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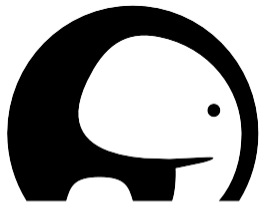
Andrea Borga
CEO and co-founder

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Oliscience

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

Nikhef

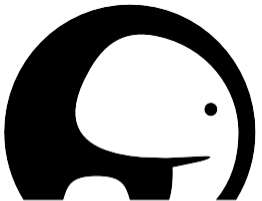


- Coached by  ACE

- Office at the Startup Village (Science Park)

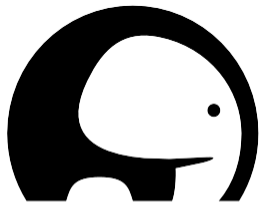
Three co-founders

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



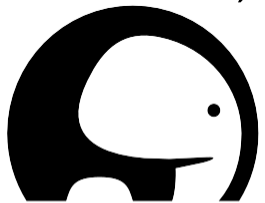
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→ experienced entrepreneur
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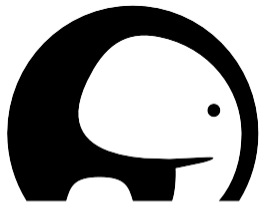
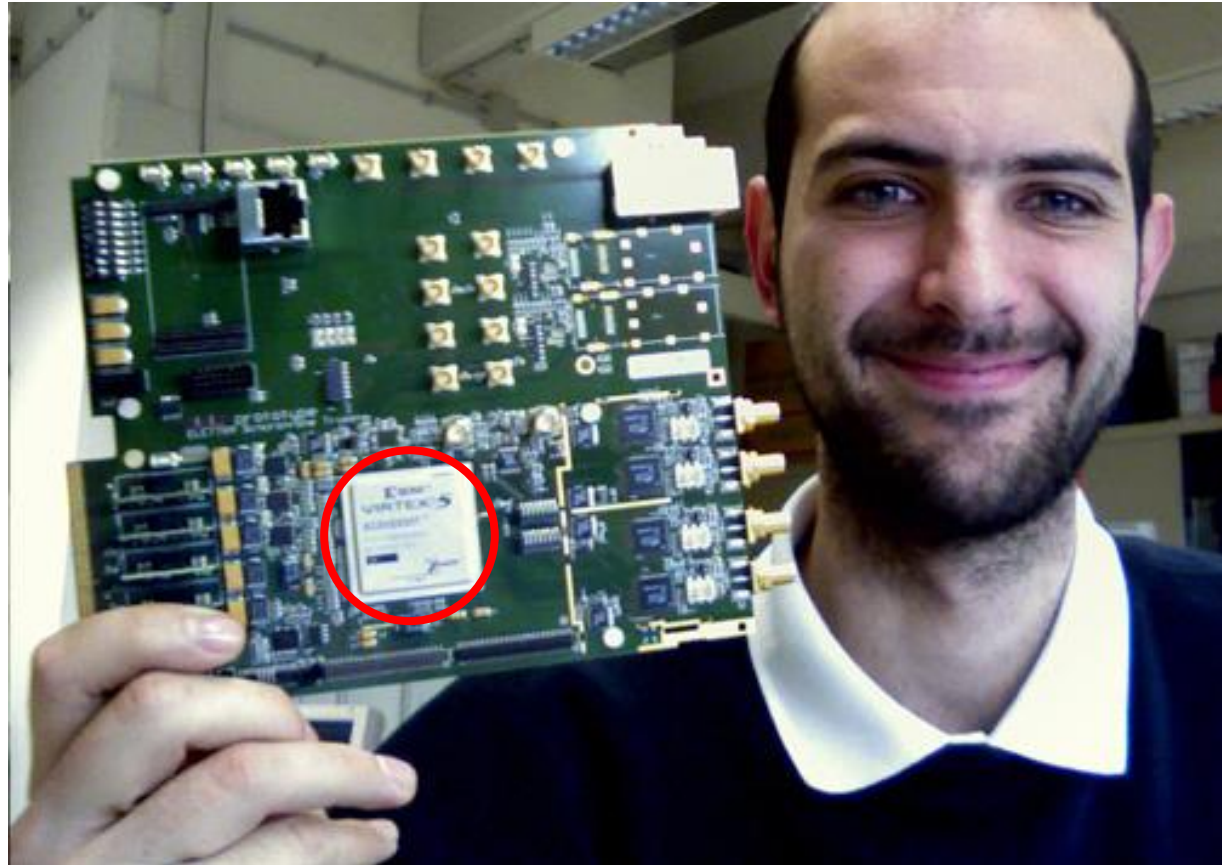
Three co-founders

