

Design To Order Services

50-Day DTOS Time-to-Customer

- ✓ Dedicated Services
- ✓ Seamless Teamwork
- ✓ Leading Technology
- ✓ Trusted Quality



ADVANTECH

Enabling an Intelligent Planet

About Advantech

■ **Advantech: Enables an Intelligent Planet**

Founded in 1983, Advantech is a leader in providing trusted innovative embedded and automation products and solutions. Advantech offers comprehensive system integration, hardware, software, customer-centric design services, and global logistics support; all backed by industry-leading front and back office e-business solutions. We cooperate closely with our partners to help provide complete solutions for a wide array of applications across a diverse range of industries. Advantech has always been an innovator in the development and manufacture of high-quality, high-performance computing platforms, and our mission is to empower these innovations by offering trustworthy products and services that enable an intelligent planet. With Advantech, there is no limit to the applications and innovations our products make possible.

■ **Advantech’s Good-to-Great 3-Circle Principle**

The Advantech 3-Circle Principle is based on the book “Good to Great,” by Jim Collins. According to the book, a company looking for long-term success should clearly address these three fundamental principles, and commit to their continuing, solid execution. Advantech is fully committed to this approach and has defined the Advantech “Good to Great 3-Circle Principle” as a means of adhering to it.



■ **World-Class Recognition**

Advantech is an authorized alliance partner of both Intel® and Microsoft®. Our customers find the technologies we use inside our products to be widely compatible with other products in the global marketplace. In 2011, Interbrand, the world renowned brand consulting firm, once again recognized Advantech as one of the Top 10 Taiwanese Global Brands. Advantech appreciates this recognition of our efforts to build a trusted, global brand; it also symbolizes a promise we give to our business partners, which is to keep building a trustworthy brand that is recognized everywhere and improves the lives of all.

■ **Model Corporate Citizen**

Advantech is committed to being a model corporate citizen by helping to preserve the environment and by giving back to society. Our environmental program focuses on reducing, reusing, and recycling materials used in our manufacturing operations. Advantech’s environmental compliance effort includes the following:

- ISO 14001 Certification
- ISO 13485 Certification
- OHSAS 18001 Certification
- TL9000 Quality Management System
- RoHS Directive Compliance
- WEEE Directive Compliance
- Authorized Sony Green Partner



■ **Timely Support at Your Convenience**

Advantech has over 12 regional toll-free hotlines, and offices throughout 91 cities in 20 countries, with over 5,000 employees to provide efficient, professional services for customer care, product selection, technical support, and order handling. Through our call centers and online stores, customers worldwide enjoy the convenience of Advantech’s multi-service channels to reduce business turnaround time. Together with over ten customer service centers in Taiwan, China, Japan, Korea, Singapore, Brazil, the Netherlands, Poland, and the United States, our global service network offers an extensive spectrum of services that includes warehousing, logistics, peripheral certification, sourcing and purchasing, and RMA and support services.

About Advantech Embedded Computing

Worldwide Leadership in Embedded Design and Services

Advantech has provided leadership for innovative Embedded Computing products and services for 30 years. With comprehensive product ranges, customer-centric design services, and an extensive global network, Advantech is dedicated to helping customers develop reliable and innovative embedded solutions. We not only provide the latest embedded hardware computing products, we also think about how to provide more value to embedded developers through a variety of embedded design-in and software services.

Embedded Design-in Services



Embedded Boards and Systems

A full spectrum of embedded computing in multiple form factors from computer modules and single board computers, to industrial motherboards, fanless box computers, and digital signage media players. We commit enormous resources to the continuous development of innovative form factors to meet customers' changing needs.

Peripheral Modules

Industrial peripheral products such as storage, wireless, touch modules and displays, along with Advantech's software turn-key solutions, provide innovative choices for industrial PC applications.

Embedded Software Services

We provide innovative embedded software services to help customers develop different embedded applications. Professional services include industrial cloud services, embedded BIOS/OS services and software API & utilities.

