

Your address: _____

 Company name: _____
 Person in charge: _____
 Address: _____

 Phone: _____
 Fax: _____
 E-mail: _____

BMC Messsysteme GmbH
 Hauptstr. 21
 82216 Maisach
 GERMANY

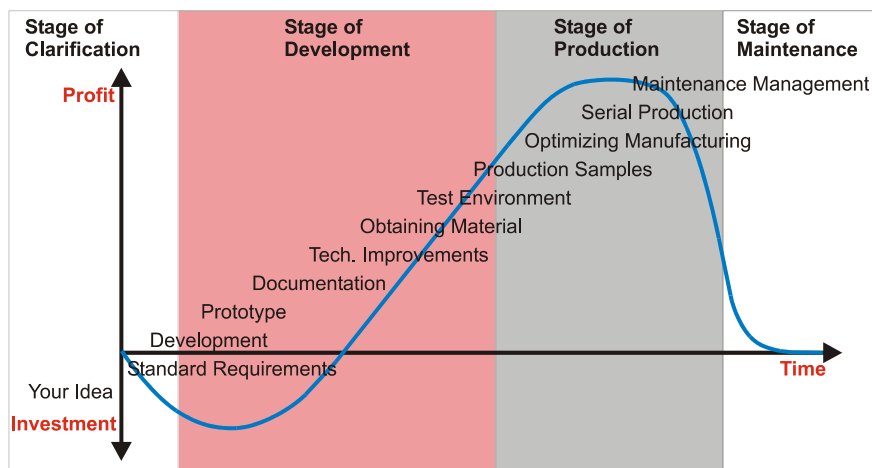
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Date: _____

Besides our standard products BMC Messsysteme GmbH also offers the development and manufacturing of customer-specific products, the so-called D2M products (Design-to-Manufacturing). This implies an efficient service for our customers including the complete product cycle from development to manufacturing (incl. test, packing etc.).

To convert an idea to a product different stages have to be passed through. With our knowledge we will support you extensively and professionally from development to serial production.

The team of BMC Messsysteme GmbH has a lot of experience developing a product as you desire. Especially the determination of single components for a reasonable production considering the "Second Source" is one of our strong features. Because of the flexible implementation with modern working methods the development is done within an extremely short time.



What is a D2M product?

A D2M product is the result of the combination of the two factors development and manufacturing. BMC Messsysteme GmbH exclusively offers this combination. Only custom-specific development does not belong to our field of operation.

D2M products are manufactured in large numbers of pieces, usually several 1.000 pcs. p.a.. Only from this number and up the development and manufacturing of a D2M product becomes interesting as the development costs compared to the total manufacturing costs decrease the more you produce (only in special circumstances from a number of 50-100 pcs).

Mostly D2M products are processed by the customers, e.g. by integrating in big systems or devices. Therefore the customer becomes manufacturer of the system or the device and is responsible for the proper installation, use and handling of the product (product liability, CE inspection).

How do we handle a D2M product?

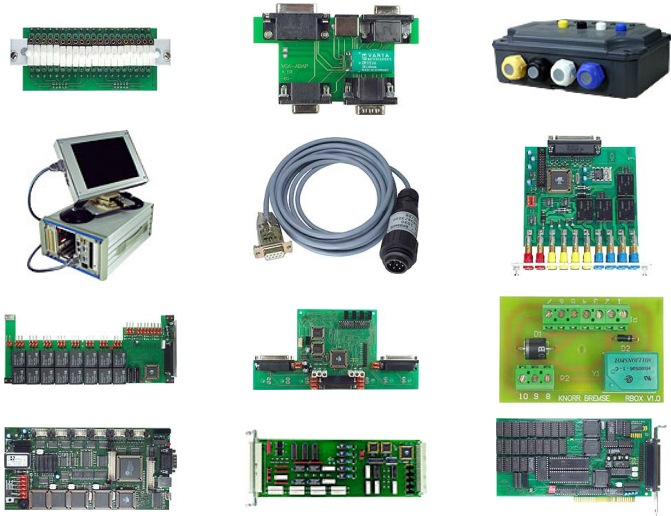
Usually the customer contacts BMC Messsysteme GmbH and makes a first inquiry describing his product idea. After that we will answer him giving a non-binding first offer, as in this early stage the product description is still very vague.

After that we will proceed with the following steps:

- Drawing up standard requirements (incl. time schedule) together with the customer
- Signing a D2M contract and start of development
- Development of an acceptance sample and acceptance by customer
- Inspection by CE, VDS, VDE ... and release for the manufacturing of production samples and final acceptance by the customer
- Making of documentation, parts list, test environment
- Ok for manufacturing, purchase of components and begin of manufacturing

Examples for D2M products:

- Test systems and diagnostic tools
- Data logger
- ISA-PC and PC/104 plug-in cards
- Power supplies
- Special measuring amplifiers
- Operating software



D2M inquiries to BMC Messsysteme GmbH should include the following information:

Product name:

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Short description:

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Key features:

(e.g. channels, accuracy,
memory, interfaces, power
supply)

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Software:

(driver-, operating-, test
software)

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Phys. mechanics:

(e.g. housing, board,
dimensions)

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Number of pieces:

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**!IMPORTANT! Price idea
(per piece):**

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Desired date of delivery:

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**Inspections
(CE, VDS, MED...):**

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Temperature range:

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Other:

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Please note: The more detailed your information is, the more precise our offer can be!