- 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**



Focus on FPGAs

components widely used in high-end technology markets

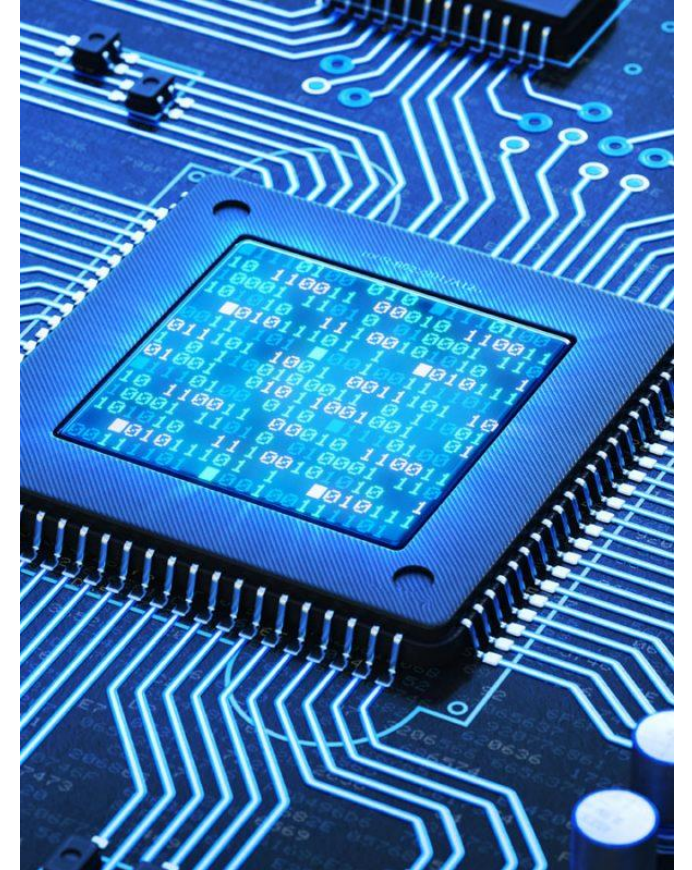


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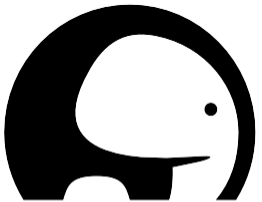
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Gateway

