

About You b1) We are entering this competition because we both love to work with servers. I ([[redacted]]) personally have even been hired to manage servers and networks so I have had my fair share of networking and server management experience. [[redacted]] has been working with OpenVZ, Xen and plenty of other hosting panels in the past. We has been managing servers for the past 7 years, he is also fluent in PHP, AS, Linux/Unix command line. b2) As I ([[redacted]]) mentioned above, I was hired this summer to manage my local school districts network and servers. I have already finished my work needed there, while I was working there I managed their servers which we configured with Xen and helped rewire the school for an upgrade to fiber optic. I have been working with linux and managing websites for 4-5 years now. [[redacted]] has been managing servers for the past 7 years, he has experience with OpenVZ, Xen, KVM and HyperVM. He is very good at managing networks and ensuring high up time as well as protecting and managing servers. b3) Neither of us have ever worked with a provider, we both mainly maintain servers as a hobby. We would like to actual turn this into a career of sorts. b4) As stated above, neither of us have ever worked with a provider.

About Your Vision c1) We both want to create a low end provider with great up time, great network speeds (as in, low pings, fast network speeds etc). We really want to have great products at a affordable price. c2) We want to focus on the network, we've both used lots of low end providers and they all have a common flaw. They forget about the network. It seems as if they put all of the hardware first but then just forget about the network. Why have amazing hardware when you can't even provide decent network speeds? c3) We've both been here for a few years now, we've seen plenty of hosts go under. We've both studied them and found where their weaknesses were. We think we have enough information to start a good quality host. Not to mention we both have a dedicated mind set and we both are determined to provide the customer with a great hosting experience. c4)

We both believe that you must have a good mind set, you have to always see the glass half full. You also have to be money conscious and make sure to always stay to a strict budget and not go over. Plus, you also have to remember that the customer is always right and you need to make sure that the customer is happy with the services you are providing them. c5) We've both just been waiting for an opportunity. We don't want to rush anything, but we now both see this as a blessing and we need to take up this opportunity!

Building Your Vision d1) Our target market is going to be people who want to save money on their servers and still have a great VPS. We also would like to try and aim more towards a "enterprise" market as well. d2) We plan on connecting with people via message boards (like LowEndBox/Talk) as well as other forums as well as word of mouth and talking to business owners. We also would like to work with advertising to better help us target business owners and people in need of cheap reliable VPS. d3) We are a 100% positive that this market can sustain us, there is a huge market for people wanting save on their VPS bill without losing any resources (ram, hard drive, network etc). d4) Yes, we both are willing to risk financial investment to make this a reality.

Your Capabilities To Serve Your Vision? e1) We both have a high level of technical experience. We both "freelanced" our services and have managed servers ranging from personal to enterprise servers. e2) We both are great at customer support, when we do start up our VPS company we will ensure a 30 minute max ticket response time. We both are great at solving issues that a customer might have. e3) Since we live half a world away, we have a unique opportunity because when one of us is going to bed, one of us will be just waking up. We do plan on working 8 hours each (16 hours total, dedicated time) and we will be "on call" in case a emergency does break out while we are both off. e4) Once we are really able to get our VPS company off of the ground, we will be getting a support agent to make sure that there is someone on

duty 24/7 to make sure that all issues are resolved in a timely manner.

Plans and Projections f1) We will be starting off with OpenVZ as it is very flexible and is exactly what we need. f2) We would like to start off with just 3 plans to keep everything nice and simple. f3) Plan 1: 512mb ram, 50gb space, 100gb bandwidth \$5/qtr. Plan 2: 1024mb ram, 100gb space, 250gb bandwidth \$2-3/mth. Plan 3 (enterprise) 2048mb ram, 100gb space, 500gb bandwidth \$4-5. Each of these plans come with 1 IPv4. These plans aren't set in stone they're just to give you a idea of the plans we plan on providing.

f4) Our 3 month milestone will be to make about \$200 profit. This will be to make sure we are getting customers and make sure that everything is going perfectly. f5) By the 6th month, we plan on making \$200/mth (minimum) and to start looking at setting up another node somewhere else. f6) Our 1 year milestone will be to make sure we have a nice customer base, 2-3 nodes (one hopefully in the EU). f7) By our 2nd year, we plan on having 2-3 nodes in North America, 2 in the EU (one in the Netherlands and one in the UK). By then, we hope to start plans on putting a node in Australia as of right now the power and bandwidth cost is way too high. Hopefully in 2 years things to start to work out.

Margins & Profits After the 6 months has passed your lease on the server will be \$150/Month, an additional \$16/Month for WHMCS and then an approximate of \$10/Month depending on your Virtualisation Panel choice. Lets give you a buffer and associate your total monthly cost for the operation at \$180. g1) Starting out, we don't want to aim very high as we'd still be new and all. So maybe ~\$100 profit? g2) We don't want to cram a bunch of people on the node, but we do plan on putting <30-40 clients. It depends on which plan sells best. g3) \$180 is a minimum we think. We are all about providing the customer, even if that means we both get \$0. g4) We don't overly care about profits, as long as the customers

are happy. We're both happy. g5) Hmm, we think \$230/mth is a maximum to start. g6) About \$50.