



Electronic Consultants and Manufacturing

Outsourcing your Research &
Development and other Electronic
needs



Introduction

- We are an Electronic Consulting and Manufacturing (ECAM) company. Operating as consultants and experts to a wide range of custom and standard electronic solutions since 1964.
- Research and Development:
 - Skilled engineers work alongside each other to understand, conceptualise, design, prototype and evaluate projects/products. Our team is at your disposal and we strive to bring you professional and quality service. Our team is relentless in their pursuit of success.
- Electronic Solutions and Manufacturing:
 - ECAM specialises in creating electronic solutions. ECAM's go to method is replacing a PLC with an embedded Linux device and for smaller projects an ARM controller with Touch Screen. After in depth analysis of client's needs a specification is drawn up with easy and affordable manufacturing in mind.

Why Outsource R&D Services?

Companies choose outsourcing to :

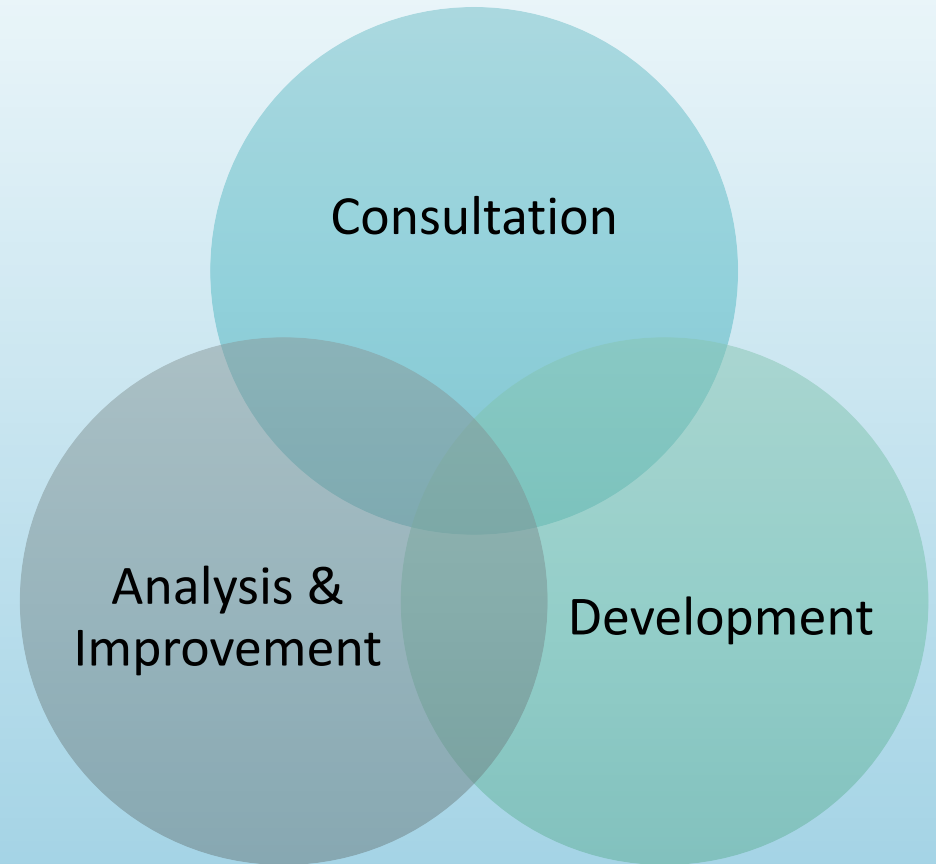
- reduce costs,
- minimize business risks,
- hasten product market entry.
 - The cost reduction may result from improved organizational effectiveness, shorter product development cycles, greater access to high technology, or restructured and improved use of resources. Outsourcing often leads to enhanced effectiveness by permitting the company to focus on core competencies and lessen its demands on tangible resources.

Business Opportunities

- Developing a new product or technology requires quality research and resources. This can be very intimidating or even be a burden to achieve your innovative milestones
- Now is the time to:
 - Cut costs and outsource your product development.
 - Reduce risk, use the experts.
 - Pay per milestone rather than a salary.
 - Not buy expensive LAB equipment rather use ours.
- Also consider ongoing support to help you respond to changes in your market.