“Intelligence” inside the FPGA



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

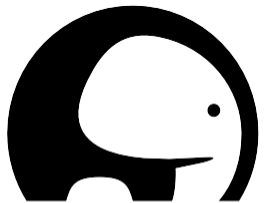
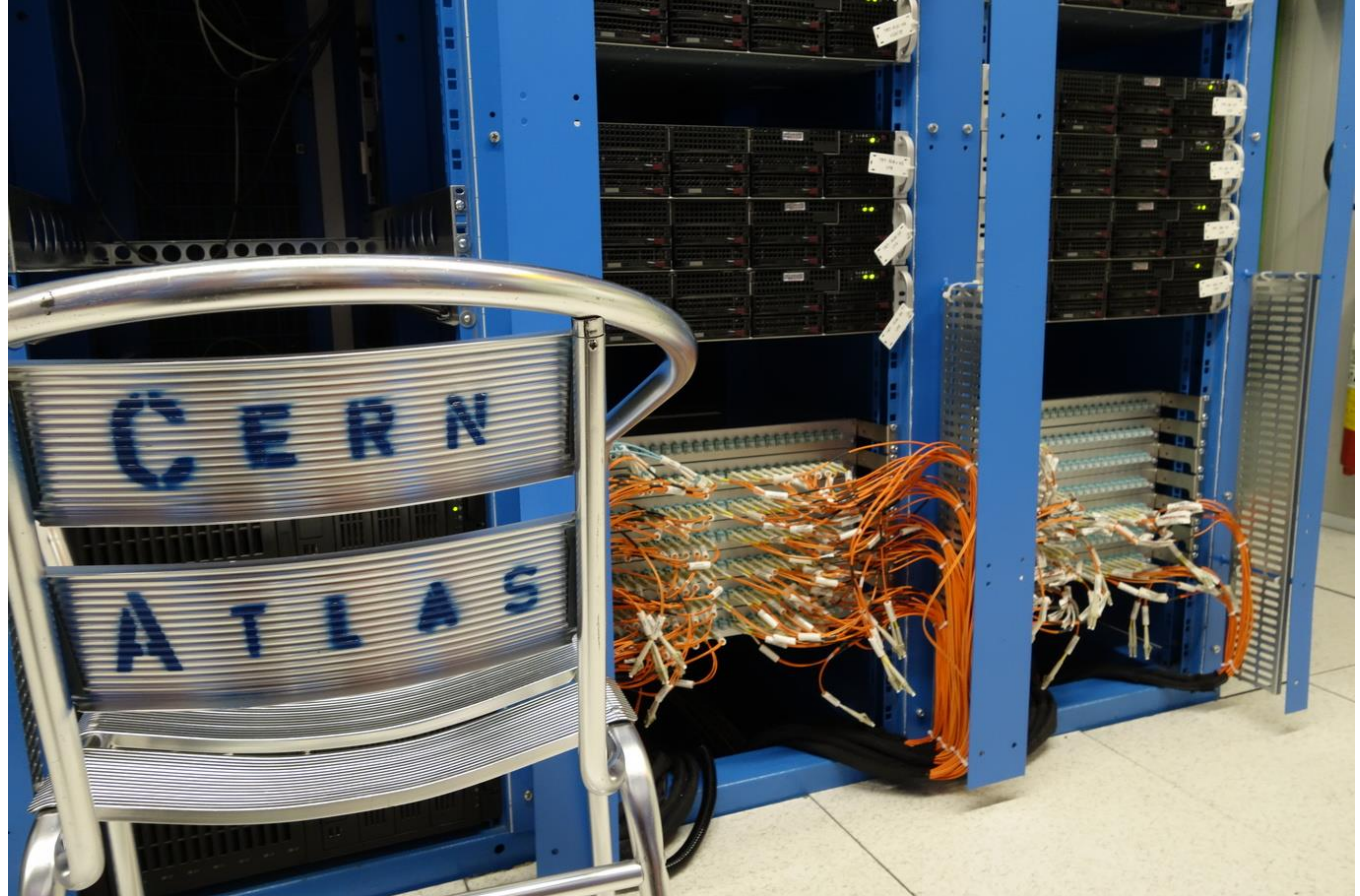


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Markets

- Science

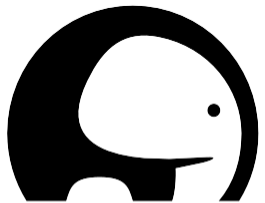


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Markets

- Science
- **Big data**

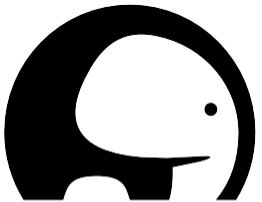
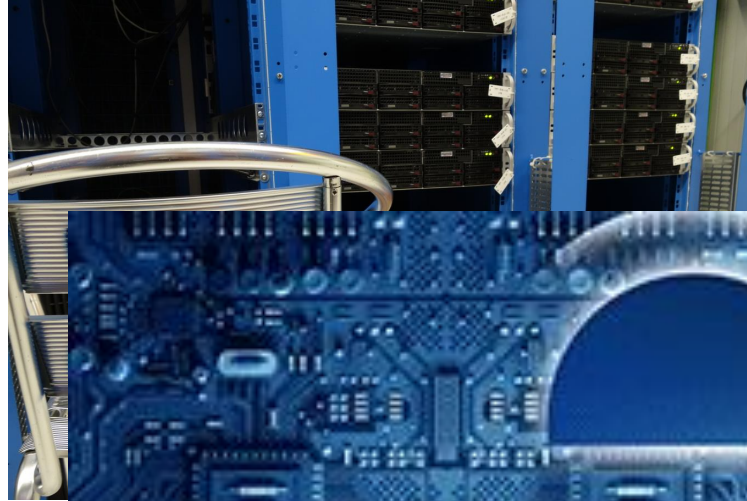


