



VapourApps

-Reinventing corporate IT

-Ljupco Vangelski, Founder & CEO

The problem with Cloud computing



Most of the enterprise sector is not fully comfortable where they stand with cloud computing

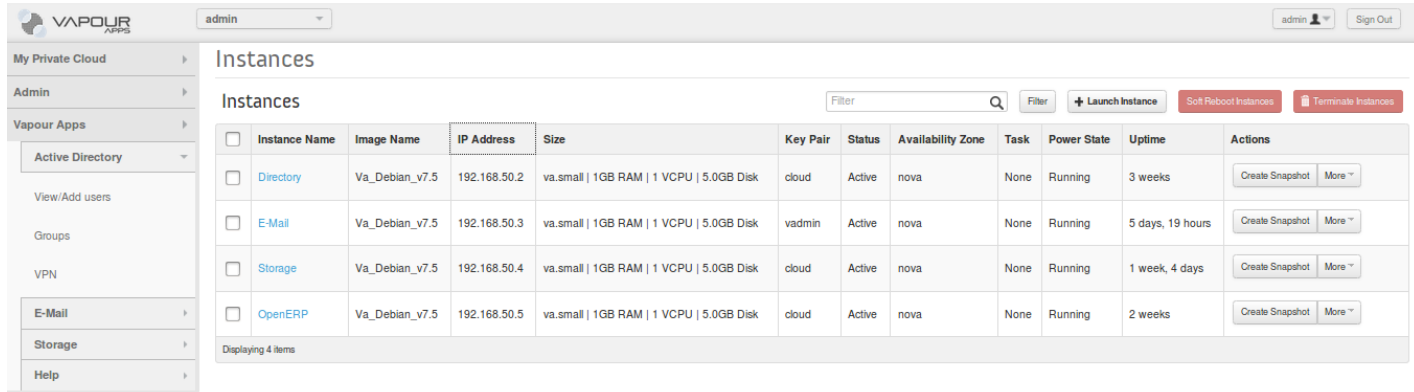
The problem with corporate IT

- User management - a horrible experience
- Windows roles and features???



- Managing virtualization – depending on experts
- Control your data??? What was that??

VapourApps



The screenshot shows the VapourApps web interface. At the top, there is a navigation bar with the VapourApps logo, a user dropdown menu set to 'admin', and a 'Sign Out' button. On the left, a sidebar menu includes 'My Private Cloud', 'Admin', 'Vapour Apps', 'Active Directory', 'View/Add users', 'Groups', 'VPN', 'E-Mail', 'Storage', and 'Help'. The main content area is titled 'Instances' and features a search filter, a 'Launch Instance' button, and buttons for 'Soft Reboot Instances' and 'Terminate Instances'. Below this is a table with the following columns: Instance Name, Image Name, IP Address, Size, Key Pair, Status, Availability Zone, Task, Power State, Uptime, and Actions. The table contains four rows of instances, all with 'Va_Debian_v7.5' as the image name and 'nova' as the availability zone. The 'Actions' column for each row contains 'Create Snapshot' and 'More' buttons.

<input type="checkbox"/>	Instance Name	Image Name	IP Address	Size	Key Pair	Status	Availability Zone	Task	Power State	Uptime	Actions
<input type="checkbox"/>	Directory	Va_Debian_v7.5	192.168.50.2	va.small 1GB RAM 1 VCPU 5.0GB Disk	cloud	Active	nova	None	Running	3 weeks	Create Snapshot More
<input type="checkbox"/>	E-Mail	Va_Debian_v7.5	192.168.50.3	va.small 1GB RAM 1 VCPU 5.0GB Disk	vadmin	Active	nova	None	Running	5 days, 19 hours	Create Snapshot More
<input type="checkbox"/>	Storage	Va_Debian_v7.5	192.168.50.4	va.small 1GB RAM 1 VCPU 5.0GB Disk	cloud	Active	nova	None	Running	1 week, 4 days	Create Snapshot More
<input type="checkbox"/>	OpenERP	Va_Debian_v7.5	192.168.50.5	va.small 1GB RAM 1 VCPU 5.0GB Disk	cloud	Active	nova	None	Running	2 weeks	Create Snapshot More

