



# **Bretagne Technology Showcase** Nov 18<sup>th</sup> 09 - Palo Alto, CA

*Land of Excellence and Innovation*



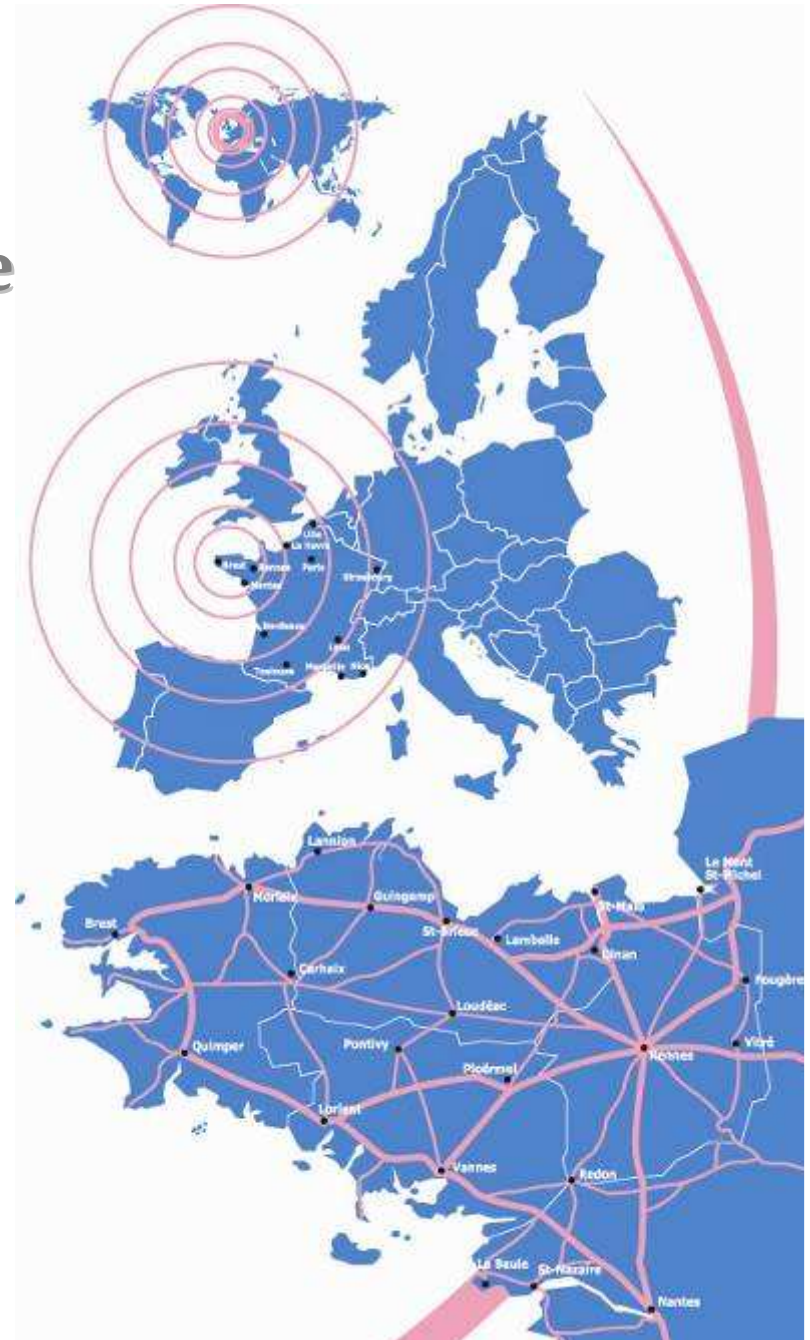
# Bretagne Technology Showcase

Serge Soulet,  
CEO

Patrick Gangneux,  
Deputy CEO



Palo Alto, November 18th 2009





# Refresh IT Solutions

*French leader in PC and Messaging migrations software*

*Coming soon in USA*

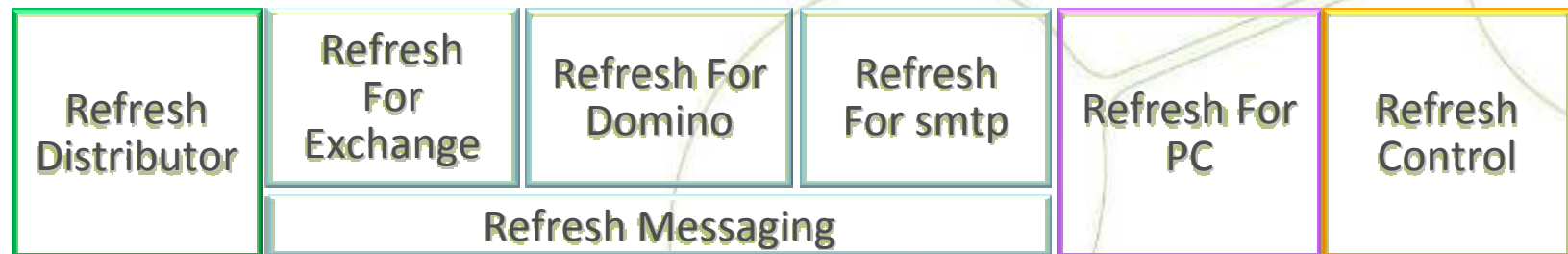
# Who is Refresh IT Solutions



- **A software editor, spin-off of France Telecom-Orange, founded in 2006 November, specialist in providing migration plate-forms and services**
  - After released of 2 major migrations projects from 2004 to 2006
    - 150,000 PC worldwide from Windows 2000 to Windows XP
    - 150,000 Mailboxes from various system to Microsoft Exchange
  
  - **The 4 founders**
    - 3 from France Telecom – Orange
      - Serge Soulet
      - Harold Barrault
      - Jean Marc Vuillaume
  
    - 1 from a Global Services company
      - Patrick Gangneux



# Platform and technologies



## Refresh Distributor Web Services

### Automated solution for migration from Windows 2K, XP and Vista to Windows Seven

- Reduce drastically the cost and duration of the migration projects
- Takes into account of all technical needs
- Takes care of end-user
  - communication, no disturbance
- Takes care of the deployment team
- Provides a monitoring web console
- Provides reporting (global and detailed)
- Usable in Client's premises or in preparation factories

# Main partners and resellers



- IBM Global Services – Europe



- HP - EDS

- Leaps program partner



- Orange Business Services - Worldwide



- SCC – Europe



- Atos Origin - Europe



- Microsoft and Microsoft Consulting Services – France

- Certified Partner



- And some smaller ....