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Markets

- Science
- Big data
- **Security**

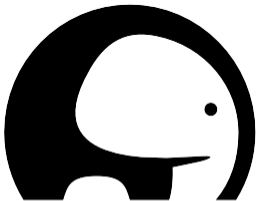
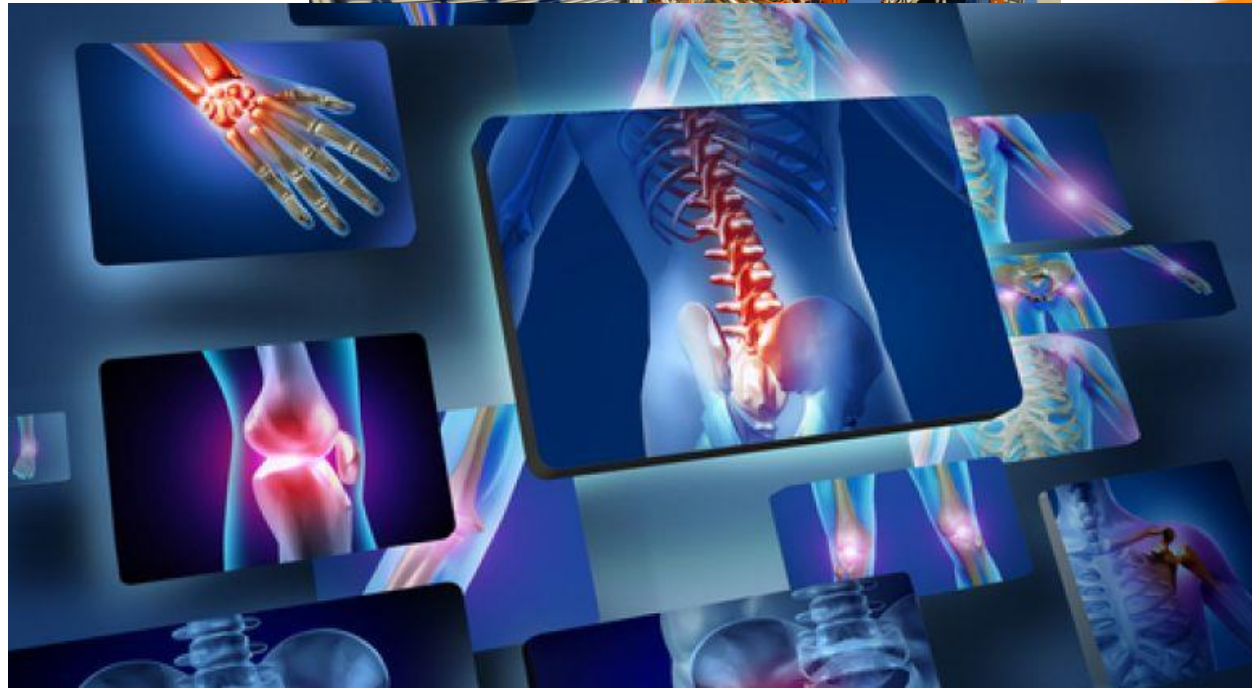


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Markets

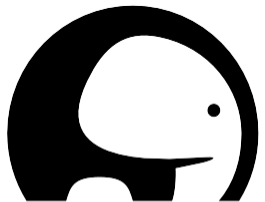
- Science
- Big data
- Security
- **Medical imaging**