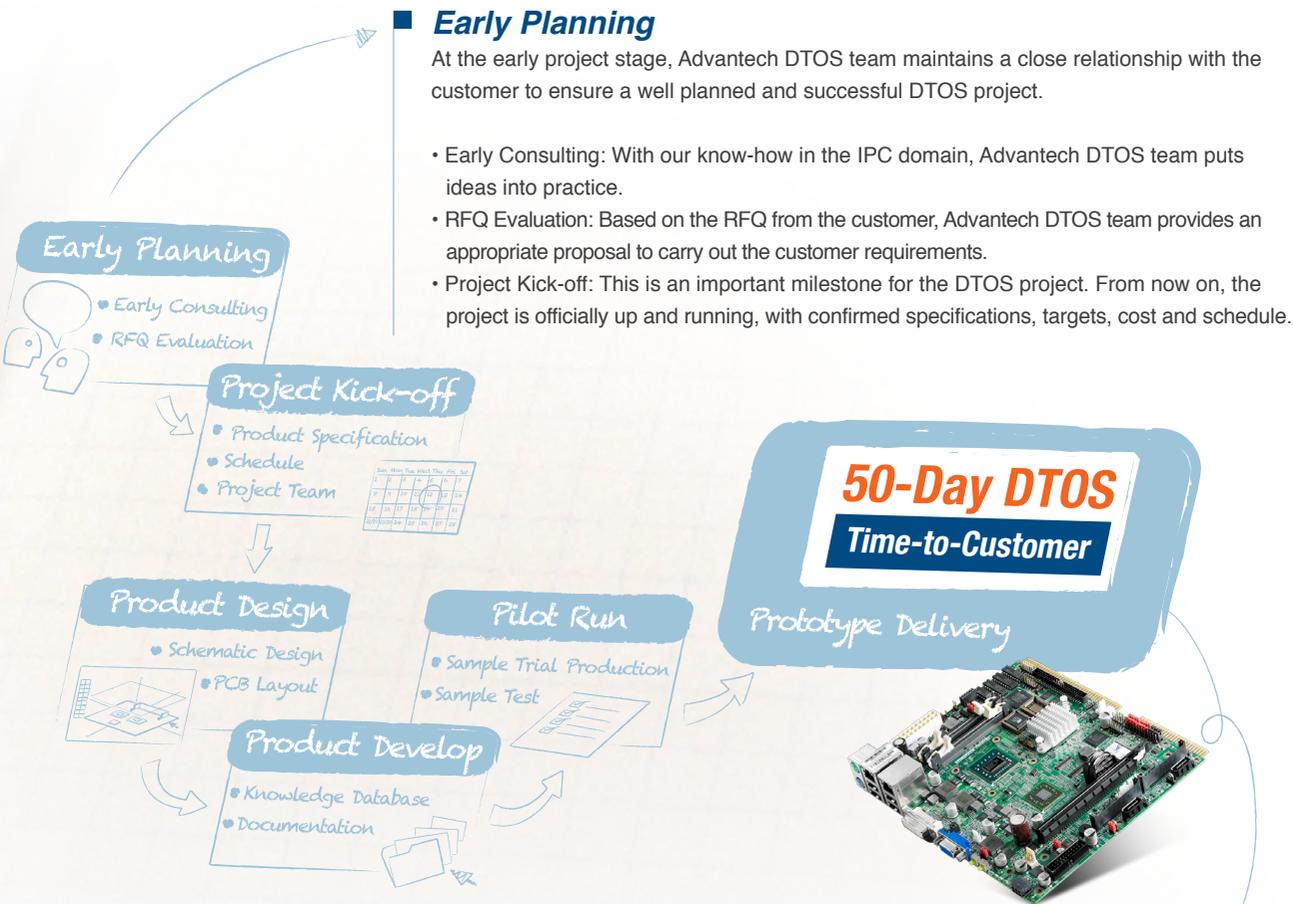
Design-in Services

Streamlined design-in services fulfill engineering demands at the design-in phase and bring benefits which can shorten design and integration cycles, minimizing uncertainty and risk. Services include wide temperature range support and ruggedized solutions.

50-Day Design To Order Services

50-Day Time-to-Prototype, The Key for Faster Time-to-Customer

Advantech Design To Order Services (DTOS) is a design service which provides tailor-made systems or boards to meet specific application requirements through advanced, innovative and world leading technologies, diverse levels of customization, flexibility of manufacture, and global technical & logistical support. Advantech DTOS offers you the advantages of faster project development, lower risk and the assurance of working with a trusted global leader for win-win solutions. With strict project workflow, integrated infrastructure, and highly proficient project development, we promise our customers a quality and speedy 50-Day Design To Order Services.



Early Planning

At the early project stage, Advantech DTOS team maintains a close relationship with the customer to ensure a well planned and successful DTOS project.

- Early Consulting: With our know-how in the IPC domain, Advantech DTOS team puts ideas into practice.
- RFQ Evaluation: Based on the RFQ from the customer, Advantech DTOS team provides an appropriate proposal to carry out the customer requirements.
- Project Kick-off: This is an important milestone for the DTOS project. From now on, the project is officially up and running, with confirmed specifications, targets, cost and schedule.

