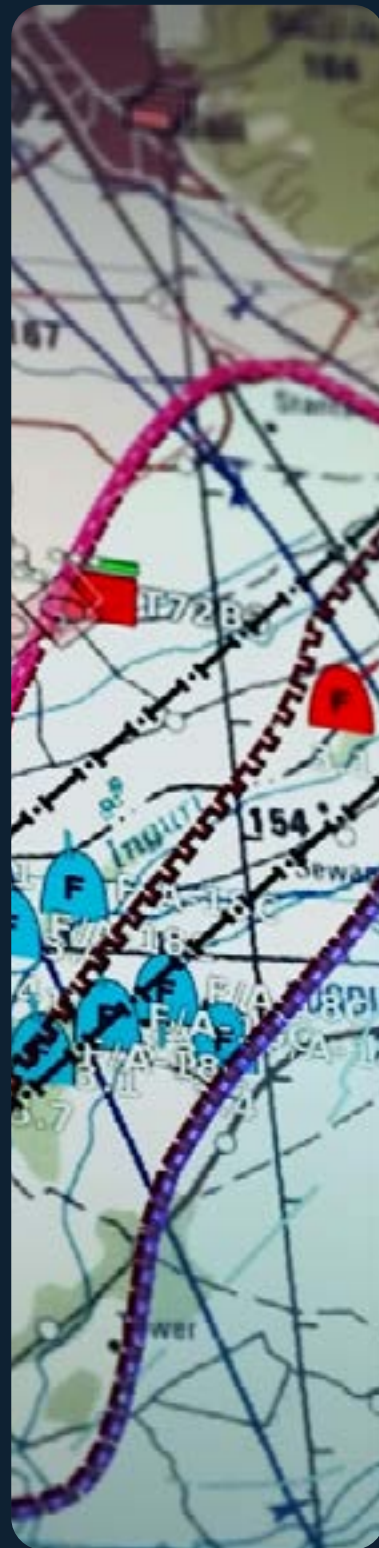
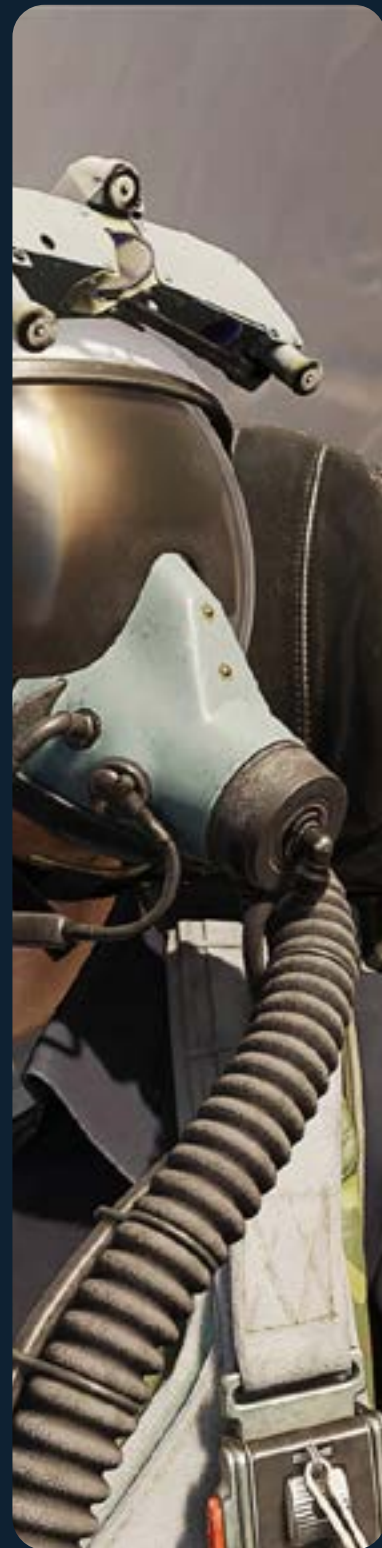




