



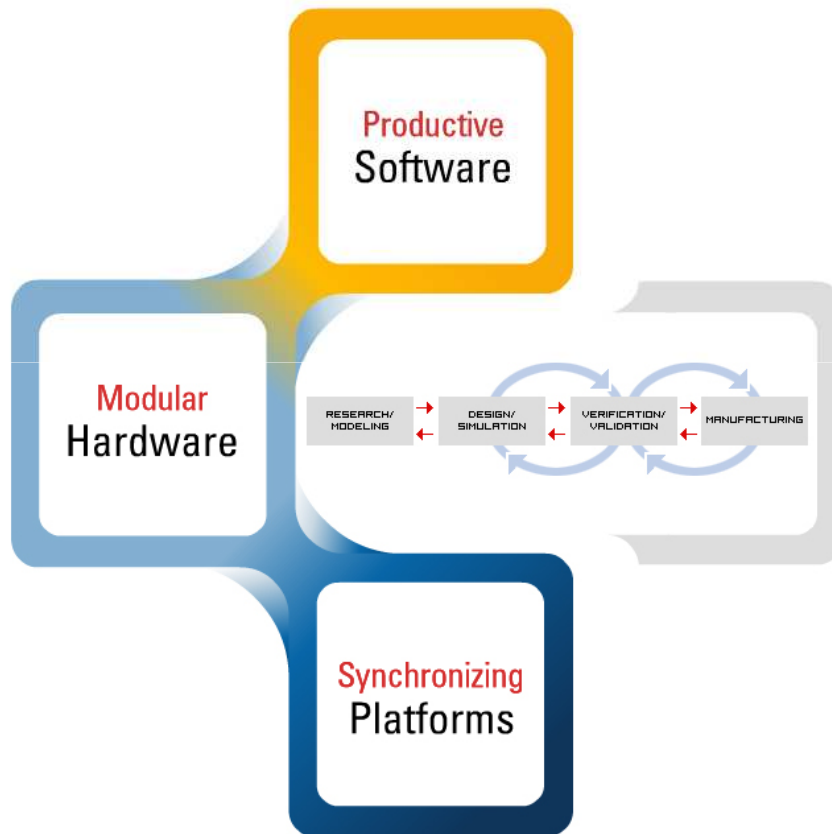
# Virtual Instrumentation - Technology Powering Sustainable Development of Spin Off Company

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**ELCOM, a.s.**  
*division of Virtual Instrumentations*



# Virtual Instrumentation



**What are the key factors of Virtual Instrumentation that uniquely enable it to accelerate test, control and design?**

✓ Scientists and Engineers. Virtual Instrumentation centers around your domain knowledge is to test, control or design your new idea or product.

✓ Technologies utilized by scientists and engineers to quickly assemble test, control or design systems.

✓ Software that empowers scientists and engineers to produce your response faster.

✓ I/O that ensures complete capability to quickly choose whatever I/O type necessary to completely interact with new concept or product.

✓ The platform that runs the software and I/O



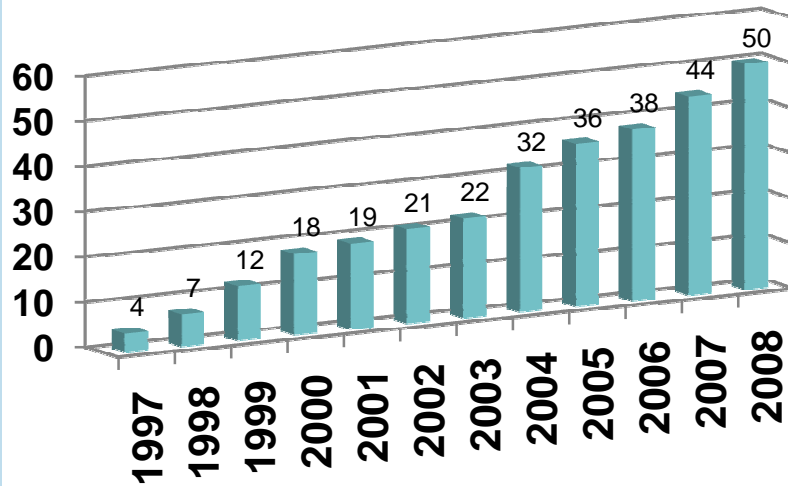
# Division of Virtual Instrumentation

- DVI started in 1997 as spin-off business unit at Ostrava Science technology Park. Originating team came from the Department of Electrical Measurements of VSB Technical University Ostrava

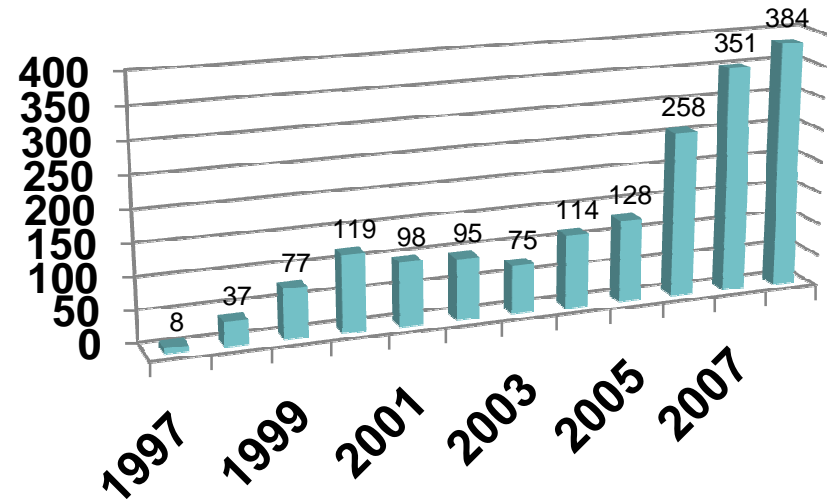




# DVI Continuously Grows in Employees and Projects



# of employees



# of projects



# DVI Products and Services

- **Test and Measurement Systems**
  - **Turn Key Production Testers**
    - High precision flexible laboratory testers
    - EOL and IOP Production Testers for Electrical Quantities Measurements
    - Visual Inspection Testers
- **ATE Software Applications**
  - End User SW applications for ATE Systems
  - SCADA
  - Instruments Drivers
- **Power Quality Measurement Systems**
  - Portable Analyzers based on PC and VI Technology
  - Analyzers for Fixed Installations
  - Distributed Power Quality Monitoring Systems