Design and Development

At the product design and prototyping stage, Advantech DTOS team delivers a 50-Day time-to-prototype sample to meet the customers' fast time-to-market requirements.

- Schematic Design: According to confirmed project specifications, our electronic engineers carry out the hardware design.
- Knowledge Database: With years of domain expertise in the field, Advantech has built up a knowledge database to facilitate an efficient and cost effective design process.
- Documentation: Ensures each project and design stage is well traced, documented and managed.
- PCB Layout: After the schematic design is confirmed, the project will move to the next stage for PCB design.
- Sample Pilot Run: At this sample trial production stage, the dedicated DTOS manufacturing team joins the project to carry out pilot run samples and preparation for mass production.
- Sample Test: Pilot run sample will have basic tests at this stage.

Prototype Delivery

In this stage, we provide prototype samples for advanced verifications, such as functionality tests, compatibility tests, reliability tests, manufacturing feasibility tests and any other field tests on the customer side.

Streamlined Design Process

Advantech DTOS is a faster time-to-market solution with streamlined design process and innovative methodology offering up-to-date embedded products & services. We set a target of 50-Day Time-to-Prototype, delivering speedy and quality customization services.

■ Embedded Expertise

With Advantech's Global Service Network, you can contact our local service team with unique requirements. It's just like hiring a team of embedded experts working for you, delivering results with scrupulous project management, latest cutting-edge technologies and a choice of customization demands, with embedded know-how, flexible manufacturing, global fulfillment and post-manufacturing services.



■ Customer Oriented Services

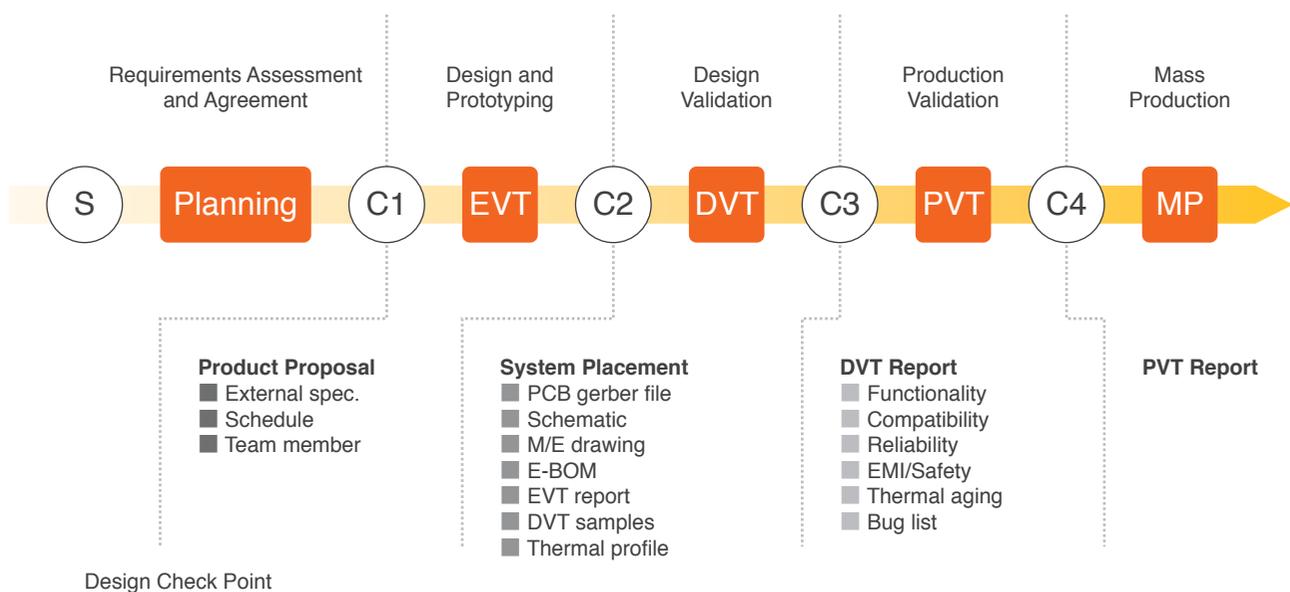
Our task oriented manufacturing project team called Customer Focus Team (CFT), is composed of engineering, fulfillment, quality, and manufacturing experts to deliver successful projects to our customers for even faster time-to-market.

■ Strict Project Workflow

We manage projects in a strict closed-loop workflow to ensure our plan, schedule and quality are well traced and managed. There are five project development phases: Requirement Assessment and Agreement, Design and Prototyping, Design Validation, Production Validation, and Mass Production, each clearly defined with a different purpose to control project schedules and quality at each check point.

