



IYA LINUX

GOING THERE BUT GOING FAST

AGENDA

Introduction to IYA Linux

What are we talking about?

Target market and SWOT analysis

Business model

Performance comparison

Team overview

Financial projections



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WHAT DO WE PROPOSE ?

What we are proposing is a new Linux Operating system that can be installed and used for mostly all operations within companies.

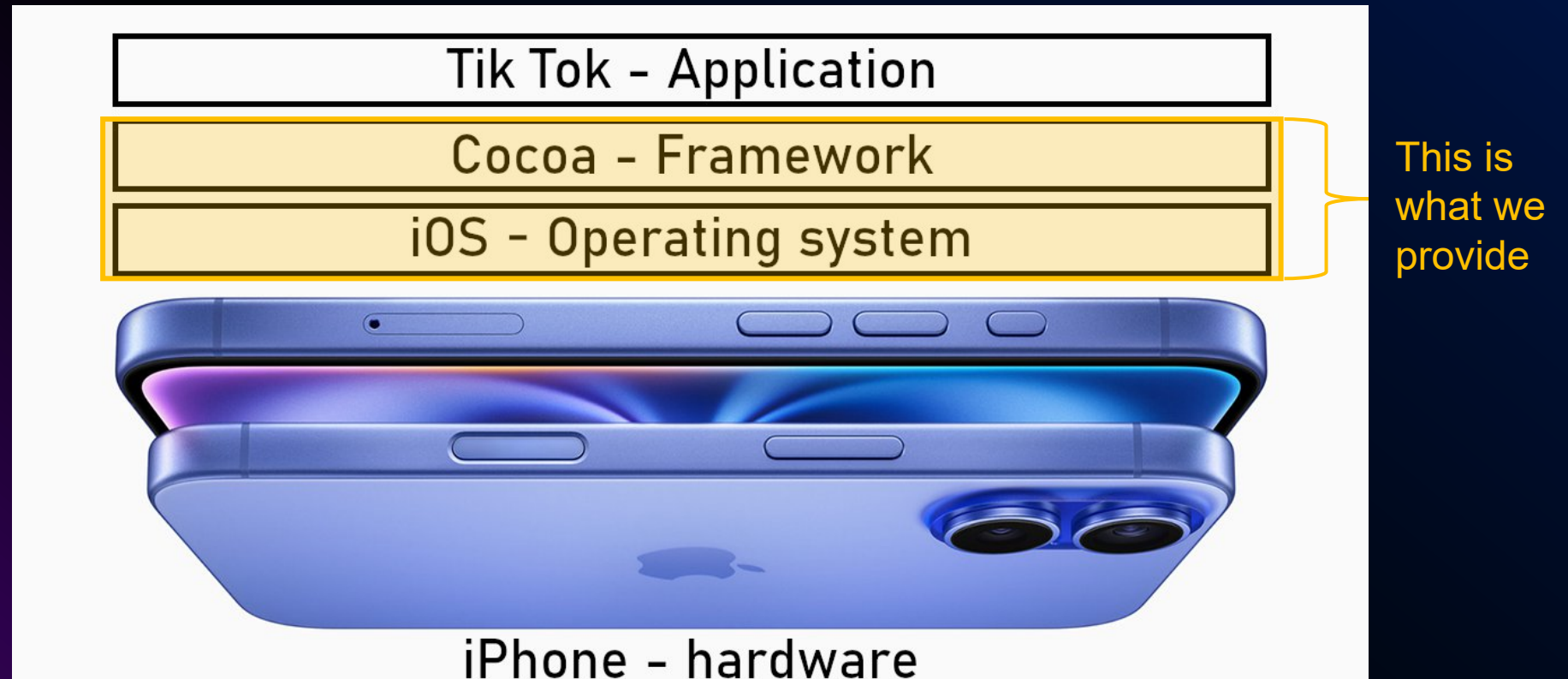
It can run websites, e-commerce, CRM, ERP, medical and defense applications, basically 90% of the IT ecosystem worldwide.

Key benefits

- Higher processing efficiency
- Lower memory footprint
- Reduced administration time
- Lower energy consumption
- Simplified system
- Total compatibility
- Sovereign solution

Overall cost saving ~10-20% against competition

WHAT ARE WE TALKING ABOUT ?



WHAT ARE WE TALKING ABOUT ?

Wordpress - Application

PHP - Framework

IYA Linux - Operating system

This is
what we
provide



Dell server - hardware

TARGET MARKET AND SWOT ANALYSIS



Linux OS market is growing

- 2022 : 8 B\$
- 2023 : 9.06 B\$
- 2024 : 10.94 B\$

Expected to grow over 11% until 2032

Targeting SME/LE

TARGET MARKET AND SWOT ANALYSIS

- 96.3% of the top 1 million web servers run on Linux
- Over 1 website, one must consider
 - 3 to 5 layers (front end, middleware, back end, caching, storage)
 - 3 environments (development, pre-production, production)
 - Redundancy and scalability – several similar servers (“nodes”) to sustain issues
 - Target market : 1 million websites x 5 layers x 3 environments x 2 nodes = 30 millions OS instances market.

