



# Disrupting the Data storage market

Data privacy & environmental protection

Bhupinder Bhullar, CEO, co-founder

Member of  
**WORLD ALLIANCE**  
for EFFICIENT SOLUTIONS | by **SOLARIMPULSE**  
FOUNDATION

# Swiss Vault Team



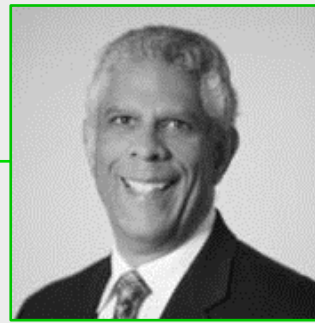
Bhupinder Bhullar  
CEO/Co-Founder



Doug Fortune  
CTO/Co-Founder



Margaret Bünzli  
CFO



Joe Suppers  
President SV USA  
SVP Global Sales



John Hawkins  
Product Dev.



Frédéric Schmiliver  
Sales



HSBC



# Swiss Vault Advisors



Dr. Andreas  
Schulze

Corporate  
Finance



Dr. Egle  
Thomas

Business  
Development



Mr. Pieter van  
der Poel

Marketing



Mr. Anys  
Boukli

Sales



Mr. Wolf  
Frenkel

Legal

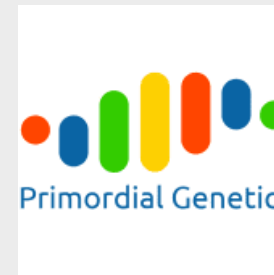


Ms. Marianna  
Grossman

Sustainability



GE Healthcare



**BearingPoint®**



Minerva Ventures  
Charting a Resilient Path



# Awards

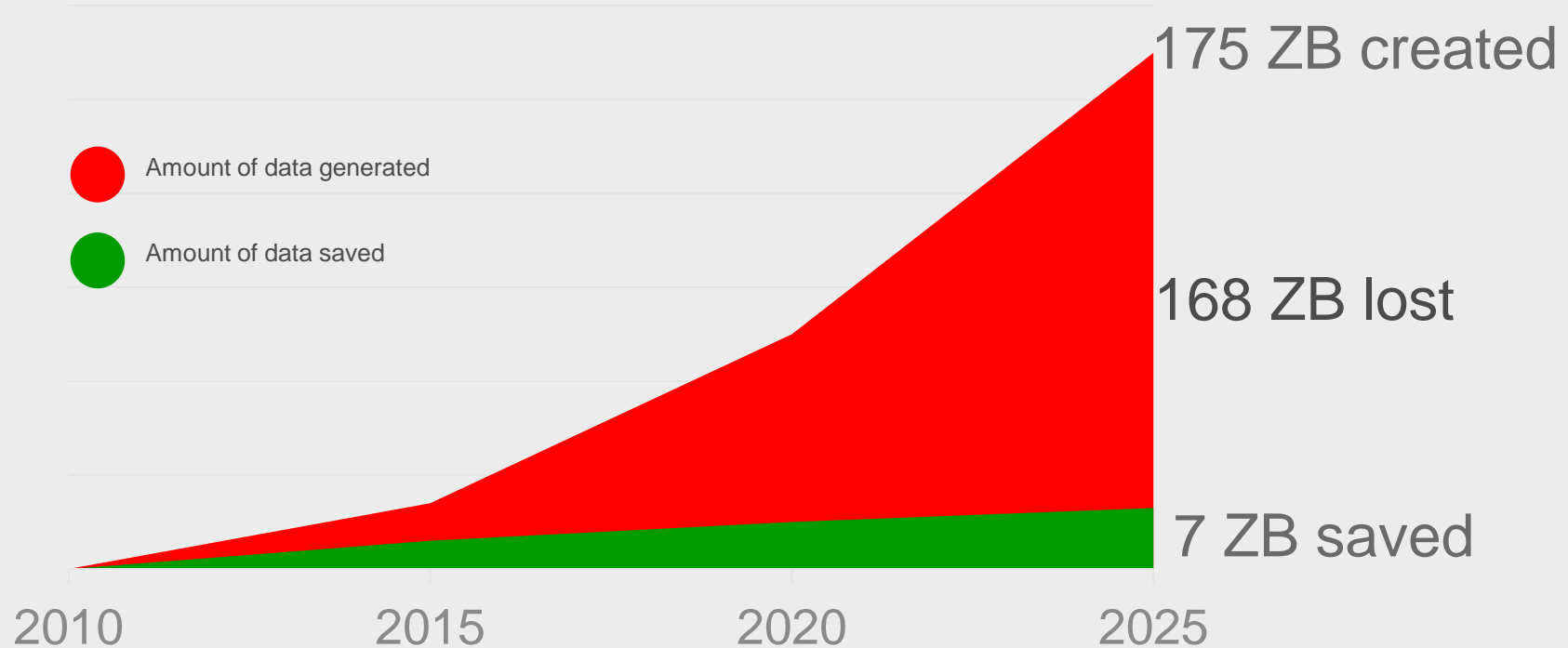
- European Innovation - \$2.0M
- Digital Switzerland - \$55K
- Climate KIC - \$50K



