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## **Yipes Enterprises Offers Some 1H05 Metrics To Assess Progress At The Private Company**

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Yipes Enterprises ([www.yipes.com](http://www.yipes.com)) issued a financial results release to give more visibility into the private company's efforts. The release pointed to 92 new customers in the first six months of 2005 and a 26% Y/Y increase in enterprise customer revenue. The release also noted a 9% Q/Q increased in enterprise revenue. Yipes has 642 customers under term contracts, and customer churn was 1.5% per month during 1H05. The release framed progress as "consistent with expectations" which includes the expectation that a series C round of funding of \$24mn April 2005 will carry the company through cash flow positive status by mid-2006. T1R's conference call with CEO Scalon focused on the company's competitive advantage in serving vertical markets for connectivity in electronic trading, medical imaging, synchronous replication, and public sector network consolidation. The business model calls for leveraging the 14k mile metro fiber network to provide high value add private networking solutions rather than generic Internet access. Yipes plans to prosper by developing vertical market expertise and leveraging the ability of Ethernet ride any available media (e.g. wireless, copper, as well as fiber) to bridge last mile and last few feet obstacles.