# Which Industrial Segments Use DVI Solutions

- Power
- Automotive
- Chemical
- Test and Measurements
- Electrical Engineering
- Electronics Engineering
- Biomedical Engineering
- Water Processing





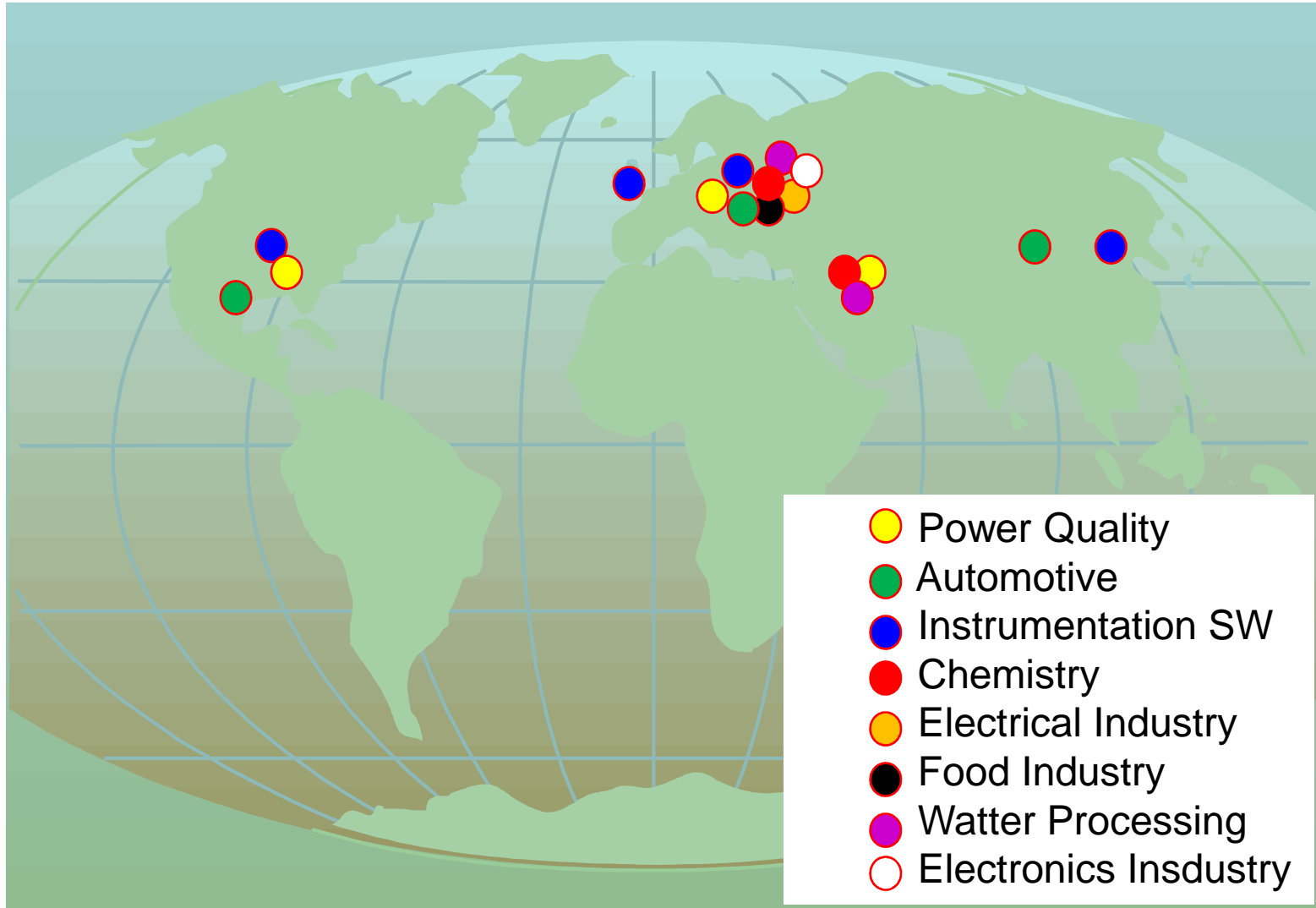
# Entering New Technology Areas



- **Key Factors for Success :**
  - Theory of applications
    - Continuously learning from customers
    - Instrumentation
  - Technology for development
    - Virtual Instrumentation
  - Technology for implementation
    - PC based, FPGA
    - Vision systems, optics
  - Sales and marketing partnership
    - Direct customers visits
    - Building on references
    - Helping to solve the problems on-site



# DVI Applications & Customers





# Conclusions

- Applied R&D always has to have the customer
- Marketing and sales costs much more than development, building partnerships on Win-Win strategy is crucial for later success
- Continuous building and protecting of own company IP strengthens the position on global market
- Diversification of risk by applying the delivered technology and products in more industrial/customers segments is very essential for stability and growth
- Productizing the solutions create sustainable position decreasing the costs of maintainability of deliverables on the market
- Continuous endeavor in building networking on REAL customers need is the only existing strategy



**Thank you for your attention !**