



NODEUM

INVESTOR DECK



- Valéry Guillaume, CEO & Co-Founder
 - 2018 March 1st
 - Confidential



MANAGEMENT SOFTWARE- DEFINED STORAGE

VALUES



1

Reduce Storage TCO in moving data from primary storage to secondary data storage in keeping a same UX

2

Accelerate the search of data with an indexed catalog across all storage silos

CUSTOMER CHALLENGE



FINDING NEMO IN OCEANS OF DATA

1

Exponential data growth. The challenge is of a magnitude of exabytes.

2

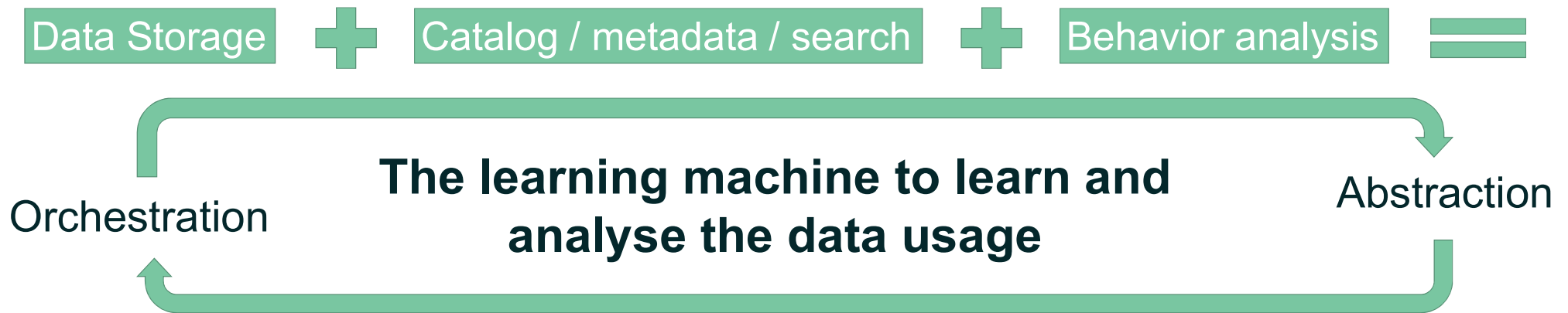
Searching wastes time. Time spent searching is time not spent creating value. Workers spend more than 20% of their time searching for information.

3

Current solutions create data silos, are expensive (up to \$1.800 per TB), don't naturally move data to the most appropriate storage media and prevent companies from gaining control over their data.

NODEUM, THE UNFAIR PLATFORM

put the right data in the right place at the right cost



- Eradicate time spent searching. Become the master of your data and optimise your TCO.
- Leverage existing infrastructure to the max and avoid vendor lock-in.
- Give the power of self-service to your users.

NODEUM, WHAT ELSE ?



BEFORE NODEUM : PAINS

Search
optimisation
across silos

days to find the data

Storage Cost
optimisation

200TB Storage Cost :
\$340.000

WITH NODEUM : GAINS

seconds to find the data

200TB Storage Cost :
\$148.000

MARKETS

Storage is a massive market ripe for disruption & Storage Management is a \$15 billion market.

LIFE SCIENCE
NEXT-GEN
SEQUENCING
(NGS)



A cancer treatment (per sequence) :
Human genomes sequenced by 2025 :
Storage needs :

1.5 TB
4,000,000
up to 6,000,000 TB

MEDIA &
ENTERTAINMENT



"How to Train Your Dragon 2" :
Digital Archiving in 2021 :

250 TB - 500,000,000 files
Over 290 Exabytes

OIL & GAS /
SATELLITE



Seismic tests acquisition costs – Business Critical:
Pemex, Mexico, 5th producer of oil & gas :

