

Sentec – an introduction

Sentec's business

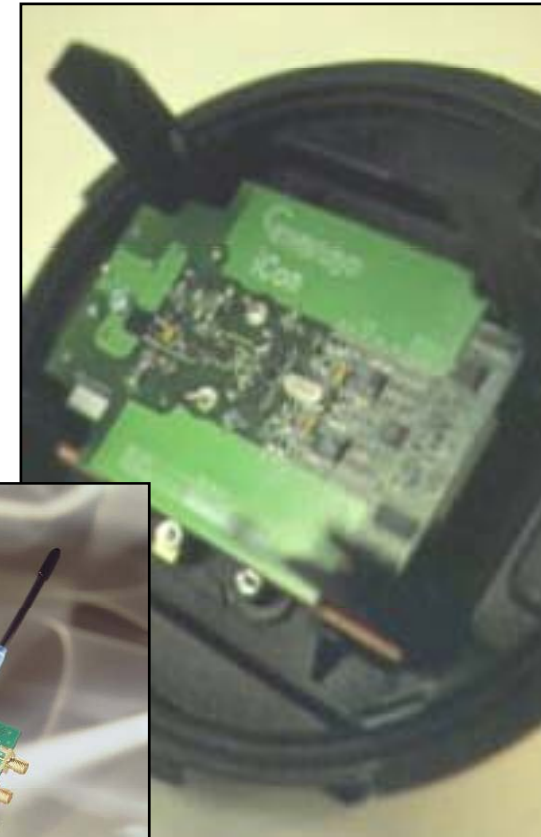
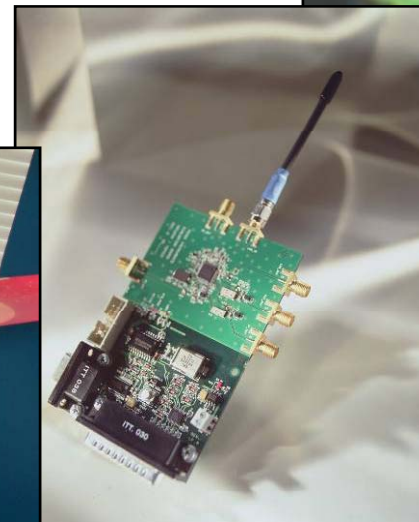
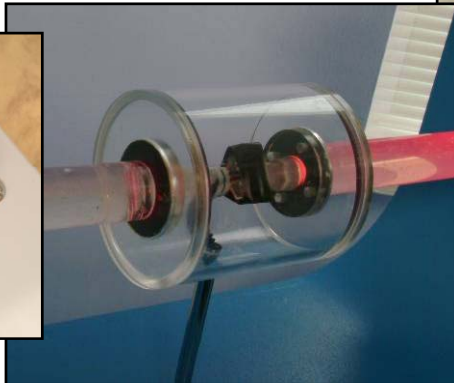
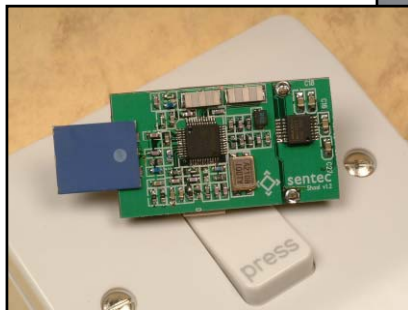


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MAKING A WORLD OF DIFFERENCE

Sentec provides revolutionary technologies for industry, through contract R&D services and licensing intellectual property

Sentec aims to build long term relationships



Company background



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- Founded in November 97
- Ranked five times in Deloitte & Touche's *Fast 50* and *Fast 500* (Europe)
- Partners including some of world's largest manufacturing companies
- Repeat work with over 70% of our partners