51st
MDT

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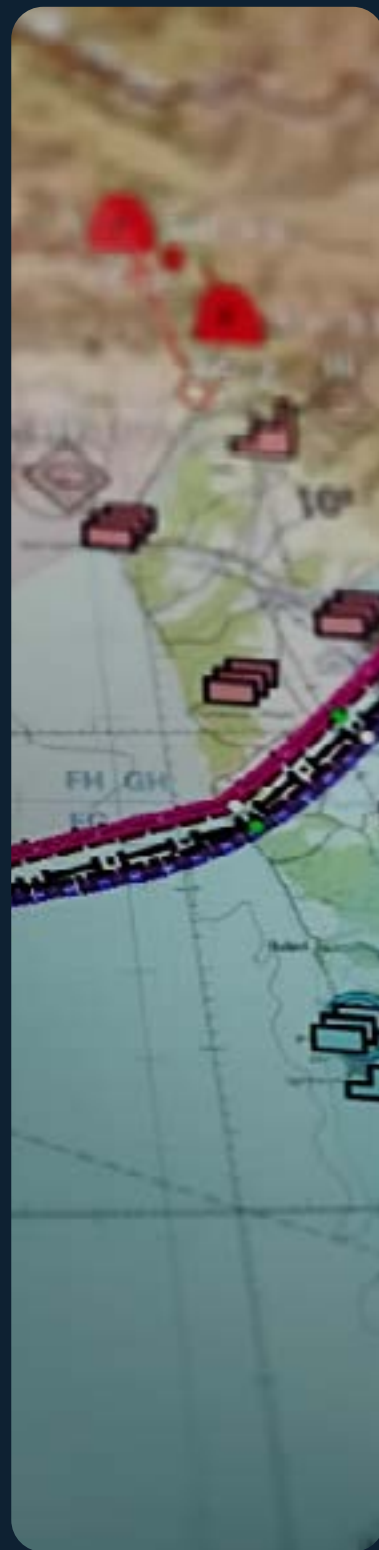
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- MDT Content Responsibility
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51st MDT

INTRODUCTION

1.0. MDT Introduction

The ongoing development of DCS has brought the community an array of legendary models, maps and single-player campaigns. As DCS continues to expand its user base, sustaining the simulator's complexity becomes increasingly challenging, requiring additional resources and revenue. Expanding the business model might be crucial for DCS's continuous growth and for maintaining a satisfied community.

Focusing on the DCS MP content enhancements may be a strategic step for ED. By introducing a dedicated DCS Multiplayer Developer Team (MDT), the community can be provided with high-quality services, such as multiplayer dynamic campaigns and championships across various historical periods. These offerings will be quality-checked by ED and meticulously maintained by DCS Multiplayer Developer Team, ensuring the highest levels of quality and immersion.

In a similar vein to how third-party developers create models for DCS, there is potential to establish dedicated DCS Multiplayer Developer Teams. These teams would craft unique multiplayer scenarios. To participate in these exclusive multiplayer events, which would include dynamic campaigns and multiple championships, users would pay a modest monthly fee of around \$5. This subscription would help cover infrastructure costs and support the organizers' efforts, paving the way for DCS to expand into a robust, multiplayer-focused ecosystem backed by Eagle Dynamics.

1.1. MDT Service

- Revenue via subscription model
- Enhanced DCS MP ecosystem
- Increased module utilization & sales
- High-quality content development

MDT Objectives

- Host dynamic multiplayer campaigns across various historical periods
- Host dynamic multiplayer championships across various historical periods
- Build a strong, active multiplayer community of participants and subscribers
- Develop MP content without diverting resources from core development

51st MDT Championships: e.g.

- Squad Air to Air Championship - Modern - Free
- Squad Air to Air Championship - Cold War - Free
- Squad Air to Air Championship - Korea (BFM) - Free

51st MDT Dynamic Campaigns: e.g.

- Georgian Incident - public - \$5
- Kola Incident - public - \$5
- Syrian Incident - Squad vs Squad - \$5



51st MDT

1.2. MDT Revenue: ED (30%) | MDT (70%)

Subscribers	Monthly	ED (30%)	MDT (70%)	ED Annual	MDT Annual
1,000	\$5,000	\$1,500	\$3,500	\$18,000	\$42,000
10,000	\$50,000	\$15,000	\$35,000	\$180,000	\$420,000
50,000	\$250,000	\$75,000	\$175,000	\$900,000	\$2.1M
80,000	\$400,000	\$120,000	\$280,000	\$1.44M	\$3.36M
240,000	\$1,200,000	\$360,000	\$840,000	\$4.32M	\$10.08M

- Marketing Cost: 10% of total revenue is allocated to marketing. (Refer table 3.0. Marketing)
- MDT server costs. (Refer table 4.0. MDT Preparation)

Realistic Projection

Even a more conservative estimate of 10,000 unique subscribers could generate \$50,000 USD per month. This projection highlights the strong revenue potential of a structured, subscription-based multiplayer service within DCS, creating an opportunity for sustainable, long-term development and quality enhancements in multiplayer gameplay.

