



CASE STUDY: THE TRANSFORMATION OF CB TECHNOLOGIES

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THE BEGINNING...

2001

- CB Technologies is created in a spare bedroom
- With one client...in aerospace
- 3 months before 9-11
- No technicians or engineers
- Revenue ~\$2M



AFTER A DECADE...



2011

- 18 employees
- Developing specialization in HPC
- Still only one anchor client
- Added some technical resources
- Certified top level Partner status
- FY Revenue of ~\$60M

WE'RE TURNING 15...

2016

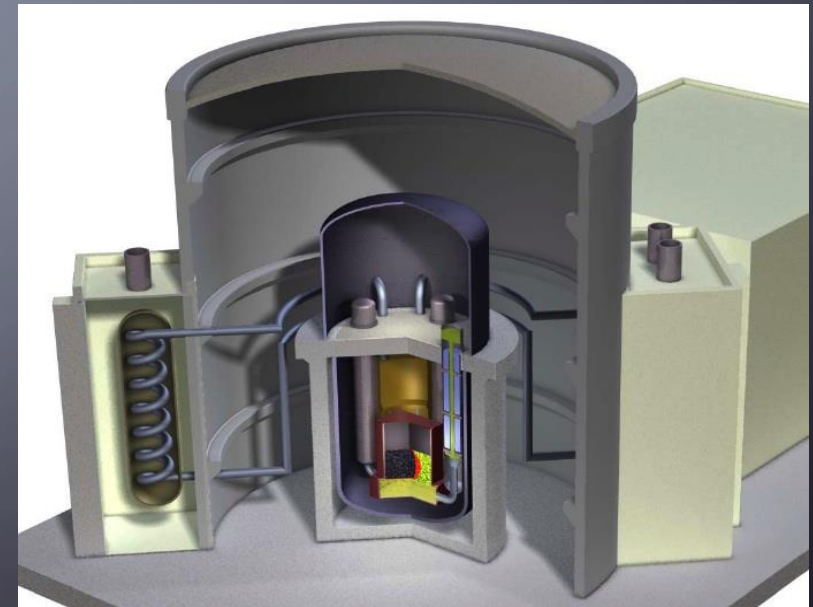
- More engineers than sales personnel
- Successful deployment of first solution in 2012
- 45 employees and growing weekly
- FY 2015 revenue of ~\$85M
- Expanded list of strategic Partners
- Expanded list of anchor clients
- Launching 4 more solutions



A SOLUTION TO HELP...

Design the Next Generation Nuclear Reactor

- Non-Linux cluster OS
 - Needed super scalability
 - Software-defined storage structure
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- Based on RAIN technology
 - Multi-partner collaboration
 - 4-6x performance delivered



THE NEXT FIVE & WHAT MATTERS...

- ✓ Culture
- ✓ Team composition
- ✓ Value of women-owned
- ✓ Challenges
- ✓ Priorities
- ✓ Customer relationships

