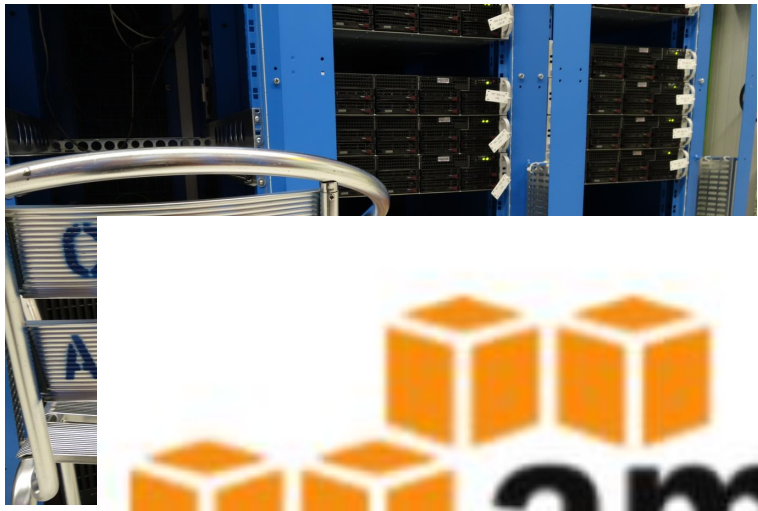
Markets

- Science
- **Big data**



amazon web services

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Markets

- Science
- Big data
- **Security**

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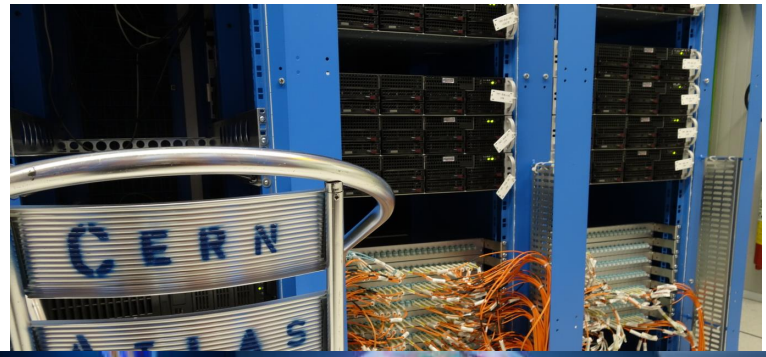
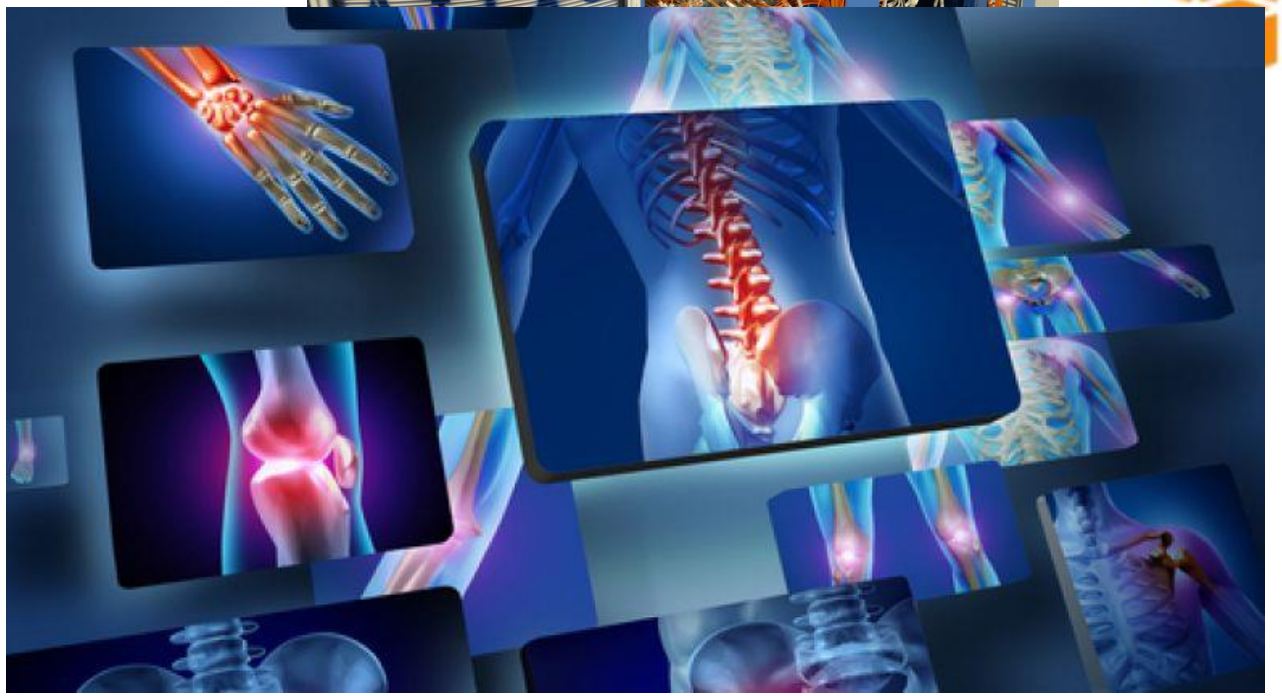
Markets