■ Integrated Infrastructure

Our integrated infrastructure contributes to a practical and quality project. Our Component Information System contains a verified industrial grade component library to make our quality 50-Day Time-to-Prototype promise come true. Our Product Lifecycle Manager system provides detailed project information to ensure every element in the project lifecycle is carefully managed, and our quality assurance team implements strict validation methods to resolve any issues in time for faster time-to-customer delivery.

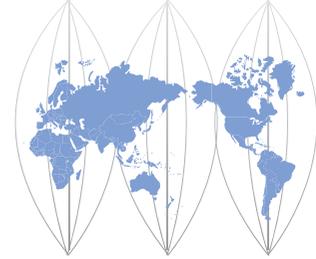


Regional Dedicated Services

To meet all the requirements from embedded applications, Advantech devotes regionally-based customer oriented services to each project. Advantech DTOS team is dedicated to offering specific regionally focused Design To Order Services to enable our customers to reach their customers more quickly.

Global Reach, Local Touch

Advantech supports local order processing and provides comprehensive global support. With our dedicated regional Design To Order Services team, located in four Regional Service Centers across the world, we deliver a faster time-to-market, design, manufacturing and service centers and efficient local support in Americas, Europe, Asia Pacific, and China.

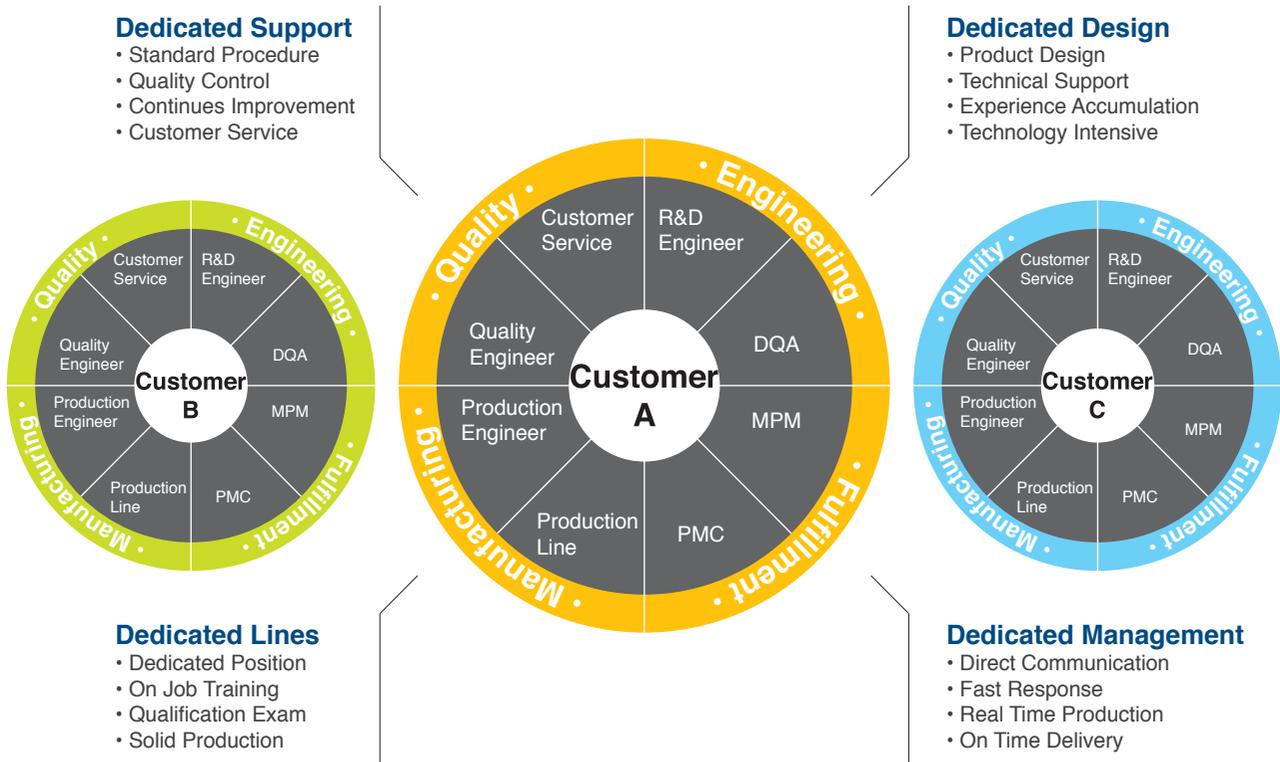


Dedicated Manufacturing Facility

DTOS projects are produced in dedicated manufacturing sites at Kunshan, China and Taipei, Taiwan. Our advanced DTOS facilities allow us to produce all board and system level products. The facilities are designed to service ODM oriented customers, so allow us to customize production to meet your demands for any product in any vertical market.

