


PyBiz

The pinnacle of next generation refined search technology

<u>Investor Presentation</u>	<u>Executive Summary</u>	<u>Press</u>	<u>Video</u>	<u>http://www.pybiz.com</u>
	<p>Joseph Ellsworth President & CEO</p> <p><u>joe@pybiz.com</u> Tel: (408) 364-1741 Fax: (408) 871-8447 Cell: (408) 230-3780 3386 Valley Forge Way San Jose CA 95117</p> <p><u>Market Thinking</u> <u>Business</u> <u>Introduction</u></p>	<p>Joseph Ellsworth has positioned PyBiz to be a leading provider of XML Internet search infrastructure for building leading e-Business solutions in key vertical markets. PyBiz's suite of native XML infrastructure products enables our customers to provide web applications that can easily handle changing business conditions in near real time. This means faster time to market, better customer service and higher profitability. It's strength of product, high caliber management team and hot market space have perfectly positioned PyBiz to dominate the emerging XML e-business and CRM search markets.</p> <p>Mr. Ellsworth has 20 years experience in the software and services business including tenures at Hewlett Packard, Sprint, NorTel, NCS, Busiware and Andersen Consulting. From <u>1994 through March 2000</u> Mr. Ellsworth served Hewlett Packard as a section manager in the E-Speak / E-Services initiative with a peak budget of \$15 million and 50 employees. He was also responsible for HP's Enterprise CRM Portal, Enterprise Solutions.Now (ESN). Prior to HP he was a successful independent consultant and software entrepreneur.</p>		
<p>Established April 2000</p> <p>Employees 3</p> <p>Status Revenue revenue but not growing fast enough</p> <p>Investment \$500K USD</p> <p>Future Financing Plans</p> <p>PyBiz is seeking a first round equity investment of \$3 million.</p>	<p>Technology <u>Details</u></p> <p>The current e-business movement toward a strong partnership and collaboration based economy is ideally enabled by XDisect, the flagship product of PyBiz. XDisect makes it feasible for our customers to go to market with an adequate data model and then facilitates rapid evolution to meet requirements driven by new partnerships and changing business conditions. XDisect helps solve problems faced by our OEM partners today by allowing them to build and deploy products with only a general idea of the customers eventual data content. After deployment, XDisect supports nearly transparent field customization.</p> <p>XDisect's web-intrinsic architecture provides advanced search capabilities that efficiently use the structure of the data to deliver the most relevant results to end users. This enhances their satisfaction and enables self service. No other Internet infrastructure vendor can deliver e-business</p>			

Products[XDisect](#)[XDisect - Mail](#)[CEF](#)**Competitors**

XDex, Sequoia Software

XML Global

XYZ Find

Lore (research only)

Internal IT developers

Tamino, Software AG

Investors

Joe Ellsworth (Founder)

Greg Vonkuster
(Founder)

Chetan Patel (Founder)

Some Evaluators

Canada.com

CDI

Commerzbank AG

CSC

GTE

General Motors

Hewlett Packard

Iapex

Inktomi

NC3A (NATO)

Office Depot

RealNetworks

SAB

SMG

Spin Circuit

Time Warner

Communications

capabilities as well matched as XDisect for the demanding Internet e-business applications being delivered to increasingly sophisticated end users.

Market Opportunity

The 2004 XML Internet search repository market will have a minimum value of \$1.45B with annual growth rates exceeding 45% for the next 5 years. This market is composed of pieces of the \$12.7B (Gartner Group) database market in 2004 and the \$13B (IDC) Internet applications software market in 2003. The Internet applications software market is driven by the E-business Internet services market which reached \$132B during 2000 (AMR). This market is exemplified by E-Bay, Yahoo and Guru.com.

The core \$1.45B market can be extended several times by strategic partnering opportunities in emerging niches such as the \$62B wireless services market in 2005 (Yankee Group). The wireless services market is expected to grow at a compound annual rate of at least 40% over the next 5 years. Other Niches are e-health care, CRM, Mobile directories, CD-ROM browsers, mail archive search, e-libraries [and many more](#)

Key Team [Details](#)

- Joseph Ellsworth, CEO - (Investors, Strategic Partners, Sales) - *Prior: Hewlett Packard*
- Chetan Patel, VP - (Marketing, Sales, R&D) - *Prior: Hewlett Packard*
- Greg Von Kuster, VP - (Finance, Operations, Sales, R&D) - *Prior: Hewlett Packard*
- Kamyar F Shadan, Director - (*Strategic Partners, Investments expert*) - *CEO ITG, Inc.*
- Raman Tanneti, Board Advisor - *Founding member of OffRoad Capital - Prior: Netscape*
- Klaus Shultz, Board Advisor - *CTO BrainGem - Prior: CTO 3Com - (tentative)*

Customers

A global community of over 150 companies, including many fortune 1000 companies, are currently using XDisect in the development phase of their next generation XML enabled software. XDisect is being adopted by many visionary companies across the Internet e-business landscape: the following are those that have actually paid for PyBiz deployment licenses and services.

- **Mobile** - Mobiliant
- **Portals** - eStudies, CCBC
- **Exchanges** - Fulcrum Logic, Auction Flow
- **System Integration** - OnDisC Research Group, Fulcrum Logic, Sierra Atlantic