\* Swiss Vault was awarded €1.74M EIC Accelerator grant funding in 2020

# Background

## Exponential data growth



Data theft (ransomware) becomes a major threat to business!

# The Problem



Standard Data Server Rack

High Energy Consumption

High Space Usage

High Operational Costs

# The Solution

Standard Data  
Server Rack



Software



Hardware

Swiss Vault  
Tower



# Swiss Vault's Innovation in Software + Hardware

- 14X more data storage density (PB/m<sup>3</sup>)
- 10X more energy efficient (Watt/PB)



Converged Rack *		Swiss Vault Tower
2.5 PB	Data storage (using 5 TB disks)	10.24 PB
2.57	Volume (m <sup>3</sup> )	0.74
0.97	Density (PB/m <sup>3</sup> )	13.84
24 / 0	CPU's / GPU	128 / 128
18,000	Power (Watts) consumption	8,000
7200	Power efficiency (Watt/PB)	780

PB = Petabytes = 1,000,000,000,000 bytes





# The Solution

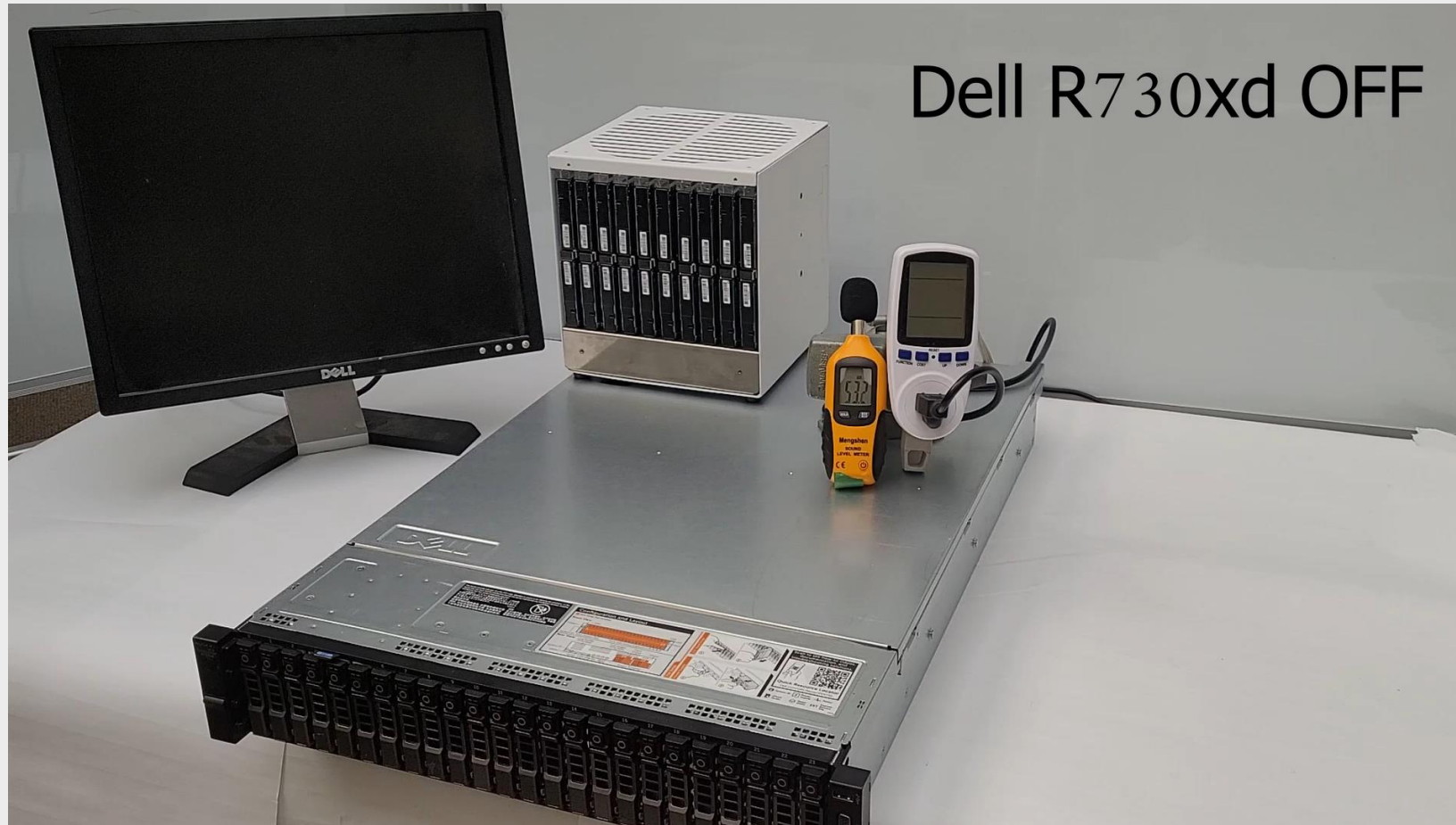
- Unique file management
- Data fragmentation
- Data compression

