

LATEST NEWS

Business news

Norway next for Prevas

Prevas is acquiring the Norwegian company Mikon AS. Mikon delivers total solutions based on custom software applications in industrial IT for the processing and manufacturing sector. These applications help manufacturers gain better insight into their manufacturing processes and thereby help contribute to profitable production investments and operations. Their client portfolio includes Statoil, Hydro Aluminium AS, Borregaard Industrier Ltd, DONG, Peterson and Norske Skog.

Continued developments in Denmark

Kasmatic Innovation A/S is the latest step in Prevas' expansion into Denmark, where we now have around 70 consultants working with integrated systems. Kasmatic develops customer-specific electronics and software applications and the company functions as a catalyst for the transfer of new technologies from universities and research centers to clients of the company. Kasmatic is based in Copenhagen, at the Technical University of Denmark (DTU), with which the company has developed a cooperative program. Prevas' acquisition also encompasses the network of more than 20 sub consultants from DTU that Kasmatic routinely relies on.

Prevas wins major pan-European project in genetic research

Once again, Prevas has been called upon to apply its expertise in an international European project. This time, it concerns instruments used in advanced genetic research. The work will be carried out by the Prevas Center of Excellence for Life Sciences. The Center of Excellence is one of six in Northern Europe and is located in the Stockholm/Uppsala region, where many of Prevas' 20+ Life Science clients are based.

More news available at www.prevas.com

LEADER



Innovative power of attraction



Innovative. Innovation. Two words that evoke a sense of future, breakthrough, and forward thinking. It's not unusual that companies strive to have these words associated with their name. The question is who determines whether a product is innovative or not. Something identified as revolutionary and new, the moment a consumer eyes on

the label.

I believe that innovative companies are drawn to one another. When I look at our list of clients, I am struck by how many of them are at the cutting edge of their fields. Newly designed solutions emerge from creative engineering and provide us with new tools and solutions to old problems. It's largely a ques-

tion of new ways of thinking and finding new solutions. At Prevas, we are constantly striving for innovation on every front. This is reflected in our approach to the technological solutions that make our clients a success, as well as our way of incorporating young professionals who want to start their careers in our sector.

Business models are also finely tuned and controlled. We constantly work to maintain our cutting edge with new and more efficient business and development methods and models. We want our drive to be noticed. We want Prevas to gain further acknowledgement as an innovative IT company that assists its customers in finding their place among the best in the world. In this issue, you'll be able to read about some customer projects where both our engineering and forward vision have been put to the test, alongside that of our clients. Happy reading!

ANDERS ENGLUND
CEO

CONTEST

Do you want to win an innovation?

What do you think is a real IT innovation? Visit our website and cast your vote for one of three examples. By casting your vote, you will also be entered into a competition to win a

Nintendo Wii, a product that we think not only reflects the demand for innovative thinking, but can also present a number of exciting challenges to friends and family.

WHAT DO YOU THINK?

Go to www.prevas.com and cast your vote for what you think is a true IT innovation.

CUSTOMER CASE

Web-based tracking facilitates operations in the food products industry

"We are immediately recalling one of our major products after traces of a hazardous material have been identified..." Does this sound familiar? A nightmare for any company in the food products industry which may soon be a thing of the past. The solution is called Snitcher Infotrace and is a web-based service that Prevas developed together with Anticimex and some of their clients in the food products industry.



SNITCHER INFOTRACE - A STREAMLINED AND COST-EFFECTIVE TRACEABILITY SOLUTION

Companies in the food products industry can save significant amounts of money by being able to inform clients and consumers as quickly and accurately as possible of any potential deviations in quality or recalls. This was the insight of Tommy Jääskö, who works as a food products technician at Anticimex, where he assists companies with hygiene management and product safety. He also discovered that most companies were using paper-based systems to keep track of suppliers, raw materials, receipts, batches, and shipments. - We realized that several of our small to mid-sized companies had difficulties managing traceability, says Tommy. Imagine what can happen if a batch of ground beef has not

been handled with the requisite hygiene measures and then ends up as meatballs, lasagne, and ten other finished products. It is important to be able to quickly look back and trace the faulty batches before any damage is incurred.

A solution for companies, large or small

Proper internal control is a must just to be able to deliver to the major supermarket chains. Keeping track of where ingredients come from and end up at each point in the processing chain has become a critical factor. In addition, authorities such as the Swedish National Food Administration have been placing increasingly stringent requirements on trace-

ability both upstream and down in the production chain.

Major companies can afford to pay hundreds of thousands to invest in their own IT environments and solutions, but small to mid-sized companies have long had to struggle with manual solutions.

Focus on user-friendliness

The need to find a more streamlined and cost-effective solution led Tommy Jääskö to get in touch with Prevas. This contact resulted in a pilot project involving multiple companies that valued the idea of a streamlined, web-based system to manage both traceability and preventive internal quality control.