Between : \$1M and \$40M
Manage 50 PBs of data

VIDEO
SURVEILLANCE

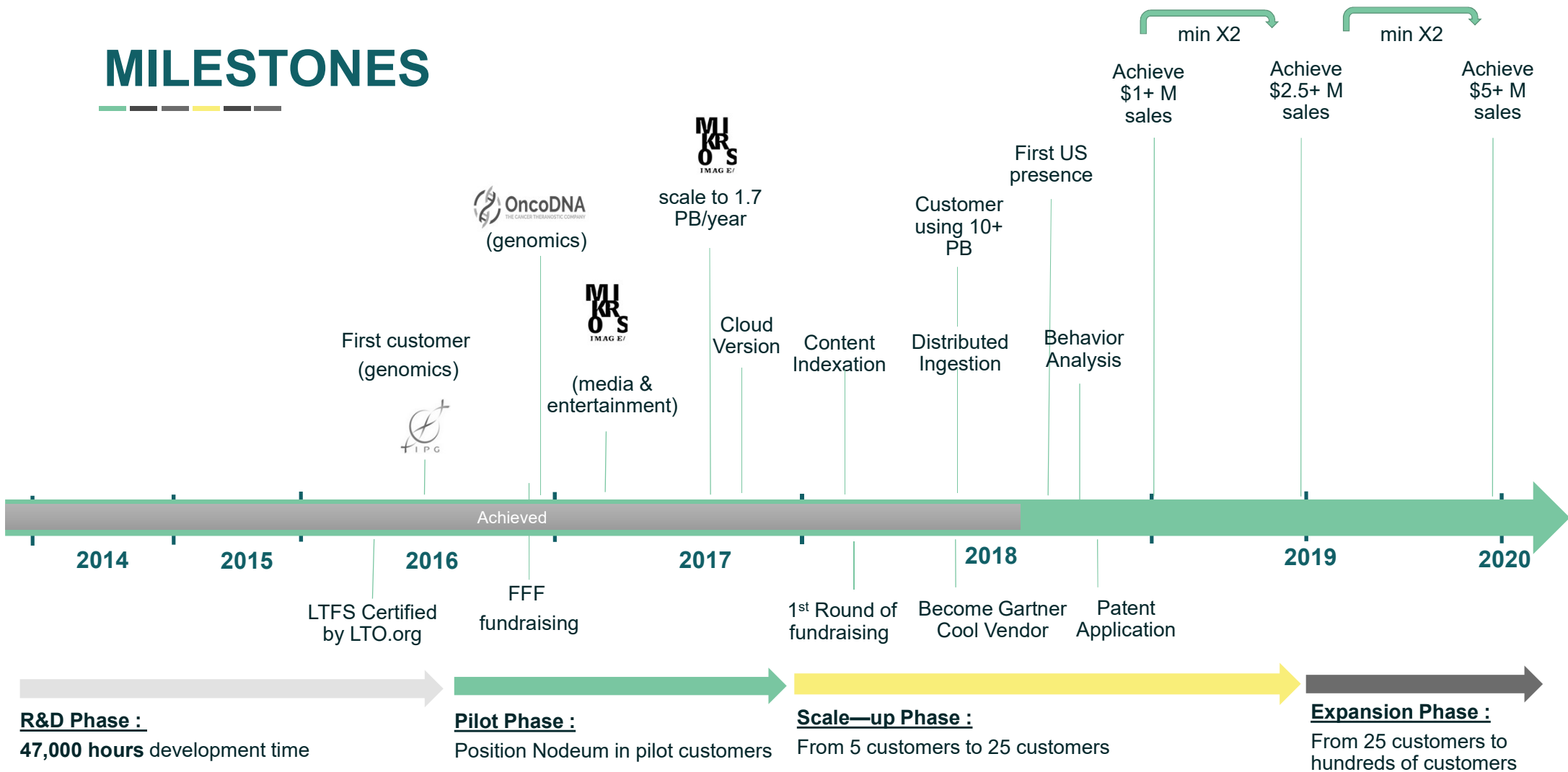


In Britain, 1 camera for every 11 people :
1 HD camera during 3 months generates :
Data generated per day in Britain :