Secure data assets in Data Vaults  
Protect against ransomware

Swiss Vault  
Tower

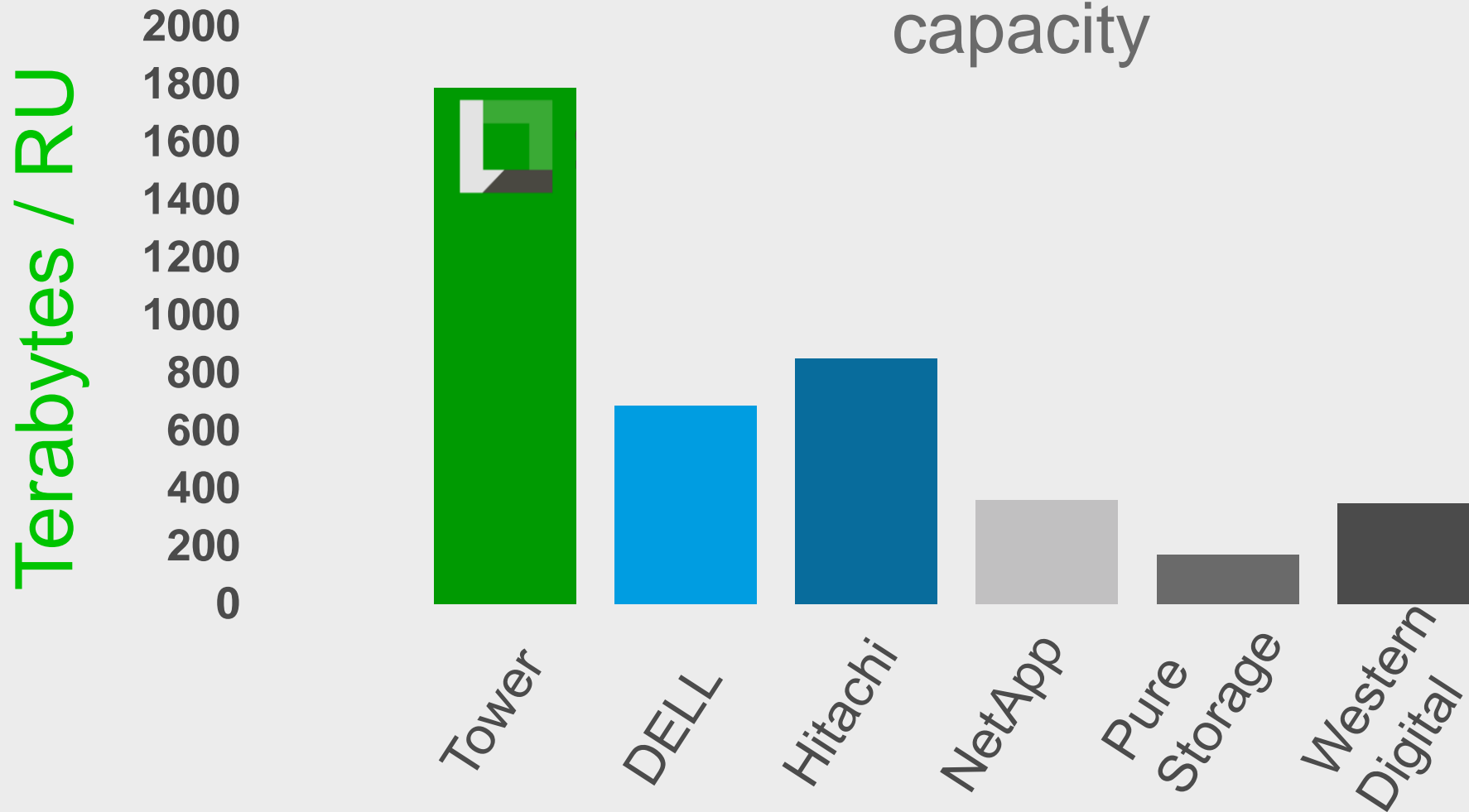


# Demo: SV cube vs. Dell