- I discovered that Prevas was very advanced and pioneering. It turned into a good cooperation and we appreciated the fact that Prevas took our experiences and perspectives into consideration when designing the solution, says Tommy. Snitcher Infotrace became a simple system that can be accessed via the Internet using various types of terminals, such as handheld units and barcode readers. Operation and support are run by Prevas in Karlstad.

Secured traceability

Aside from the fact that the service is accessible from any computer with an internet connection, the test companies also pointed out a number of other advantages, such as the fact that they would not need their own IT specialists or their own IT environment, that the service supports internal control of raw materials and processes, and that it allows end-to-end traceability from raw material to delivery. The fact that monthly costs are considered low and that it takes less than one week to go from order to operation doesn't hurt, either.

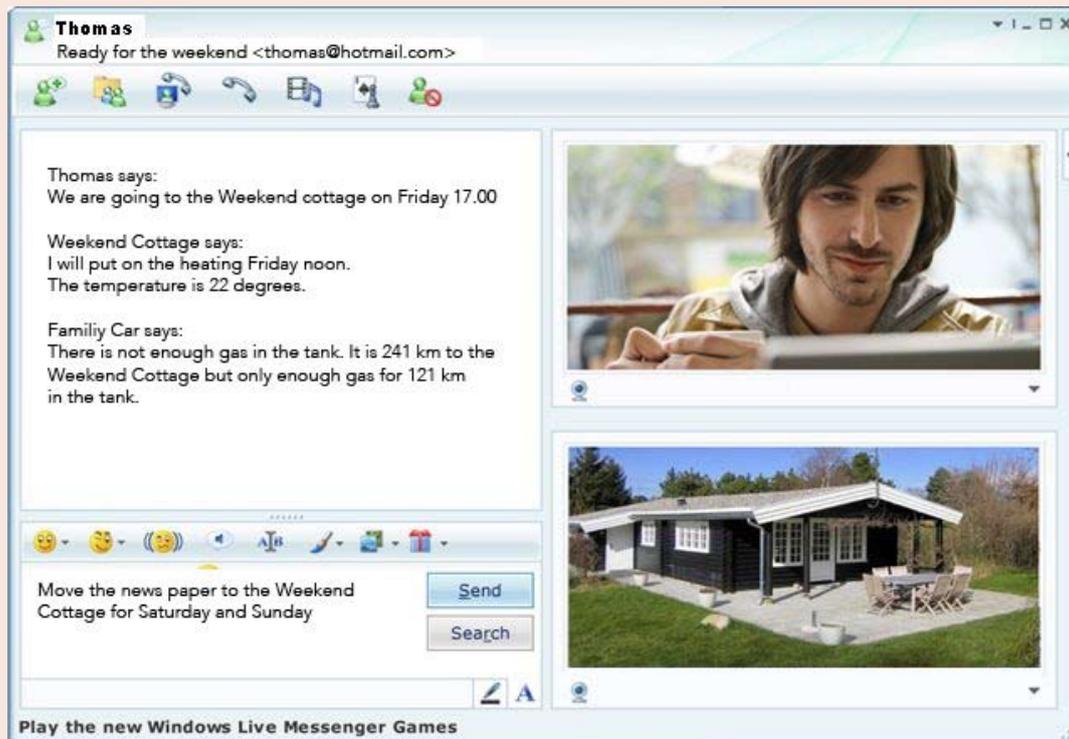
- Even while the system works both preventatively and allows total control of a production line, there is still room for refinement. By adding threshold values, for example, preventive operations can be engineered to such an extent that essentially all problems are identified before the product leaves the factory, says Tommy, who would happily see all their customers in Northern Europe avoid both negative press and the added complications and cost of destruction and disposal.

ELECTRONICS IN EVERYTHING

TRENDS

Chat with your summerhouse

Computer-like systems can now be built into small devices at low cost. This means that computer programs with open source code can be used for new purposes in integrated systems.



INSTANT MESSAGING WITH NEW POSSIBILITIES

The weekend is approaching and it's time to go to the summerhouse. You open Windows Messenger and write "We are going to the summer house on Friday at 5 o'clock." The recipients are your electronic devices in the summerhouse: each of them have their own Messenger account. The summerhouse replies that the temperature will be set by the time you arrive. The car has calculated the distance to the house together with GPS navigation and reminds you that you will have to fill the tank before setting off. The server in the house reports that it has completed a change request for the newspaper to be sent to there and that the ticket for the Gotland ferry has been booked for 6:30 p.m. There is no need for any complicated coding or difficult programming. All you need to be able to do is write a simple message using everyday language. This may sound like science fiction, but it is completely possible today, thanks to the small computer-

like systems built into all types of devices.

A computer in credit card format

Ten years ago, a computer took up significant space under a desk. Today it can be made to be smaller than a pack of cigarettes. At the same time, the price on equivalent computing power has dropped down to a fraction of what it used to cost. This development means that we can now make small, inexpensive, built-in computers that handle running advanced applications previously reserved for larger PCs. These small computers are perfectly suited to be built-in to both existing and completely new products and can therefore bring entirely new functions to a well-known product. At the same time that advances have been made in electronics, there has also been a significant amount of development in terms of software.