One-stop Service

Advantech DTOS team is a team of embedded experts offering dedicated project design, dedicated project management, dedicated manufacturing service and dedicated project support service. From our well-structured design process management, our project managers and design specialists work closely with customers to help them save development time without worrying about compatibility issues, just contact your dedicated service team.



Leading Embedded Computing Technology

As a pioneer and leader in the embedded market, Advantech manages close relationships with partners in the embedded ecosystem to enable accurate technical development in the early project stages. Only Advantech is confident to serve you with integrated Design-To-Order Services with leading embedded computing technology.

■ Latest Chipset Solution

Advantech provides fully-featured off-the-shelf products that meet the fundamental requirements of customer applications. Advantech's board design covers a wide range of industrial applications, thanks in part to access to chipset manufacturer's roadmaps as well as our own intellectual property. Advantech's standard platforms include choices of x86 (Intel®, AMD®), RISC (Freescale i.MX5) and DSP (TI OMAP) technologies.



■ Vertical Domain Know-how

Advantech has been involved in this industry for many years, serving a variety of specific fields including: Point of Sale, Information Kiosk, Gaming, Surveillance, Digital Signage, Medical applications and more. Advantech partners with experts in each vertical domain, growing and learning from each other in a way that allows design know-how and expertise to quickly accumulate. For this reason, DTOS teams are very familiar with system integration, and electrical & mechanical design in each vertical field.

■ Value Added Integration

From project start to final production, the project cycle takes a minimum of a couple of months. Value-added services, documented product life-cycles, and solid cross-functional operations are a part of the product design and validation. Careful project management is used to control each step of the process in a clear and organized manner with input from all parties. The result is a solution that meets all the customer's requirements.

Integrated Embedded Computing Services



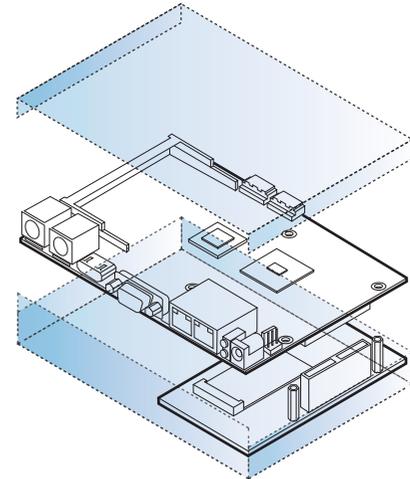
Embedded Hardware Design Competency

Advantech Embedded Computing Group invests in developing vertically-driven, application-specific platforms and service-ready solutions for use in many situations. To meet special requirements, Advantech offers flexible and experienced design capabilities for industrial projects.

■ Various Form Factors of Board Level Products

Advantech Embedded Computing Group provides a full range of embedded boards in different form factors for integration into a variety of industrial chassis.

- Industrial Motherboard: Mini-ITX, MicroATX, ATX
- Single Board Computer: PC/104, PC/104-Plus, EPIC SBC, EBX SBC, 3.5" SBC, 5.25" SBC, MI/O Extension boards
- Computer On Module: COM-Express Basic, COM-Express Compact, COM-Express Mini, ETX/XTX, Qseven, carrier boards
- Proprietary form factors



■ Embedded System Solutions

Advantech Embedded Computing Group develops systems (e.g: box computers), with strong mechanical/ thermal support to fulfill diverse applications. We also offer a total display solution from industrial display kits, industrial monitors, to display enhancement solutions in order to meet your specific needs. And, Advantech provides customization services that fulfill all your unique application and environmental standards.

■ Integrated Peripheral Modules

For value-added peripheral integration, we offer a range of industrial grade peripherals including industrial storage, memory, embedded wireless, and embedded touch modules, and intelligent displays.

■ Experienced Vertical Domain Know-how

Advantech is a team of embedded professionals serving up a wide range of embedded products and services. We are expert in key technologies and possess domain know-how in vertical applications. This benefits our customers by helping them find their ideal solutions more efficiently.

Point of Sale / Information Kiosk ↙

Enable panel, backlight control, touch controller, drawer control, wide range voltage DC input, power, etc.



Gaming ↙

AT mode, audio amplifier, trusted platform module, security protection, etc.