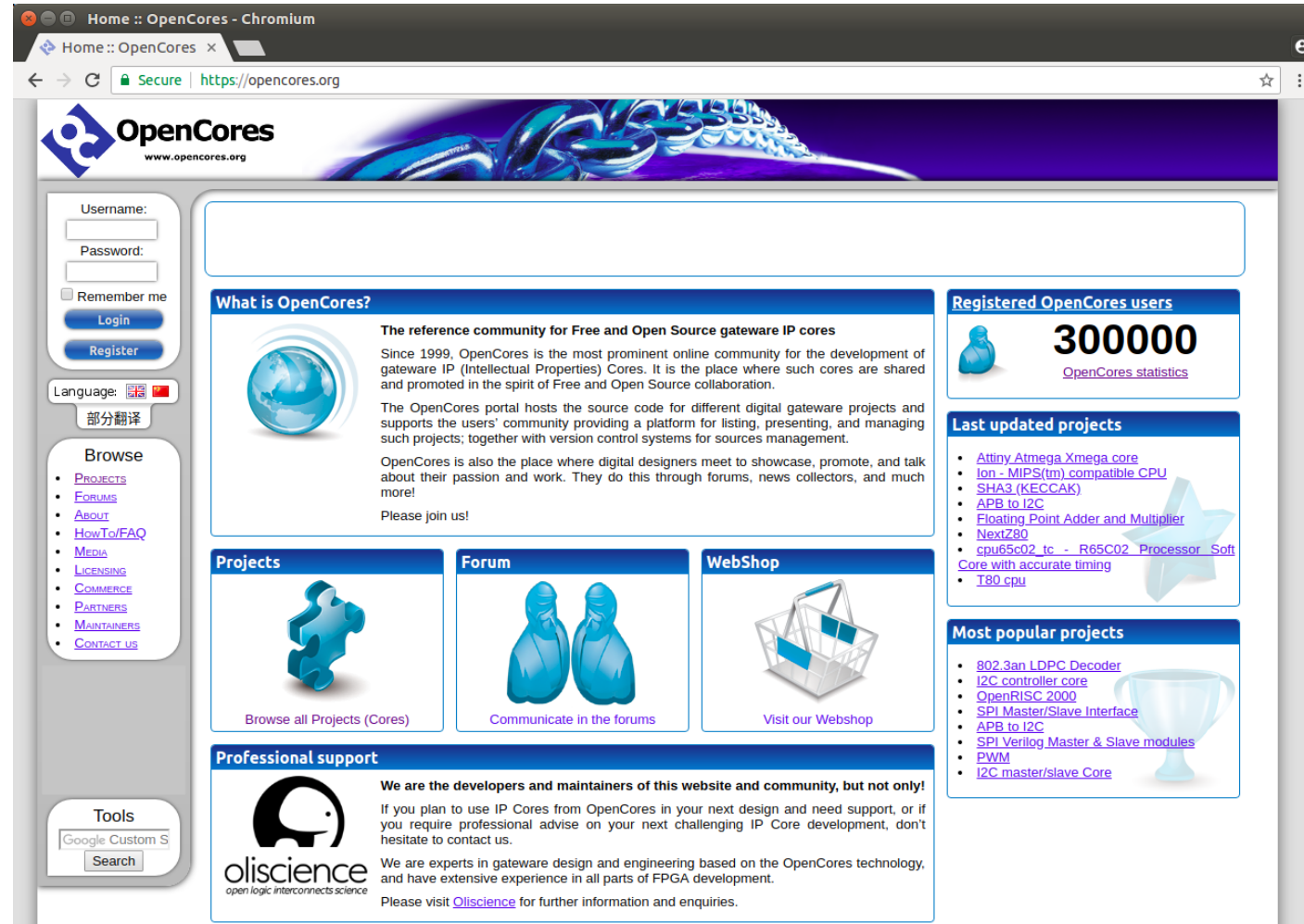
The urgent needs

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

How can we solve these problems?



Bridging gap with Open Source



The screenshot shows the OpenCores website (https://opencores.org) in a Chromium browser. The page features a header with the OpenCores logo and a navigation bar. On the left, there is a sidebar with a login/register form, a language selector, and a 'Browse' menu. The main content area is divided into several sections: 'What is OpenCores?' (describing the community and its mission), 'Registered OpenCores users' (showing 300,000 users), 'Last updated projects' (listing recent updates), 'Most popular projects' (listing popular cores), 'Projects' (with a puzzle icon), 'Forum' (with a speech bubble icon), 'WebShop' (with a shopping cart icon), and 'Professional support' (promoting Oliscience services).

OpenCores
www.opencores.org

Username:
Password:
☐ Remember me
[Login](#)
[Register](#)

Language:
部分翻译

Browse

- [PROJECTS](#)
- [FORUMS](#)
- [ABOUT](#)
- [HowTo/FAQ](#)
- [MEDIA](#)
- [LICENSING](#)
- [COMMERCE](#)
- [PARTNERS](#)
- [MAINTAINERS](#)
- [CONTACT US](#)

Tools
Google Custom S
[Search](#)

What is OpenCores?