Optimistic Projection

The potential for a DCS MDT subscription model is substantial and could be based on player engagement metrics from public servers reaching 80,000 unique users. 80,000 unique subscribers could generate \$400,000 USD per month.

ED & MDT PARTNERSHIP

2.0. Strategic Partnership

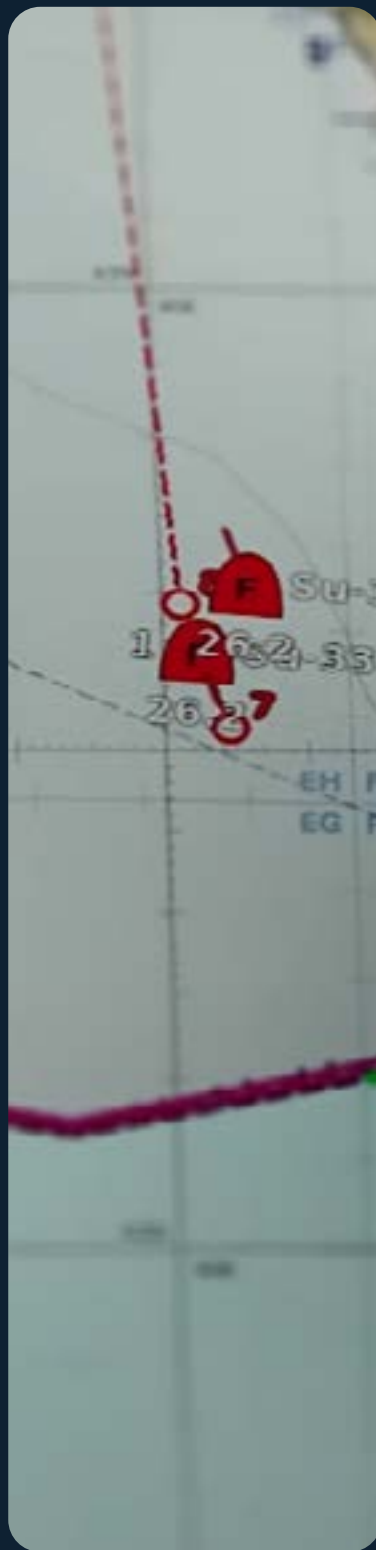
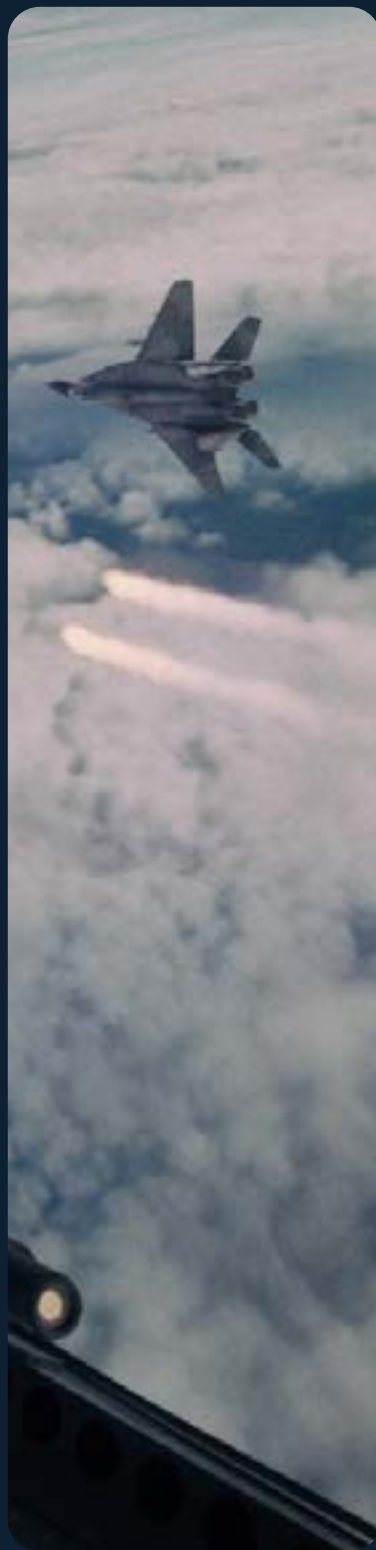
A partnership with Eagle Dynamics would be crucial to ensure success, quality control, and access to dedicated MDT servers for subscribed members. By leveraging ED's existing infrastructure and user database, implementing a subscription model would be most effectively managed by ED, ensuring secure access for members.