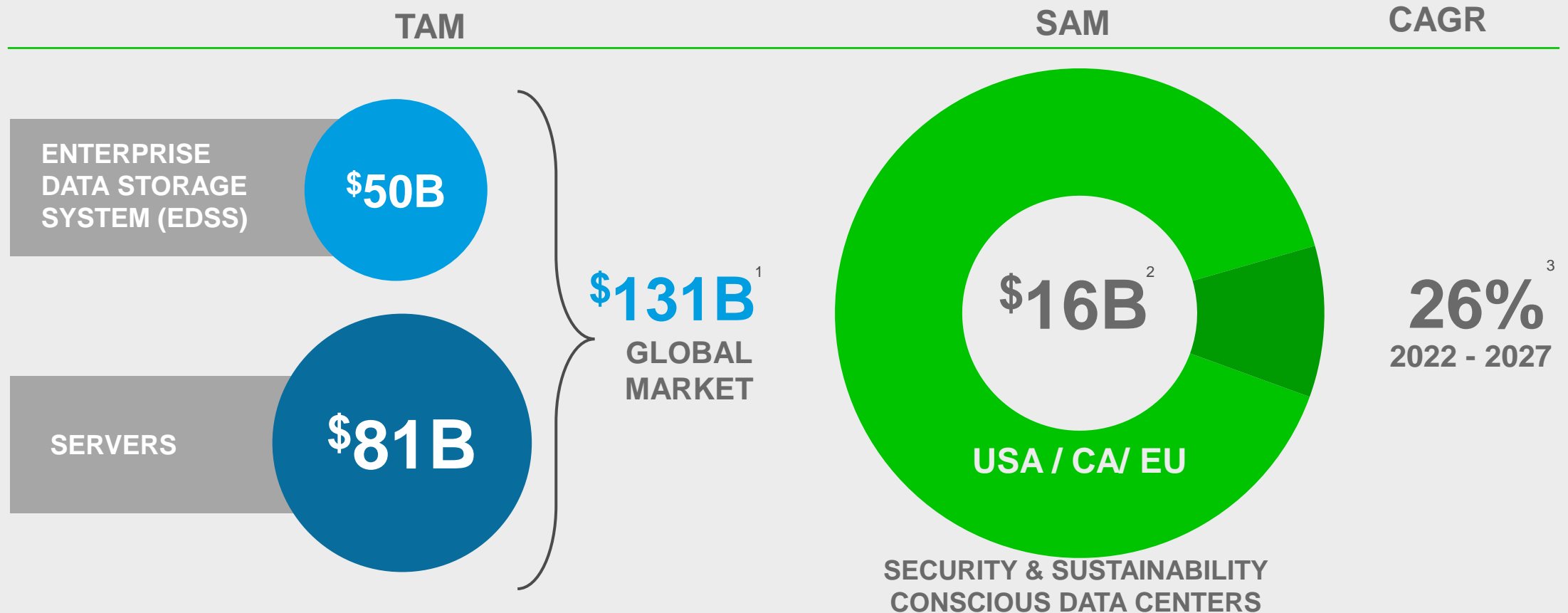
# Competitors

Swiss Vault's Tower has more data storage capacity



\* RU = rack unit (minimal operational unit installed in a system)

