

# CAPABLE

Tried, Tested and Trusted

The **Newsletter** From

**CAPTEC**



**Wireless**  
communications  
but **not** as we  
**know** it



**We all know and love modern wireless communications which now includes everything from a mobile phone, camera, mp3 player and so many more bells and whistles, if only we could figure out how to use them all! But there is a lesser known technology, Packet Mobile Radio which is extensively used worldwide, particularly by emergency services of police, medical and fire services for their radio infrastructures.**

The global coverage of these installations is seeing a proliferation into more and more remote and hostile environments to cater for sparse communities, particularly in third world and emerging countries. At the core of these IP based communication systems are computers that perform a multitude of functions, which have expanded

PMR's functionality from traditional trunking. The implementation of PMR infrastructures are complex and logistically challenging. From the transportation of the equipment to remote sites, where routes are torturous, and give a battering to the equipment even before it is installed. To the eventual installation sites, which may be in remote hilltop sites in hot and dusty countries. Captec was chosen to custom design an appropriate industrial computer to withstand the hostilities of the logistics and operating environment. The Captec solution incorporates innovative thermal management, to enable fanless wide temperature range operation, shock and vibration protection as well as ingress protection for dust, plus obsolescence safe components.



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



# Computers rock hard as concrete



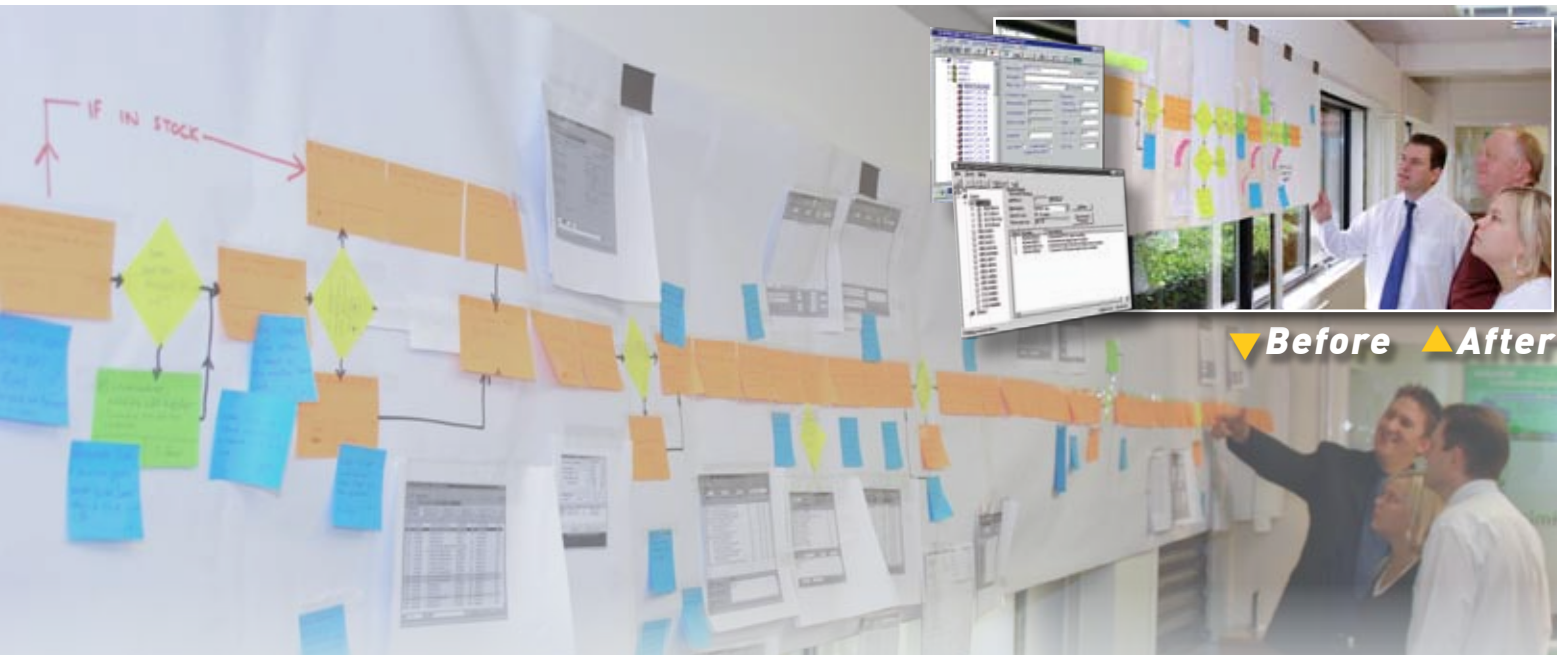
As mundane as a traditional industry like construction materials manufacture may be, the underlying automation that takes place in such plants is hard to imagine possible.

The construction industry is increasingly demanding on readymix, precast, prestressed and block plants which need to keep up with reducing timelines and increasing demands on costs and efficiency. Not surprisingly this has come through automation, but the proliferation of intelligent computersised automation is often held back by the hostility of the environment into which the equipment needs to operate in. Working with a world leading automation specialist in the sector, Captec have developed some innovative industrial computer solutions to be able to operate in such hostile environments, particularly with high levels of corrosive dust, such as the concrete industry.

