

BRING US YOUR TECHNICAL CHALLENGE



Business Capabilities



CAPTEC

Tried, Tested and Trusted



You are only as strong as your supply chain



Captec, Tried, Tested and Trusted

Discover our capabilities to consistently deliver **Tough, Reliable, Flexible, Fit for Purpose.** Industrial Computing Equipment for the Lowest Total Cost of Lifetime Ownership from a Tried, Tested and Trusted Supplier.

The weakest link in your supply chain will determine your overall capability. All supply chains have their weak links, reviewing these when alternatives present themselves is the best route to improvement and risk reduction.

Our business competencies are based on a portfolio of capabilities which, when combined, result in a supplier with a track record of over 22 years of success as a Tried, Tested and Trusted supplier to over 3000 customers.

Expertise, leading-edge products, solid engineering and comprehensive operational and logistical support, that's what our customers expect when they choose a Captec industrial computer. Our customers trust in the skill and experience of Captec's team to deliver the most appropriate solution for their applications - on time, cost-efficient, and meeting the highest quality requirements.

Here are the elements that outline why you should choose Captec.

We add value in so many ways

COMPETENT AND CAPABLE PEOPLE

First and foremost, Captec's capabilities are firmly founded on a competent, capable and talented team of people. As an accredited "Investor in People" we continuously invest in the training and development of our people to ensure that they deliver their best for you. You are in the hands of professionals.

MATURE AND ROBUST MANAGEMENT TEAM

We have a professional, experienced management team. We are committed to the delivery of our business plans, through a clear vision of where we want to be, a mission on how to accomplish it and a clear set of key business objectives and core values to guide us.

WELL ESTABLISHED COMPANY WITH PROVEN TRACK RECORD

Not only assures you that we provide great products, but that we will be around when you need us in the future. Since 1985, Captec has been a pioneer in PC based

Industrial Computer systems. Throughout industry upturns and downturns, Captec has always been there for our customers.

SPECIALIST KNOWLEDGE OF COMPUTING TECHNOLOGIES

Keeping up with technology in computing is increasingly difficult, particularly if this is not your core business. This often leads to the selection of inappropriate technologies, due to lack of knowledge of the options available, resulting in significantly higher costs of ownership. We bring you the specialist knowledge you need to choose the technologies that best fit your requirements.

UNDERSTANDING OF YOUR APPLICATIONS

With extensive knowledge gained from working with a wide variety of European, North American and global organisations, we continuously expand our knowledge of applications. We cross



Capability - noun
capacity, skill,
aptitude.



fertilise this knowledge to provide you with products and expertise that are appropriate for the sectors in which you operate.

EXPERIENCE AND PROFESSIONALISM

We have consistently invested in building the collective experience and professionalism of Captec's team at all levels, from the shop floor to senior management. We are all set to deliver the most appropriate solution for your applications meeting the highest quality requirements.

SOLUTIONS NOT JUST PRODUCTS

What you get with Captec is not just a product but a complete capability to develop solutions as specific and individual as your needs. We select from best of breed technologies to ensure that the solution fits your technical and budgetary requirements to give you the best Total Lifetime Cost of Ownership possible.

FINANCIAL ROBUSTNESS AND FLEXIBILITY

Our sustained profitability has enabled us to build a solid financial base to ensure we are able to deal with financial demands of major projects, with a proven track record of capability to handle multi-million pound orders. In increasingly multi currency supply chains, we are able to offer stability of fixed term pricing to ensure your costs are known and defined from the onset, and not subject to the fluctuations of the currency markets.

RECORD OF SUCCESS WITH OVER 3000 CUSTOMERS

Our consultative approach has proved successful in delivering consistent measurable results for both us and our customers. This has enabled us to consistently grow and increase our customer base, now standing at over 3000, each of which has tested our business and technical capabilities. Our continued record of success highlights the trust we have built.

RELATIONSHIPS WITH KEY TECHNOLOGY MANUFACTURERS

With established relationships with global technology manufacturers, we are able to

bring you best of breed technologies as well as to future proof your solutions based on the knowledge of future roadmaps.

GROWING GLOBAL REACH WITH LOCAL TOUCH

We are continually investing in our infrastructure to provide the highest standard of on-the-ground services wherever our customers may need us to be. Our operations in the UK, Germany, Holland and Canada are the hubs of our European and North American business. In addition, we have plans to expand outsourced manufacturing in Asia into Captec's own facility to further enhance our global coverage.

THE RIGHT SOLUTION APPROPRIATE TO YOUR NEEDS

From components, through standard systems, to custom designed and built systems, our forward-looking solutions are designed and built for strength, resilience and minimum lifetime cost of ownership. You can rely on our experience and skill to devise the most appropriate solution for your needs.