The reference community for Free and Open Source gateway IP cores

Since 1999, OpenCores is the most prominent online community for the development of gateway IP (Intellectual Properties) Cores. It is the place where such cores are shared and promoted in the spirit of Free and Open Source collaboration.

The OpenCores portal hosts the source code for different digital gateway projects and supports the users' community providing a platform for listing, presenting, and managing such projects; together with version control systems for sources management.

OpenCores is also the place where digital designers meet to showcase, promote, and talk about their passion and work. They do this through forums, news collectors, and much more!

Please join us!

Registered OpenCores users

300000
[OpenCores statistics](#)

Last updated projects

- [Attiny Atmega Xmega core](#)
- [lon - MIPS\(tm\) compatible CPU](#)
- [SHA3 \(KECCAK\)](#)
- [APB to I2C](#)
- [Floating Point Adder and Multiplier](#)
- [NextZ80](#)
- [cpu65c02_tc - R65C02 Processor Soft Core with accurate timing](#)
- [T80.cpu](#)

Most popular projects

- [802.3an LDPC Decoder](#)
- [I2C controller core](#)
- [OpenRISC 2000](#)
- [SPI Master/Slave Interface](#)
- [APB to I2C](#)
- [SPI Verilog Master & Slave modules](#)
- [PWM](#)
- [I2C master/slave Core](#)

Projects

Browse all Projects (Cores)

Forum

Communicate in the forums

WebShop

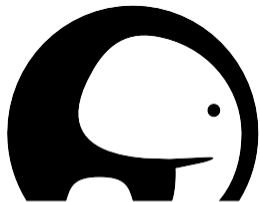
Visit our Webshop

Professional support

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We are the developers and maintainers of this website and community, but not only!
If you plan to use IP Cores from OpenCores in your next design and need support, or if you require professional advise on your next challenging IP Core development, don't hesitate to contact us.

We are experts in gateway design and engineering based on the OpenCores technology, and have extensive experience in all parts of FPGA development.
Please visit [Oliscience](#) for further information and enquiries.



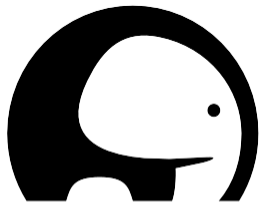
Our customers

Whoever pays costs for gateway development

- Research institutions
- High tech. corporates

**Whoever is educating the next generation
of digital designers**

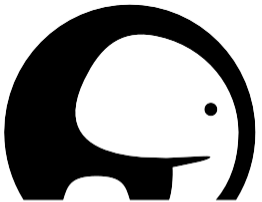
Engage them on OpenCores



Competitive analysis

Open source is very fashionable these days...

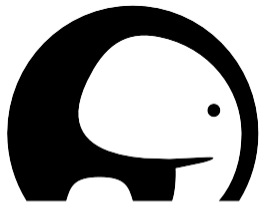
- LibreCores
- OHWR
- General purpose code hosting services
Github, Gitlab, Bitbucket, SourceForge, etc.



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

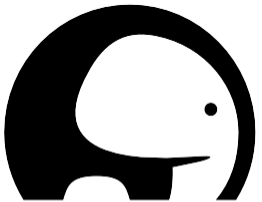


Launching customer

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



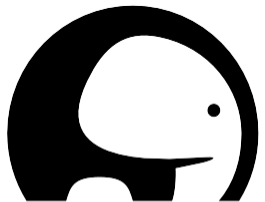
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Business model: stream II

starting now, Q4 2018

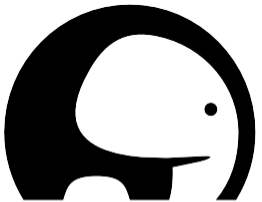
- Provide customers and users with devices (hardware platforms, verification and integration tools)
- consultancy services (methodologies, IP Cores streamlining and data quality assessment, long term support)
- *Goal:* be the go to company for gateway development



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**



Thank you



www.opencores.org

www.oliscience.nl

LinkedIn: <https://www.linkedin.com/company/oliscience/>

Twitter: @Oliscience101