- Science
- Big data
- Security
- **Medical imaging**





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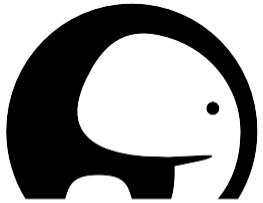
The urgent needs

- **Shortage of gateware developers**
  → projects development heavy and costly
- **Lack of information exchange**
  → effort duplication

How can we solve these problems?



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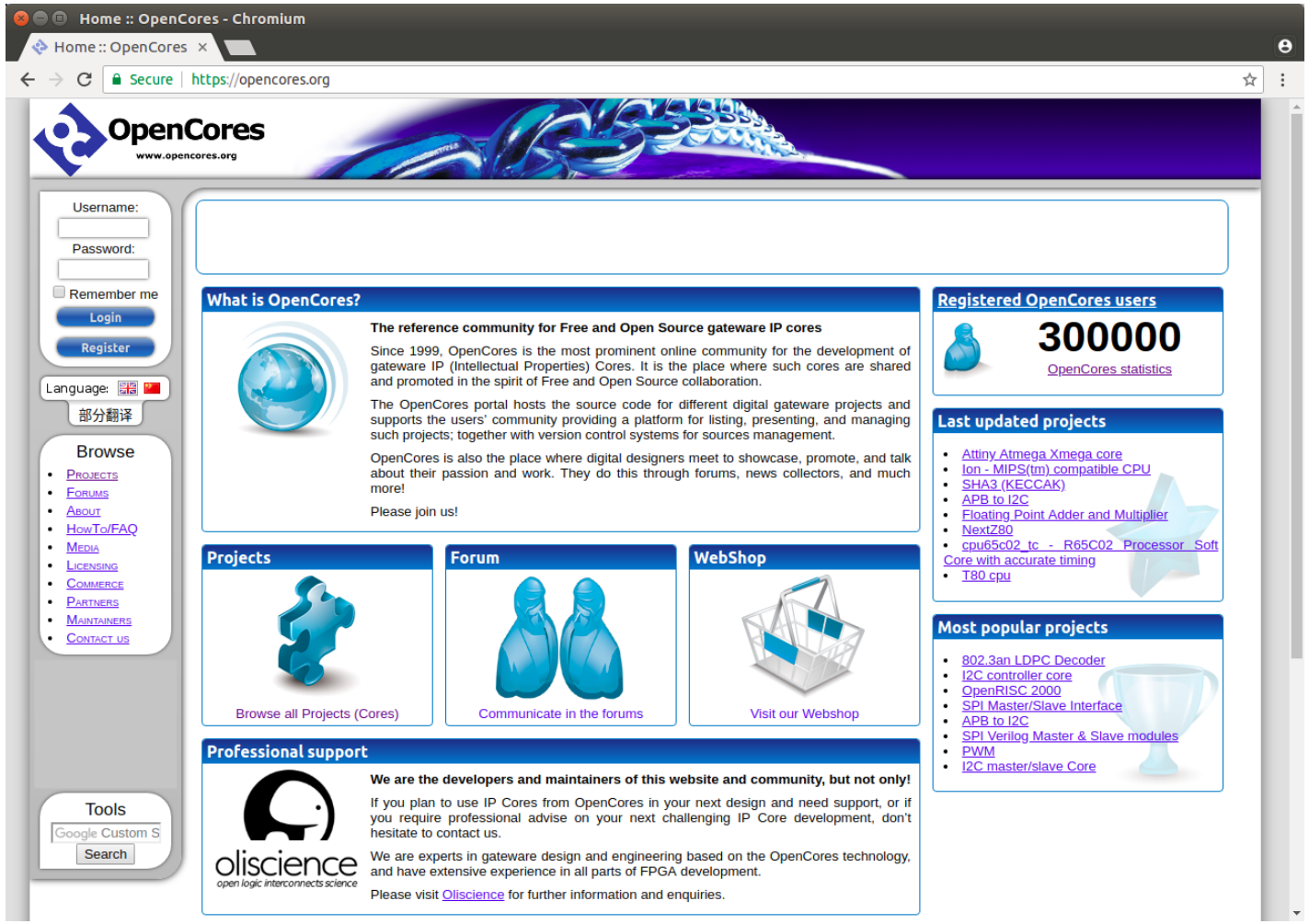
Bridging gap with Open Source