Our Services

- Extensive research follows the consultation to ensure that the client's specifications can be achieved.
 - Continuous client interfacing.
 - Mechanical Design
 - Electronic Design
 - PCB Layout
 - Firmware
 - Package Development

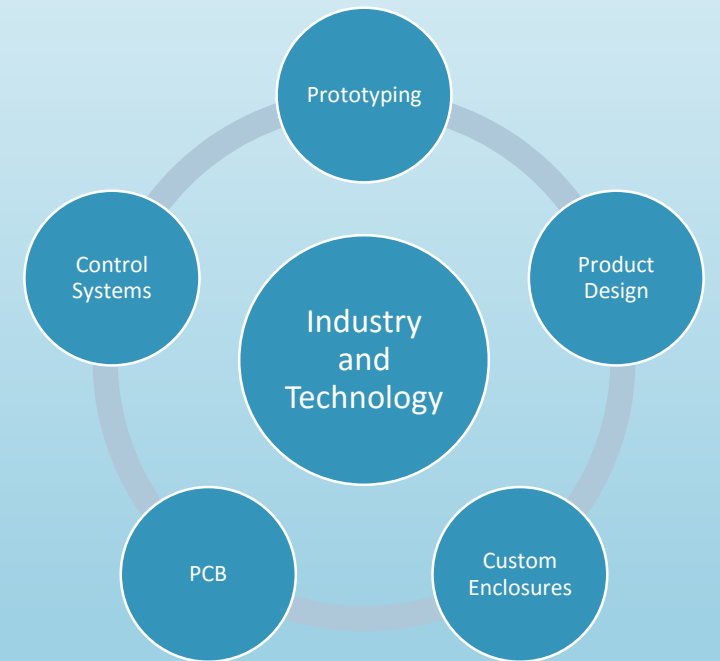
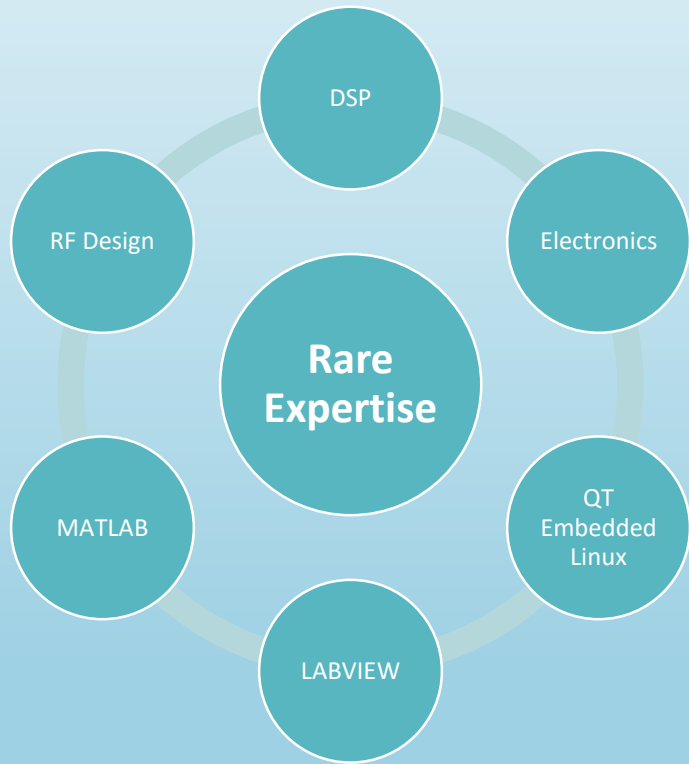


In sourcing vs Outsourcing

- Strategic alliance. We do not do business with your competitors
- ECAM specialize in Research & Development
- Fast Market Entry
- Better resource utilization
- Ensured Results

Custom Research Service	ECAM	Your Company
Running costs	Pay per Milestone	Pay Salaries
Equipment	Already owns	Buy
Risks	Low paid per Milestone	Moderate to High employee gets paid irrespective of performance
Support	Dedicated team	Uncertain as employee's can leave
Confidentiality	Sign any non-disclosure	Carries information over to next employer

Our Strengths



Key Benefits

- Forging partnerships to develop and deploy economically and socially valuable science and technology is becoming increasingly necessary as companies manoeuvre in today's highly competitive and rapidly changing market.
- Summary:
 - Reduce Risk
 - Reduce Cost
 - Reduce Time to Market
 - Reduce Admin

Next Steps

- Arrange a meeting
 - Sign non-disclosures
 - Analysis
 - Costs
 - Agreement
- We get to know each other
 - We sit down explain more about each others companies and sign the non disclosures.
 - Begin the research
 - After the idea/product is discussed, we will assemble an experienced team to conduct research and analyze the problem.
 - We submit a proposal, if the proposal is accepted we sign agreement and off to work we go.
 - Provide ongoing support
 - We will continue to work with you after we deliver your solution so you get the most value as you possibly can.

Contact Information

ECAM Key Consulting Personnel

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