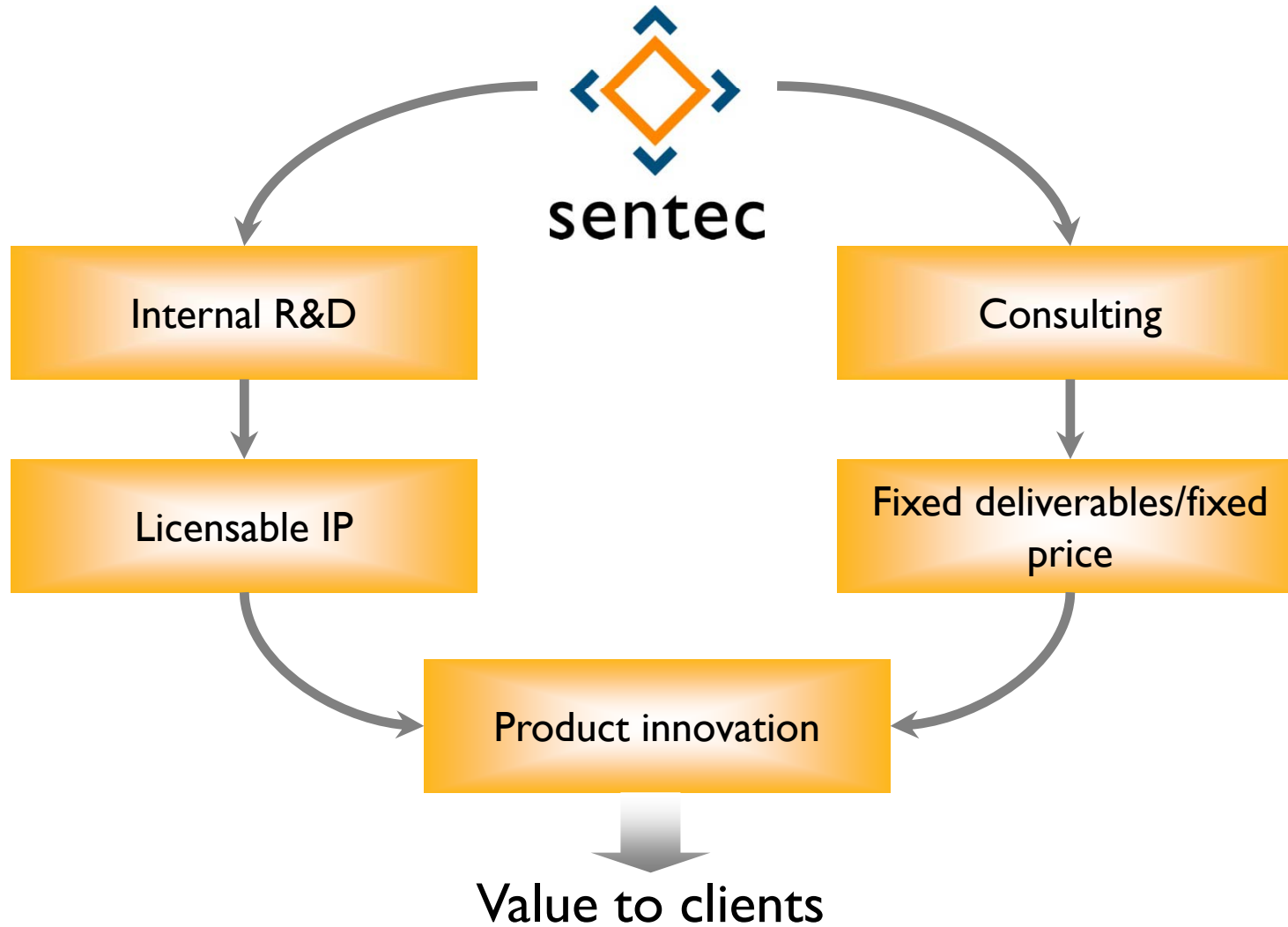


What we do



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What we bring (1/2)



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- **Electronics Engineering**
 - System architecture design
 - Analogue and digital electronics
 - Low cost, high volume design
 - Low noise design
- **Fundamental Sciences**
 - Acoustics and ultrasonics
 - Magnetics
 - Fluid mechanics
- **Software / Firmware**
 - Design and implementation for multiple hardware platforms
 - Communications protocols
 - Distributed processing



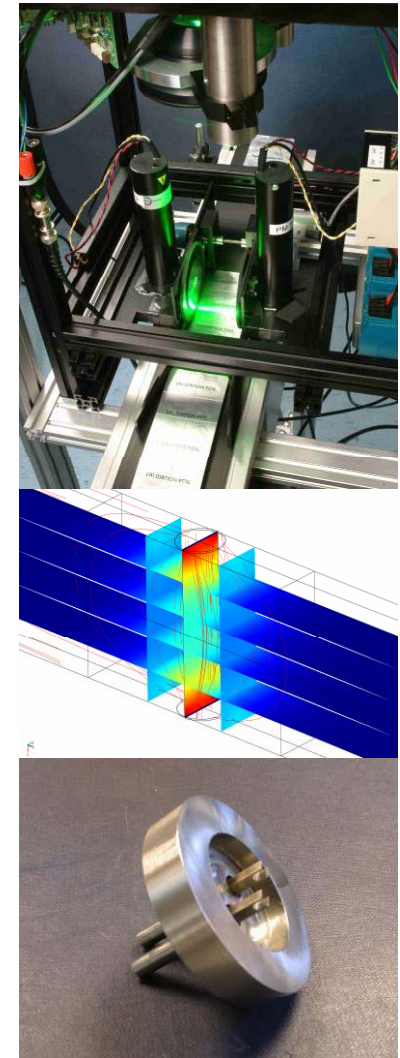
What we bring (2/2)