Surveillance ↙

Expansion slot design, capture solutions on board, shuttle, jog, or shortcut controller, etc.



Signage ↙

Multi-display, remote control, low power, thin box, etc.



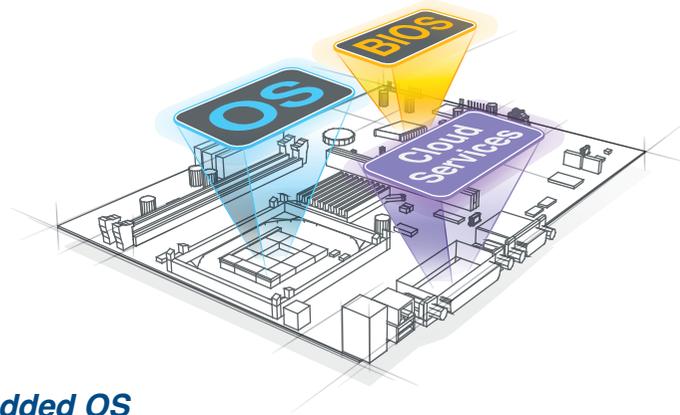
Embedded Software Design Competency

Advantech Embedded Software Services include Embedded BIOS Services, OS Services and Industrial Cloud Services. Embedded Software Services help decrease design effort and project complexity, and accelerate product development.

■ Embedded BIOS

Advantech provides fully-featured Embedded BIOS solutions that deliver superior performance, compatibility and functionality. Customers can easily install or remove specific BIOS features to create a unique and stable BIOS.

- Modular core architecture
- Multi-level-CPU power saving
- PC error alert
- Embedded controller function
- Custom animated logo
- Firmware level protection for software and ATA HDD
- Bootsafe function
- HDD restore function



■ Embedded OS

Advantech provides a wide choice of embedded OS solutions to fulfill diverse customization demands. Advantech is a "Microsoft Embedded Gold Partner" member.

- Windows Embedded 8 Pro/ Standard/ Industry
- Windows 7 Pro/ Ult for Embedded System
- Windows Embedded Standard 7
- Windows XP Pro for Embedded System
- Windows XP Embedded/ Windows Embedded Standard 2009
- Windows CE 4.2/ 5.0/ 6.0
- Windows Embedded Compact 7/ Windows Embedded Compact 2013
- Linux OS
- QNX
- VxWorks

■ SUSIAccess

SUSIAccess is a cutting-edge, user-friendly, intelligent and integrated API interface to centralize monitoring and management of all your remote embedded devices in real-time.

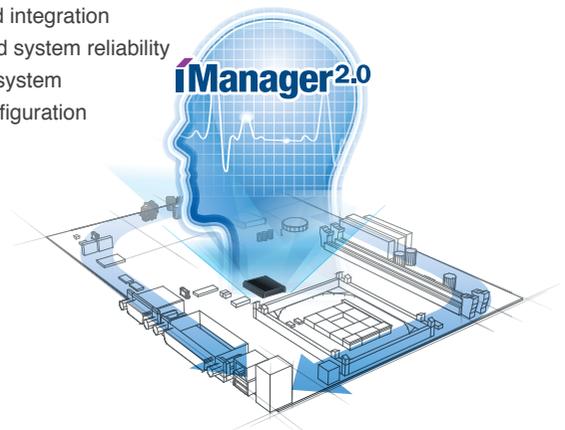
SUSIAccess is designed to be cloud-based and provide on-demand software services so all the Advantech devices can automatically download and upgrade SUSIAccess as needed.



■ iManager

Advantech's iManager is a firmware controller that's built into our embedded platforms and provides several unique security features for embedded developers. Embedded security features include intelligent self-management functions such as a secure, encrypted EEPROM for storing important security keys, watchdog timer and more for speeding up your product's time-to-market.

- Simplified integration
- Enhanced system reliability
- Security system
- Easy configuration



Trusted Quality Management

As a leader in the embedded market, Advantech excels in all levels of project development, especially to qualify new designs during the testing phase. Further, we assist with logistics and can help you ramp-up production efficiently. Advantech business and production strategies ensure that you achieve crucial time-to-market schedules.

Certified Quality Assurance System

Advantech holds the most complete ISO certifications in the IPC industry compared with all other IPC manufacturers, ensuring our capability to manufacture products from different industries and our commitment to worldwide regulations and standards compliance. Our facilities and products carry at minimum ISO 9001 and 14001 certifications while others hold additional certifications such as ISO 13485, 17025, TL9000, ISO/TS 16949, OHSAS18001, RoHS and QC080000. Advantech DTOS is your best partner for project development, especially during the project testing phase, where our efficient methods help realize a faster time-to-market.



