



Capability Statement 2013

***Engineering, Software Development
Barcoding, RFiD, Mobility, Wireless***

Welcome to Existco

Existco is a leading development company based in Perth, Western Australia.

Established in 2004, we have built a solid reputation in our industry through the development of world class solutions.

Our customer base is broad and diversified and include international customers, national brands, government agencies and SME's.

Specializing in the development of customised solutions - our passion is windows and web development that really drives business.

Existco dynamically utilises the latest proven technologies, bringing them to everyday businesses, allowing a more effective and efficient result.

Existco is committed to embracing new technologies, evaluating its advantages and disadvantages, continuing its self-education and training, and staying in the forefront of technologies.

Existco has the appropriate structure and staff to deliver these technologies effectively and successfully every time with full customer satisfaction.

Existco maintains and strengthens its alliances with its technology partners, continuing its constant education and training, and re-invests back into the business on constant basis to further develop its knowledge and skills.

Existco then uses its knowledge and technologies, as well as those of key partners such as Microsoft, GS1, Ingram Micro, and many other global leaders and drivers, to produce generic solutions that are designed to streamline everyday business, reduce running costs, and provide better control and monitoring.

Existco values honesty, loyalty, integrity, contribution, friendship, openness and constant self-assessment of its operation.

Our Expertise

Existco has capabilities within its staff of 10+ years in development in the vertical markets of Asset Management, Inventory Management, Time and Attendance, Warehouse Management, Production and Traceability Systems, Field Service Automation, and many more unique solutions.

Development Type

Windows Client Applications – Local & Terminal Services applications, ClickOnce Deployment and MSI Packages.

Windows Server Applications – Monitoring Server application, Data Exchange, etc.

Windows System Services – Unattended operations, Data Exchange etc...

Web Applications – ASP.Net, Web Services

Mobile Device Development Android, WinCE & Windows Mobile – Online, offline and mixed mode solutions.

Development Environment

- Android V4.0 or Higher with SQL Lite Database Engine
- Microsoft .NET Framework 1.1 - 4.5.
- Microsoft Visual Studio 2003 - 2012 – VB.Net.
- Microsoft SQL Server 2000 - 2012 with Reporting Services and Analytical Services.
- Microsoft SQL Mobile WinCE windows Mobile Platform.
- SAP Crystal Reports
- Third Party .NET Components for Rich User Interface

Other Tools

Demo, Live Support & Training – Cisco WebEx, Citrix GoToMeeting & GoToAssist, SOTI MobiControl & MobiAssist, Wavelink Avalanche & Remote Control

Accreditations

Microsoft Partner, Cisco Partner, Datalogic Partner, Motorola Partner, GS1 Alliance Partner, Intermec Partner, HP Partner, Honeywell Partner, Zebra Partner.

Our Brands

Existco uses the best brands and are partners with all the brands listed below.



Intermec



MOTOROLA
symbol



Honeywell



CIPHERLAB



TECTUS



RF Code™



DATALOGIC™



Zebra



DATO
DCS & Labeling Worldwide



SENIOR



EPSON®



hp®



msdn®



crystal reports®



Microsoft®
Visual Studio®

Why Choose Existco

We focus on building relationships

Relationships are everything to us and it shows in everything we do. We're sympathetic to your challenges and excited by your achievements and opportunities. We think you'll find us professional, friendly and supportive.

We can take care of all your business requirements

We have a talented and experienced team with exceptional skill levels from design to implementation and support and training. Specialising in windows desktop, mobility, and web application development, we are dedicated to matching your business with the right technology.

We provide ongoing support

We have a qualified and experienced team with exceptional skill levels to support and guide your staff through their challenges. We have the staff and technologies to support you no matter where you are. We believe support is a critical part of any development, and we treat it as such.