# Market Size



1. IDC 2018 Worldwide

2. SV projection to 2025, IMF 2018, Bain & Co 2015 and Shahabi et al 2018

3. Expert Market Research: <https://www.expertmarketresearch.com/reports/data-storage-market>



# Go-To-Market Plan

## Sales High Value Prospects Engaged



- Collaboration with 12 DoD agencies
- Development of contracts
- Engagement of Research Institutes

## Sales & Marketing Team Ready



- Joe Suppers, Sales
- Former CEO @ Node Com
- \$30 Million ARR



- Dorian Usherwood, Marketing Executive
- 25 years leading \$Multi-million companies

## Funding



Bridge funding to execute on plan for 2022:

- Production
- Sales/Marketing
- Org expansion
- Tech/Software

# Traction

## Example MoU from US Air Force

- Multiple DoD agencies that are concerned about data security
- Aim to get multiple contracts in 2022
- \$750,000 contract / with each agency
- 12 month duration deliverable cycle



## DEPARTMENT OF THE AIR FORCE Air Force Research Laboratory

February 4, 2021

### MEMORANDUM FOR AFWERX/AFRL SBIR TEAM

References: (a) 15 U.S.C. §638  
(b) U.S. Small Business Administration SBIR/STTR Policy Directive (2019)  
(c) 5 C.F.R. §2635.702(c), Exception (1)