TARGET MARKET AND SWOT ANALYSIS

- As a direct (former) competitor, CentOS :
 - is now 6% market share (after change of model)
 - In 2021, it was 11.5% market share (before change of model)
 - Still running on 815 265 live websites
 - Websites are mainly located in North America and Europe
- Our expectation is to capture between 5 to 10% of the market which is clearly feasible based on the CentOS example that was a association based on sponsoring and providing not support hence no warranty for companies
- In the end, I aim at being a world reference over this market

BUSINESS MODEL

- We provide a software and not the resources (resources can be provided in the scope of the outsourcing services - Out of scope of this document)
- We are 100% compliant with the industry since we use the same applications
- This OS provides opportunity for outsourcing AND training services
- We aim at top service for major customers
- And availability and affordability for startups and small businesses

BUSINESS MODEL

- Registration will be mandatory to get licenses
- First 5 Bronze licenses will be provided for free to ease testing and adoption (All target companies will be in need for extra licenses. 5 is chosen as a good starting point for evaluation)
- Over 5 licenses usage will issue a call from a sales representative to purchase additional licenses coming with a support plan
- Licenses can be purchased through different support levels
 - Bronze : Self management. Not intended for production – 5 USD/month
 - Silver : Working hours support – 20 USD/month
 - Gold : 24/7 support – 100 USD/month
 - Platinum : Dedicated team – Will be quoted.

PERFORMANCE COMPARISON

Metric	IYA Linux	Debian 11
Web requests per second	38438 #/sec	7407 #/sec
Web test duration for 100k req.	2.602 s	13.669 s
PHP IO read	0.0039 s	0.0126 s
PHP IO zip	0.4594 s	0.5007 s
PHP Rand	0.0143 s	0.0159 s
PHP Mt_rand	0.0138 s	0.0163 s
Random_int	0.2180 s	0.4095 s
Random_bytes	0.2180 s	0.4079 s
OpenSSL_random_pseudo_bytes	0.6217 s	0.8642 s

TEAM OVERVIEW

Director : Olivier Maquaire

Born in 1978 – living in HCMC, VN

25 years of experience

Worked at Cap Gemini, Sogeti,
Chanel, Nokia, Dentsu...

Graduate in software engineering
(2000 - University of Lens) and
microprocessor engineering (2024 -
University of Jerusalem)

Expected resources :

Engineering team

- 2 Engineers
- 1 Devops
- 2 Admin

Sales engineer

HR/Admin

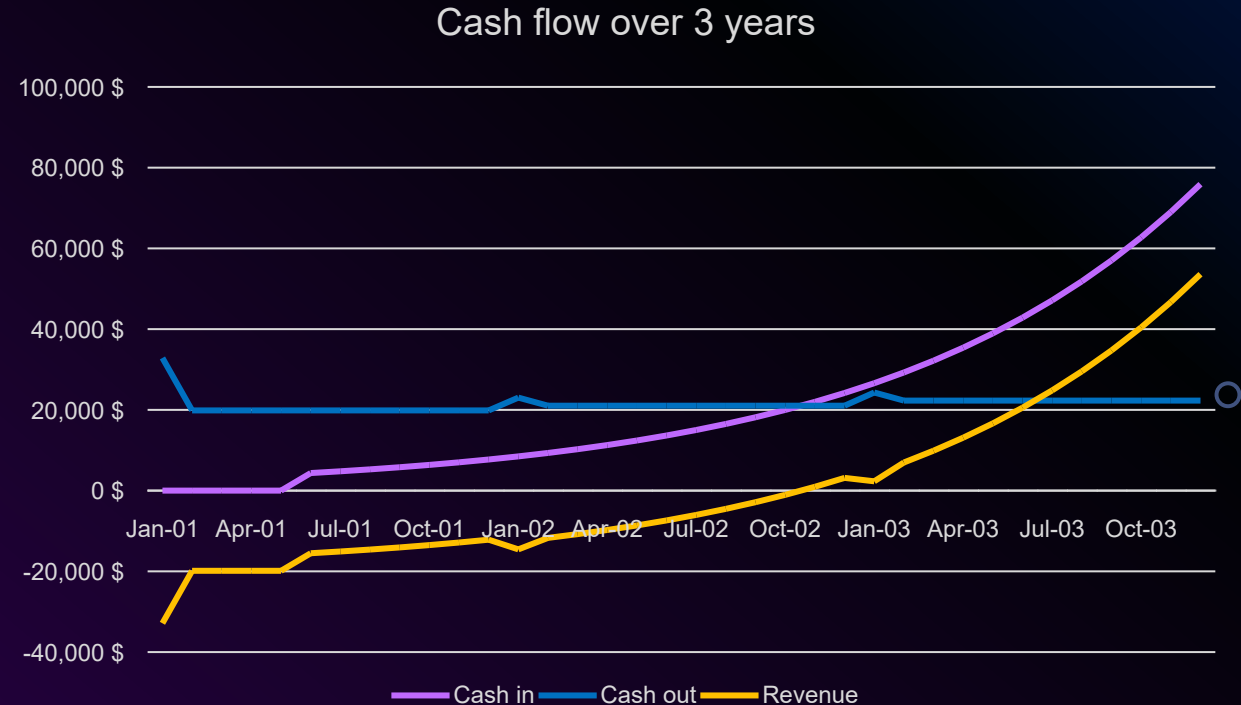
Accountant/finance controller

FINANCIAL PROJECTIONS

Month 1 to 6 : Completing the development of the solution, deployment to early adopters, creating interest about the solution

Month 6 : Go to market

Break even after 23 months



FINANCIAL PROJECTIONS

Financing steps

300 000 USD :

Completion of the system

- Installation system
- Security hardening
- Full package management system

Push to market

100 000 USD :

One year of funding for operations

- Cloud servers
- Office
- Human resources
- Marketing

THANK YOU



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