



COMPLEX
PROBLEM



SIMPLIFIED
SOLUTION

STAGES & DETAILS

OUTCOME

Scope Definition

WHAT DOES SUCCESS LOOK LIKE?

Definition of:

- Defect size, locations, tolerances
- Production rates and operational requirements
- Operating goals for inspection system
- Lean goals our solution can support or enhance

Clearly defined
QA problem & goals



Preliminary Feasibility

IS AN AUTOMATED VISION QA SYSTEM THE BEST SOLUTION?

Evaluation of sample parts and images in our lab and/or site walkthrough at your facility to determine:

- Vision technology & alternatives that could solve the problem
- High level analysis of cost and payback calculations
- Best integration approach for optimal line performance

Viability confirmed,
ROI justified

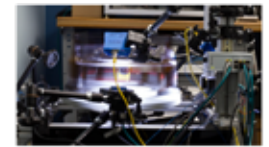


Concept Development

WHAT WILL THE VISION SOLUTION ROUGHLY LOOK LIKE AND COST?

- Preliminary description of system concept and solution approach
- Starter list of general hardware requirements
- ROM price: +/- 30%
- Approximate project duration

Preliminary design,
budgetary pricing



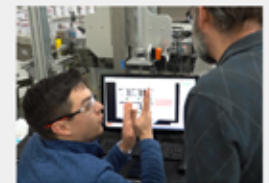
For Challenging Inspections: FEL Engineering & Testing

CAN THE INSPECTION BE ACHIEVED ACCURATELY & CONSISTENTLY?

Certain inspections may require additional testing. This Front-End Loading (FEL) effort is a paid evaluation at your facility that determines:

- The best inspection approach for your line & products
- Repeatability, accuracy, and detection limitations
- Detailed inspection feasibility and capability with major hardware selected & tested on your line

Technical capabilities
defined

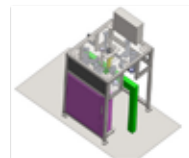


Detailed Estimate & Project Proposal

WHAT WILL THE VISION SOLUTION EXACTLY LOOK LIKE AND COST?

- Preliminary design basis
- Mechanical & electrical drawings
- Detailed equipment list and estimate
- Detailed proposal with fixed bid pricing and project schedule

Defined solution,
fixed pricing



EPIC Design, Build, Program Process

- Finalized detailed system design of:
 - Imaging component selection (sensors/optics/lighting technique)
 - Mechanical & electrical design
 - Algorithm development and controls programs
- Fabrication and assembly
- Factory Acceptance Testing (FAT)
- Installation and startup support
- Training and ongoing support

EPIC solution
delivered & integrated



CONCEPTUAL IDEA

TURNKEY FABRICATED SYSTEM

THE CHOICE IS YOURS

#1 Make No Changes

LOW COST INSPECTION



Do you trust your low-cost solution to find enough errors to protect your brand?

#2 Right Tool, No Training

BUY A CAMERA



Are you an expert at programming vision inspections?

#3 Get Help Figuring it Out

WORK WITH DISTRIBUTOR/INTEGRATOR



Pay someone with a little experience to help you.

#4 Complete Solution EPIC Results

TURNKEY EPIC VISION SYSTEMS



A complete solution that delivers EPIC performance for many years.

HIGH

RISK

LOW

DIFFICULT



SOLUTION



EASY

LOW



INITIAL INVESTMENT



HIGH

HIGH



YOUR TIME & EFFORT



LOW

LOW



DURABILITY



HIGH

LOW



DETECTION OF DEFECTS



HIGH

LOW



LIFECYCLE RETURN ON INVESTMENT (ROI)



HIGH

DIFFICULT



EASE OF USE



EASY