

PREnews

NEWS FROM PREVAS # 1 - 2007

LATEST NEWS

Prevas Plans to Acquire Consulting Firm

Prevas has signed a Letter-of-Intent (LOI) to acquire the company, Optilution AB. The company consists of 5 employees providing specialist expertise in industrial IT systems for the production and process industries.

The company employs Scandinavia's leading experts on Wonderware - world-leading products when it comes to software for industrial IT applications. The acquisition of Optilution makes Prevas the leader in Scandinavia on Wonderware software.

Telecom Company Acquired from Flextronics Sweden

During the spring, Prevas acquired a consulting firm from Flextronics International Sweden AB consisting of 13 consultants with expertise in the areas of electronics and embedded systems. These consultants have highly sought after expertise with a focus primarily on the area of telecommunications.

EU Project within the Food Industry Gets Help from Prevas

Prevas is the only private IT company to participate in a new, comprehensive EU project aimed at finding IT based solutions to improve biotraceability of unintended micro-organisms and their substances in food and feed chains.

The key to success was our expertise in the area of traceability, particularly in the food industry.

Newly Signed Corporate Frame Agreement with GE Healthcare

For many years, Prevas has been a supplier to GE Healthcare. In the fall, Prevas signed an important agreement that was in direct competition with several Indian companies with a focus on the same area.

And, not to be overlooked was Prevas' acquisition of several Teleca consultants last winter. This strengthened Prevas' position in Sweden as one of the leading suppliers of software and electronics used in advanced technical products.

More news available at www.prevas.com

LEADER

Success Comes from Teamwork



When our clients succeed, so do we. Prevas offers the latest IT solutions to increase business volume and production efficiency.

Cooperation and communica-

tion are the keys to our success. It is always best to meet face to face in order to exchange ideas, thoughts and information. However, sometimes it becomes neces-

sary to reach each other through other means. In this first issue of PreNews, we want to share our thoughts on the much-debated topic surrounding the lack of IT expertise in the market today.

Now it's your turn. We want to hear what you have to say on the topic and have therefore opened a discussion forum on our website at prevas.com. But, no newsletter would be complete without some exciting new information about our products and services, customer solutions and the people closest to us.

We hope that you will enjoy what you read.

ANDERS ENGLUND
CEO

DEBATE

Skills Shortage Could Threaten New Investments in IT

The acute shortage of employees with expertise in IT is making bigger headlines.

We've seen such items as: "Bonuses paid to employees who provide tips on where to find new talent," and "Projects aimed at getting more students to choose IT," or, "Two-week intensive course for IT consultants." These were just some of the topics that were featured in the Swedish newspapers during the winter and spring.

Threatens Quality

Clearly, there is a fear that the skills shortage facing the entire IT industry could negatively impact the level of quality for IT services. Such services are often viewed as critical to the success of many companies.

In this kind of situation, IT

companies could choose to fight over the limited supply of skilled workers - or, they can cooperate to find innovative new solutions to the problem.

Successful

Prevas has had a great deal of success creating a strong company culture with clear values and a good sense of responsibility. Prevas United might sound as though we were a soccer team and that is our intention. The feeling of belonging to a team, a fighting spirit and having fun are all qualities you would expect of a soccer team. But, these are also the core ingredients of success at Prevas.

And, it works. Each time Pre-

vas has placed a job announcement we have received hundreds of replies. And, since the beginning of the year, we have added 200 new employees in Sweden and Denmark.

Long-Term

Prevas develops IT solutions and is therefore 100% dependent on always having access to the right expertise. A long-term personnel strategy that is built upon making Prevas a desirable workplace is part of our solution for the future.

WHAT DO YOU THINK?

Visit www.prevas.com and give us your opinions on how you think the skills shortage problem can best be solved.

One out of every ten websites is dangerous.

One out of every ten Internet sites is a source for spreading viruses or spyware. These were the recent findings of a group of Google researchers. Anti-virus software has become very successful at detecting viruses that are sent as part of an e-mail. As a result, websites are fast becoming the most important new source for spreading malicious software. SOURCE: NYTEKNIK.SE

Recycling for a better environment

In Sweden, computers, screens and printers worth millions of Swedish crowns are being scrapped. This is in spite of the fact that there are plenty of companies who are prepared to purchase and use such equipment. SOURCE: COMPUTER SWEDEN.SE

INSPIRATION

Built-In Intelligence Makes Bank Cards Safer

Fingerprint recognition, own power supply and two-way communication are just some of the functions we can expect from next generation smart cards. Cardlab is leading this work, along with Prevas as its development partner.



STAYING A STEP AHEAD OF THE COMPETITION BY DEVELOPING SAFER SMART CARDS - THAT IS THE STRATEGY BEHIND PREVAS' COOPERATION WITH CARDLAB.

When it comes to smart card technology, the competition between companies is already fierce. The newest, most advanced cards contain microelectronic components. This opens up many new opportunities for using this advanced technology in other product areas. Smart cards technology belongs to the consumer electronics sector. No longer will bank cards and credit cards simply be a piece of plastic with a magnetic strip.

Focus on Safety

Innovation is the key to success. However, safety is certainly also key, given the alarming growth in stolen credit cards and credit card numbers.

The work done at Cardlab is on the cutting edge of development. The company aims at setting new standards

within such areas as payment methods and personal identification. "By coop-

erating with Prevas, we are able to combine our talents to come up with new solutions to problems that our competitors are still struggling with.



That way, we make sure that we are always a step ahead, particularly when it comes to new customer demands for next generation smart cards and solutions" says Torsten Nordentoft, head of development at Cardlab.