Displaying 4 items

- Create your own datacenter: company profile, users and virtual servers
- Own your data, own your infrastructure

VapourApps

→{DASHBOARD - Users}

VapourApps

→{DASHBOARD - Monitoring}

VapourApps Technology

→ Create company profile

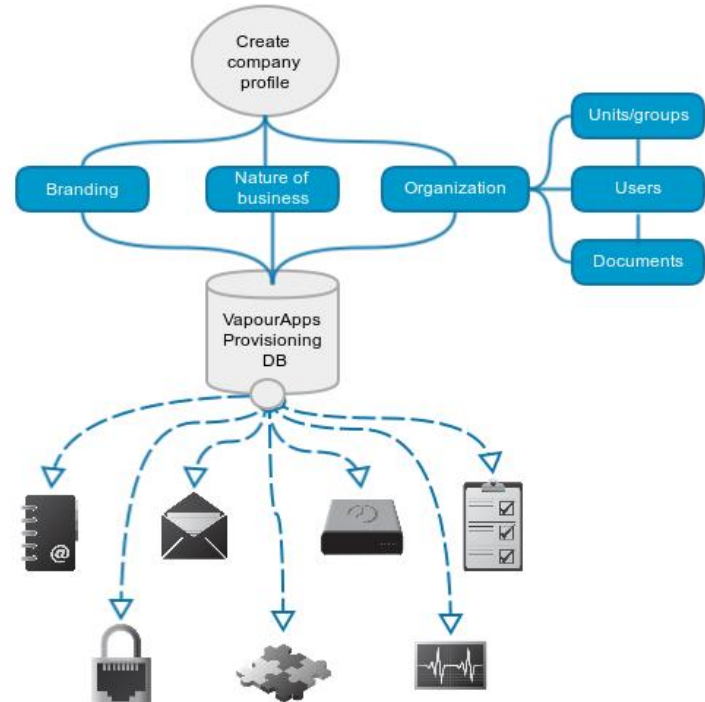
→ Manage users and groups

Use predefined applications
synced with your company

→ profile

Single dashboard, everything

→ under control








Competitive advantage

- Unified management
- Complete control
- Quality of OPS
- Low Cost
- No vendor lock



Where do we stand

					
Control location	✗	✗	✓	✓	✓
Corporate user management	✓	✗	✗	✓	✓
Flexible virtualization	✗	✓	✗	✓	✓
Monitoring included	✗	✓	✓	✗	✓
No Vendor lock-in	✗	✗	✗	✗	✓
Heterogeneous apps	✓	✓	✓	✓	✓
Choose support	✓	✓	✗	✓	✓

The market

▫ Market - GRAPH

Business model

- Open source – popularity, power in the community
- Revenue streams

Market reach (go-to-market strategy)

- The market potential is extraordinary
- Community download edition
- Direct sales - in premises edition
- Direct sales - hosted edition
- Telco partners

Investors

→ We are looking for investors with contacts in the Telco sector

→ We have so far personally invested ~50.000EUR for R&D, Brand design, networking, experience gathering

Project status

→ Status – Graph axis

→ First Beta launched, 4 cutomers

→ Breaking even

→ Contract for partnership with biggest retail IT provider in Macedonia and Teleco company working only with business customers

Core team

→ **Ljupco Vangelski**, Founder & CEO

→ Serial entrepreneur, Open-source system & security engineer

→ **Slobodan Katusevski**, Chief Sales Manger

→ Product and sales management

→ **Pero Gjuzelov**, Lead Software Engineer

→ 10+ years of full-stack software development in Telco sector

→ **Vladan Popovic**, Lead OpenStack Engineer

→ Python Guru, former OpenStack developer @ RedHat



Help us build the enterprise private cloud.
Thank You for your time.