This collaboration would not only legitimize the venture but also ensure sustainable, long-term development. While initial multiplayer campaigns may not exceed the quality of current free offerings, the sustained support of DCS MDT's would drive the creation of superior content over time. This gradual evolution would elevate the multiplayer experience, ultimately setting a higher standard within the DCS content ecosystem.

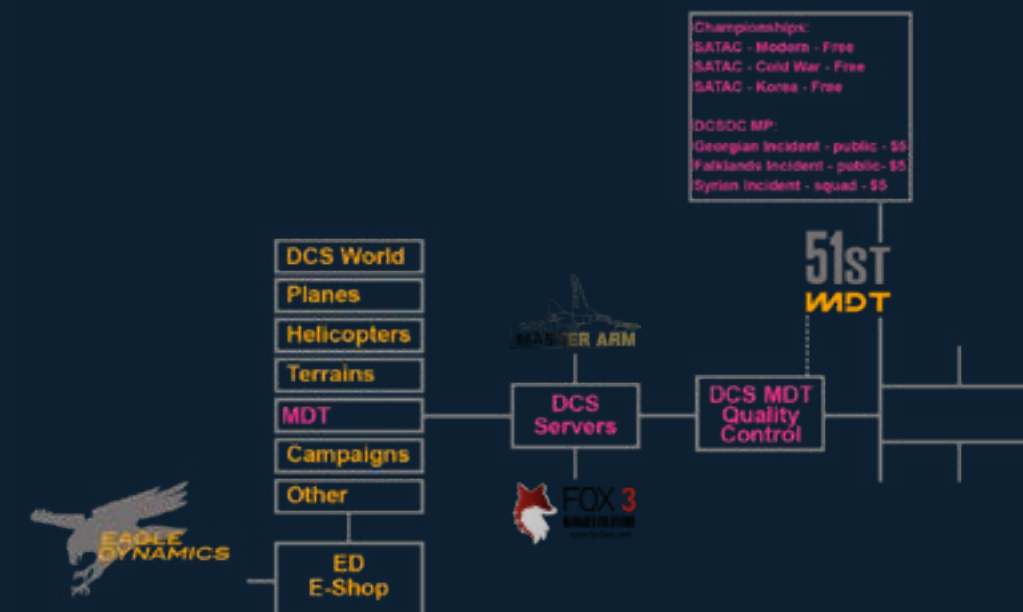
Technical Partnership

Successfully managing MP DCSDC and events requires considerable effort, coordination, and resources. MDT that meet Eagle Dynamics' standards are supported through a subscription model. This model is designed not only to cover the operational costs but also to support continuous development and refinement of the DCS content ecosystem.

This evolution would support ED's substantial investments in DCSDC, model updates, and continuous improvements and focus on DCS content. By combining a subscription model with dedicated MDT's, we can foster a more sustainable and vibrant MP community that covers all aspects of DCS, ultimately enhancing the overall DCS experience for all participants.



51st MDT



2.1. Technical Challenges

Technical Challenges

- Quality Control & Servers
- ED E-Shop Subscription & Scaling
- Server Queue System & Scaling

2.2 Technical Solutions

Quality Control - MDT should demonstrate a proven track record of:

- Successfully executed events
- Well-maintained public server
- DCS-related product

To ensure the successful implementation of MDTs it is essential to establish robust quality control mechanisms and server oversight protocols. This evidence will serve as a benchmark for their capability to deliver high-quality DCS MDT content.

MDT Servers

MDT's will retain responsibility for server management. To achieve this, MDTs will use approved server providers, such as **DCS MasterArmServers (Germany)** or **FOX3 Servers (USA)**, which are carefully vetted for compatibility, performance, and adherence to ED technical standards. This approach ensures that MDT servers integrate smoothly with ED's infrastructure while maintaining the quality and reliability.

A streamlined system will facilitate integration between ED's subscription platform and MDT servers. This system will **link subscriber accounts to designated MDT servers**, ensuring secure and seamless access for users. By this integration, ED can maintain oversight while allowing MDTs to manage their servers independently.



