

BRING US YOUR TECHNICAL CHALLENGE



# Market Sector Specialisms

**CAPTEC**

Tried, Tested and Trusted

# We understand your applications



Doing business in different Market sectors is affected by a set of common, as well as most often unique, factors and circumstances. Furthermore, applications within these sectors have different needs and are exposed to sets of risks. In today's solutions oriented world you are increasingly dependent on a supply chain of specialists who understand your market sector, your applications, your language and your world of doing business.

It is rare for a single company to possess all of the capabilities required to originate each of the individual components needed to implement increasingly complex systems solutions. Partnering with a dependable supply chain that understands your world and has specialist value add, then becomes a critical success factor.

At Captec we recognise this and specialise in continuously building up our knowledge of your market sector, together with doing our core business so very well that you can be confident in a tried, tested and trusted professional supply chain partner. Our core business of designing, manufacturing and supplying application ready Industrial Computer platforms means that with Captec as your hardware platform partner, all you have to add is your application.

Over a period of 21 years we have worked with over 3000 customers in a wide diversity of market sectors as you can see below. We are able to cross fertilise our knowledge and expertise gained over such a wide cross section to give you the benefit of lessons learned and solutions developed for systems similar to yours.

One supplier, one manufacturer, one quality standard, a single point of responsibility.

Across all sectors we understand that projects have unique requirements and we highlight how we do so for each of the sectors below. However, they all also share common requirements. We add value through:

- Technical experts to advise on the most appropriate solutions to meet your needs
- Financial robustness for large scale projects, long term roll-outs
- Flexible financial schemes (purchase or lease arrangements), with fixed pricing even for multi-currency
- Experience with diversity of compliance testing specifically to comply with industry requirements and regulations
- In house R&D for customisation & OEM
- Experience with usage practices of the sectors we serve
- Experience with long term support and maintenance strategies
- Professional bid teams to help you win tenders & projects



Understand  
environment  
and...



app



market- noun

1. a regular gathering for the purchase and sale of food, livestock, or other commodities.
2. an outdoor space or large hall where vendors sell their goods.
3. a particular area of commercial or competitive activity.
4. demand for a particular commodity or service.



## Transport

- Station Management Systems computing platforms
  - Signalling control computing platforms
  - SCADA computing platforms
  - Public information systems
  - Rugged display terminals
  - Security & video computing platforms
  - Rugged mobile covert security & surveillance
  - In-vehicle computing platforms
  - Marine computing platforms
- Extensively used on London Underground
  - Bid team for tender submission support
  - Extensive experience with transport conformity standards
  - Zero Halogen Low Smoke rated equipment
  - Extremes of environmental conditions
  - Sealed (IP65) and fanless solutions
  - Industrial communications connectivity for legacy and modern interfaces
  - Continuity of supply with change control and obsolescence management
  - Experience with demanding EMC

### Sample Customers\*

*Metronet, Tubelines, Atkins, Westinghouse, NATS, Siemens, Thales, Serco, Peek Traffic*

## Manufacturing

- MES (Manufacturing Execution Systems) factory floor computing terminals
  - Computing platforms for SCADA
  - HMI (Human Machine Interface) terminals
  - Computing platforms for machine automation
  - Computing platforms for process automation
  - RFID Ready manufacturing floor terminals
- Experience with extreme environmental conditions (IP, shock, vibration, temperature)
  - Sealed (IP65) fanless solutions that can be washed down.
  - Stainless steel options for processed foods, pharmaceutical, drinks and beverages
  - Awareness of emerging trends and technologies eg. RFID
  - Industrial communications connectivity or legacy and modern interfaces
  - In house R&D for customisation & OEM

### Sample Customers\*

*Ford, ABB, Glaxo Smith Kline, Rolls Royce, Kodak, Nestle, Princes Soft Drinks, Merck, Yamazaki Mazak, Coopervision, AEW, Spectrum*