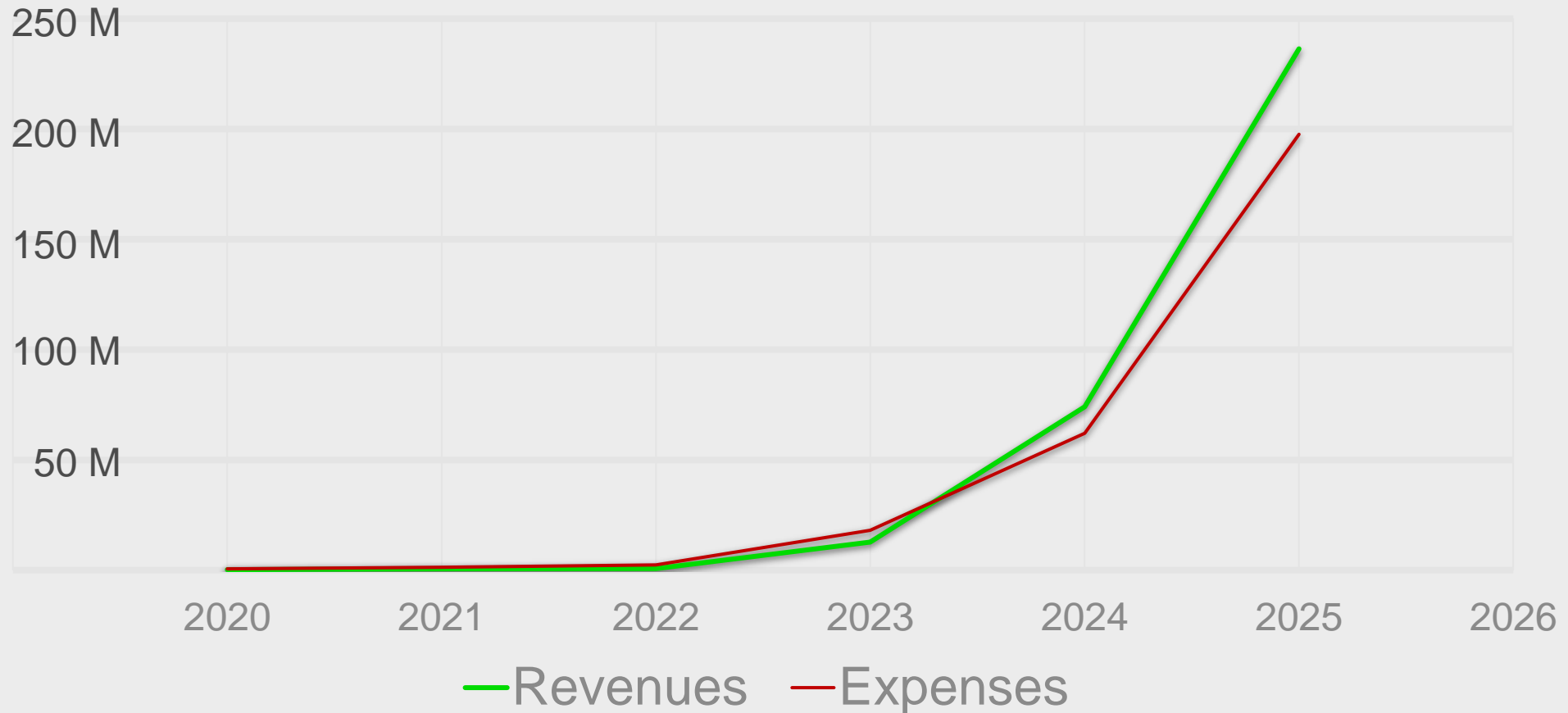
FROM: AFRL/RV

SUBJECT: AFRL/RV Defense Need and Participation Interest in the Air Force Small Business Innovation Research (SBIR) Program Project under Topic No. AF211- DCSO2 DIRECT TO PHASE II CALL FOR INNOVATIVE DEFENSE-RELATED DUAL-PURPOSE TECHNOLOGIES/SOLUTIONS WITH A CLEAR AIR FORCE STAKEHOLDER NEED

# Commercialization strategy



# Financials



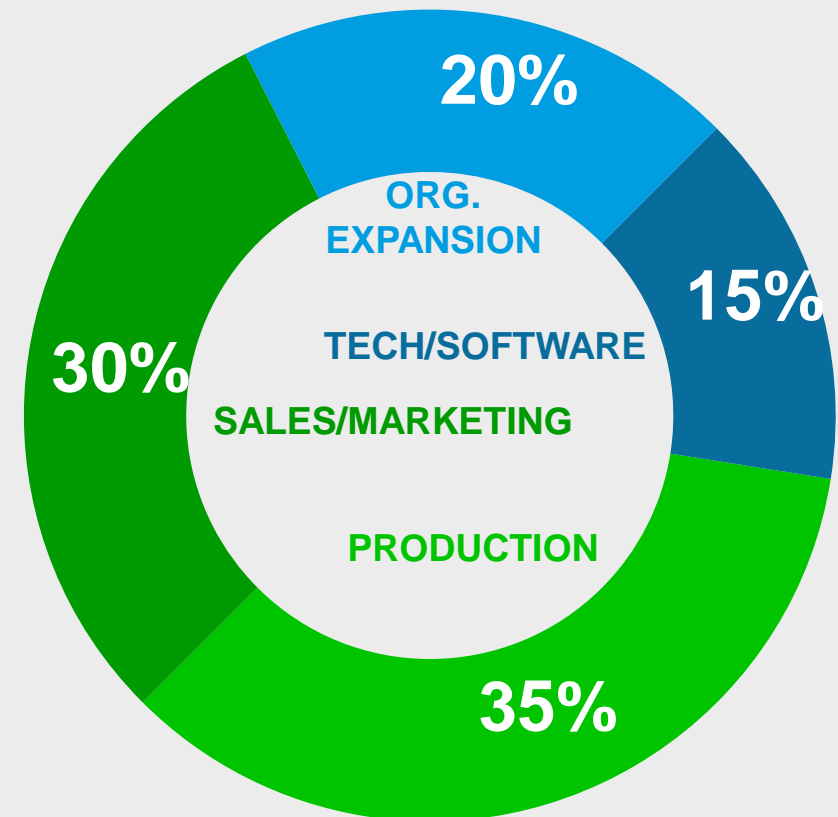
- 5 year growth plan: target 200 customers with large volumes of data
- Revenue of \$1.2 Billion by 2027



# The Ask

\$2.0M

- Use of funds
  - Production – 35%
  - Sales & Marketing – 30%
  - Organization expansion – 20%
  - Tech & Software – 15%





# Help us disrupt the data storage market ...

and enable Data privacy & environmental protection for everyone!

Bhupinder Bhullar, CEO  
[www.swissvault.global](http://www.swissvault.global)

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