Dust ingress protection, the associated thermal management, shock and vibration in materials movement are but a few of the challenges that needed to be overcome.



## £1/2 Million Investment for Process Improvement



▼ Before ▲ After

There is no process that can't be improved in the pursuit of excellence. Especially after a number of years of sustained growth where processes and systems start to struggle to keep pace.

In collaboration with MAS (Manufacturer's Advisory Service), our people across the entire company, have reviewed all our processes, with a view to simplify them, improve them and incorporate as much modern day best practice as possible. **Why?** Because we are making a major investment of some £1/2 million in software, hardware, consultancy and our people's training, in the latest, state of the art ERP system to manage our business for further sustained growth and international expansion. It's a journey that will take us up to March 2008 but we are confident that it will deliver the responsiveness, business agility and cost optimisation that will benefit all our customers.



# Moving Traffic, the kind we all like

Modern life has brought us many new experiences, like parked cars on roads when traffic gets congested. Its not doing our stress levels any good and it certainly isn't doing the planet much good either, with the amount of wasted fossil fuel, carbon emissions and the associated pollution. Not surprisingly, technology is stepping in to help overcome these modern day challenges and facilitate the flow of traffic and reduce the pollution and carbon footprint impact that results from it.

Captec is closely involved with one of the worlds leading players in the industry, supplying customised industrial computer solutions for distributed intelligent traffic light management systems. In many instances these are deployed in outdoor cabinets. Where, if the changing weather patterns are anything to go by, it gets very wet, very cold, very hot and that's before the relentless traffic pounds at it creating shock and vibration. Traffic is hostile and increasingly so, whichever end you look at it.



# Its getting harder to hide from advertising

Just when you thought that advertising was at the end of an On/Off

switch on your TV, Digital Media Networks are increasingly proliferating targeted advertising in the retail and business sectors.

In-store TV and radio services can now deliver high impact targeted media messages, for cost effective branding simultaneously across many sites. Business TV further provides a complete end-to-end solution for the timely delivery of material to multiple sites across the globe.

Operators of independent satellite broadcasting networks are able to offer these targeted services much more effectively. Here, Captec supplied industrial computer equipment for roll out across large numbers of outlets, where obsolescence management is a key requirement to ensuring the consistency and uniformity of the installed base for maintenance and upgrade purposes and where the throughput of foot traffic creates very dusty environments requiring protection.



# Helping to secure our way of life

Our need to feel secure has never been as high as in recent times. Events like 911 and those that have ensued since, remind us of just how precarious the security balance can be, and how easily it can be tipped. Our nation's security services and resources, coupled with those of our allies are continuously stretched and tested to the limits with a single outcome in mind. For nothing to happen! For our lives to continue uninterrupted by acts of terror.

Covert and overt surveillance forms part of a number of approaches to protect our free way of life. Captec is proud to be providing a multitude of rugged custom and semi-custom mobile computing solutions, which form the platform upon which our security partners build their solutions. The Captec THORpac is increasingly becoming the standard platform of choice for companies offering mobile computer based security and military surveillance solutions.



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

## Keeping trains on tracks



Trains have played a vital role in the development of modern society and opening up countries for commerce and industry to take shape. As we look at more appropriate ways of providing cost effective, environmentally friendly transport, the train is high up there on the list of contenders. From steam trains to today's bullet trains, the technology to move rolling stock ever faster is equally moving at a relentless pace. But with it comes an integral need to ensure that the trains will stay on the track.

The wheels of a train undergo great stresses with every journey, so testing and inspecting them for the earliest signs of potential failure is a highly specialist area. Captec is closely involved with one of the world's leaders in this specialist sector, supplying the industrial computers needed to automate the highly complex stages of inspection required to identify the earliest signs of failure from the start of life all the way through the in-service period.



## Invest in Training

For those who haven't paid attention we are now in the information age, that's the one that follows the industrial age. If you skipped the class, here's a summary. The information age is all about using our intellect and our knowledge to create wealth. Its no longer a function of our labour, which stands to reason as China and India are pretty much good at making just about everything, but much more cheaply.

With the proliferation of industrial computers in so many different applications (a very small number of which have been covered just in these stories), keeping them all working is quite a challenge. When they stop working it can be costly, business or safety critical, or just outright disruptive. To this end Captec is launching its new purpose created Training Centre in Q1 2008. Here you will be able to learn everything from diagnosing industrial computer failure, repairing computers, and more importantly preventative maintenance. You will be able to make a substantial impact to your costs of maintenance and your Service Levels just by a small investment in training your maintenance engineers. Keep your eye on our website, more is coming.....



## Solutions designed to Perform for You

With this brief news update we hope to demonstrate yet another small sample of industrial computer solutions that Captec is regularly delivering to its wide diversity of customers. With every new solution that we implement we build on our knowledge base and expand our capabilities.

At Captec we help you implement inspired, best value solutions, for your industrial computing requirements that you can trust won't let you down.

We offer inspired solutions to your needs from a capable company with a long established reputation and record built on results.

Managing cost of ownership, innovative new designs, or obsolescence and change, are just some of our customers concerns.

## How do you manage yours today?



Talk to  
**CAPTEC**  
Tried, Tested and Trusted



INVESTORS IN PEOPLE



Strenuis Ardua Cedunt - Difficult things fall to the strong

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