



Co-founders Jim Smith and Eric Leighton

## LoadSpring's Executive Summary

### What does LoadSpring do?

LoadSpring Solutions Inc. uses a powerful combination of enterprise level server software, best of breed data centers and proprietary web middleware to Internet enable a wide variety of software applications. LoadSpring's middleware application, the Collaborative Application Management (CAM) Console, enables customers to easily and securely access their applications and share information in real time with any partner connected to the Internet.

### What is our Value Proposition?

LoadSpring's value proposition is to enable our customers to save time and money by reducing project times, significantly reduce design review related travel expenses, eliminate frustrating IT roadblocks and related expenses, while at the same time, strengthen their data security posture. The Value of the LoadSpring Solutions Includes:

- **Significant Project Time Savings** – Users can grant real-time access to project information and data to any of their collaboration partners at any level. With our CAM Console, users can eliminate the need to FedEx drawings, FTP files or travel to various business sites for design reviews. We estimate that our products will reduce the design time of a typical three-month project by more than a week (10%) and allow many more design changes/cycles to take place within that same time.
- **Strengthened Security Procedures** – Many organizations have little or no control over access to company data, with or without the Internet. Files and drawings are often shared without any concern regarding security or privacy. With the LoadSpring solution, customers have complete control over data access including file authorizations and access logging.
- **Reduced Data Communication Costs** – Travel and shipping charges can be significantly reduced, and in many cases, eliminated for most engineering projects. We have estimated cost savings to be \$4,000 – \$6,000 on a typical three-month project. (Of course this varies depending upon the type of business and length of the project.)