Proven Modular Design

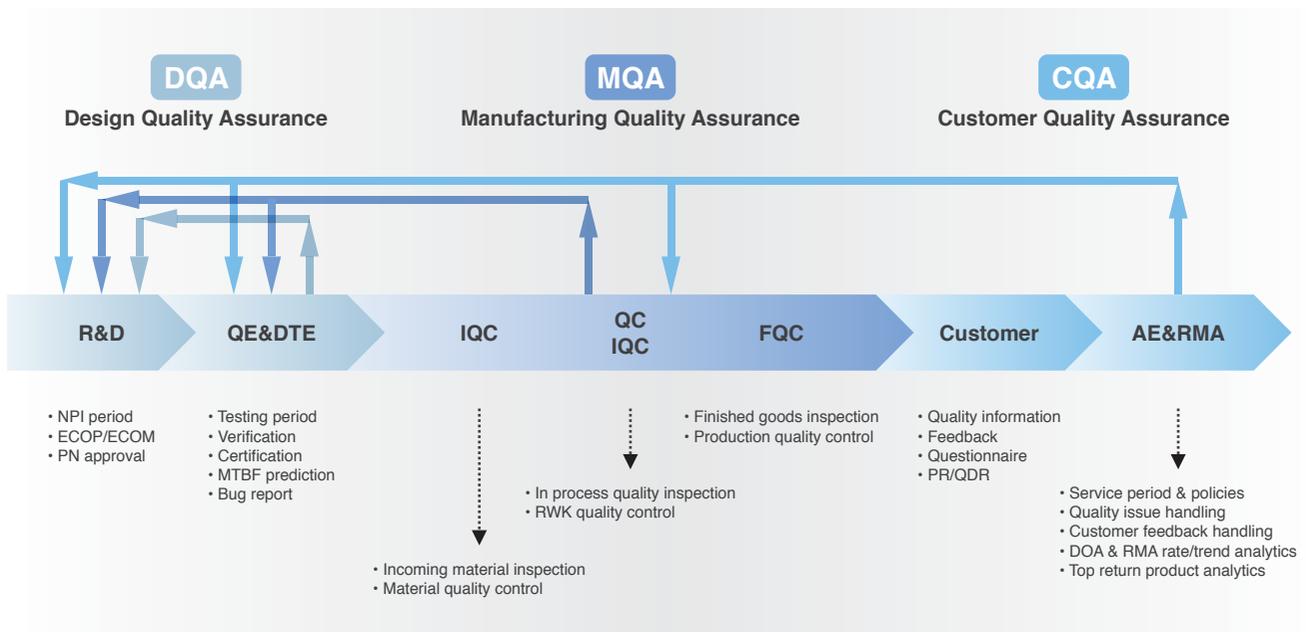
Modular design is a technique that emphasizes separating the functionality of a product design into independent modules. Several designers can work on individual designs at the same time, thus, making development of products faster. Such a design base leads to a structured approach as a complex product design can be broken into simpler modules.

Admirable Product Reliability

As awareness of product reliability increases, so does the responsibility of the provider to ensure that reliability requirements are met. Product reliability is of utmost concern at Advantech. Modular design infrastructure and a complete line of safety, EMC and reliability measures such as ESD, vibration, drop testing, temperature, humidity and HALT chambers are available to ensure our products meet the strictest standards.