51st MDT

MDTs will maintain **responsibility for their content and server performance**, ensuring that their server providers deliver consistent and high-quality service. By delegating server management to MDTs and approved providers, **ED mitigates operational risks**, allowing it to focus on core development and platform enhancements.

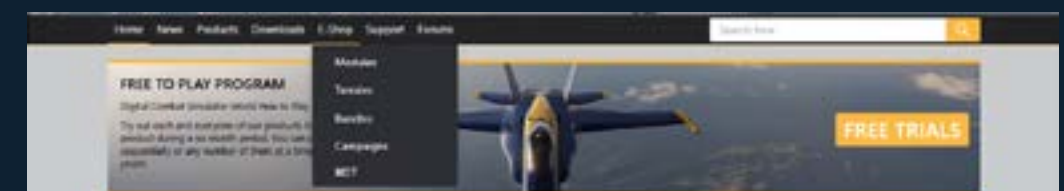
MDTs are incentivized to **maintain high standards**, as poor performance could lead to subscriber attrition. This model ensures a scalable, and high-quality content MP experience while aligning with ED's goals of fostering a vibrant DCSDC ecosystem.

ED E-Shop Subscription

A subscription management system within the ED E-Shop. This system will enable users to subscribe to individual DCSDC MDT servers, granting them access to **exclusive MDT content and events**.

Each subscription will be tied to a specific MDT server, ensuring that users gain entry only to the server(s) they have subscribed. A backend infrastructure will be implemented to **link users MDT IDs with their designated servers**. This integration will require **coordination between ED's E-Shop and the MDT server(s)**.

Subscription through the ED E-Shop will not only streamline access and validity for users. This approach will also align with enhancing the overall DCS content.



ED E-Shop Subscription Scaling

With the implementation of a subscription system, DCS products, including aircraft modules, terrains, and MDT content, could also be offered through subscription.

Note: the introduction of subscription options does not remove the ability for users to purchase models, ensuring that both subscription-based and traditional ownership models coexist to cater diverse user preferences.

Subscription packages, ED can offer tailored options to suit different needs:

- **Basic Package:** Access to a selection of popular aircraft and terrains, ideal for new or casual users.
- **Premium Package:** Includes DCS modules, terrains, and exclusive MDT content, ideal for dedicated enthusiasts.
- **MDT Package:** Focused solely on MDT server content, perfect for users primarily interested in MP content.

This model not only enhances accessibility but also **creates additional revenue streams** for ED and MDTs. It encourages users to explore more of the DCS ecosystem and increase engagement.

By integrating DCS products and MDT content into a unified subscription system, ED can provide a seamless and immersive experience for both new and existing users. This approach aligns with gaming trends, offering a flexible and scalable solution that drives long-term growth for the DCS platform while **preserving user choice**.



51st MDT

MDT MARKETING

3.0. Marketing Strategy Marketing

Funded marketing strategy and effective **community communication** will be critical to the success of the DCSDC & MDT initiative. To support this, it is recommended to allocate 10% of the MDT profits toward marketing efforts, which will be essential for driving subscriber growth and engagement.

MDTs will play a central role in this process by producing high-quality trailers for their campaigns and events, **showcasing the unique value of their content offerings**.

Create **high-quality trailers** that highlight the new subscription model, multiplayer enhancements and DCSDC+MDT products. These trailers will serve as powerful tools to attract both existing and new users to the DCSDC & MDT ecosystem.

MDT Revenue: ED (30%) | MDT (70%) & Marketing

Subscribers	Total	Marketing(10%)	Net	ED(30%)	MDT(70%)	ED Annual	MDT Annual
1,000	\$5,000	\$500	\$4,500	\$1,350	\$3,150	\$16,200	\$37,800
10,000	\$50,000	\$5,000	\$45,000	\$13,500	\$31,500	\$162,000	\$378,000
50,000	\$250,000	\$25,000	\$225,000	\$67,500	\$157,500	\$810,000	\$1.89M
80,000	\$400,000	\$40,000	\$360,000	\$108,000	\$252,000	\$1.296M	\$3.024M
240,000	\$1,200,000	\$120,000	\$1,080,000	\$324,000	\$756,000	\$3.888M	\$9.072M

3.1 Community Transparency Community

It will be equally important to communicate transparently and honestly with the community about the benefits of introducing MDTs. Emphasizing how **MDTs represent the best way to create new, high-quality MP content** in conjunction with the new DCSDC system.