"What's really exciting, is that an integration of nearly all areas of technology is required in order to arrive at an optimal solution for today's smart cards. For example, advanced solutions incorporate wireless and analog technologies, RFID, signal processing, power supply and, of course, circuit design," explains Nordentoft.

Production in the Millions

Cardlab is the only company thus far that has been able to solve some important cost issues related to the large-scale production of smart cards. As a result, they can produce multi-technology smart cards by the millions with such features as a built-in battery, antenna coil, micro-processor, memory and biometric fingerprint authentication.

"The market is moving towards all sorts of products containing some type of electronics, even in areas that we can't even possibly imagine today. At Prevas, we have the experience, expertise and innovative knowledge required to incorporate electronics into products in order to meet such future needs," says Mats Lundberg, business unit manager for product development at Prevas.

"When it comes to compact products, I believe that our cooperation with Cardlab will enable us to really push the limits of development," says Lundberg.

PEOPLE

200 New Employees Join Prevas

During the last six months, Prevas has acquired some larger and smaller companies that will help the company to strengthen and ensure its expertise for the future.



Having acquiring new companies, Prevas has obtained more highly qualified employees and access to the very latest technologies in various niche markets.

We want to extend a warm welcome to our new employees! Under the name Prevas, we look forward to working together on many exciting projects for our customers.

Our new employees include:

- 99 employees from Teleca with specialist expertise within the area of embedded systems.
- 13 employees from Flextronics International Sweden AB, with expertise in electronics and embedded systems.
- 4 employees from Realfast Hardware Consulting AB, with

specialist expertise in electronics development.

- 2 employees from APC Wrapping AB who are highly skilled in furnace regulation and energy control for the steel industry.
- 40 employees from IO Technologies A/S in Denmark, with competence in developing embedded systems.

QUALITY

Project Quality Critical to Success

For the last 20 years, project quality is what has set Prevas apart from the rest.

All of the work done at Prevas is quality assured and in accordance with our certified quality management system, ISO 9001:2000. We also use project and development models to achieve a high level of

quality. As a result of such efforts, Prevas has been able to consistently deliver slightly more than 9 out of 10 projects on time and at the previously agreed upon price.

That is considerably higher than the industry average.

In Sweden during 2006, IT projects were delivered late at

least 4 out of 10 times and they exceeded their budgets just as often, according to a study conducted by Projectplace.

These figures come from questions answered by 307 decision makers from Swedish industry and the public sector in the annual IT barometer survey.

TRENDS

Prevas Turns Students into Good Consultants

In cooperation with Manpower, Prevas aims to create a pool of engineering students who are able to work on such tasks as testing, simple programming, documentation and translation.

The initiative is called: Prevas Student. Students who participate gain valuable experience by being able to take a look inside the consulting profession.

At the same time, Prevas gains access to extra personnel and is able to deliver projects to its customers even more quickly - with the same high level of Prevas quality, of course. To ensure quality, each student is coached by an experienced Prevas specialist.

TECHNOLOGY

Wireless Future, Cooperation in Denmark

Prevas has signed a partnership agreement with the Danish development company, Zensys, regarding their wireless communication platform.

By using turnkey platforms instead of developing everything from the ground up, Prevas can offer its customers faster product development and an even higher level of quality.



A Yearning for Structure Provided the Foundation for Prevas

Twenty years ago, when Göran Lundin founded the IT company called Prevas in Västerås, he was driven by his conviction that structure and quality would be lead to success.



At that time, the focus was on providing advanced consulting services to large industrial clients. Today, however, most work revolves around making industrial systems more efficient and developing the intelligence that will soon exist in nearly all kinds of everyday products.

And, Göran was right! Both customers and employees alike value our focus on quality.

Prevas really is quite the success

story. We have a long list of customers from leading global organizations, we have become listed on the stock exchange and we now have 470 employees in several locations throughout Sweden and Denmark.

Besides industrial systems and traceability products, some of the newest exciting trends in technology are all about the smaller embedded systems that can be found in everyday products like cell phones and cameras.

Clear message

Prevas has become the Nordic leader. Some might think that the journey to get there, working with the heavy engineering industry, has been rather long and arduous. But, according to Göran, the message is really quite clear.

"It's all about integrating intelligence into various types of systems. Today's products are much smaller and they often contain built-in communication functions. But the foun-

ation for successful product development is still very much the same - a combination of systematic orderliness and creativity. In those regards, Prevas is a world-class leader," says Göran Lundin, who is one of the main shareholders and Chairman of the Board at Prevas.

This was the approach that Prevas followed when it was founded a little more than 20 years ago. In the early 1970's, Göran Lundin was working as a programmer for ASEA's first industrial robots. It was during that time that he began to realize how important exact specifications were to the success of any industrial IT project. A few years later, when he founded Prevas, this proved to be an important piece of the puzzle and a source of motivation.



GÖRAN LUNDIN FOUNDED PREVAS AND NOW SERVES AS CHAIRMAN OF THE BOARD.

MARK YOUR CALENDAR.

PREVAS

- September 20th, Customer Day in Stockholm.

For more information, contact:
kunddagar@prevas.se

TRADE FAIRS

- Embedded Conference, October 16-17

- Scandinavian Technical Fair, October 16-19, together with Robotdalen. For more information about Robotdalen, visit: www.robotdalen.org

Both of these fairs will be held Stockholm.

PREnews

a newsletter from Prevas AB

Prevas is an innovative IT company with a strong company culture that offers its customers solutions that will help them attain a world-class competitive edge. Prevas develops intelligence in products and industrial systems. In Sweden, Prevas has offices in Västerås, Stockholm, Gothenburg Malmö, Linköping, Uppsala and Karlstad. In Denmark, offices are located in Copenhagen and Århus.

For more information about Prevas, please visit
www.prevas.se