



## Internet Server Productions Ltd.

*Bringing the world together through the Internet*



The foundation of ISP Ltd. is its president, Angelo Babudro, who has been managing and operating his companies since 1986. Mr. Babudro's roots in the computer industry began in the late 1970s, when the first microcomputers, such as the Altair 8080, were being introduced. As chief engineer on all ISP Ltd. projects, Mr. Babudro affords his clients a broad range of business and engineering skills to achieve their goals.

### ***Just in time***

Through flexibility and prudence, ISP Ltd. has weathered hard times that have left so many technology firms in the dust, and has evolved into a company that operates on *just-in-time* principles for manpower as well as inventory.

From the time an ISP design arrives on the drawing board to the time it hits the production room floor, people are drawn into the project who have the skills required to achieve the client's goals. Small Neighbourhood packages only require Mr. Babudro and perhaps one other person to complete the project. On large systems, a dozen or more people may



be involved, with Mr. Babudro leading the team.

In this way, ISP Ltd. is able to build large turnkey ISP packages better and for one-third of what the industry giants charge, as well as industry-leading small turnkey ISP packages that a technically-inclined entrepreneur can afford & operate.

### ***Quality, Price, and Speed***

A well-known saying is that you can only have two of these three demands in a business transaction, not all three. Every businessman knows this, and his challenge is to find the right balance of Price, Quality, and Speed to satisfy the customer's needs, which equals Value.

**Quality:** Every ISP package is assembled from components that provide the optimal mix of reliability (first) and performance (second) for the given price range. Before, during, and after the sale, ISP Ltd. clients have a single point of contact for all of their questions and needs. Whatever the hour and wherever they are in the world, clients are able to contact and count on ISP Ltd. While we aren't perfect, we try to be.

**Price:** Thanks to the *everything-just-in-time* business model, the profit margin necessary to support the operation is modest in spite of the low production volume and high standard of service.

**Speed:** Our nimble company can go from 0 to 60 in four seconds flat. With focused attention while your system is being designed and built, the time it takes to go from drawing board to production to installation is as little as 30 days for a Neighbourhood ISP. Large ISPs ready to handle over a hundred thousand subscribers can be in your facility in 3-4 months.

### ***“High Volume” means “Two”***

The production goal of ISP Ltd. is one to two systems per year. Production sights are set low in order to keep standards high. This way, Mr. Babudro is able to remain personally involved with each client, provide adequate support, and have time for R&D, to work on our own ISP in Victoria, and to refine & expand the ISP Ltd. software suite that is part of every package.

A manufacturing, “cookie-cutter” approach to building ISPs seems valid and is tempting from a profit perspective. Without experience in this industry, traditional manufacturers and retailers often think this can be done and approach ISP Ltd. saying, “Let's build one every two weeks and make a fortune!” What they don't know is that every client has unique needs; every ISP is not the same.

That's why even the large telecomms, who can build one every two weeks, still build ISPs one at a time, just like ISP Ltd. About 90% of every ISP is roughly the same, but it is that last 10%, the part that is unique and custom for each ISP, that meets the individual ISP's business plan, giving them their chance at success.



## Gap Filler

ISP Ltd. offers small to mid-size companies the chance to obtain products and services that would otherwise be unattainable. We build a ladder between pie-in-the-sky and down-to-earth. We fill the gap between your firm's technical skill set and the skills required to operate an ISP.

## ISPLinux: The Surprise Advantage

Like ISP Ltd., GNU/Linux has advantages that were not acknowledged just a few years ago. Even though Linux has been superior to Windows since the 1990s, in spite of Unix's long history of stability, it is only now becoming well known.

The fact that Linux was not recognized as the most stable and robust network operating system for

microcomputers did not make it untrue, just unknown. People used other operating systems because they did not know better or thought that a “small player” could not possibly compete with the giants of the industry.

Like David surprised Goliath, Linux has surprised the world with its awesome power and reliability. The world has always had Unix to thank for the majority of web and e-mail, even the Internet itself.

Mr. Babudro is in his 18<sup>th</sup> year of business in 2004; his 5<sup>th</sup> year as ISP Ltd. A solid business history and a track record of implementing ISPs in Africa and North America.



We offer [ISPLinux](#) as the result of our experience. Each installation is optimized for the client, much different from the usual “plain vanilla” approach to software.

Even though we can't guarantee that your business plan will be successful, we do guarantee that your ISP will keep running. All client ISPs are still running today, and you will find the names of Mr. Babudro and ISP Ltd. still voluntarily displayed on their web sites.

## Honour in Business

Webster's has a definition of honour that says it is “more binding than if recoverable by law.” For this kind of honour ISP Ltd. strives, not just for our glory and vanity, but for a higher glory.

The Bible teaches that without a solid foundation, a house will fall. Although none of us are perfect, the Babudros endeavour to adhere to the commands and code of ethics explained by Jesus, his examples of working hard and being trustworthy. On this foundation, we would like to establish our relationship with you and build your ISP.



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