Key Partners from Private & Public Sectors

- AMD
- Google
- Marvell
- Quanta Computer
- Citigroup
- Chi Mei Corporation
- News Corporation
- Nortel
- Red Hat
- UL
- Astra
- UNDP
- Inter-American Development Bank
- 1
- One Laptop per Child
Business Challenges........

- 23 FTE’s and 26 consultants!!!!!!!
- Academia model and NOT Business
- Technology threats to Corporations
- Distribution, Deployment, Support infrastructure etc.....
- Non-for-Profit Status...
- Need for Business Partnerships
Getting to the $100 Laptop

Gross Breakdown in Laptop Costs 2006

**Display 25%**
- Support of MSFT Windows XP 25%

**Sales**
- Marketing 50%

**Distribution**

**HOW:**
- No Sales, Marketing, Distribution
- Linux/Sugar
- $3 Microsoft XP
- Reduce display cost leveraging backlight innovation

OLPC Proposal
$100 Laptop Cost 2005
G1G1 Financial Model....

To reach the least developed countries and get laptops into the hands of the poorest children, a new model of partnership (and funding) is needed....
Financial Footprint

1. L/C Issued and held by Citibank
2. PO Quanta
3. Brightstar POs
4. Suppliers invoice
5. Suppliers
6. Brightstar pays
7. Citibank funds Brightstar
8. Brightstar invoices Quanta
9. Quanta ships and invoices Brightstar
10. Brightstar pays Quanta net of
11. Citibank funds Brightstar for Quanta invoice amounts less amount already funded
12. Brightstar ships to Sov. Gov’ts and presents docs to Citibank
13. Citibank Doc Prep presents docs on behalf of OLPC, pays itself and

Obj100