## Medical

- Custom OEM Medical Equipment control Computing platforms
- Patient treatment planning computing & peripheral systems integration
- Compliance with medical standards. Regularly inspected unannounced.
- Experience with documentation requirements and management
- Experience with quality systems requirements
- Continuity of supply with change control and obsolescence management
- Complete solutions including testing, packaging and documentation
- Supply chain management
- OEM Customisation

### Sample Customers\*

*Elekta, Philips Medical, Glaxo, Convatech, Deltex*

## Utilities

- Computing platforms for SCADA
- HMI (Human Machine Interface) terminals
- Computing platforms for harsh outstation environments
- Machine automation
- Process automation
- Experienced in water treatment and electricity generation applications
- Bid team for tender submission support
- Sealed (IP65) Fanless solutions
- Experience with systems for use in extreme environmental conditions
- Connectivity for legacy and modern interfaces
- Fault tolerance with redundant components for high availability

### Sample Customers\*

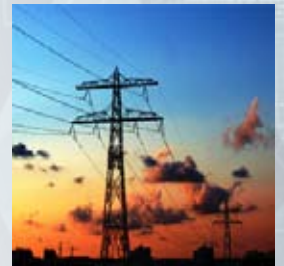
*Nuclear Electric, Transco, Centrica, BNFL, British Energy, Southern Water, Thames Water, North Yorkshire Water*

## Defence

- Computer control platforms for weapons control, navigation control, simulation
- Applications requiring Managed COTS
- Compliance with military standards
- Experience with high reliability, fault tolerant and redundant systems
- Experience with quality systems requirements
- Continuity of supply with change control and obsolescence risk management
- Complete solutions including testing, packaging and documentation
- Supply chain management
- R&D for EMC, shock/vibration, thermal
- Experience with documentation management

### Sample Customers\*

*UK Ministry of Defence, Royal Navy, BAE, Ultra, Sperry, Rolls Royce, Thales, Quinetiq, EADS, GKN*



ending the  
ents

specific  
demands  
of your  
applications.



Tried, tested and Trusted

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We've got  
**the edge**  
IN INDUSTRIAL COMPUTERS



INVESTORS IN PEOPLE



**Strenuis Ardua Cedunt** - Difficult things fall to the strong

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## Security

- ANPR (Automatic Number Plate Recognition) computing platforms, in-vehicle & roadside
- Port of entry security computing platforms

- Soft DVR & surveillance platforms
- Biometric recognition computing platforms
- Mobile covert security computing platforms
- Fanless high performance computing platforms
- Compliance with security standards
- Protection of sensitive information
- Rugged mobile solutions
- Integration of multi-comms, GPS, GPRS, GSM, Wireless LAN

### Sample Customers\*

Serco, Thales, Civica, Home Office, Applan



## Broadcast & Media

- Computing platforms for mission critical broadcast
- Computing platforms for news rooms, composition & editing
- Computing platforms for delivery of live media in-situ

- Experience with high reliability systems
- Experience with fault tolerant redundant systems
- Experience with high density computing in minimum form factor
- Experience with embedded computing

### Sample Customers\*

BBC, News International, Tandberg Television, Arqiva, Eyretel, Level 3 Communications, Miranda

## Oil & Gas



- Computing platforms for offshore oil rigs
- Computing platforms for SCADA
- HMI (Human Machine Interface) terminals
- Computing platforms for Process automation
- Experience with systems for use in extreme environmental conditions
- Sealed (IP65) and fanless solutions
- Industrial communications connectivity for legacy and modern interfaces
- Continuity of supply with change control and obsolescence management
- Experience with demanding EMC requirements

### Sample Customers\*

Kvaerner, BP, Shell, ABB, Ultra, Fugro, Sorion, Silvertech

## Retail



- Multi-media point of information computer terminals
- Centralised data collection of retail outlets
- Connectivity between legacy devices to IP based communications & computing systems

- Experience with large scale distributed rollout
- Experience with usage practices of the sector
- Custom cabling for interconnecting to legacy systems.
- Customisation of firmware/BIOS for fail safe default settings

### Sample Customers\*

Alphameric, Kardex, Trend, Spirit Group, B&Q, HSBC, John Menzies Group

**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.