Communicate that MDT subscriptions will serve as a sustainable **developer funding mechanism to support and develop the MP DCSDC content**, by channeling MDT resources into the creation of MP dynamic campaigns, events, enhanced server infrastructure and immersion.

This approach not only ensures the **continuous delivery of premium content** but also fosters a vibrant and engaged community. **Clear communication** about these benefits will help the community understand how their participation and support directly contribute to the growth and evolution of the **DCS MP content ecosystem**.

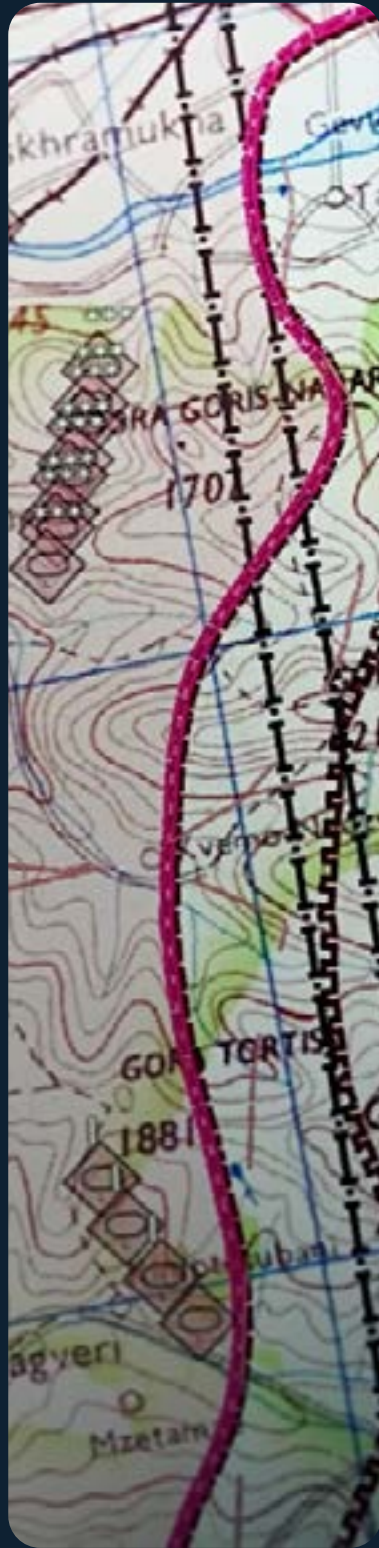
MDT RELEASE

4.0. MDT Preparation Preparation

It is highly recommended that the first MDT team be **selected in advance of the MP DCSDC-DC release**. Preparation will allow the team to:

- Familiarize with the MP DCSDC systems
- Showcase the capabilities of the MP DCSDC & MDT system
- Test to identify and resolve potential issues
- Test the subscription system connected to MDT servers

By ensuring that the first MDT is prepared, the launch of the **MP DCSDC & MDT systems will be more seamless**, setting a strong foundation for future MDTs and fostering community confidence in the new MDT ecosystem.



51st MDT

4.1. MDT Realise & Scaling Release

MDT should ideally coincide with the release of the DCSDC system. This simultaneous launch would *enhance the marketing impact* by presenting both the DCSDC and MDT systems as complementary components that deliver high-quality, immersive MP content.

For smooth rollout, following systems would be fully operational and tested by MDT:

- **DCSDC System:** The backbone for dynamic campaign development
- **ED E-Shop Integration:** Subscription & access on MDT servers
- **MDT Content:** Ready and tested MDT campaigns

MDT Scaling

Additional *MDT's should be introduced* as the test and realise phase have been concluded with the fist MDT. As the user subscriptions grow so will the communities desire for *new content that covers more of the historical periods in DCS*. New MDTs will then be able to apply for an *MDT license* in order to cover different periods or scenarios that they believe the MP community desire.