5 million cameras in the country
40 TB of data
Total of 2,200 PB per day

1 exabyte = 1,000 petabytes = 1,000,000 terabytes = 1,000,000,000 gigabytes

MILESTONES



Current investments done from 2014 : **\$2 millions** (Bootstrap revenue + FFF)
 Current Team : **7 FTE** Current burn rate (gross) : **\$50k / month**

FUNDING TEAM - WE BELIEVE IN WHAT WE DO

Our mission is to make the world better. We will disrupt the storage ecosystem. We will eradicate time spent searching for data. We will empower our talented customers to achieve more – to solve more problems, to save more lives, to make the world better!



Valery Guillaume
CEO/CTO & CO-FOUNDER

20+ exp in storage & software. MSc. Computer Science Engineering. Led and grew worldwide team with creativity & leadership.



Jessica Delage
COO/CFO & CO-FOUNDER

15+ exp in finance, entrepreneurship track. Digital and inbound marketing. CPA



Michel Peruch
Board Director

30+ exp as COO & CEO in 8 PE backed companies. MSc. Engineering + AMP (Harvard)



Joel Ludvigsen
Board Director

25+ exp in leadership roles at KPMG, Bain, uBid.com, SWIFT. 1 Nasdaq IPO. M.B.A. (Harvard)

EXECUTION TEAM






Valery Guillaume CEO/CTO & Founder	Jessica Delage COO/CFO	Paul Wulff Head of Product Development	Thomas Soupart Front-end Dev Scrum Master
Thomas Chandelle Front-end Development	Marcel Pirnay UX/UI Designer Freelance	Christian Lambert Software Quality Testing	Pierre Henry Delière Customer Support

Marketing : internally managed / inbound marketing

Business Development: direct, reseller, integrator and complementary vendor.

COMPETITION

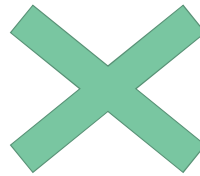
	 NODEUM www.nodeum.io	 komprise www.komprise.com	 Primary Data www.primarydata.com
Founded	2015	2014	2013
Fundraised	\$2M	\$18M	\$100M
Headcount	7	+/- 50	+/- 100
Reliability	↑	↑	↓
Cataloging – Indexation - Metadata	↑	↓	↓
End to End Data Management	↑ Disk/Tape/Cloud	↔ Disk/Cloud	↔ Disk/Cloud
Core Presence	EU	US	US
Technology Focus	Secondary Storage	Secondary Storage	Primary Storage

BUSINESS MODEL

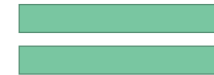
YEAR 1



25PB Managed










40€/TB/Year



1M€

OUR PARTNERSHIPS

VENDOR	TECHNICAL	MARKETING	PROSPECT	DEALS
	done	<u>done</u>	/	3
	done	<u>done</u>	1	/
	done	on going EMEA Sales/Presales	2	/
	done	on going	5	/
	on going	on going	/	/
	done	on going	/	/
	done	on going	/	/

RAISING - € 1.700.000 for 24 months runway

N O W	Seed : € 1.700.000 for 24 months runway : <ul style="list-style-type: none">▪ € 600.000 for first 12 months▪ € 1.100.000 for the 12 next months	
	For: <ul style="list-style-type: none">- Product Team in BE (+5)- Customer Acquisition Team (MKT) in Europe (+4)- Relationship customer Team (+1)- Ops Team & Launch Market in US (+2)- Growing Revenues 10x- Patents	Goals : <ul style="list-style-type: none">- €2M+ Annual Revenue from 25 customers- Established market in Europe & launch in US- Sale Channel in Europe- Nodeum SaaS with AI in Data Analytics

Series A	
Goals : <ul style="list-style-type: none">- €20M from 250 customers- Established office in US with Ops/Sales/Marketing/Alliance.- Get traction and leads from established partnerships.- Sale Channel in North America	

Series B or Acquisition	
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THANK YOU



INTERESTED TO KNOW MORE ?

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