

Lacking time, people or knowledge?

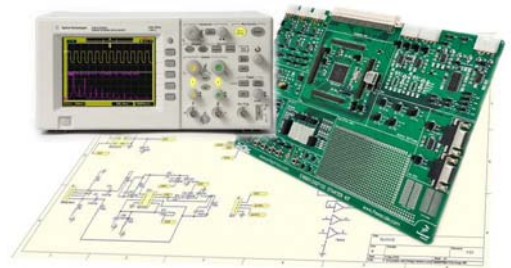
Using our expertise you can **outsource hardware related development services** your lab doesn't have resources to handle.

We can handle any type of work—**new product development, device integration and interfacing**—from any area—**PCB design, FPGA/CPLD programming, signal acquisition, motion control, high-voltage design**, etc. Depending on the type of the work any portion of it can be done on-site.

from initial requirements to the on-site acceptance

You will benefit from **best practices** and **well-defined workflow processes** we will introduce you. Familiar with scientific environments we know how to work under moving specifications to help you:

- ▣ **gather requirements** and provide specification document,
- ▣ **explore available solutions** in the technology study and provide proof-of-concept,
- ▣ **choose the best architecture** and **propose implementation** in the design document,
- ▣ handle **development, production and testing**.



technology and architecture

Our integration experts will help you **explore available technologies** and **choose the most suitable architecture** for the given application. Everything is taken into account; from the hardware to the control-system GUI.

device integration

We can help you **interface any device** or **custom hardware**. You can specify the type of **remote access, control-system features, enclosures, connectors...** If required we can **propose our own solution**. We provide you full support at commissioning time.

experiences to deliver turn key solutions on time

We are **specialized for accelerators and large physics facilities like radiotelescopes, beamlines and fusion**. Our hardware development experiences are based on our own product line development, customer specific product customizations and project-specific customizations.

The workflow, documentation and production itself is carried out in accordance with **ISO 9000** standard.

get all sources

We don't hide design intellectual property - all sources are passed at delivery.

benefits

- ▣ **outsource development risk:** we handle development details and take over the risks;
- ▣ **save time and focus to more important things:** you can give your attention to other tasks;
- ▣ **meet the deadlines:** project will be finished on time with expected functionality, you pay when the milestones are met and deliverables approved



customer satisfaction

We are working on long-term partnership with laboratories and equipment suppliers:

- Marcus Schwickert (GSI): *"Cosylab has delivered a turn-key solution that solves all our needs for motion control. I was impressed at how fast Cosylab was able to produce high quality results."*
- Karen White (Jefferson Lab): *"Cosylab provided a lot and of good quality in a short period of time. I hope that this praise will not make you want to charge more."*
- Hamid Shoaee (SLAC): *"all your clients are very satisfied with the quality of your work, your responsiveness and your price"*

We believe we can deliver extra value to in-house development. Our motto is: do what you do best and let us do the rest.

Our customers include:



let's start a project

- contact us; either by the email given in the footer or by already established connection in Cosylab;
- provide us any form of specifications you might already have, or let us know the wish-list of improvements regarding already available system;
- if these show up to be insufficient, we normally agree for a short on-site visit, targeting requirement specification document;
- all the efforts and expenses are mutually agreed beforehand and no money is paid before agreed deliverables

fears or doubts that fade away when we cooperate

Our prospect customers might think: "A company is more expensive." Time is money – expensive is what you can't get done! We employ efficient professionals and we continuously improve their skills and expertise in accelerators. You pay for the effective hours of the expert or the team if interdisciplinary skills are required. You don't have to find or manage them – they come in the packet, efficiently managed and following optimized procedures. We usually deliver more than internal people, just because we know that we get only paid at the end!

Our prospect customers might think: "In-house people are more efficient." Our experts put this to a test every time and they achieve compelling results. If we don't provide results, we don't get paid.

Our prospect customers might think: "We can do it faster in-house." Did you think of:

- **Bugs?** Solutions we deliver are tested, documented and bug-free.
- **Deadlines?** It is often the case the finishing of the project takes more time than the development itself. We do realistic project effort estimation and we follow the milestones. We want to, because we get paid for that.
- **Documentation?** Scientists and in-house developers are used to working with (almost) no specs in creative academic/development environment. It's faster to do that but you can be in trouble later. Requirement specifications and user manuals are part of our deliverables.

Our prospect customers might think: "A company can let us down." We can't afford this in the small community – we'd be dead.