MDT Revenue: ED (30%) | MDT (70%) Marketing & Servers

Subscribers	Total	Marketing	Server	Net	ED(30%)	MDT (70%)	ED Annual	MDT Annual
1,000	\$5,000	\$500	\$480	\$4,020	\$1,206	\$2,814	\$14,472	\$33,768
10,000	\$50,000	\$5,000	\$4,800	\$40,200	\$12,060	\$28,140	\$144,720	\$337,680
50,000	\$250,000	\$25,000	\$24,000	\$201,000	\$60,300	\$140,700	\$723,600	\$1.688M
80,000	\$400,000	\$40,000	\$38,400	\$321,600	\$96,480	\$225,120	\$1.157M	\$2.701M
240,000	\$1,200,000	\$120,000	\$115,200	\$964,800	\$289,440	\$675,360	\$3.473M	\$8.104M

MDT RISK MANAGEMENT

5.0. Risk Management

MDT subscription model *reduces management risks* for ED compared to traditional third-party model development. This is achieved through a flexible, user-driven approach that *minimizes ED's operational responsibilities* while fostering a dynamic and *scalable multiplayer content ecosystem*.

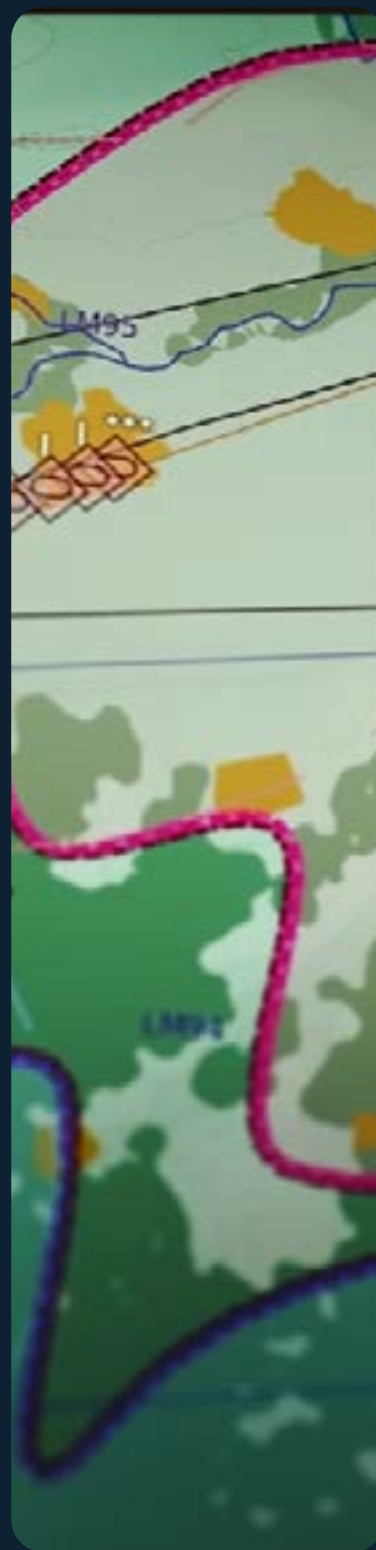
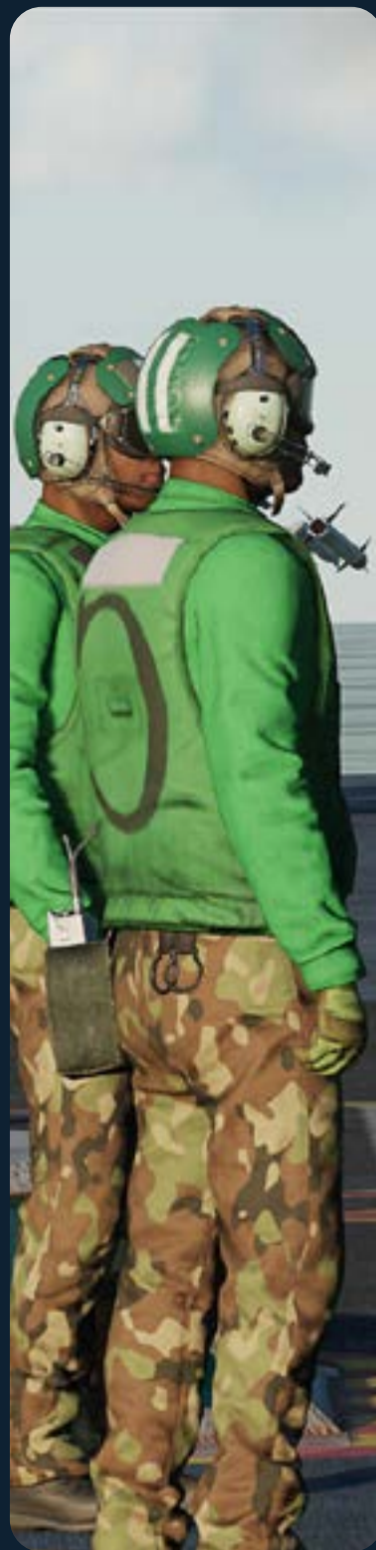
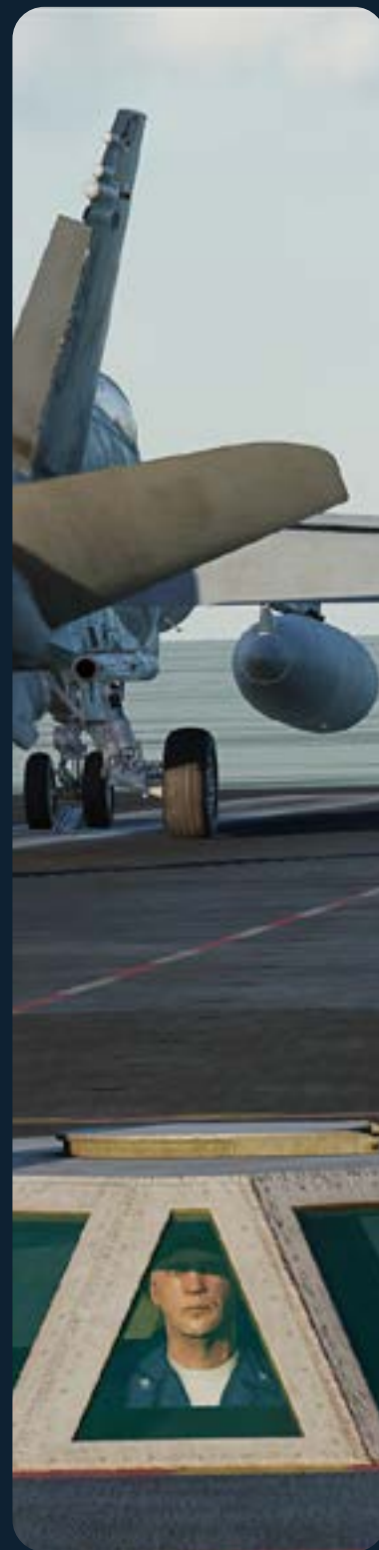
The MDT subscription model offers a more flexible, scalable, and *low-risk approach* to expanding DCS's multiplayer ecosystem. Content creation and server management by third-party can *reduce its operational* burden while fostering a vibrant and engaged MP community.

