

Key Partners from Private & Public Sectors



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one laptop per child

Business Challenges.....

- λ **23 FTE's and 26 consultants!!!!!!**
- λ **Academia model and NOT Business**
- λ **Technology threats to Corporations**
- λ **Distribution, Deployment, Support infrastructure etc.....**
- λ **Non-for-Profit Status...**
- λ **Need for Business Partnerships**



one laptop per child



1 |  |  |  |
one laptop per child

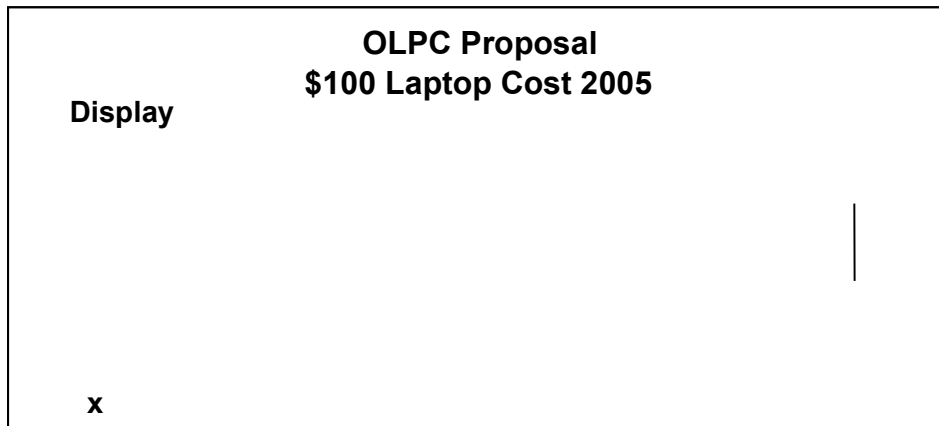
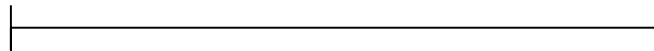
Getting to the \$100 Laptop

Gross Breakdown in Laptop Costs 2006

Display 25%

Support of MSFT
Windows XP
25%

Sales
Marketing
Distribution
50%



HOW:

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

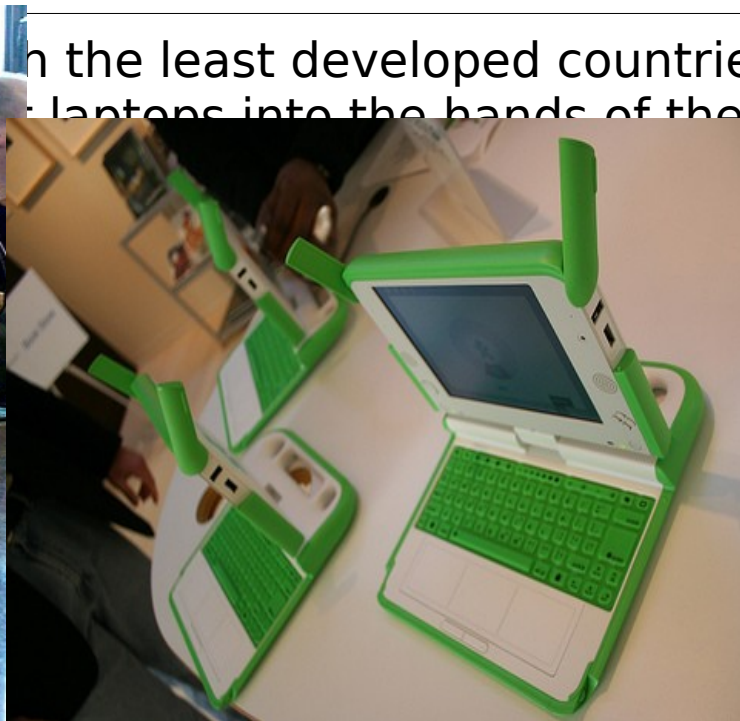
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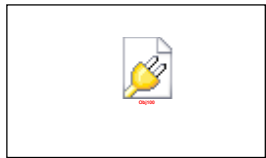
one laptop per child

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



Financial Footprint



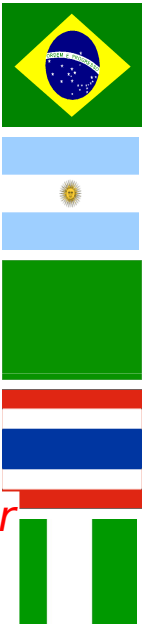
4. Suppliers



2. PO Quanta

olpc

1. L/C Issued and held by Citibank



5. Suppliers invoice

3. Brightstar POs

8. Brightstar invoices Quanta

9. Quanta ships and invoices Brightstar

10. Brightstar pays Quanta net of

2. Copy of PO to Quanta

12. Brightstar ships to Sov. Gov'ts and presents docs to Citibank

6. Brightstar pays



13. Citibank Doc Quanta Prep presents docs on behalf of OLPC, pays itself and

11. Citibank funds Brightstar for Quanta invoice amounts less amount already funded

7. Citibank funds Brightstar