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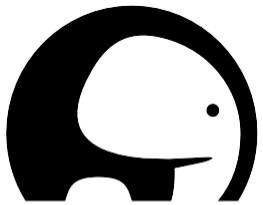
Our customers

Whoever pays costs for gateware development

- Research institutions
- High tech. corporates

Whoever is educating the next generation of digital designers

Engage them on OpenCores



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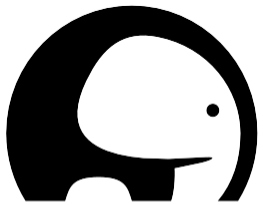
Competitive analysis

Open source is very fashionable these days…

- LibreCores
- OHWR
- General purpose code hosting services
  Github, Gitlab, Bitbucket, SourceForge, etc.



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Business model: stream I

since Q3 2018

- Action: sell OpenCores membership plans for customers like research institutions and corporates → in exchange of higher visibility and ad-hoc support services
- *Goal*: Enhance users' engagement and strengthen the community

Launching customer

ASTRON
Netherlands Institute for Radio Astronomy

"[…] **We are working on the opposite extremes of physics, but we are using the same technology**. This collaboration allows us to share ideas and reuse FPGA designs, which will help to speed-up the process of engineering the tools for science."- *Daniel Van der Schuur*

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Business model: stream II

starting now, Q4 2018

- 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)
- *Goal*: be the go to company for gateware development

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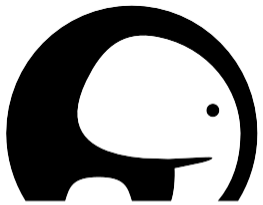
Call to action

- Acquire more paying members
- Turbo-boost the business
- Marketing is key
- Get expert feedback

The world outside our direct field of expertise must know that we exist



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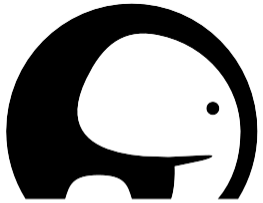
Thank you

www.opencores.org
www.oliscience.nl
LinkedIn: https://www.linkedin.com/company/oliscience/
Twitter: @Oliscience101



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