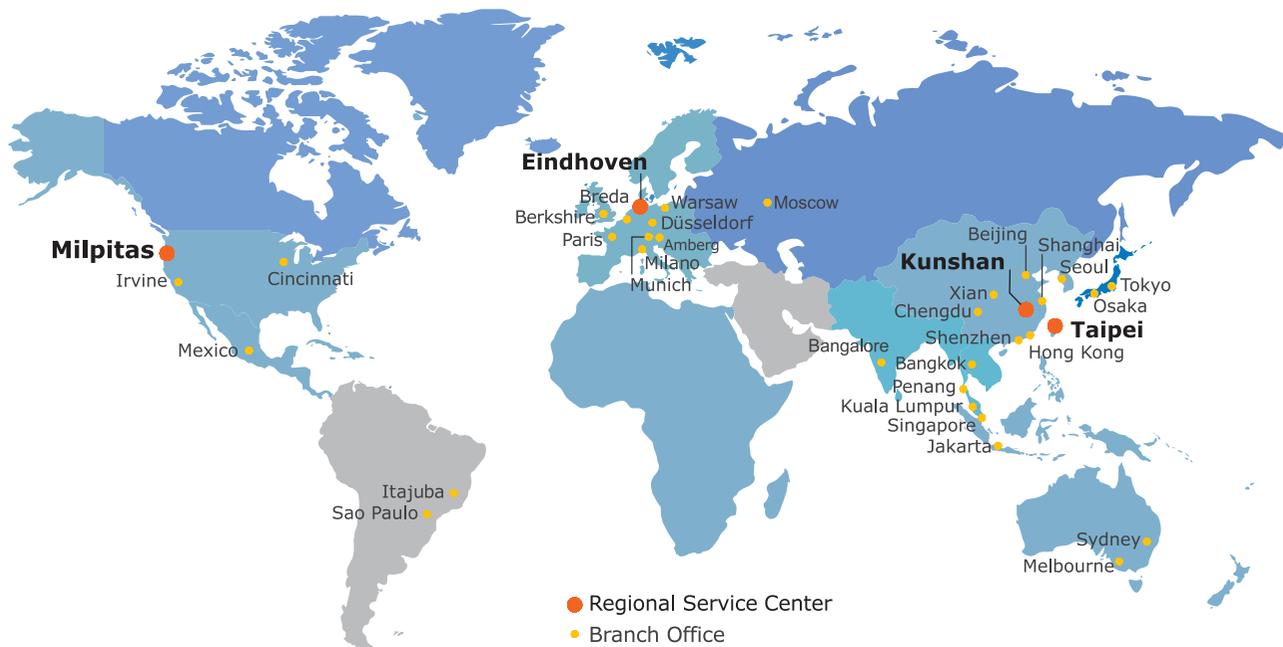
Closed Loop Quality Assurance

Advantech has the global manufacturing capability and flexible capacity to provide the quantities of product required by its customers. With our closed loop mechanism to ensure quality issues can be resolved by going back one or more steps to find out the root cause of a problem. We are confident in our ability to achieve overall customer satisfaction, and we strive to make continuous improvements in order to ensure customers will receive only the highest quality products with prompt service.



Advantech Global Service Network

Advantech is located in 20 countries and 91 cities, giving customers access to teams from many geographic regions. With four Regional Service Centers across the world, you get your products delivered right at your doorstep and you receive expert technical support when you need it, where you need it. To streamline the design process for faster time-to-market, we have design, service, and manufacturing centers in America, Europe, Asia, and China which provide efficient local support. We are able to seamlessly deliver cost-saving services that meet stringent customization requirements.



Regional Service Centers



Milpitas, Ca., USA



Eindhoven, The Netherlands



Kunshan, China



Taipei, Taiwan

Manufacturing Centers



ATMC
Taipei, Taiwan
15,744 m²



AKMC
Kunshan, China
81,000 m²



AKMU
Kunshan, China
105,000 m²



ATMU, Linkou
Advantech Linkou Campus
Linkou, Taiwan / 90,000 m²

Regional Service & Customization Centers

China

Kunshan
86-512-5777-5666

Taiwan

Taipei
886-2-2792-7818

Netherlands

Eindhoven
31-40-267-7000

Poland

Warsaw
48-22-33-23-740 / 741

USA

Milpitas, CA
1-408-519-3898

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Shenzhen 86-755-8212-4222
Chengdu 86-28-8545-0198
Hong Kong 852-2720-5118

Taiwan 0800-777-111
Rueiguang 886-2-2792-7818
Yang Guang 886-2-2792-7818
Xindian 886-2-2218-4567
Taichung 886-4-2378-6250
Kaohsiung 886-7-229-3600

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Tokyo 81-3-6802-1021
Osaka 81-6-6267-1887

Korea 080-363-9494
Seoul 82-2-3663-9494

Singapore
Singapore 65-6442-1000

Malaysia 1800-88-1809
Kuala Lumpur 60-3-7724-3555
Penang 60-4-397-3788
60-4-397-4188

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Thailand
Bangkok 66-2-248-3140

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Bangalore 91-80-25450206

Australia 1300-308-531
Melbourne 61-3-9797-0100
Sydney 61-2-9476-9300

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Münich 49-89-12599-0
Hilden 49-2103-97-885-0

France
Paris 33-1-4119-4666

Italy
Milano 39-02-9544-961

Benelux & Nordics
Breda 31-76-5233-100

UK
Reading 44-0118-929-4540

Poland
Warsaw 48-22-33-23-740/741

Russia 8-800-555-01-50
Moscow 7-495-232-1692

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1-888-576-9668
Cincinnati 1-513-742-8895
Milpitas 1-408-519-3898
Irvine 1-949-420-2500

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