5.1. MDT Ecosystem Advantages

• **MDT Subscriptions:**
MDT model operates on a subscription basis, users who are dissatisfied with the content or desire new experiences *can stop subscribing*. This creates a natural feedback loop, *incentivizing MDTs to maintain high-quality, engaging content* to retain their subscriber base.

• **MDT Replacement:**
Unlike third-party developers, who often require specialized skills and long development cycles, MDTs focus on creating content rather than complex aircraft models. This makes it *easier for ED to replace underperforming MDTs or onboard new teams as the community grows*.

• **MDT Technical skills:**
The availability of content creation skills within the DCS community ensures a steady pipeline of new MDTs, reducing dependency on any single team.



51st MDT

- **MDT Content Responsibility**

ED does not need to take responsibility for MDT content updates. **MDTs are fully accountable for maintaining** and improving their campaigns, events and mission performance. This allows ED to focus on core platform development.

- **MDT Server Management**

MDTs are responsible for managing their own servers, with **ED's role limited to connecting the subscription system to approved MDT server providers** (e.g., DCS MasterArmServers). This reduces ED's operational burden and ensures that user expectations are aligned on MDT server performance and content.

- **MDT Revenue**

The subscription model ensures a **steady revenue stream**, reducing financial risk compared to one-time module purchases.

BUSINESS MODEL ALIGNMENT

6.0. Business Model Alignment

The introduction of MDTs alongside the new DCSDC system presents a perfect opportunity to integrate a subscription model for the multiplayer arena. This approach aligns with ED's business model in relation to third-party developers.

6.1. Community Readiness

We strongly believe that the DCS community is **ready for this evolution**. The player base has grown significantly, and there is a **demand for new, high-quality content** apart from additional aircraft models and maps.

DCS platform has grown extensively, by introducing MDT's supported subscription model enables **ED to strategically shift focus toward enhancing the content experience and MP**. By offering premium, structured multiplayer content, ED can **strengthen player engagement relations, and financial sustainability**, ensuring DCSDC to evolve at a high standard.

51st MDT
SergejReve