

**Company Details:**

- Founded in April 2007
- 28 part/full employee
- Ownership :Private

**Funding:**

- Current Burn Rate : \$15,000 / month
- Seeking 1st round : \$10mm for 30% equity
- Expected return 8x invested capital in 36 Months via Acquisition or IPO

**Use of Proceeds:**

- Usability & improvements in web properties
- Building SaaS solutions in Drupal CMS
- Commence US/UK/Canadian Operations
- Open Source Training Centers in India
- Working capital for Infrastructure/marketing

**Product Development Cycle:**

- Development began in April 2007
- Alpha release of jaldibol.com, gujuweb.com, citiplots.com
- Initiated kukarma.com, kinchuk.com, gujaratstartups.com

**Competitive Advantage:**

- Unique Services -> Verticals -> Products -> Training & Incubation -> Hosting model using popular open source frameworks
- One of the largest Drupal services firm in the world with significant Ruby on Rails skills.

**Projected Revenue:**

- 2008 : \$ 250,000
- 2009 : \$ 1.5 million
- 2010 : \$ 10 million

**Management Team & Role: (Overview)**

- D **Roshan Shah – President & CEO**  
\* 13 years of Product Development and Software Services
- D **Dheeraj Dagliya – Professional Services**  
\* 9 years experience in IT
- D **Ujval Shah – Professional Services**  
\* Openkick Technologies Pvt Ltd
- D **Rajat Gupta – Business Development**  
\* OpenKick Technologies Pvt Ltd
- D **Niraj Bhatt – IT Infrastructure**  
\* Gujarat Hosting Pvt Ltd

**Advisors: (Retainers)**

- Umesh Talati - Finance, Tax
- Amit Bhatia - Company Affairs
- Gaurang Vyas - Legal Counsel
- Rashesh Shah - Finance, Accounts

**Company:** Gloscon Solutions Pvt Ltd is an Ahmedabad based 100% Export Oriented Unit (EOU) that offers Open Source Web 2.0 services, solutions, training and web infrastructure services to global clientele. Company has fully owned revenue generating and profitable subsidiaries – OpenKick Technologies Pvt Ltd which offers Open Source Training and Gujarat Hosting Pvt Ltd which offers Web Infrastructure Management and Hosting Services.

**Marketplace:** Open Source Software utilization has been steadily increasing its reach over proprietary softwares. At the same time Internet has become more advanced and complex. Websites are rapidly changing to allow user generated content and there is a mad rush to get repeated visitors with complex mashups, social networks, enterprise blogging, etc. Various new communication channels are established with the intent to make people's lives easier and make web a fun experience. Corporates which so far ignored Enterprise Web 2.0 strategies are losing out to small businesses who have stayed ahead with the evolving trends. Board Members are now seriously considering modernizing their Web Infrastructures with strong need to adapt a Content Management System to get productivity improvements. Most of these products are Open Source and released under GPL. Web 2.0, Social Networking, Content Management Systems(CMS), Software As A Service(SaaS), User generated content have now become common place words.

**Product Offering: Drupal CMS** – an award winning content management system is being used by companies around the world like IBM, Sun, MTV UK, Yahoo, BBC UK, NASA, Warner Brother Records, Sony, etc.

**Ruby on Rails** is a very popular Web Application Development framework which is used by many site like Linked In, Twitter, etc

**Gloscon Solutions Pvt Limited** along with its subsidiaries is involved in Software Services (Client's projects), Verticals (Hosted Solutions), Products (Social Networking sites for Indian markets), IT Education (Open Source Training) as well as Web Infrastructure Support (Hosting and Infrastructure Monitoring) around Drupal and Ruby on Rails.

**Buyers:**

- 1. Software Services & Incubation:** Domestic and International Clients
- 2. Web Infrastructure Services:** Domestic and International Clients
- 3. Open Source Training – Linux, Drupal, RoR:** Students, Corporates
- 4. Hosted Solutions** – Global Publishers (e.g Magazines, Newspaper, Journals), Association Bodies ( e.g Chamber of Commerce, Non-Profits, Industry Associations), Individual Professionals (Doctors, Lawyers, etc), Localized Directory Portals (e.g City Directories, Business Directories), Corporates (Startups, SME Corporate sites).
- 5. Web Properties:** Advertisement revenues, subscription revenue, licensing deals e.g (jaldibol.com, kinchuk.com, gujuweb.com)

**Differentiation:**

We are one of the first to provide Drupal Services in India and are the only company in the world which has been able to build a fully automated scalable hosted solution using Drupal CMS.