QUALITY MANAGEMENT

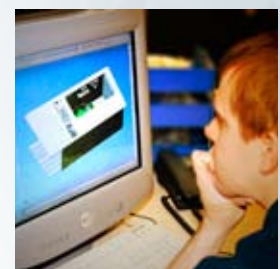
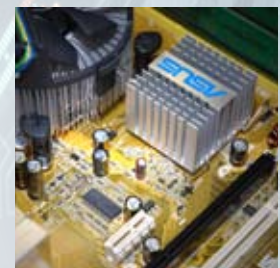
All our processes and systems are managed within the scope of an ISO 9001:2000 certified quality management system, assuring you of the integrity of our products and bespoke solutions. We are proud of our unblemished track record of zero non-conformances.

INNOVATION, DESIGN & R&D

With extensive in-house design capability, we can deliver individual custom designed solutions tailored to meet your specific requirements. We complement these with Technology Transfer Partnerships and with centres of specialist expertise and managed out-sourcing of certification testing.

COMMITTED TO SERVICE

Excellent customer care is our primary objective. Dedicated, professional support staff are available to listen, advise and assist. Backed by a modern



BRING US YOUR TECHNICAL CHALLENGE



COMMITTED TO THE ENVIRONMENT

There is an ever growing and urgent need for responsible environmental

management. We are passionate about the the future of our planet and are committed to protecting the environment in all the ways that we are able to. We strive to work with like minded suppliers and have committed to supply RoHS compliant products, WEEE compliance and the achievement of ISO-14001 certification.

GLOBAL MATERIAL PROCUREMENT

With procurement capability in Europe, North America and Asia we work with carefully selected specialist manufacturers and suppliers to match the latest, most cost effective and appropriate technologies with the demands of our customers.



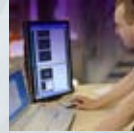
MANUFACTURING CAPABILITY

We continuously invest in our manufacturing capability and facilities. Adopting lean manufacturing

best practice ensures that we have the quality, agility and scalability to deal with variable demand. Our size enables us to cater for large quantities quickly without compromise. With manufacturing and integration capability in both Europe and North America we are able to offer systems where our customers need them.

OPERATIONAL CAPABILITY

On time when you need it. You have deadlines to meet and we are aware that your success depends on the performance we deliver. Our substantial manufacturing and integration capability, extensive inventory and materials management systems will guarantee adherence to your deadlines and specifications. Our size enables us to cater from tens to thousands of systems depending on your needs.



OBSOLESCENCE AND CHANGE CONTROL MANAGEMENT

In an industry beset by unprecedented levels of change and ever decreasing product lifecycles, our Change Control Management procedures ensure continuity of supply for agreed system configurations, protecting you from component obsolescence issues. This is a key differentiator from commercial computing where obsolescence happens abruptly, is not notified and generally un-managed.

BUSINESS PARTNERING

Many of our customer relationships have elevated to partnership levels where we jointly share risk and reward of new business opportunities. Whether it be for a new product development or for a production quantity procurement. We also offer use of our overseas facilities to help partners gain a bridgehead into new markets.

And there's more. Please refer to the associated brochure on our Technical & Operational Capabilities and our Market Sector Specialisms

Tried, tested and Trusted

UK Office

Captec Ltd,
Brunel Way, Segensworth,
Fareham,
Hampshire, PO15 5TX, UK.
www.captec.co.uk
Tel: +44 (0) 1489 866066
Fax: +44 (0) 1489 866088
Email: sales@captec.co.uk

German Office

Captec GmbH,
Karlsruher Strasse 11/1,D-70771
Leinfelden-Echterdingen,
Germany
www.captec-gmbh.de
Tel: +49 (0) 711/220630 00
Fax: +49 (0) 711/220630 25
Email: sale@captec-gmbh.de

North American Office

Captec Americas Inc.
675 Queen Street South
220 Woodside Business Centre
Kitchener, ON, N2M 1A1 Canada
www.captecamericas.com
Tel: +1 (519) 576-3336
Fax: +1 (519) 576-3992
Email: sales@captecamericas.com

We've got
the edge
IN INDUSTRIAL COMPUTERS



INVESTORS IN PEOPLE



Strenuis Ardua Cedunt - Difficult things fall to the strong

1188-09-08 rev 2 © Captec Ltd. 2008

All Rights Reserved - All products and company names listed are trademarks or trade names of their respective companies.

OUR PURPOSE - To be the recognised global leader in the design and manufacture of reliable and affordable industrial computers fit for demanding environments.

OUR VISION - A world where computers can operate reliably in any environment for the benefit of mankind.