We have a solid reputation

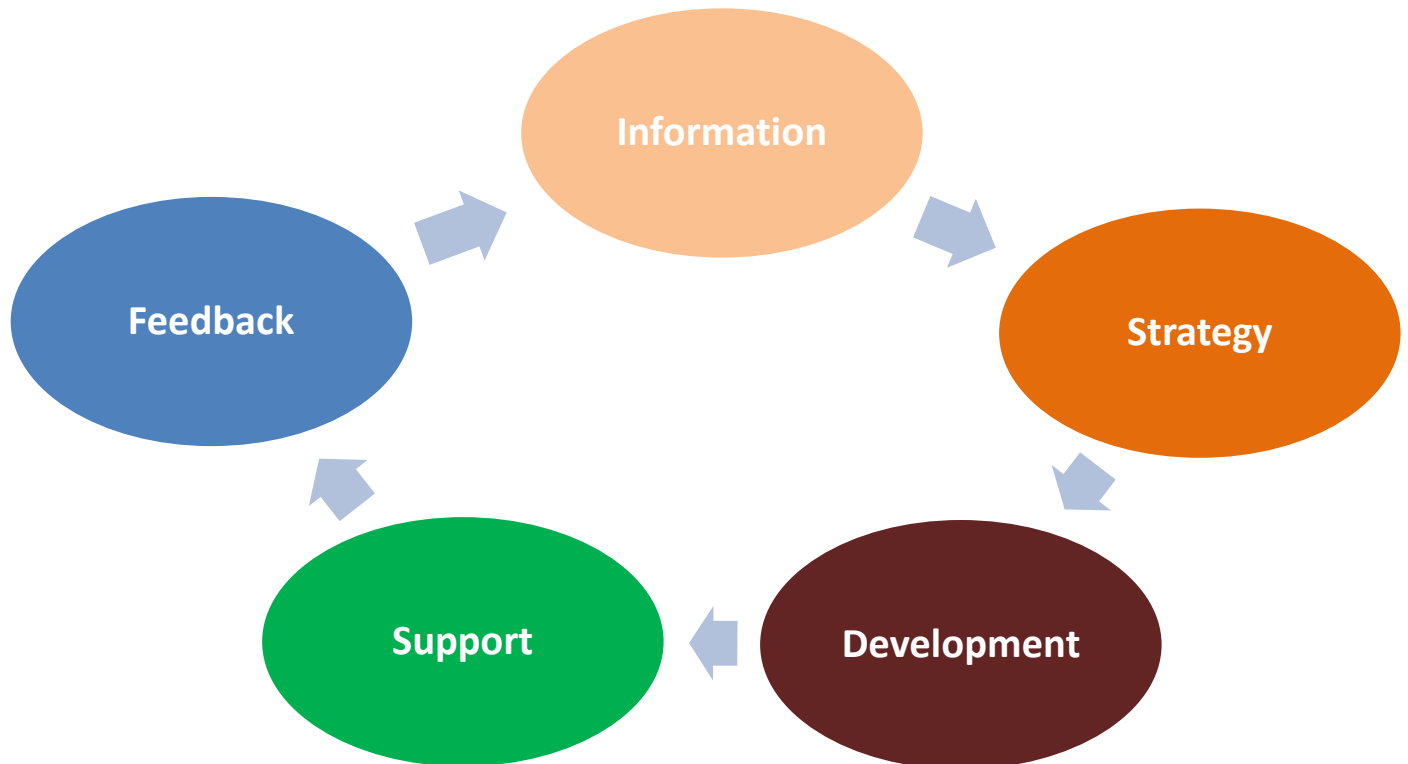
We have delivered successful projects to a broad range of clients - from start-ups to small and medium sized businesses, publicly listed companies and the government sector. We have an extensive portfolio of past projects and plenty of testimonials from happy clients.

We love what we do!

Sharing our wisdom and creating new opportunities for businesses is what challenges and excites us. We realise that every client is unique and we work hard to materialize their vision and goals. The difference is in the detail.

Our Methodology

Delivering our promise, the Existco process:



Phase 1 | INFORMATION

Pre-Project Checklist

Our detailed checklist helps us get to know your business and provides a framework for planning the projects.

Estimate

Based on the information gathered, we will provide you with a ballpark estimate for your project.

Quote for next Phase 2

Generally 10% of the estimate value and deductible from the total development cost.

Phase 2 | STRATEGY

Brainstorming

A brainstorming workshop will be scheduled between you and your assigned project team to further define the project.

Project Definition Document (PDD)

We will break the project down into individual tasks in order to properly map the functionality and resources required.

Proposal

A detailed proposal will be produced for Phase 3. This will include a payment schedule, timeline

Phase 3 | DEVELOPMENT

Visual Concepts

Draft visual designs will be created and refined as per feedback received

Wireframes

We will produce a number of wireframes to suggest how the site should be laid out in terms of usability.

Development

Your Solution will be developed as per the PDD and you will be able to follow progress online and provide feedback.

Change Management

All requested changes to scope will be handled via our change management procedure and extra costs may be incurred and the timeline impacted.

Quality Assurance Testing

Prior to launch, testing will be the responsibility of both parties (you and Existco).

Launch Solution

Your project will be officially launched to its target area.

Phase 4 | SUPPORT

Implement Maintenance Plan

If regular support and updates are required, a maintenance plan can be established.

Live Support

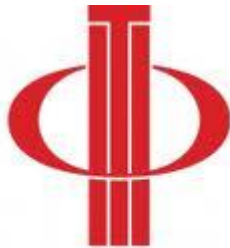
Live and onsite support is available during business hours. However, service contract for extended working hours with guaranteed response time is available on request.

Phase 5 | FEEDBACK

Review system performance and collect customer feedback to analyse the effectiveness of the system. A review occurs if further development and fine tuning is required as a separate stage of the solution. This review is then done again 3 months after handover.

Our Customers

Some of Existco's Customers are listed below in the following vertical markets: Mining, Oil and Gas, Steel Fabrication, Health, Government, Retail, Warehousing, Food Processing.



CITIC PACIFIC
MINING



Monadelphous



GOVERNMENT OF
WESTERN AUSTRALIA

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