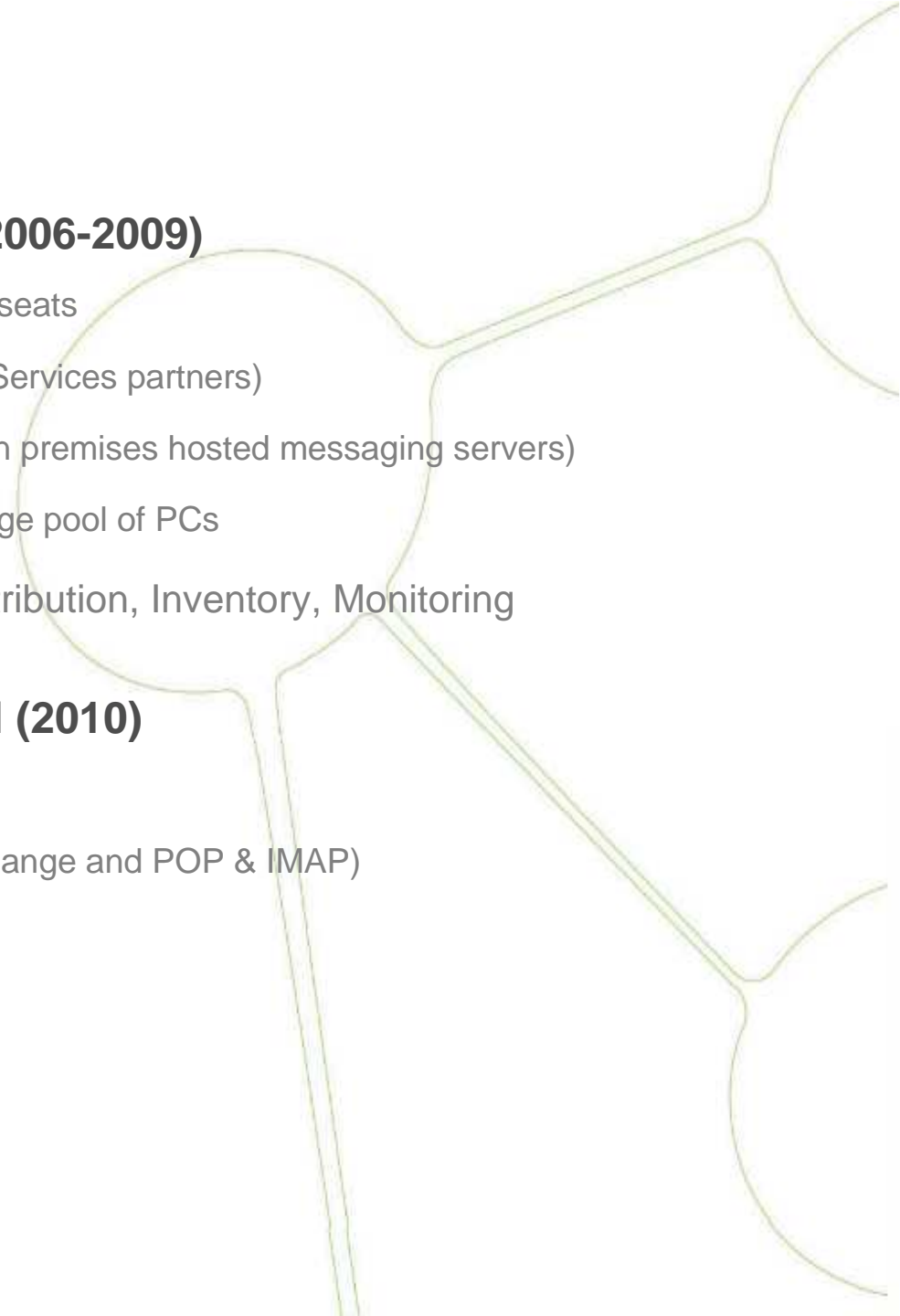


# Business Model

## ■ Today's Business Model (2006-2009)

- Customers with more than 5,000 seats
- Indirect model (Resellers and IT Services partners)
- One shot projects (managed or on premises hosted messaging servers)
- Managed services projects for large pool of PCs
  - Deployment, Software distribution, Inventory, Monitoring

## ■ Tomorrow Business model (2010)

- Smaller clients
  - SAAS Mode for messaging (Exchange and POP & IMAP)
- 

# Financial

## ■ Share Capital

- \$ 375,000
- Shareholders : founders (85%) + Business Angels (15%)

## ■ Distribution of the incomes

	Services	Licenses	Messaging	PC
2007-2009	55%	45%	49%	51%
2012	30%	70%	30%	70%

# Success stories



## Refresh Messaging

- **TPSA (Telecom)**
  - 37 000 Mailboxes – Poland
- **France Telecom Orange (Telecom)**
  - 150 000 Mailboxes – Worldwide
- **Equant (Telecom)**
  - 16 000 Mailboxes – Worldwide
- **Natixis (Business Bank) - OBS**
  - 10 000 Mailboxes – France
- **Renault (Industry)**
  - 85 000 Mailboxes - Worldwide
- **RTE (Electricity)**
  - 10 000 Mailboxes - France

And more.....

## Refresh For PC

- **France Telecom (Telecom)**
  - More 175 000 PC – Worldwide
- **Equant (Telecom)**
  - 16 000 PC – Worldwide
- **Natixis (Business Bank)**
  - 12 000 PC – France
- **MMA Insurance**
  - 9 000 PC - France
- **Total (Industry)**
  - 35 000 PC – Worldwide
- **Gaz de France (Industry)**
  - 17 000 PC – France

And more.....

## Contacts



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# Thank You