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- Mechanical Engineering
 - Mechatronics
 - Product and process design
- Manufacture and Assembly
 - Design for test
 - FMEA
 - Inspection systems
- Modelling
 - Optics
 - Electromagnetics
 - Heat flow analysis
- Intellectual Property
 - Assessment and generation

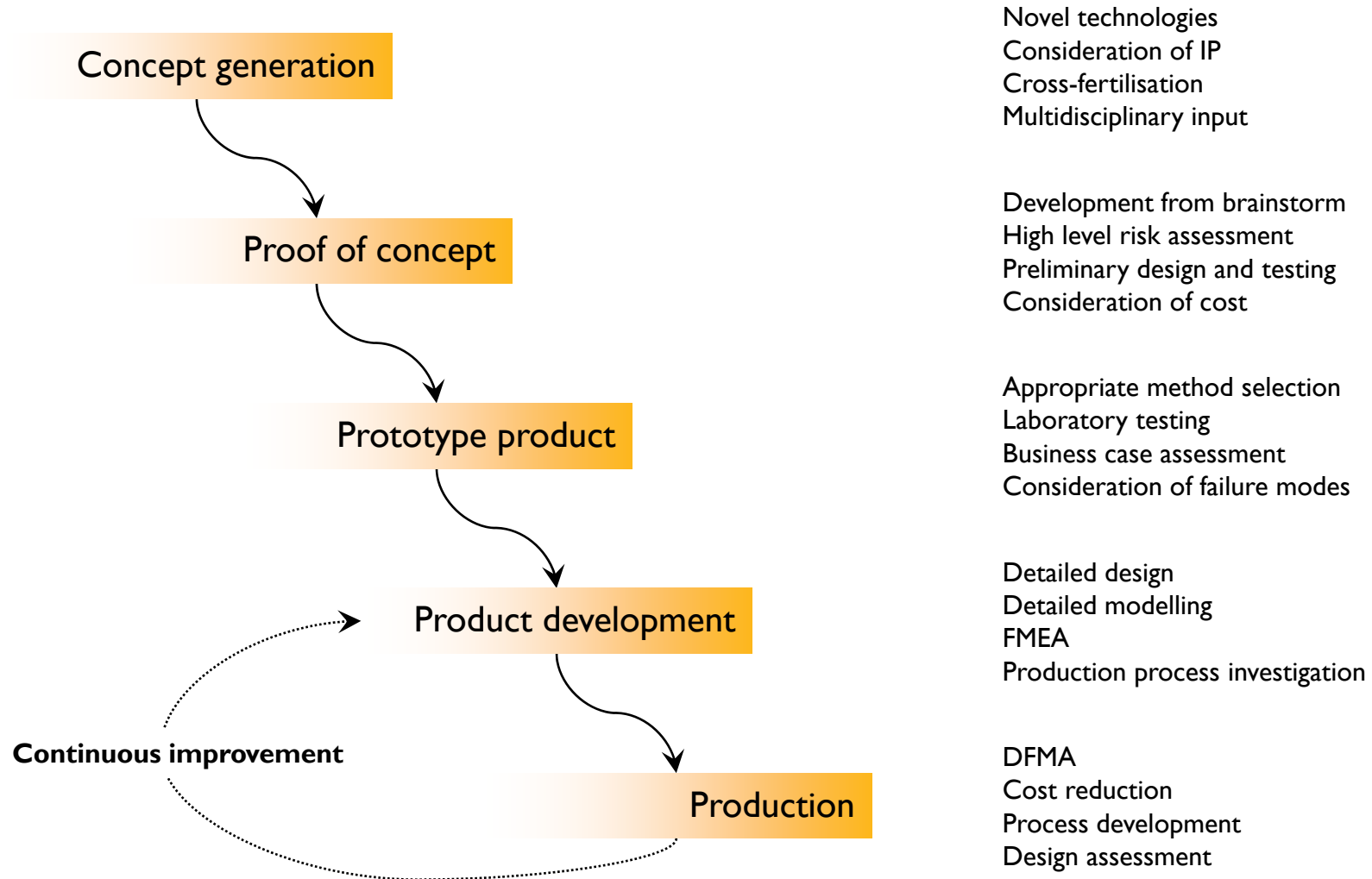


How we work



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Relationships

- Clarity of outsourcing strategy
 - Where does Sentec fit?
 - In what circumstances?
 - For what benefits?
- Structure of relationship
 - Practical working arrangements
 - Responsibility and authority – clarity of roles
 - Reporting & decision mechanisms
 - People interfaces
 - IP ownership / licensing
 - Risk & reward