Development has been equally powerful in operating systems, such as Linux and Windows Embedded, as well as in many other common software applications. Today, many programs are also available as open source code and are therefore free for anyone to use.

Instant messaging with new possibilities

In the introduction, we talked about how you can chat with your devices using an ordinary everyday chat program, many of which are also available in versions with open source code. This is just one of many examples of how an ordinary everyday program can be used with new functionality in small devices. Imagine being able to communicate with your devices directly from your computer or mobile, using everyday language! Such a thing is not too far into the future and that is the best news of today.

SmartShoring

-quality-assured offshoring for small and mid-sized companies.

Over the last few years, more and more companies have tried contracting IT work out to low-wage countries such as India and the Baltic region. This works well for large multinational companies that have their own project management resources and that have acquired the necessary experience. According to IDC, it takes an average of 15 projects before companies see the gains in efficiency that they are looking for. So how can small and mid-sized companies benefit from skilled and competitively-priced IT services while also feeling secure in terms of quality and delivery time? What can we at Prevas offer with our solid know-how in project methodology? We started by testing it out on ourselves, and after two successful projects, we now have an operational cooperation with sub suppliers in India, Poland, and the Baltic states. Thanks to this, our SmartShoring service can offer our customers projects with high quality at a significant savings without any start-up investments. Naturally, this includes quality assurance from experienced project leaders at Prevas who make sure that specifications match, that delivery deadlines are met, while also working to resolve issues concerning cultural aspects and communication.

Read more at www.prevas.com or contact Björn Andersson at bjorn.andersson@prevas.se



PORTRAIT:

Nothing is impossible

In a way, you can say that Rune Domsten's career began with his interest in rock music as a child. It started when he wanted loudspeakers that could really handle playing loud. Ever since, electronics, innovation, and Prevas' technology director have gone hand in hand.



RUNE DOMSTEN, DIRECTOR OF TECHNOLOGY (WITH MUSICAL INTERESTS)

Rune Domsten never had any doubts in his mind when he was approached with the offer to sell IO Technologies to Prevas scarcely one year ago.

- It felt that IO had grown as much as it could within the framework

that we had. It was therefore a natural choice to continue development under the auspices of a larger company and take advantage of Prevas' capabilities and international network. It's absolutely essential to get new technology to market before the

future catches up with it, explains Rune Domsten.

- At IO, we put special emphasis on seeing projects as challenges.

That's why it's especially nice to see that people share the same notion here at Prevas. With this as your foundation, nothing is impossible – even if it may sometimes seem like it along the way.

Things have to work

Rune Domsten himself has solid know-how in electronics that he has applied in both theoretical and practical settings.

- Ever since I was little, I have thought it was fun to build things and get them to work. At first, it was about simple constructions in music systems. Today, technology has a whole new level of possibility for innovations, but the basic pleasure of working with it is the same. It's quite simply about making things work. In my day-to-day work, I often notice that my practical experience in electronics and mechanics serves as a real advantage for me. I've done a lot of soldering work myself, and I have kept abreast of technological developments ever since I was a child in the 1960s. This way I have developed a good understanding of

many of the parts involved in modern technological devices, as well as the manufacturing equipment itself, says Rune Domsten, who, despite having been involved for such a long time, is only 46 years old.

Rock music in the garage

But even while Rune Domsten now dedicates most of his time to idea development and technological management, he still thinks it's great fun and relaxing to sit down with his soldering iron at home in his garage.

-I've built a large amplifier out there, and now and then I sit down to have some fun. My children also use it. Sometimes, it sounds as though we were holding our own rock festival at home...

IO TECHNOLOGIES

IO Technologies became part of Prevas in January of 2007. The company had been in operation since 1997 and was one of Denmark's leading companies in advanced electronics development.

Acquisition of IO Technologies has made Prevas A/S one of Denmark's leaders in integrated systems.

MARK YOUR CALENDAR

PREVAS

- MSDN Live in Västerås, 22 November
Kopparlund auditorium. Register on
www.prevas.se

TRADE SHOWS

Öredev 13-15 November, Malmö trade
show
More info on www.oredev.org

Medica 14-17 November, Düsseldorf
More info on www.medica.de

PREnews

A newsletter from Prevas AB

Prevas is an innovative IT company with a strong corporate culture that offers its customers solutions with a world-class competitive edge.

Prevas develops intelligence in products and industrial systems.

Our line of services ranges from feasibility studies, system design, construction, and verification to certification, testing and project management. Prevas has offices in Västerås, Stockholm, Göteborg, Malmö, Linköping, Uppsala, Karlstad, Copenhagen, Lyngby, and Århus, as well as Oslo.

For more information on Prevas, please visit
www.prevas.com